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May 2012 Edition

State Approves \$2 Million Grant for Ohio Commerce Center

The Valley received welcomed news and a major economic development victory with the April 20 Ohio Department of Development (ODOD) announcement that it had approved a \$2 million Job Ready Site grant for the Ohio Commerce Center in Lordstown.

"We are really excited about the news of the Job Ready Site grant because the competition for these funds was extremely strong across the state," said Regional Chamber President & CEO Tom Humphries. "This project could pave the way for major development at the Ohio Commerce Center in Lordstown and the potential for a significant amount of jobs, especially related to the oil and gas supply chain," Humphries said.

The Regional Chamber was designated by ODOD as the grant recipient for the project, serving as its economic development community facilitator.

Sarah Boyarko, vice president of Economic Development, Business Retention and Expansion for the Chamber, praised the hard work of the Chamber's partners in landing the grant, including Ohio Commerce Center owners George and Spiro Bakeris, Commerce Center property brokers Chuck Joseph and Dan Crouse, and ms consultants. Lordstown Village officials provided ongoing support.

"This was truly a group effort in landing this much-coveted grant. And the improvements to be made at the site will make the property very attractive to a variety of users," Boyarko said.

The Lordstown project was one of only seven Job Ready Site grants awarded across Ohio. Thirty project applications requesting \$61 million were submitted. The seven chosen projects split the \$10 million available this year.

The grant will be used at the Ohio Commerce Center to prepare 266 acres of industrial and manufacturing space for development. The project includes street resurfacing and railroad crossing and railroad line improvements, including modification of the State Route 45 bridge, headroom track extension, drop and swap rail improvements and onsite track

Welcome New Chamber Members

The Regional Chamber is happy to provide a list of new members each month. Download a PDF version of the list of recent new Chamber members [here](#).

May's Inside Track Member Business News

Stay on top of what your fellow Chamber members have been up to. Read this month's **Inside Track**.

MCO Open Enrollment ends May 25.

Now is the time to switch.



Every two years, the Ohio Bureau of Workers' Compensation (BWC) gives employers the opportunity to upgrade their services by selecting a managed care organization (MCO). Don't miss your chance to partner with the Regional Chamber's recommended MCO CompManagement Health Systems (CHS) as your MCO and put their resources to work for you. CHS continues to reach outstanding results for its clients. With highly skilled colleagues statewide, CHS helps clients achieve effective, efficient medical management of workers' compensation claims.

improvements.

The Ohio Commerce Center is a 1.5 million-square-foot facility, located on 476 acres on State Route 45 (Tod Ave.) in Lordstown. The facility offers manufacturing, storage and distribution space. Intermodal features include on-site truck and rail access to air transportation and waterways. The complex is comprised of nine warehouses, eight outdoor concrete storage pads and additional outdoor storage. Three of the warehouses have both truck and rail access. About 120 acres of greenfield space is available for development.

\$14 Million Investment in Niles

On May 2, the Cafaro Company announced construction is to begin on the new Residence Inn by Marriott and the Eastwood Banquet Center, which are to be integrated into the east wing of the Eastwood Mall, near Dillard's.

The four-story Residence Inn will feature 103 suites designed for business travelers or small families staying for an extended period of time. The hotel, which is expected to begin welcoming guests in late 2013, will provide a wide range of amenities, including a full breakfast buffet, swimming pool, outdoor patio and business center.

Complementing the new hotel will be the Eastwood Banquet Center, which will accommodate from 25 to 1,000 dinner guests in an elegant setting when it opens in 2014. Both new facilities will be steps away from the 200 retail stores of the Eastwood Mall Complex.

Sarah Boyarko, the Regional Chamber's vice president of Economic Development, Business Retention & Expansion, said "it was a pleasure to have participated throughout the planning stages of this project. It has been a long time coming. This hotel and banquet center will be a welcome addition to the list of local amenities we note when marketing the Valley to outside companies."

This \$14 million investment will create hundreds of construction jobs and up to 55 permanent jobs once the hotel and banquet center are operational. "The continued private investment into the Eastwood Mall Complex speaks volumes about the Cafaro Company's commitment to the City of Niles and Trumbull County," Boyarko said.

For additional information, visit the [Eastwood mall website](#).

Are You or a Colleague a Grow Home Candidate?

Grow Home is a campaign recognizing and celebrating individuals, including graduates of Youngstown State University, who have taken leadership roles in starting new businesses or building upon and expanding existing businesses

- **Return-to-work:** CHS leads in return-to-work performance. They had the highest degree of disability management (DoDM) average among all MCOs over the past 14 quarters.*
- **Group-rated clients:** A larger percentage of active CHS clients enjoy group-rated discounts than any other MCO.** Eligibility depends heavily on safety and claims management success.
- **Lost time claim costs:** Lost time claims are among the key cost drivers in workers' compensation, and CHS's average lost time claim cost is about \$9,000 less per claim than the average of other MCOs.**

Call the BWC today at 800.859.6631, follow the prompts and select #10005 to choose CHS as your MCO. For additional information or to enroll directly with CHS, contact CHS at 888.247.7799, sales@chsmco.com or visit chsmco.com.

* Data is based on quarterly DoDM scores from 3rd quarter 2008-4th quarter 2011 published by the Ohio BWC. DoDM is BWC's optimal return-to-work measurement.

** Data as of 2/8/2012 per BWC Public Information Request SP12_0273.

Deadline Extended

The Ohio Bureau of Workers' Compensation (BWC) announced on May 1 that the deadline for application to the Transitional Work Bonus Program and the Industry Specific Safety Program under Destination Excellence has been extended to **May 25, 2012** (previous deadline was April 30, as you may have seen in our last newsletter).

The **Industry Specific Safety Program** helps employers improve workplace safety by focusing on the risks associated with specific industry types and developing strategies to prevent injuries. A 3 percent refund of premium costs at the close of the program year can be earned for completing an online safety assessment and additional loss prevention activities. Depending on the amount of your organization's payroll, additional loss prevention activities that

in the Mahoning and Shenango valleys. These individuals have demonstrated a commitment to improving and making a difference in the region. Grow Home celebrates that commitment and provides opportunities for these people and others to continue contributing to the economic vitality of the region.

Grow Home is led by U.S. Rep. Tim Ryan, Youngstown State University and the Regional Chamber. The Regional Chamber's Economic Development Division can help business owners, company decision-makers or entrepreneurs with opportunities and benefits available to businesses in the Mahoning Valley. The Chamber can help decision-makers secure project incentives, obtain strategic information, access low-interest project financing and identify properties available for business use.

For more information on the Grow Home program, contact Sarah Boyarko at 330.744.2131, ext. 17, or by [email](#).

The Regional Chamber's Website Your Partner in Business Development

Not only can you access information about Chamber benefits, register for events and find other Chamber members on the Regional Chamber's website, but you can also find information about Chamber initiatives, government contacts and relocation contacts. And the website's Economic Development section contains a wealth of information and data useful for business planning. Economic indicators are updated monthly; available properties and sites are listed; and a calculator allows you to compile cost-of-living comparisons. An online library of Chamber publications, including business taxes and starting wage documents is also available. A newly added section on the Utica and Marcellus shale forms features current development projects, training opportunities from local schools and trade unions, a listing of local vendors within the supply chain, a map, incentives and other information.

[Explore it today.](#)

This Month's Featured Property 1701 Henn Parkway Lordstown, OH

Formerly an Automodular facility, this 70,000 square-foot building was constructed in 2002 and has eight truck docks and 26-foot ceilings. The property is available for lease and complies with all General Motors facility specifications. For more information, click [here](#).

include attending safety classes (online or onsite) as prescribed by BWC's division of Safety & Hygiene, onsite safety consulting with Safety & Hygiene, and participation in the annual Ohio Safety Congress & Expo will be required. Approximately 7,000 employers that would have been eligible for this program on July 1, 2011 have been sent an informational direct mailer from BWC.

The **Transitional Work Bonus Program** can reduce premiums for employers that create and utilize a plan to return injured workers to the workplace in a safe, timely manner. For private employers who received a grant for the development of a BWC-approved Transitional Work Program under the grant program that was in effect from 2001 through 2006, you may be eligible for a maximum 10 percent bonus for the July 1, 2012 policy year. To be eligible, your organization must submit your completed Transitional Work Program and an application, available **here**, by May 25, 2012. For more information on these programs, as well as any others under Destination Excellence or BWC alternative rating programs, please contact CompManagement's Customer Support Unit at 800.825.6755, option 3.

Cut Your Summer Energy Bills

Summer is fast approaching, and with it comes summer heat and higher electric bills. If you are not participating in the Regional Chamber's electric program through Chamber Energy Solutions, you could be paying more for your electric consumption than you need to - up to 20 percent more. Electric is at a 10-year low, so now is the time to look at your options.

Let Chamber Energy Solutions review your bill and see if they can cut your costs. Fax or **email** your most recent electric bill in its entirety to the Chamber's Customer Service Manager Becky Litowitz at 330.746-0330 and take the first step to cutting your energy bills this summer.



Offered by: Corvus
Contact: Larry Lipa, 248.766.5503

Mahoning Valley Local Government Leadership Academy Class of 2012 Graduates Two New Awards Presented at Ceremony



Above, from left: Regional Chamber President & CEO Tom Humphries; Fred Alberini, former Trumbull County Democratic Party Chair and Howland Township Trustee; Mark Munroe, Mahoning County Republican Party chair; Phil Kidd, Academy Class of 2009 and Clarence Smith/Fred Alberini Leadership Award recipient; Ernie Cook, Academy Class of 2008 and Thomas M. Humphries Public Service Award recipient; Kurt Latell and Matt Blair of main Academy Class of 2012 sponsor Blair & Latell Co., LPA; and Regional Chamber Vice President of Government Affairs Tony Paglia.

Two alumni of the Mahoning Valley Local Government Leadership Academy were honored with newly established awards during the academy's Class of 2012 graduation ceremony April 17 at Holiday Inn, Boardman.

Ernie Cook, a graduate of the first academy class in 2008, chief deputy of the Trumbull County Sheriff's Department and coordinator of the Trumbull County 911 Center, received the Thomas M. Humphries Public Service Award for promoting local government collaboration and efficiencies in the Mahoning Valley. And Phil Kidd, a 2009 academy graduate and community organizer with the Mahoning Valley Organizing

Where Will You Be Oct. 31- Nov. 8? You could be in Berlin and Prague

The Regional Chamber has partnered with Chamber Explorations to offer group travel programs designed exclusively for chambers of commerce, and the next trip is one you won't want to miss.

We've planned a trip departing October 31, 2012 for four nights in Berlin and three nights in Prague with stops at Brandenburg Gate, Potsdam - San Souci Castle, the Allied Museum, Dresden, Prague Castle, Saint Vitas Cathedral, Terezin Concentration Camp, Vienna and more.

The tour rate of \$2,499 per person, double occupancy (\$500 single supplement) includes seven nights in four star hotels, nine meals, round trip airfare from Pittsburgh, airline fuel surcharges and departure taxes, international business exchange, sightseeing and admissions per itinerary, professional tour director, baggage handling, hotel transfers and transportation by deluxe motorcoach. An optional two-day Vienna extension, taking the nine-day trip to eleven days, can be added for \$649 per person, double occupancy (\$150 single occupancy supplement).

For more information or to register, download a trip itinerary from the **Chamber's website**.

Events Calendar

May 18
Marketing Roundtable
Customer Service Part 2
Satisfied Customers:
Do You Know If Your Customers Are Satisfied?

May 18
Football Friday with the
Cleveland Browns

May 22
Business Training Institute
Problem Employees

Collaborative, received the Clarence Smith/Fred Alberini Leadership Award for exemplary work as a graduate of the Mahoning Valley Local Government Leadership Academy.

The awards were presented by Attys. Kurt Latell and Matt Blair of Blair & Latell Co., LPA, Niles, main sponsors of the 2012 academy classes. Berk Enterprises, Howland, was a participating sponsor.

The Academy Class of 2012's 25 members received certificates during a graduation dinner/reception, which featured Joseph Lucente, an extension agent in Community and Economic Development with The Ohio State University Extension/Ohio Sea Grant College Program. Lucente, a Youngstown native and graduate of Boardman High School, helped to create the local government leadership academy concept in Ohio and assisted the Regional Chamber in starting classes locally.

Tony Paglia, vice president of Government Affairs for the Chamber, commended the class for being one of the most committed classes the Academy has had in the last five years. He praised class members for wanting to improve their leadership skills and for being "doers." He said, "What we hope you will do in the future is to make local government more efficient and effective, to run for office - we need more good public officials in the Valley - or to use the knowledge from our classes to make your businesses more successful."

The Mahoning Valley Local Government Leadership Academy is a Regional Chamber program founded in 2008 to encourage, support and promote efficient and effective government in the Mahoning Valley through a curriculum geared toward improving leadership and decision-making skills. Class members participated in nine classes held weekly at the Regional Chamber offices in downtown Youngstown. Among the presenters were former State Rep. Ken Carano and his daughter Marla, a Youngstown State University administrator; Darlene St. George, Howland Township administrator; Guy Coviello, editor of the Tribune-Chronicle; Girard native and Talmadge city administrator Tom Pascarella; and Sarah Boyarko and Tom Presby of the Regional Chamber's Economic Development Division.

Another class is being planned for early 2013. For more information, contact Amanda Shina at 330.744.2131, ext. 32, or by [email](#).

To see a list of the 25 members of the academy's 2012 graduating class, visit the [Regional Chamber's website](#).

May 24
20th Anniversary ATHENA Award Dinner

May 29
Government Affairs Council Presents Ohio Attorney General Mike Dewine

June 1
Good Morning, Boardman!

June 6
YOUNG Golf Outing

June 13
Mahoning Valley Safety Council Highway Work Zone Safety

June 18
TechBelt Export Summit

June 22
Mahoning Valley Safety Council The New FMCSA Compliance, Safety, Accountability Program & the Safety Management System

June 27
Shale Industry Supply Chain Seminar

You Have One New Friend Request!

Become a fan of the Regional Chamber on



or follow us on



It's one of the best ways to know what the Chamber is up to and what's notable in the Valley.



The Mahoning Valley Local Government Leadership Academy Class of 2012

Exploring the Real Value of Regional Chamber Membership

"The Real Value of Joining a Local Chamber of Commerce" was the topic of a national study commissioned by several national organizations, including the American Chamber of Commerce Executives (ACCE).

The study, conducted by Atlanta-based strategic consulting firm the Shapiro Group, showed:

- Once aware a small business was a member of its local chamber, 44 percent of respondents were more likely to rate the business more favorably than those who were not told of the chamber affiliation.
- Sixty-three percent of respondents were more likely to want to purchase goods or services from a small business that is a chamber member.
- Larger businesses also benefited, showing that if a consumer believed that one of the major automobile manufacturers was a member of its local chamber, they were 9 percent more likely to consider purchasing his or her next automobile from that automaker.
- The primary reason 82 percent of respondents felt it was important to support the local chamber of commerce was chambers' assistance in creating jobs and promoting local economic development.

The results of this study only reinforce what we here at the Regional Chamber believe and implement on a daily basis.

We have served as a catalyst for economic development for this region on local, state and international levels. And we continue to add cost-saving programs that benefit our members' bottom line and produce networking opportunities and educational seminars that help our members grow their businesses.

Are you taking advantage of the group buying power that comes with being a member of the Chamber?

- **Health Care:** For companies with two or more employees, you could reduce health care costs by up to 4 percent on health care through Anthem Blue Cross and Blue Shield. If you have 50 or more employees, that savings could be 1 percent.
- **Workers' Compensation:** You could reduce your workers' compensation payments to the State of Ohio by as much as 53 percent. The Chamber's provider is CompManagement, a trusted leader in the industry. And a portion of your savings supports local economic development through the Regional Chamber.
- **Office Supplies:** Our partnership with Staples provides members with savings of 15 percent or more on office and janitorial supplies.
- **Electric and Natural Gas Programs:** What do your current electric and natural gas bills look like? Electric is at a 10-year low, and the Regional Chamber's partner, Chamber Energy Solutions, can

help our members secure the best price possible (rates change weekly). Chamber Energy Solutions also reduces our members' natural gas rates by an average of 8 percent to 15 percent.

- **Shipping & Package Services:** Through Partnership, our members are saving up to 26 percent on next-business-day envelopes and up to 12 percent on packages.

Regional Chamber membership numbers are approaching 2,800, solidifying our position as the third-largest metro chamber in the state of Ohio. To learn more about how the Chamber is working for the success of your business and our region and how we can help your bottom line, contact Becky Litowitz at 330.744.2131, ext. 19, or visit the [Chamber's website](#).

May is High Blood Pressure Education Month



Take the opportunity this month to remind your employees that getting their blood pressure checked is a vital part of staying healthy.

According to the National Heart, Lung and Blood Institute (NHLBI), high blood pressure, also known as hypertension, affects one out of three grown people in the U.S. The NHLBI also says we have a 90 percent chance of developing hypertension after age 55.

High blood pressure can lead to heart attack, stroke, kidney failure and other problems. It's called the "silent killer" because people who have it usually don't have any symptoms. Fortunately, high blood pressure can be prevented or controlled with lifestyle changes.

The Centers for Disease Control and Prevention recommend the following important lifestyle changes to keep your blood pressure in check:

- Have your blood pressure checked regularly.
- Maintain a normal body weight.
- Take at least one brisk 10-minute walk, three times a day, five days a week. Follow a healthy eating plan and diet rich in fruits and vegetables and low in sodium.
- Quit smoking.
- If you drink alcoholic beverages, do so in moderation (no more than two drinks per day for men and no more than one drink per day for women).
- If you have high blood pressure and are prescribed medication(s), take as directed.

If your employees haven't had their blood pressure checked recently, encourage them to do so soon. Their doctor can check it, or they can visit a local health screening event for a blood pressure reading.

To better manage heart conditions like heart failure and coronary artery disease, your employees and their eligible family members can also enroll in ConditionCare at no extra expense, which provides the help of a nurse, who can ensure your employees are living their healthy best.

Youngstown State University's 4th Annual Sustainable Energy Forum





On June 4-5, YSU's STEM college will host its 4th annual Sustainable Energy Forum, and this year's is more robust and comprehensive than ever. Speakers from around our Cleveland-Pittsburgh TechBelt, the U.S. and as far away as South Korea will be speaking on how companies can be a part of the growth of the energy industry in the U.S. and this region.

Topics to be covered include water reuse technology, shale gas extraction technologies, building and waste energy efficiency, vehicle electrification, small modular nuclear technology and solar implementation. Mark Gerken, president of American Municipal Power, is the event's distinguished keynote speaker.

To see the agenda and register, visit the [Sustainable Energy Forum website](#).

Become a Link In the Oil & Gas Industry Supply Chain

June 27

Supply Chain Entrance Strategy Seminar



As a part of the YOUNG series of events, the Regional Chamber has teamed up with the Ohio Shale Coalition to host a half-day seminar to help Valley companies learn what they need to know to become a part of the lucrative shale gas supply chain. This event - the first of an Ohio Shale Coalition roadshow - will feature speakers educating companies on why API and IS Network certifications are essential, the basics of the Master Service Agreement and finally, a roll out of the OSC master shale supply chain database, to be used by exploration and production and oilfield service companies.

The seminar will be held Wednesday, June 27 from 11:30 a.m. to 5 p.m. at Mr. Anthony's in Boardman. The cost to attend is \$25 for Chamber members and \$35 for non-members and includes a buffet luncheon served at 11:30 a.m. To register, visit the [Chamber's website](#). For more information, contact Jennifer Mascardine at 330.744.2131, ext. 12 or by [email](#).

Event Recap

April 12 - Business After Hours Beer & Wine Tasting

One of the area's favorite watering holes, Vintage Estates, was the location of this special Business After Hours event. Chamber members networked the evening away while sampling craft and micro-brewed beers and popular wines and indulging in the famous VE flatbreads. Special thanks to Vintage Estates for helping to host this successful event.



Left, from top: Vintage Estates Owner Phil Reda welcomes Chamber members. Debbie Parisi, Sandy Bates and Hilda Elash enjoy some wine and networking. .

April 20 - Good Morning, Warren!

Good Morning, Warren was held at the beautiful Trumbull Country Club. Mayor Doug Franklin gave his first Good Morning address since taking office, updating the crowd of more than 100 guests on the current happenings in the city. The Warren Rotary club was also presented with the Upton Community Service Award for its efforts in the city.





Right, from top: Jen Graham and Stephanie Herron of event sponsor CenturyLink. Beky Davis of the Tribune Chronicle presents Nick Odille of the Warren Rotary Club with the Upton Community Service Award.

To see additional photos from these events and more Chamber events, become a fan of the Chamber on Facebook.

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For a free quote, call your broker or the **Youngstown/Warren Regional Chamber at (330) 744-2131 Extension 19.**

Regional Chamber

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