



## SALEM UPDATE

### NEWS OF THE SALEM AREA CHAMBER OF COMMERCE



~October 2018~

### *A Goodbye From Executive Director, Audrey Null*

For the past fifteen years, the Salem Area Chamber of Commerce has been an important part of my life. It has been a privilege working as the Executive Director of this outstanding organization. I am deeply grateful. My last day in this position will be Saturday, October 13, 2018 as I work my final day at the Salem Quakerfest. I have accepted a new job as the Executive Director of the Salem High School Alumni Association.

I am very excited for this new opportunity, but I want everyone to know that I will always cherish the years I have served as the SACC Executive Director. It is truly a blessing to love your job and that has been true for me. I would like to thank the volunteers that are the backbone of the Salem Chamber. It has been an honor to work with all of you. One of my favorite quotes: *"The biggest concern for any organization is when their most passionate people become quiet."* Remember your passions and stay involved as this is YOUR Chamber! During the last fifteen years, we have grown and evolved and kept up with an everchanging business climate. So many wonderful volunteers have worked tirelessly beside me as we have added value to Chamber membership, all while supporting our community.

Many thanks to 2018 President, Dan Scarpitti and Administrative Assistant, Lori Jewell for organizing a surprise "Farewell Party" for me after October's Board of Directors meeting. I really appreciated everyone who stopped by and said "good-bye" and I want to thank those who brought me cards and gifts and offered their kind sentiments. Especially awesome was Mayor John Berlin

who gave me a Proclamation from the City of Salem. Equally special to me, I received a "Heart and Soul" award!

Thank you, again, from the bottom of my heart. I look forward to working with many of you in the future and hope our paths will continue to cross as we all work for a better Salem. My very best wishes for continued success in all business and Chamber endeavors.

Most Sincerely,  
~Audrey





## SALEM AREA CHAMBER OF COMMERCE BUSINESS CONNECTION LUNCHEON WEDNESDAY, OCTOBER 24, 2018

Cost: \$20 Chamber Members  
\$25 Non-Chamber Members

Reservations are required.  
Deadline to register is  
October 19, 2018. Please RSVP to  
the Salem Chamber at 330-337-  
3473 or send an email to:  
info@salemohiochamber.org.  
Don't miss out on the opportunity  
to learn vital information on this  
important topic, as well as  
network with fellow Chamber  
members and guests.

Boneshakers at the Timberlanes Complex  
544 East Pershing Street, Salem

11:30 a.m. - Registration  
11:45 a.m. - Lunch  
12:15 p.m. - Speaker Presentation

### "IDENTIFY THEFT IS REAL"



Speaker:  
Janice Jasinski of Schroedel, Scullin and Bestic, CPA's



### ~CHAMBER AMBASSADOR NEWS~

Mark your calendars as the Salem Area Chamber of Commerce Ambassadors have a red ribbon cutting ceremony scheduled for **Thursday, October 25, 2018 at 4:30 p.m.** to celebrate the new location of **Visiting Angels** at 1285 East Pidgeon Road, Suite A, Salem.

Following the red ribbon cutting, **Visiting Angels** will also host a Business After Hours until 7:00 p.m. All Chamber members are invited to attend the red ribbon cutting and the Business After Hours.

**Continuing Healthcare Solutions/Grace Woods Salem** will be hosting a Business After Hours on **Thursday, November 15, 2018 from 4:30 p.m. to 6:30 p.m.** Come and network as guests will enjoy wine and chocolate. Please make plans to attend as we wish this fellow Chamber member continued success.



PRESENTED BY:  
SALEM AREA CHAMBER  
OF COMMERCE  
AND  
UNITED WAY OF NORTHERN  
COLUMBIANA COUNTY

The **Downtown Dining Experience** was held on September 25, 2018. Ticket holders were treated to quality food and great service from our participating downtown restaurants while having the opportunity to win prizes and a diamond necklace. Thank you to the following downtown businesses for participating: **BB Rooners, Boneshakers, Coaches, Ezio's, Heggy's, Lib's Market, Liebe Wein, Mike's Penn Grille, Patty's Cookies and More, Rancho Viejo, Ricky's English Pub and Troll's Jewelry.**

Also, sincerest thanks to committee members, volunteers, and all United Way Agencies for making this event such a success. We look forward to next year's DDE!



## **BEAUTIFICATION NEWS**

Congratulations to our “Yard of the Month” winner for September 2018...Dee McFarland. Her well-maintained yard at 1323 Westview Drive has a beautiful presentation with a wide variety of mums, accented with pumpkins and gourds.

Compliments to our “Business of the Month” winner for September 2018...**Liebe Wein**. Please stop in and enjoy Salem’s new winery. Owners, Rich and Connie Snyder serve customers with a pleasing facade, inviting atmosphere, charming décor and of course, delicious wine. Congratulations !



## **2018 NOMINATIONS NEEDED**

The Chamber is now accepting nominations for the Annual Meeting’s presentations of **Outstanding Citizen of the Year, Business of the Year, and Non-Profit/Organization of the Year**. Nomination forms are included in this newsletter and must be submitted to the Chamber office by Monday, October 29, 2018.



The October **Salem Area Safety Council** meeting is scheduled for **Friday, October 19, 2018** at 11:45 a.m. This month’s speakers will be Jen Balint, Pedorthic C-PED and Chelsea Gamble, Pedorthic C-PED with Cobbler’s Corner. They will be speaking about proper foot health and maximum foot comfort. (See the attached insert in this newsletter.) We ask for your reservations, and **ALL** members of the Chamber are always welcome at our SASC meetings. Hope to see YOU there!



### **Salem Christmas Parade**

**Thursday, November 29, 2018**

**6:30 p.m.**

#### **Downtown Salem**

Enjoy the annual Salem Christmas Parade, as local bands, churches, organizations, clowns, floats and of course Santa Claus help celebrate the holiday season. Santa will visit with the kids at the “Light Up” ceremony immediately following the parade on the Village Green.

Free Parking & Free Admission

### **Christmas Light Up Night**

**Thursday, November 29, 2018**

**Approximately 7:00 p.m.**

#### **Village Green**

Come and watch the lighting of the beautiful downtown Christmas lights and Christmas tree on the front lawn of the Salem Area Chamber of Commerce. “Warm up” with a cup of hot chocolate courtesy of Salvation Army.

Entertainment will include a short concert of holiday musical provided by local students and a Christmas tour and ride on the Quakertown Trolley.

Free Parking & Free Admission

### **12 DAYS OF CHRISTMAS RAFFLE**

**December 10, 2018 through December 21, 2018**

**~78 Prizes over 12 days~**

**Tickets go on sale November 5, 2018**

**Look for more details in next month’s newsletter.**





# 2018 Marketing Sponsors

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Salem Computer Center  
Sanor Insurance Agency  
Schroedel, Scullin & Bestic, CPAs





## SALEM AREA SAFETY COUNCIL

**DATE:**  
October 19, 2018

**TIME:** NOON  
(Lunch Buffet Opens @ 11:45 a.m.)

**PLACE:**  
SALEM COMMUNITY CENTER  
1098 NORTH ELLSWORTH AVE.

**COST:**  
\$14.00 - Chamber Members  
\$19.00 - Non-Chamber Members  
Payable by cash, check, or  
luncheon ticket. Books of six  
luncheon tickets are available:  
\$84.00 – Chamber Members  
\$114.00 – Non-Chamber Mbrs.  
Please make checks payable to:  
Salem Area  
Chamber of Commerce

### **RESERVATIONS REQUIRED**

Reservations can be made by  
calling 330-337-3473 or  
[info@salemohiochamber.org](mailto:info@salemohiochamber.org)  
\*Any reservation not cancelled  
within 24 hours of the luncheon  
will be invoiced.

**Deadline for reservations is**  
**Tuesday, October 16, 2018.**

**The Salem Area Safety Council**  
**is a division of the Salem Area**  
**Chamber of Commerce**  
713 East State Street  
Salem, Ohio 44460  
330-337-3473 Fax: 330-337-3474  
[www.salemareasafetycouncil.org](http://www.salemareasafetycouncil.org)  
[www.salemohiochamber.org](http://www.salemohiochamber.org)

## **OCTOBER 2018 MEETING**

**Topic:**  
“Take STEPS Towards a Safer Workplace”  
Wear Proper Footwear

**Guest Speaker:**  
Jen Balint, Pedorthic C-PED  
and  
Chelsea Gamble, Pedorthic C-PED  
with Cobbler’s Corner

# **COBBLER'S CORNER**

At the end of the presentation, Safety Council  
members should be able to:

- ♦ Specify the steps to achieve proper foot health.
- ♦ List several tips to obtain maximum foot comfort.
- ♦ Understand the impact proper footwear has in the workplace.

**This Program Is For All Employees  
and Members of Your Safety Committee!**



## **2018 Outstanding Citizen of the Year**

### **Nomination Form**

The Annual Meeting Committee of the Chamber of Commerce will be looking for nominees for the 2018 Outstanding Citizen of the Year. Please fill out the form below and return it to the Chamber Office no later than October 29, 2018.

NOMINEE'S NAME: \_\_\_\_\_

PHONE NUMBER & ADDRESS (IF AVAILABLE): \_\_\_\_\_

COMPANY NAME (IF APPLICABLE): \_\_\_\_\_

Please Indicate the Significant Contributions this Person Has Made to the Betterment of the Greater Salem Community. Candidates should have a History of Community Involvement:

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\_\_\_\_\_  
Nominator's Name & Phone Number (Optional)

See the Following Page for a List of Previous Honorees

PLEASE RETURN THIS FORM BEFORE OCTOBER 29, 2018 TO:

Salem Area Chamber of Commerce, 713 East State Street, Salem, Ohio 44460

Phone: 330-337-3473 Fax: 330-337-3474

E-Mail: [info@salemohiochamber.org](mailto:info@salemohiochamber.org)

# **Outstanding Citizen of the Year**

## **Past Honorees**

1967	Howard Firestone	1994	Ruth Cosgrove
1968	Floyd McKee	1995	Jerry Foster
1969	Al Fitch	1996	Jack Howells
1972	John Herman	1997	Jack Vogel
1974	Katherine Gibson	1998	Dale Shaffer
1975	Elden Groves	1999	Don & Karen Whitehill
1976	Olive Van Schoik	2000	Al Cleveland/Ford Joseph, Jr.*
1977	Rev. Harold Winn*	2001	Sal & Alma Apicella
1978	Lloyd Gordon	2002	John E. Tonti
1979	Walter B. Null, II	2003	John Tolson
1980	Gail Herron *	2004	Bob & Karen Sebo
1981	George Bowman	2005	Attorney Geoff Goll
1982	Fred Cope	2006	B.J. Abrams, George W.S. Hays & David Stratton
1983	Tom Cusack	2007	Roger Hack
1984	Curtis Vaughn	2008	Howard Rohleder
1985	George Jones	2009	Frank Zamarelli & Family
1986	Bryce Kendall	2010	Rita Joseph O'Leary
1987	Ralph Martin	2011	Carolyn Gordon Jones
1988	Penny Lippiatt	2012	Jock Buta
1989	Bruce Gordon	2013	Elaine Kothera
1990	Walter Hank	2014	Attorney Larry Cecil
1991	Daniel E. Smith	2015	Karen Carter
1992	Soph Paparodis	2016	Robert S. McCulloch, III
1993	Joe Sedzimak	2017	Shawna L'Italien

*\*Awarded Posthumously*



## **NOMINATION FOR 2018 BUSINESS OF THE YEAR**

**Presented to a Chamber business that has demonstrated a  
commitment to the Salem business community.**

**Name of Business/Business Person:** \_\_\_\_\_

**Address of Business/Business Person:** \_\_\_\_\_

**Phone Number:** \_\_\_\_\_

**Type of Business:** \_\_\_\_\_

**Number of Employees:** \_\_\_\_\_

**Reasons for Nomination: (Please provide a short listing of accomplishments  
that reflect criteria, additional information may  
be attached to this form)**

**Examples: Improvements/expansion to the facility, Strived to maintain employee  
stability and/or employee growth, Demonstrates an overall emphasis on community  
contributions and involvement, Product innovations or service, Other reasons for  
nominations.**

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**Please mail, fax, or email the completed form by October 29, 2018 to:**

**Salem Area Chamber of Commerce, 713 E. State St., Salem, Ohio 44460**

**Phone: 330-337-3473 Fax: 330-337-3474**

**E-Mail: [info@salemohiochamber.org](mailto:info@salemohiochamber.org)**

**Nomination Submitted by:** \_\_\_\_\_

**Phone Number:** \_\_\_\_\_



# NOMINATION FORM FOR 2018 NON-PROFIT / ORGANIZATION OF THE YEAR



## October 2018 Newsletter

*"Efficiency is doing things right; effectiveness is doing the right things."*  
Peter Drucker

### Upcoming 2019 Group Rating Programs Deadlines

2019 Traditional Group Rating and Retro Group Rating offers are being sent out to employers. Some employers are eligible for **both programs** (we refer to this as "dual eligibility".) We're eager to discuss these options with you, as each year there may be a different mix of cost-saving strategies that work best for your organization. The enrollment deadline for the 7/1/19 Rate Year is November 16, 2018 for Traditional Group Rating, and January 25, 2019 for Group Retro Rating. **There is still time to apply.** Contact your CareWorksComp program manager before October 23, 2018 to apply.

### Is your hardest working and most productive employee your highest risk liability?

The safety team at RiskControl360 has a tremendous amount of expertise with working with organizations to identify risk exposure and provide solutions that meet your specific needs. If you would like to find out more about the RiskControl360 approach and solutions, contact your CareWorksComp program manager.

### Reviewing Unemployment Tax Options to Reduce Costs

Unemployment tax season is fast approaching and we want to make sure you know your options for reducing costs. Are you eligible for common/joint tax rating? Last year, just this one component of our Claims and Tax Management Service reduced our customers' annual unemployment costs by as much as 10%. Allow CareWorksComp to save you time and money. To request a tax analysis, or to learn more about different tax options and how our claims service can benefit you, contact your CareWorksComp program manager.

### Third Party Administrator (TPA) and Managed Care Organization (MCO): What's the Difference?

Many employers are confused about the different responsibilities between Third Party Administrators (TPAs) and Managed Care Organizations (MCOs). Both play a vital role in mitigating cost and returning injured workers to work as soon as medically possible.

First, the Ohio Bureau of Worker's Compensation (BWC) requires that all employers have an MCO and there is no direct cost to the employer for their services. MCOs are responsible for managing and monitoring the medical portion of workers compensation claims including maintaining a medical provider network, submitting First Reports of Injury documentation to BWC, monitoring medical costs and medical bill payment, ensuring proper utilization of medical services and monitoring medical needs and level of care. They are also charged with helping to insure injured workers return to work as soon as medically possible by helping to facilitate return-to-work programs and vocational services in coordination with your TPA. As we all know, the sooner an injured worker returns to work, the better for all concerned.

While MCOs are impartial parties to the claim focusing on medical management, TPA's responsibilities are specifically focused on reducing the administrative and financial burden of the workers' compensation system on the employer community. Their responsibilities include managing employers' workers' compensation programs and providing them with cost control strategies and programs to directly reduce their workers' compensation costs. Employers pay service fees directly to TPAs for their assistance with claim administration, claim appeals, consultation / advice and assistance on cost control strategies for lost time claims, monitoring experience claim costs and representing employers at Industrial Commission hearings. In addition, TPAs provide rate analysis and financial impact studies to help employers make informed decisions. One of the most important functions of a TPA is the expertise and ability to provide employers the opportunity to reduce their workers' compensation premiums through group rate discount and refund programs. Quality TPAs also provide client education, workshops and seminars to increase employer knowledge and to help them meet BWC training requirements.

We all have a lot to do in the remaining months of 2018, and I do hope you will get in touch if there is anything I can do to help you accomplish your risk management goals.

Contact your CareWorksComp program manager to learn more.

Bob Nicoll

(330) 418-1824

[robert.nicoll@careworkscomp.com](mailto:robert.nicoll@careworkscomp.com)



## *The Fruitful Women Tea Party You Are Chosen*

LOCATION: The Smucker House located at 271 South Broadway Avenue, Salem OH  
The Smucker House is a large historical home painted purple.

DATE AND TIME: October 20<sup>th</sup> from 1pm to 3pm, Doors open at 12:30



When you long to be married to someone you love, you long to be with them for the rest of your life. You desire for their eyes to be on you and for you to be the only they want and you desire to be in their heart. Do you know that our Lord Jesus want this day even more than you? Do you know that He has chosen you and you are His bride!

The Fruitful Women Tea Party is a special gathering where each woman has been invited to experience His love and engage in relationship with each other. It will be a place where women can celebrate the beauty with which God created them, where they can be cared for, and where they can rest and quiet their hearts.

For more details please see the website at [www.TheFruitfulWomen.org](http://www.TheFruitfulWomen.org)

The Fruitful Women is a part of Life With Christ Ministries

The purpose of Life With Christ Ministries is to bring the message that Christ is alive, that God is love, and that His Word is alive and true to the Body of Christ as well as to speak the truth of the gospel to the lost. In the bible The Father said...“This is My Son, whom I love; with Him I am well pleased. Listen to Him!” and the Son said “Very truly I tell you, the Son can do nothing by Himself; He can do only what He sees His Father doing, because whatever the Father does the Son also does.” The mission of Life With Christ Ministries is to do exactly what Jesus did and that is by completely following the instructions of His Father to speak His message and His truth to His people.

The Lord has specifically called Life With Christ Ministries to do this by engaging in the following efforts:



[www.thefruitfulwomen.org](http://www.thefruitfulwomen.org)



[www.lifewithchristministries.org](http://www.lifewithchristministries.org)



[www.actsinaction.org](http://www.actsinaction.org)



1<sup>st</sup> Annual Fall

# Hearts and Arts *Wellness and Craft Expo*

November 2, 2018 ♦ 10 a.m. – 4 p.m.

**Salem First Friends Church**

1028 Jennings Ave., Salem

♦ **A free health and wellness event featuring:**

- Health screenings
- Informational displays
- Physician presentations

♦ **Variety of local craft vendors**

For more information, call:

- **Debbie Leggett, Community Liaison, Blossom, 234-575-1249**

- **Joe Nelson, Business Development, FirstLight Home Care, 330-599-9915**

*Brought to you by:*



*Proceeds benefit:*





# Salem Healthcare

## CAREGIVER SUPPORT GROUP

PLEASE JOIN US!

### *Caregiver Support Group*

First Tuesday of every month

*Our guest speaker from  
11:00 AM - 12:00 PM*

Join us for an opportunity to develop friendships,  
receive emotional support, and discuss solutions to  
common caregiver issues with other family caregivers

Various speakers from senior resource agencies  
Snacks and refreshments will be provided



### *Location:*

Salem East Healthcare  
230 Continental Drive  
Salem, OH 44460

### *RSVP/Questions*

330.337.9503

[communicarehealth.com](http://communicarehealth.com)

Join our family:

