

377 West Liberty Street
Wooster, Ohio 44691

In this Issue: \$\$\$ saving programs & opportunities
for Wooster Chamber members! Pages 3 – 9

May 2020
woosterchamber.com

Save **BIG** with the Wooster Chamber

The infographic features a grid of seven hexagonal callouts, each representing a savings opportunity. The callouts are numbered 01 through 07 and are arranged in a staggered pattern. Each callout includes a page number, a company logo, and a brief description of the benefit. The background is a light blue and yellow geometric pattern.

- 01** (Page 3): **Staples Business Advantage**. Have access to exclusive national contract pricing, through your chamber membership.
- 02** (Page 3): **Constant Contact**. Growing your business does not have to be difficult. All it takes is Constant Contact email marketing. Members **SAVE UP TO 25%!**
- 03** (Page 4): **CareWorks** (a sedgwick company). Offering comprehensive workers' compensation analysis to maximize their chamber members potential in BWC savings.
- 04** (Page 5): **COMMUNITY ENERGY ADVISORS**. Access to members-only discounts, services and savings, including the Chamber Energy Program.
- 05** (Page 6): **Wayne Partners DirectCare**. Offering members the best health care coverage at the best price for mid-market employers in Wayne County.
- 06** (Page 7): **Anthem**. As a member save money on health insurance by participating in the Chamber's group plan through Anthem.
- 07** (Page 9): **Safety Council** (WOOSTER AREA CHAMBER OF COMMERCE). Safety Council members are eligible for a 2% rebate on their BWC premiums if they achieve all program requirements.

New Members



Cooper Restoration

Cooper Restoration began operating in 2010 and is locally owned and operated here in Wooster, Ohio. Water damage, biohazard cleanup, fire & mold are not just a list of services, but their passion.

By refining their focus to just damage cleanup and restoration, Cooper Restoration is able to provide the absolute best, top quality work for every client, whether it is for a small home or a large-scale corporation. Thomas the owner, takes pride in overseeing all projects from start to finish.

Each of their service technicians have been properly trained and certified by the Institute for Inspection, Cleaning, and Restoration Certification (IICRC), because Cooper Restoration believes in committing the time, energy, and resources necessary to make sure they have the best equipped and most prepared restoration staff in the industry. Contact their team today at (330) 601-4870.



Morrison Farms Equipment Sales, LLC

Morrison Farms Equipment Sales, LLC is a third generation, family owned and operated business of farmers serving farmers since 1974. They buy and sell quality used farm equipment and are located in Smithville, Ohio. Morrison Farms Equipment Sales has an extensive inventory of used tractors, combines, hay and forage machinery, planters, and tillage equipment. Most items are stored inside.

Morrison Farms Equipment Sales is closed on Sundays. For a complete list of their inventory visit www.morrisonfarmsLLC.com

Ohio's Safe Business Practices for Getting Back to Work

- 1. Require face coverings** for employees and client/customers at all times.
- 2. Conduct daily health assessments** by employers and employees (self-evaluation) to determine if "fit for duty."
- 3. Maintain good hygiene** at all times – hand washing and social distancing.
- 4. Clean and sanitize** workplaces throughout workday and at the close of business or between shifts.
- 5. Limit capacity** to meet social distancing guidelines.
 - Establish maximum capacity at 50% of fire code.
 - And, use appointment setting where possible to limit congestion.

coronavirus.ohio.gov

Economic Indicators	Jan. 2020		Feb. 2019		Feb. 2020		Jan. 2020		Feb. 2019		Feb. 2020				
	Unemployment, United States	4.0%	4.1%	3.8%	Labor Force, Employed Wayne County	62,400	60,300	61,200	Unemployment, Ohio	5.0%	4.6%	4.7%	Labor Force, Unemployed Wayne County	2,600	2,200
Unemployment, Wayne County	4.1%	3.5%	3.6%	Wayne County Sales Tax by Month	\$1,217,452.47	\$829,648.36	\$901,803.36								

2020 Board of Directors

Executive Board	James Smail Farmer's National Bank	Tom Pukys Wayne Economic Development Council
Kevin Day Chair, Western Reserve Group	Board Members	Jeff Smith The Apple Creek Banking Co.
Bill Sheron Past Chair, Wooster Community Hospital	Jon Jameson Schaeffler	Stephen Smyth GOJO Industries
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Amy Marinello Marinello Realty	Jack Nebesky BCI Buckeye Division	Wayne Webster The College of Wooster
	Don Noble II United Titanium, Inc.	Thomas White

Chamber Staff

When finished with this newsletter, please recycle it. ♻️ recycle



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The Wooster Area Chamber of Commerce is on Facebook, YouTube and @woosterchamber on Instagram.



Visit us online at woosterchamber.com

Small Business Counseling

Ohio

Small Business Development Centers

Small Business Virtual Orientation Seminar
Monday, June 1, 2020
5:00 to 7:00 p.m.

A small materials fee applies.

Register online
cantonsbdc.org

May Newsletter

Exclusive access to national contract pricing, thanks to your Chamber membership!

Harness the group buying power of Chamber members nationwide and access pricing typically available for companies with over \$1M in purchasing power. You can save across product lines, from technology to furniture, even managed print and janitorial programs. **SAVE BIG** today with the Wooster Chamber!

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AREA CHAMBER OF COMMERCE

Contact Katie Foster at kfoster@woosterchamber.com for more information!

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CareWorksComp Chamber Program

Maximize your savings with the Wooster Area Chamber of Commerce's Worker's Compensation Program

The Wooster Area Chamber of Commerce partners with CareWorksComp, Ohio's leading workers' compensation Third Party Administrator (TPA), because our collective goal is to help members maximize their premium savings.

How do we save employers money?

We analyze each employer's unique claim and premium history to find the highest level of savings in all available workers' compensation programs. We advise employees on the best rating or discount program available, whether it's group rating, BWC deductible, 100% EM Cap or any other BWC program available to help employers lower costs.

The Programs

Group Rating

- Nearly 100,000 Ohio employers are currently participating in group rating.
- CareWorksComp is the only group rating program endorsed by the OAHU.
- Control to optimize your plan
- On average, for every dollar spent on fees, CareWorksComp's clients saved \$11.00 in premium, a 1,000% return on investment.

Group Retrospective Rating

- Rates are based on the results of employer's workplace safety and cost control efforts.
- CareWorksComp has created three tiers with different projected savings levels for each industry group.

Meet our Account Manager:



Meridith Whitsel,
Program Manager
– CareWorks Comp

Email: meridith.whitsel@careworkscomp.com
Phone: (614) 526-7172

CareWorks
a sedgwick company

Meridith Whitsel currently serves as a Program Manager for CareWorksComp. She is passionate about understanding business organization's workers' comp challenges. Meridith is sincere, caring, and passionate about those parts of business that are most important to you.

Cost Saving Samples

A company in Group Rating	A company NOT in Group Rating
Annual Premium: \$1,000	Annual Premium: \$1,000
Group Rating Savings: 53%	Group Rating Savings: 0%
Premium Savings: \$530	Premium Savings: \$0
Total paid to BWC: \$470	Total paid to BWC: \$1,000

Secure a No Obligation Quote Today!

For a no-cost, no-obligation analysis of your business potential savings, just complete these steps:

- 1** Contact the Chamber at kfoster@woosterchamber.com or 330-262-5735
- 2** Complete a Temporary Authorization to Review Form for Careworks to and submit to analyze
- 3** A non-obligation quote will be sent to your attention

May Newsletter

Chamber Energy Program – Energy Education, Protection & Savings

Your Chamber has partnered with Community Energy Advisors (CEA) to offer the Chamber Energy Program. Through this program, CEA provides Chamber Members with **Education, Protection, and Savings** on both regulated and deregulated energy expenses.

With a credible partner such as CEA looking out for your bottom line, you can enjoy peace of mind and “budget-ability” when it comes to your utility costs.

- Feel like you are paying too much for electricity and natural gas, but aren't sure how to reduce your costs?
- Receiving calls from suppliers but not sure who has the best offer?
- Considering a lighting upgrade but need help finding and filing for the best rebates?
- Need rate protection so that your electricity and gas prices don't spike through usage?
- Want a partner to manage your supply contracts so you never roll to a monthly variable rate?



Receive a no obligation and hassle free analysis of your Energy costs

EASY PROCESS: **1** Share bill with Chamber or CEA **2** Receive a FREE Analysis **3** Start saving.

RESIDENTIAL & HOME-BASED BUSINESS

Utilize these services for your residence, home-based business, or employees' Homes:

- Low fixed prices for electricity & natural gas
- Favorable contract terms & conditions
- Contract renewal management
- Helpful Ohio-based representatives to answer any energy-related questions

SMALL BUSINESS

Small business members have many ways to save! Services include but aren't limited to:

- Low fixed prices for electricity & natural gas
- Contract renewal management
- Natural gas sales tax exemptions for restaurants & non-profits
- Utility lighting rebates

INDUSTRIAL & MANUFACTURING

Services for large businesses are customized to best suit the member's energy needs:

- Comprehensive procurement process with diverse products
- Real-time monitoring of demand & usage - Demand response
- Utility HVAC & lighting rebates
- Energy efficiency upgrades & financing



RICK DAVIDSON
Principal and Co-founder

Wooster Chamber Health Care Saving Programs

25 EMPLOYEES OR MORE

Mid-Market employees band together to save on health benefits

When it comes to health benefits, mid-market employers in Wayne County have been at a disadvantage for too long. Without visibility into claims data, your ability to control costs is severely limited. The Wooster Chamber in cooperation with Wooster Community Hospital and Roundstone are joining forces to provide a game-changing solution through Wayne Partners DirectCare.

With Roundstone, and WPDC you will band together with mid-market employers to collectively self-insure with the efficiency of a large organization. Additionally participants will get the best possible prices from The Wooster Community Hospital Health System while still having access to regional and national services found in traditional healthcare coverage. Under the WPDC program, an average savings of 20% on health benefits is anticipated.

Roundstone customers save an average of 20% on health benefits. And with Wayne Partners DirectCare, you will get the best prices offered by Wooster Community Hospital.

DirectCare Benefits

- Visibility into claims including trends and insights in our dashboard
- Expert insights and recommendations from our team of Cost Savings Investigators
- Control to optimize your plan
- Up to 20% better costs compared to other insurance providers
- Individual plan control to optimize YOUR program

Program Partners

These partners are able to quote your participation in Wayne Partners DirectCare.



9 out of 10 organizations with >1,000 employees choose employer self-funded health insurance plans. It is more cost-effective, more efficient, and provides greater control and visibility into cost-drivers compared to traditional insurance.

30%

Each year, 30% more small-to-midsize employers make the switch to self-funding.

In 2018, Roundstone customers received \$7 million in health savings distributions.

\$7M

Save on health coverage by joining Anthem's ChamberSaver Program

Health benefits are key to the relationship you have with your employees. The ChamberSaver program, offered through a partnership between Anthem and NOACC, allows you to offer high-quality benefits that fit your budget.

What matters most to you and your employees?

Savings? Better health? A full range of benefits? You get all of these with ChamberSaver. When your employees are in their best health, they can focus better and may perform better, too. And this is good for your bottom line. That's why every plan includes 100% coverage for preventive care, including checkups and flu shots. The reward? Peace of mind and improved health — at no extra cost!

Your chamber membership creates value for your company.

The savings alone is great. But there's more:

- Choice of plans, from industry-leading consumer-driven health plans to PPO plans
- Administrative convenience of working with one carrier who offers a complete menu of coverage options, including prescription drugs, dental, vision, life insurance, long-term and short-term disability and employee assistance programs
- Extensive selection of providers and lower in-network costs
- Strong local service

Program Partners

These partners are able to quote your participation in Anthem's ChamberSaver program.



See the savings on all of Anthem's fully insured plans.

- Employer groups with up to 50 eligible employees can save 1.4%.

You'll also benefit from access to discounts on Anthem dental, vision, life and disability products.

Product	Group size	Discount
Dental	1-50	5%
	51-99	4%
	100+	2%
Full-service Blue View Vision Plans	1-499	5%
Life and disability	1-9	5%
	10+	10%

Easy as 1, 2, 3 - No obligation quote for your business!

- 1 Contact the Chamber**
Email Katie Foster at kfoster@woosterchamber.com or 330-262-5735
- 2 Supply business information for quote**
Basic information is required for all free and non hassle quotes
- 3 Review quote and decide**
No further information is required and there is no hassle
- 4 Oh and enjoy the savings!**

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Whats going down around town



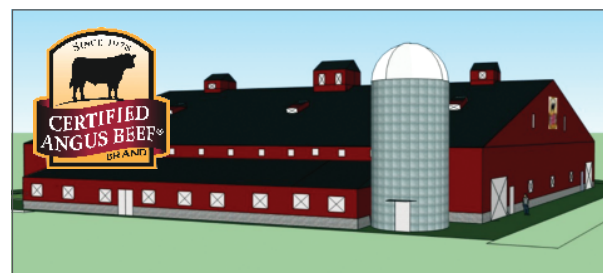
Jeff Swartz
CEO,
Seaman Corporation

Jeff Swartz tabbed CEO of Seaman Corporation

Swartz, a veteran of the building products industry, will replace John Crum who is retiring after 18 years at Seaman. Swartz has spent 23 years with Armstrong World Industries and 6 years at Fortune Brands Global Plumbing Group in a variety of Sales, Operations, and General management roles in the US, UK, China, and Germany.

Certified Angus Beef expanding

Wooster City Council supported plans for the construction of a ~18,000 square foot Print facility and Warehouse on a parcel across the street from their headquarters on Riffel Road.



Ben Maibach
President,
The Wooster Brush Company

Ben Maibach named 10th President of The Wooster Brush Company

Maibach will take the reigns succeeding Bill Fagert effective May 1, 2020. Ben, a life-long resident of the company's namesake city, brings over 20 years of sales and marketing experience to his new role and has been a part of Wooster Brush's leadership team since 2014.



Calling all artists!

A Streetscape Art Contest, which is open now through June 2, will select the artwork that will go on the walls of the new seating areas being installed in the southeast quad of public square. Submission should be sent to Main Street Wooster or the Wayne Center for the Arts.



Save money & build a safer workplace

The Wooster Area Safety Council's Mission is to promote health and safety at work, home, and in the community by providing education, programs, and resources to help reduce personal and economic loss associated with accidents, injuries, and health hazards.



Safety Council
WOOSTER AREA
CHAMBER OF COMMERCE

Benefits

Join the Wooster Area Safety Council and qualify for these benefits:

- Earn rebates up to 4% on your workers' compensation premiums.
- Help your organization become a safer workplace.
- Gain knowledge on relevant topics.
- Network with fellow industry professionals.

Apply Today!

Eligibility Requirements

- Be enrolled for the current BWC Safety Council Year* (Deadline: June 30th). **Apply Today!**
- Attend at least 10 Safety Council meetings during the year.
- CEO attends one meeting per Safety Council year.
- Submit semi annual reports for the year.

R.E.A.P The rewards and save!

The Wooster Area Safety Council provides monthly meetings to disseminate information so that employers can Recognize, Educate, Adapt, and Perfect occupational safety and health issues. We take pride in bringing you experts who can provide the information you need to make your workplace safer.

Monthly meetings provide a forum to help us reach the goal of improving your workplace safety. The council partners

with the Ohio Bureau of Workers' Compensation (BWC) in order to give WASC members access to top notch health and safety resources!

Become part of this assembly of businesses that strive to create a safe work environment for their employees and community. Come R.E.A.P. the benefits!

Safety Council Quickfacts

- More than 90 active member businesses
- Monthly Meetings held locally
- Active Members Save Money
- Open Enrollment ends 6/30/20

Have questions or want to learn more

Contact Samira Zimmerly at szimmerly@woosterchamber.com or 330-262-5735.



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LAST CHANCE to apply for the 2020-2021 Leadership Wooster class!

Leadership Wooster is the Chamber's premier leadership program designed to identify leaders and motivate them to take a leadership role in the community.

Now in its 24th year, and with an alumni network totaling over 600, the program has become a network of business leaders who contribute to the area through a variety of ways including volunteering and serving on boards of local agencies. Leadership Wooster is a series of 10 day-long sessions each devoted to a community topic. Students learn about the local economy, government, education, health care, community organizations, volunteerism, arts & religion, and small & large enterprise. Participation is open to anyone in the area who aspires to or is currently in a leadership position. Tuition is \$1,200 for Chamber members and \$1,500 for non-members and covers all costs associated with the program. To apply, visit woosterchamber.com/programs/leadership-wooster for an application. Contact Samira Zimmerly, Director of Events & Programs at szimmerly@woosterchamber.com with any questions.

**Apply today
before it's
too late...**

Sponsored by



2020 Wooster Chamber Golf Outing

There is one spot open for you to reserve a team (first come first serve)! You can also be a part of the 2020 Chamber Golf Outing by sponsoring a hole or donating items for the goodie bags. To become a hole sponsor for \$100 contact Samira Zimmerly at szimmerly@woosterchamber.com.

Four Person Scramble	Entry Fee Includes	
Registration starts at 9am	• Continental Breakfast	• Complimentary Drinks
Tee Time 10am	• Hot Dog Cookout	• Proximity Prizes
\$600 Per Team	• Buffet Dinner	• Treat Bags

Sponsorship Opportunities

Sponsor a hole or donate a prize or giveaway for this event.

Be a Hole Sponsor

Have your business or organization name be displayed during this Chamber event!



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