

# Invest & Connect



*Fostoria Area*  
**Chamber**  
*of Commerce*  
*& Visitors Bureau*

Understanding and simplifying your member benefits



## Invest & Connect

### *Core Strategic Goals*

- COMMUNITY GROWTH
- COST SAVING PROGRAMS
- RESOURCE CENTER
- INCREASED VISIBILITY
- RELATIONSHIPS
- LEGISLATIVE VOICE
- REFERRALS
- CREDIBILITY

## Invest & Connect

Invest & Connect is an overview of the value of Chamber membership and what it means to you and our community. The Chamber is constantly striving to meet the needs of businesses in our community and our goal is to help you succeed. The Chamber in partnership with Fostoria Economic Development, Downtown Development and Tourism, the Fostoria Learning Center and the City of Fostoria, strive to position the City of Fostoria for economic growth and expansion. Membership in the Chamber not only helps support community wide strategic initiatives but it also provides entrepreneurial programs, small business resources and awards as well as a return on your investment through cost saving programs. Chamber membership keeps you informed on important, ever-changing issues and trends within our community and beyond, increases your visibility, creates networking opportunities, acts as a legislative voice for business, provides referrals and lends credibility to your business.

Our mission is ...

*“To foster community engagement, commerce and public-private partnerships by promoting, networking and advocating for our local businesses through year-round community events, marketing and policy initiatives, educational and training programs and member services.”*

Please use this as a guide to cost saving programs and sponsorship packages available to you as a Chamber member. These benefits allow us to provide you with a solid return on your investment and will help us maximize your sponsorship dollars. As always, if you ever have any questions or need help navigating and best utilizing your Chamber membership, please give us a call. We are here to help you get the most out of your membership.





## Invest & Connect

### *Core Strategic Goals*

- FOSTER ECONOMIC VITALITY
- REVITALIZE OUR COMMUNITY
- INVEST IN PEOPLE
- LAND USE & DEVELOPMENT
- ORGANIZATIONAL GROWTH

## Your Chamber at work for you...

### Community Growth

We, as a community, want to provide a strong reliable workforce, a centralized location to major markets, and a vibrant community welcoming new opportunities. The Fostoria Economic Development Corporation and the Fostoria Area Chamber of Commerce in partnership with the Fostoria Learning Center and other community partners are working to accomplish key outcomes set forth in a joint 5 year strategic plan created in 2017 of which is revised annually. These partners in progress, working in tandem, are taking proactive measures to prepare and position the City for new growth, jobs and investment opportunities to advance the City of Fostoria's economy. The joint strategic plan is our roadmap and guides our priorities to promote a prosperous business, agricultural and educational climate, strengthen the local economy, and improve quality of life making Fostoria a great place to live, work and prosper.

### 5 Year Joint Strategic Plan

The core strategic goals focus on business, workforce, community and our own operational excellence.

- FOSTER ECONOMIC VITALITY
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## Invest & Connect

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## Your Chamber at work for you...

### Cost Saving Programs

#### Health Insurance

We know your priority is to make the most of your health benefit dollars, especially during a time of rapidly increasing costs. That's why we've made it our business to offer your business a wide portfolio of affordable plan options. To receive more information on these plans or a quote contact one of our Chamber member brokers listed at the bottom of the next page.



Paramount Insurance Company offers health plans to Chamber members with an approximate 3-4% discount as compared to plans offered to non-member businesses.



As a Fostoria Chamber member business, with 2-99 employees, you have access of up to a 1.4% savings on any Anthem group health insurance plan through premium tax credit savings\*. You can have your choice of Anthem Plans, from industry-leading consumer driven health plans (HAS's, HRA's, HIA's), to traditional plans and all backed by the exceptional nationwide network access and local sales and service millions of Americans trust.

Anthem also offers discounts on a variety of ancillary products such as dental, vision, life and disability insurance to Fostoria Chamber members.

\*Discounts only apply to chamber members who do not already have Anthem insurance.

### 844 Med Ohio

Also available through Anthem is 844 Med Ohio, which can offer more rate stability and potential savings for groups with 2-50 employees. This plan lets smaller employers join together to share the overall claims risk while offering competitive rates and a variety of plan designs. For more information contact one of our member Anthem brokers or visit [www.844medohio.com](http://www.844medohio.com)

## Anthem Life

Chamber members have access to Anthem dental, vision and life products. Depending on your group size discounts on Anthem Dental Prime and Dental Complete can range from 2-4% with Full Service Blue View Vision Plans at a 15% discount. Anthem Life and Disability products are also available to you as a Chamber member at a discounted rate. For more information, please contact one of our member insurance agents listed on the bottom of the next page.





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## Your Chamber at work for you...

### Cost Saving Programs

#### **RxCut® Prescription Savings Card**

The Fostoria Area Chamber's membership in the Southern Ohio Chamber Alliance allows us to offer you a FREE pharmacy discount card. This discount card can benefit everyone - including those who have an insurance prescription plan. If you have a generic copay of \$10 or higher, the ApproRX discounted price will be less than your copay 70% of the time. To learn more contact Kyle Fields 1-866-900-3771 or stop in the Chamber to pick up a card for you or all your employees at the Chamber office. The cards are free to members and their employees.



**TELADOC™**

Teledoc is a service that provides 24/7/365 access to a doctor by phone, video or mobile app for common or acute conditions. The American Medical Association states that 70% of primary doctor visits and 40% of emergency room visits can be effectively resolved with a Tele-medicine consultation. The average response time to speak with a licensed physician is 10 minutes. Teledoc can be a first line of defense to help control out of pocket costs as calls to Teledoc are free with membership in the Teledoc program.

There is no copay and the Teledoc program is offered to Chamber members, their employees and families for \$14.95 per month per family which is a 25% savings off the normal rate. Special group billed plans are also available. For more information go to [www.teledoc.com](http://www.teledoc.com) or contact one of the Chamber member insurance agencies.



Superior Dental has been leading the way in Dental benefits since 1986. The Dental plans available exclusively to Chamber members, are designed for sole proprietors and groups of 100 or less eligible employees. These specially -rated plans offer superior dental coverage, discounts of up to 11% , and access to the largest network of quality dental care access points throughout the region. Plus, all SDC dental plans include EyeMed vision discount plan for members and access to online HR compliance resources for companies all at no additional charge! Contact Abigail Buck at 800-762-3159 or visit [www.superiordental.com](http://www.superiordental.com) for more information.

### Fostoria Chamber Member Insurance Agents

First Insurance	Hylant
419-436-4085	419-934-5429
UIS Insurance & Investments	State Farm Insurance-Dionna Brenamen
419-435-6653	419-435-1494
Hitchings Insurance Agency	Nationwide Insurance-Chris Schiefer
419-423-9145	419-435-6606



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## Your Chamber at work for you...

### Cost Saving Programs

#### Worker's Compensation

### CompManagement Inc.

CompManagement is the Fostoria Area Chamber of Commerce's workers' compensation program administrator and represents nearly 30,000 Ohio employers in virtually every industry classification from large corporations to small family-owned businesses.

Through the expertise of CompManagement's colleagues, your policy is reviewed to determine the programs that may garner the most savings while keeping in mind your organization's risk tolerance. Enrollment for participating in alternative rating/premium discount programs occurs annually. Ensure eligibility requirements and enrollment deadlines by contacting CompManagement today. Your direct local contact for this program is Kelly Lowry, Client Services Manager –(419) 295-2305 or email [Kelly.Lowry@sedgwick.com](mailto:Kelly.Lowry@sedgwick.com).



Many employers engage a Worker's Compensation Third Party Administration to place them in a group rating program to reduce their overall Ohio Bureau of Worker's Compensation premiums. The NWOBA has an Agreement with ProComp, a Northwest Ohio based company to provide these services for BWC certified Alliance member groups at market competitive fees. Enrollment in group rating plans occur annually with a marketing period from July through the enrollment deadline mid-November. Your contact for this program is Matt Ulrich at (419) 724-2667 or email at [mulrich@procomp.biz](mailto:mulrich@procomp.biz).



HMS' mission is to provide the highest level of worker's compensation case management service for Ohio employers and their injured workers. HMS strives to reduce employer workers' compensation costs while improving the quality of care for injured workers. HMS facilitates the reporting of injuries, manages and authorizes medical treatment, pays medical bills and expedites return-to-work strategies to help injured employees return to work in a safe and timely manner. We provide a single point of contact for all employer inquiries – one individual, supported by a team, who knows the specific needs and claims history of each and every customer. HMS is proud to be a wholly owned subsidiary of Paramount Preferred Options and ProMedica. Our statewide service area covers leading manufacturers, construction companies, public employers, school systems, universities, staffing companies and other enterprises throughout the state that range from one employee to nearly 5,000. And we do it all from three offices conveniently located in Maumee, Columbus and Cleveland.

Your contact for this program is Tod L. Philips, Executive Director Paramount Preferred Options at (800) 462-3589 ext. 72808 (Local) (419) 887-2808 Fax: (419) 536-7115 or email at [Tod.Philips@ProMedica.org](mailto:Tod.Philips@ProMedica.org)



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## Your Chamber at work for you... Cost Saving Programs

### Business Insurance

#### UIS INSURANCE & INVESTMENTS CAMERON, FRUTH & GREEN

118 W Tiffin Street • Fostoria, OH  
419.435.6653 • [uisprotect.com](http://uisprotect.com)



UIS Insurance & Investments and Auto-Owners Insurance offers members of the Fostoria Area Chamber of Commerce up to an 11% discount on their business insurance.

- Tailored Protection Plan • Businessowners Policy
- Commercial Auto • Commercial Umbrella
- Garage Liability Dealers Blanket



We understand that you do not have time to be an energy expert. As a business owner, your focus needs to be on growing your bottom line. You just want competitive prices and the peace of mind that someone is looking out for your best interest. Through the strength of group buying, Chamber Energy Solutions\* (CES) has developed energy savings programs for your electric and natural gas costs to assist you with the task. When you participate in these programs, you can rest assured that CES will strive to maximize your power supply savings. Give us the opportunity to review your natural gas and electric bills to see if our program will be beneficial to your business. Your direct local contact for this program is Emilie Snider Energy Consultant, (419) 491-1017 or email [esnider@palmerenergy.com](mailto:esnider@palmerenergy.com)



Waterville based merchant services provider, National Payment Corporation, is unsurpassed in its industry in both customer service and technology. They specialize in helping businesses accept credit cards, gift and loyalty cards and E-checks through credit card terminals, iPad and tablet POS, Full POS systems, mobile devices, smart phone processing and virtual terminals.

With no Termination Fees, No Hidden Fees and our Guaranteed Rates you can be confident that you are getting the BEST in the Merchant Service Industry. You will stay with us because you love our award winning services. Contact our Local Sales Team Today! (419) 878-0310 or email [sales@TeamNPC.com](mailto:sales@TeamNPC.com)



Improve your operations and save valuable time. Benefit from competitive pricing and customized solutions designed to improve your operations and save you valuable time. PartnerShip is a freight management company which maintains alliances with world class carriers to ensure the highest level of service and most competitive freight discounts. Whether it's less-than-truckload (LTL), tradeshow, or truckload freight, PartnerShip has the connections and pricing to help you ship smarter.  
800-599-2902 [www.partnership.com](http://www.partnership.com)



## Your Chamber at work for you...

### Cost Saving Programs



Our partnership with Constant Contact means fantastic member benefits for you! We have teamed up with Constant Contact to bring you an exclusive discount of up to 25% off their entire suite of online marketing tools. Your direct local contract for these services is Tamara Jaros, [Tamara@TamaraJaros.com](mailto:Tamara@TamaraJaros.com) or (734) 516-9788

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Our partnership with Office Depot/Office Max gives you up to a 40% discount on in store and online purchases. Online orders of \$50 and over are shipped at no charge. All Office Depot and Office Max locations participate. Chamber members must sign up to participate. To sign up for the program contact Shelley Roach, Accounts Manager, for more information and to start your savings today. [Shelley.Roach@officedepot.com](mailto:Shelley.Roach@officedepot.com) or (419)360-1063.

### Resource Center

The Fostoria Area Chamber of Commerce offers a wide range of resources to help small business. We provide business start up resources, ongoing training and education seminars and through our relationships within the Chamber community we can provide answers to any business related question. Our goal is to link you with the resources you need to help get your business started, and keeping it going and even succession planning.

The Fostoria Area Chamber, in conjunction with the Bureau of Worker's Compensation, operates Safety Council, as we know the importance of safety in the workforce and complying with regulations. Safety Council focuses on pertinent topics relevant to the ever changing workforce demands and assists in helping employers understand and comply with rules and regulations. Safety Council meets monthly and topics are published annually so businesses can send the appropriate representative to maximize the learning opportunity. Representatives from the BWC attend each meeting and present updates and are available for questions. For more information on Safety Council visit [www.fostoriaohio.org](http://www.fostoriaohio.org) and click the Safety Council tab or email [sarah@fostoriachamber.com](mailto:sarah@fostoriachamber.com)

### Referrals

Our office, located at 121 N. Main Street in Downtown Fostoria, is a hub of activity. We house not only the Chamber and Visitors' Bureau but Fostoria Economic Development, Downtown Fostoria, Community Improvement Corporation and the Greater Fostoria Community Foundation. We receive hundreds of calls each year asking for business referrals which we only refer to member businesses. In addition, our staff actively provides referrals for member businesses as we are out in the community. Word of mouth advertising is the most valuable advertising there is and we provide that service for you and encourage our members to actively provide referrals for other Chamber members as well.





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## Your Chamber at work for you...

### Relationships

This is more than just networking...this is about gaining friends, associates and even advocates. The people you get to know may or may not do business with you, but the relationships you create as you attend events, serve on committees and interact with people outside your normal routines, not only builds your network but enhances your social skills that can improve the business and non-business aspects of your life.

Building relationships in the community and the local economy your business directly impacts brings you an awareness of what is happening in your community and helps you understand the significant role you play in it.



### Legislative Voice

The Fostoria Area Chamber of Commerce is a member of the Ohio Chamber of Commerce and the United States Chamber. Our membership in our state and national chamber provides you with an even stronger legislative voice. We support these organizations and their fight to take on tough issues and oppose regulations, taxes, fees, assessments and costs directed at small business. In addition, we provide our members with regular legislative updates, bring in qualified speakers, host business roundtables with state and local legislators, and try to provide timely, pertinent information on all relevant issues.

### Increased Visibility

Chamber membership gives your business increased visibility in many ways. As a new member you will be listed in the Fostoria Area Business Newsletter, on Facebook, on the Chamber web site and have the opportunity to be highlighted as the member of the month which comes with free ads on the radio and in the newspaper. You can also grow your business by advertising with the chamber and sponsoring events. The Chamber will also promote your grand opening/ribbon cutting ceremony and assist with public relations efforts.

For existing members, increased visibility is an ongoing benefit and we strive to provide your business with many free marketing opportunities from local business advertising sales, discounts or special events. We are always looking for member related news to share with the community via social media and our Fostoria Area Business Newsletter. Our business is your business and helping you get noticed!

### Credibility

Research shows that a consumer is more likely to do business with a member of their local Chamber of Commerce. A study by the Shapiro Group, Inc. and Market Street Services showed when consumers know that a business is a member of their local Chamber of Commerce, they are 44% more likely to think favorably of it and 63% more likely to purchase goods or services from that business in the future.

Our members are the business leaders in our community and take an active role in our organization. With Chamber membership you can increase the positive perception among consumers and business owners.



## Invest & Connect

### *Sponsorship Packages*

- **EXPOSURE**– Your company will be showcased at our signature events.
- **COST EFFECTIVE ADVERTISING**– Advertising in Chamber events and publications offer great exposure for your marketing dollars.
- **COMMUNITY RECOGNITION**– The Chamber is a highly visible community organization and Chamber sponsorships allow members the same visibility.
- **QUALITY OF LIFE**– Sponsorships provide us funding for a variety of events and programs, both old and new, that make a difference in our community. It's a great way to show your community spirit both to your customers and potential customers by investing in Fostoria's future.

## Invest & Connect

### Sponsorship Packages

Sponsorship packages offer members familiar levels of investment, but with customizable options, a number of new offerings and much more recognition for your investment.

Even if you've never been a part of our sponsorships before, you might be surprised to find that money that you're spending with the Chamber now counts toward one of our investment recognition levels. If you aren't interested in a package, individual event sponsorships and opportunities to volunteer and contribute promotional items is still available.

**This means that you, as the sponsor;**

- Have a one time payment
- Fill out one sponsorship form
- Your \$\$ goes farther and gets you more visibility

### **Sponsor Package Levels**

#### **Platinum \$3,000**

**Presenting sponsor of all Chamber signature events.**

- Signage at all Chamber events.
- Logo on all promotional materials and may display promotional items or marketing materials at events.
- Complimentary team in the Chamber Golf Classic.
- 6 complimentary tickets to Farm to Table event.
- Logo on FostoriaOhio.org homepage
- Logo on footer of Fostoria Business Newsletter

#### **Gold \$2,000**

- Secondary sponsor at all Chamber signature events:
- Signage at events, name on all promotional materials.
- Chamber Golf Classic dinner or total cart sponsorship
- 4 complimentary tickets to Farm to Table.
- Logo on FostoriaOhio.org homepage
- Logo on footer of Fostoria Business Newsletter



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## Invest & Connect Sponsorship Packages

### **Silver \$1, 000**

- Tertiary sponsor at all Chamber signature events.
- Chamber Golf Classic Contest Sponsor
- 2 complimentary tickets to Farm to Table event
- Name listed in event programs
- Listed on FostoriaOhio.org homepage
- Name recognition on footer of Fostoria Business Newsletter

### **Bronze \$500**

- Name recognition at all Chamber signature events and in event programs
- Name listed on footer of Fostoria Area Business Newsletter
- Listed on FostoriaOhio.org homepage

#### **INDIVIDUAL SPONSORSHIPS ARE STILL AVAILABLE FOR EVERY EVENT.**

Should you decide to continue to sponsor but feel the package is not right for your business, individual sponsorships are still available for each event and will be distributed prior to each event. Advance distribution of individual event sponsorships are also available by request from the Chamber.

\_\_\_\_ **Platinum \$3,000**      \_\_\_\_ **Gold \$2,000**

\_\_\_\_ **Silver \$1,000**      \_\_\_\_ **Bronze \$500**

Business Name \_\_\_\_\_

Contact Person \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

\_\_\_\_ Payment Enclosed

\_\_\_\_ Please Invoice Me

\* If you would like split your sponsorship package payment up over the course of the year, please contact us and we can set up a payment plan that works for you.

## Signature Events

*Chamber/FEDC Joint Annual Meeting -TBD*

*Annual Chamber Golf Classic -August 9*

*Farm to Table Event -September 14*

## Special Programs

*Chamber Business Awards*

*Career Ready Redmen*

*Member of the Month Program*

*Small Business Seminars*

*Student Start Up*



Fostoria Area Chamber of Commerce



121 North Main Street  
Fostoria, Ohio 44830

419-435-0486  
[www.fostoriaohio.org](http://www.fostoriaohio.org)



[www.facebook.com/fostoriaareachamberandvisitorsbureau.com](https://www.facebook.com/fostoriaareachamberandvisitorsbureau.com)





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## We invite you to invest & connect with the Chamber today...

### Fostoria Area Chamber of Commerce

#### Member Code of Conduct

As a Member of the Fostoria Area Chamber of Commerce, I/we recognize that membership is a privilege and that a membership brings with it the responsibility to assure that all members understand and commit to the following membership undertaking.

The code of conduct shall, without limitation, require members to:

1. Conduct business and professional activities in a reputable manner so as to reflect honorably upon the business community.
2. Respect the reputation, profile and status of the Fostoria Area Chamber of Commerce, and represent the Chamber accordingly.
3. Understand, support and promote the Vision and Mission of the Fostoria Area Chamber of Commerce and co-operate with fellow members in the application of this Code of Conduct.
4. Whenever reasonably possible, participate in the functions and activities of the Chamber, and promote the enhancement of business growth within the Fostoria Area.
5. Observe the highest standards of ethics in rendering services and/or offering products for sale, based on the members' own knowledge and expertise.
6. Refrain from engaging in any practices prohibited by law or seeking unfair advantage over fellow members.
7. Refrain from publicly disparaging the business practices of fellow members and refrain from condoning or engaging in misrepresentation or unethical practices.

I/we also understand that the failure to adhere to the professional and personal obligations of the Fostoria Area Chamber of Commerce, as outlined above, and defined in the Chamber Bylaws, can result in the termination of my/our membership



## Invest & Connect

### Membership Levels

#### ■ INDIVIDUAL \$90

Sole, Proprietors, home based  
businesses, retirees, elected officials

#### ■ NON PROFIT

1-10 Employees \$185  
\$5 each additional employee

#### ■ FOR PROFIT

1-4 Employees	\$200
5-10 Employees	\$250
11-20 Employees	\$300
21-49 Employees	\$415
50-74 Employees	\$520
75-99 Employees	\$780
100-225 Employees	\$1,040
226-350 Employees	\$1,560
351-399 Employees	\$2,080
400 + Employees	\$2,600

## We invite you to invest & connect with the Chamber today...

Fostoria Area Chamber of Commerce

### Member Application

Business Name \_\_\_\_\_

Type of Business \_\_\_\_\_

(Accounting, Construction, Retail, Manufacturing, Industrial, etc.)

Contact Person \_\_\_\_\_

Title \_\_\_\_\_

Email Address \_\_\_\_\_

Street Address \_\_\_\_\_

Mailing Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_

Website \_\_\_\_\_

Number of Full Time Employees \_\_\_\_\_

Number of Part Time Employees \_\_\_\_\_

(2 part time employees = 1 full time employee for member investment level)

Membership Level \_\_\_\_\_

(example: Non Profit \$185 or For Profit \$250, etc.)

Signature \_\_\_\_\_

Printed Name \_\_\_\_\_

Date \_\_\_\_\_

☐ I am interested in the Career Ready Redmen program

☐ I am interested in learning more about Fostoria Area Safety Council

☐ I am interested in becoming a Chamber Ambassador