

Dear Members, Happy New Year!

2023 will bring business owners many opportunities to grow their business. It will also bring the challenges of inflation, increases in your supply prices, some supply chain issues, increasing employee wages, finding employees, and creating a collaborative work environment where many employees may be permanently working remotely part-time or full-time. Please see from the U.S. Chamber of Commerce [What to Expect for the Economy in 2023 | U.S. Chamber of Commerce \(uschamber.com\)](https://www.uschamber.com/economy/2023)

During COVID, which was one of the biggest challenges for businesses that we have ever seen, **we actually saw the majority of our members either maintain their prior year revenue or increase it.** We are confident that our members will find the solutions they need with the 2023 challenges ahead of us! As we saw during COVID, many challenges became opportunities and actually changed the way many did business in some good ways we would not have imagined if not for the difficult circumstances.

Regardless of what your business challenges are in 2023, the Willoughby Western Lake County Chamber of Commerce will always be a catalyst for small businesses, a convener of business and a champion for you, our small business owners. We work hard to stay on top of the issues that impact your business so we can provide information, programs, services, and support that will assist you in tackling your 2023 business challenges.

If you are new to the Chamber, whether a new member or a new employee of a Chamber member business, please attend one of our quarterly member orientations so you are able to take advantage of the many services we offer! Do not hesitate to call us with your business questions or inquiries about our many business services that would help your business!

This is my last letter to you as I pass on the baton to Dana Wolfe, our new Executive Director. I am so excited to see Dana as your new Chamber of Commerce leader! Dana brings great professional business experience, commitment, ideas and energy and a servant leadership approach that will serve you well!

Wishing you much prosperity in 2023 and the future,

Karen Tercek, President/CEO
Willoughby Western Lake County Chamber of Commerce