



"Linking Business to Community for Prosperity!"

Willoughby Area

Chamber of Commerce

Serving Kirtland, Kirtland Hills, Willoughby, and Willoughby Hills

Volume 108 Issue 4

July/August 2011

IN THIS ISSUE

| | |
|----------------------------------|----|
| August Legislative Luncheon | 3 |
| DTW Shuttle Service | 4 |
| Notes from Nikki | 5 |
| LCSC Meeting Schedule | 6 |
| Noteworthy News | 7 |
| New Members | 8 |
| Ohio Sales Tax | 9 |
| Is Cell Phone Radiation Harmful? | 10 |
| ArtsFest 2011 | 11 |
| LCCC Annual Member Event | 12 |
| Anthem Free Quote Form | 13 |
| ECR - HR | 15 |
| Save Money Now! | 16 |
| Discounted Workers' Comp Program | 17 |

TAKE NOTE

July

- 16** 20th Annual Willoughby ArtsFest
- 21** Board Meeting - 8:00 am - Willoughby City Hall

August

- 10** Legislative Luncheon with Congressman LaTourette at Gavi's
- 18** Board Meeting - 8:00 am - Willoughby City Hall

In cooperation
with The City
of Willoughby...

July 16, 2011 10AM to 5PM



20th
Annual

Held In Downtown Willoughby

A juried fine arts & fine crafts show, great food and live entertainment!!!

Free Admission

Presented by



Willoughby Area

Chamber of Commerce

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www.willoughbyareachamber.com

Sponsors Include:



Missing out on receiving the Chamber's emails?

Perhaps you have recently changed internet providers or the contact person(s) in your company has changed? In order to make sure that you are kept in the loop of all that is going on in the Chamber, please contact the office with your updated information. Email any updates to nikki@willoughbyareachamber.com, fax us a message at 440-942-0586 or give us a call at 440-942-1632.

If you have moved...

If you have moved, please be sure that the Chamber has your current mailing address so that we can update your records. Now that postal regulations have changed, we are now being charged for every piece of mail that we send out and comes back to us. Also, if your business will be closing, please notify us of that change as well. Thank you!

The purpose of the Willoughby Area Chamber of Commerce is to promote and develop a supportive business and community environment in which to live and work.

The Chamber of Commerce Newsletter is published 6 times annually. Publications run: January/February; March/April; May/June; July/August; September/October; and November/December. All news items, advertising and photographs are required to be submitted no later than the 15th of the month prior to publication. Please notify the Chamber Office of any change of name, address, phone number or absence of issue.
Phone: 440-942-1632 Fax: 440-942-0586
Email: nikki@willoughbyareachamber.com



Willoughby Area

Chamber of Commerce

2011 OFFICERS

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Wiles & Richards, 440-942-6262
Attorneys at Law

Vice-President Marlene Cornachio
Custom Cleaning 440-946-7028
& Maintenance

Treasurer Bob Godina
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Past President Ken Nicholas
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Bottom Line Accounting Solutions

Jeff Holden..... 440-283-0310
Network Results

Ron Rogerson 440-946-4950
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Kathy Whan-Marko, PhD... 440-918-1540

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Nikki Matala Executive Director

Donna Swan Administrative Assistant

2011 CITY MAYORS

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City of Willoughby

Mark Tyler 440-256-3332
City of Kirtland

John Turben 440-256-3296
City of Kirtland Hills

Bob Weger 440-946-1234
City of Willoughby Hills

August Luncheon & Membership Meeting

Legislative update given by Congressman Steven LaTourette

Sponsored by: Big Oats Field Supply Co



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Oil Field Supply Company

One of our most popular luncheons, this legislative update will inform you of the latest news from Washington that affects us all, and will be particularly geared towards addressing the concerns of business owners. Having served in the House of Representatives since 1995, Congressman LaTourette has been a hardworking and well respected legislator, admired by members of both major political parties. This is your opportunity for a face to face with your Congressman-- have your questions answered--time permitting, or simply to benefit from information that is shared.

When: Wednesday, August 10th, 12:00 noon (please arrive by 11:45 am)

Where: Gavi's Restaurant, 38257 Glenn Ave., Willoughby

Menu: Caesar salad, crostini & tapenade, stuffed chicken roll with spinach in a natural pan sauce, soft drink/coffee, and tiramisu for dessert.

Cost: \$22/members, \$26/non-members

Please make your reservation with the Chamber office no later than Friday, August 5th. Register online at www.willoughbyareachamber.com or send/fax this coupon with payment info to 440-942-0586 or call the Chamber office at 440-942-1632. Checks, and all major credit cards accepted. Refunds will not be issued and walk-ins will not be accepted. **Advance payment required.** Checks should be made out to "WACC" with "August luncheon" noted in the memo section.

(In the event that Congressman LaTourette's schedule changes at the last minute and he is not able to be with us, another elected official may be asked to present instead)

Please make _____ reservation(s) for the August luncheon for:

Name(s) _____

Company _____

Phone _____ Amount Enclosed \$ _____

Check # _____ (\$22/members, \$26/non-members)

Visa or MC # _____ Exp. Date _____

Card in the name of _____

Signature of Cardholder _____

DTW Shuttle Service to Begin Saturday

by Stefanie Toth, Downtown Today



Downtown Willoughby patrons will have an easier time parking beginning this Saturday.

The DTW Bar & Restaurant Association decided to sponsor a shuttle service to and from Todd Field to alleviate the parking problem the area is currently experiencing.

“It’s an added service to the customer,” said John Bowers, DTW Bar & Restaurant Association president. “It allows them to maximize the parking that is available in downtown Willoughby and makes it easier for customers to park.”

The shuttles, operated by Willoughby Taxi Service, will run on Saturday nights from 5 p.m. until 2:30 a.m. and cost \$1 per ride.

The city of Willoughby sponsored signs that designate where the shuttle will stop.

Shuttle Route/Stops:

1. Willoughby Municipal Courthouse
2. Lure
3. Frank & Tony’s/Mullarkey’s
4. Spaulding St. next to Arabica
5. Spaulding St., back two rows in bank/library parking lot
6. Willoughby Tech Center
7. City Hall
8. Glenn St. near 1899
9. Todd Field
10. Willoughby Brewing/Nickelby’s parking lot
11. Burgers n’ Beer



Notes from Nikki

By Nikki Matala
Executive Director

expect to hear more from the ERC in the coming year in the way of presenters and speakers. For anyone wanting to know more about the ERC visit www.ERCNET.ORG

Nikki

We have an exciting new development here in our Chamber: a brand new partnership with the Employers Resource Council! The ERC, Ohio's leading HR organization will be offering a 20% on membership to any of our Chamber members. Membership range in price, depending upon which points you'd like to take advantage of.

The ERC has provided some of the Chamber's most dynamic speakers over the past few years and a recent presentation on the subject of human resources proved to be especially illuminating for us. The room was filled with business owners and reps, many of whom work for companies without a Human Resources department. Rather, this function is handled by an employee who is more often than not, also in charge of other tasks and who may or may not be an "expert" in the field of HR.

More than one person who admitted having "done it that way for years" was surprised to find just how incorrectly they had been handling particular employee-related issues! The problem is, that failure to handle employee-related issues as determined by law can get you and your company into a lot of trouble. A better solution is always choosing to do things the right way the first time around.

This got our Education Committee to thinking....since this subject is an area of expertise to the ERC, maybe they'd want to explore a partnership whereby our members could take advantage of the many services they offer and their members might want to become involved in our Chamber. We thought it was an idea worth pursuing and after meeting with Pat Perry, President of the ERC, we were convinced that developing this partnership would provide a very valuable additional benefit to you, our members.

This organization offers you an extensive array of documentation from compliance information, sample forms, job descriptions, HR-related survey results, and even access to an HR help desk.

Beginning with the next issue of the newsletter look for a new informational column to appear (anyone who's seen Pat's weekly column in the News Herald knows what a worthwhile read it is!) Also, we can



CHEVROLET
2011 CRUZE
Raffle



Maximum of 2500 tickets will be sold

**ENCOURAGE YOUR EMPLOYEES
TO TAKE A CHANCE TO WIN BIG
AND SUPPORT THIS EVENT**

Drawing
September 11th 2011
Willoughby Hills
Community Center
Winner need not be present
\$20 donation per ticket
\$100 donation for 6



Saturday, September 10, 2011
Sunday, September 11, 2011

**CALL US FOR
TICKET OPTIONS**
440-339-8046

Special Thanks to 

Lake County Safety Council

Date: Friday, July 22, 2011
 Time: Registration 11:15 AM
 Meeting 11:30 AM
 Place: Holiday Inn Express –
 LaMalfa
 Cost: \$18 Members
 \$20 Non-Members
 Speaker: James W. Stanley, FDR
 Safety, LLC
 Topic: Creating a World Class
 Safety Program &
 Still Surviving the “New”
 OSHA
 Sponsors: EA GROUP, LAKE
 HEALTH, HZW
 ENVIRONMENTAL
 CONSULTANTS &
 HEALTHCARE FOR
 BUSINESS
 RSVP: (440) 255-0877 (or)
 register online at
www.councilnews.org
 by Monday, July 18, 2011

Date: Friday, August 19, 2011
 Time: Registration 11:15 AM
 Meeting 11:30 AM
 Place: Holiday Inn Express –
 LaMalfa
 Cost: Cost: \$18 (fee includes
 breakfast)
 Speaker: Marianne Crawford,
 American Red Cross
 Topic: First Aid in the Work Place
 Sponsors: EA GROUP, LAKE
 HEALTH, HZW
 ENVIRONMENTAL
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www.councilnews.org
 by August 15, 2011




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 Toll Free: (877) 274-4847
skipmurf@divgrowth.com

Noteworthy News

Panera Bread is coming to Willoughby! Purveyor of delectable bakery items and delicious soups, salads, and sandwiches, Panera Bread will be a welcome addition. Located at 36099 Euclid Avenue, (on the corner of Beidler Rd. and Euclid Ave., next door to another Chamber member, **Burger Nuts**), a complimentary breakfast and ribbon cutting ceremony will be held on Tuesday, July 26th beginning at 9:00 am. All Chamber members are invited to attend—please email RSVP to Ashley.Bates@covelli.com no later than Thursday, July 21st.

The City of Willoughby Hills is holding its annual **Fall Corn Fest** at Roemisch Fields in Willoughby Hills on September 10th and 11th. The event will be kicked off by a parade and will include a wide range of games, contests and activities, including live entertainment and fireworks. Sponsorships are available, too. For more information on this fun event, visit www.whcornfest.com

FUEL (Future Emerging Leaders of Lake County, the young professionals group) will be hosting an event on Thursday, July 21st from 5:30-7:30 pm at Quail Hollow Resort. Guest speaker, Kelcey Lehrich will deliver a presentation on the subject of networking. Cost: Free to FUEL members, \$5/Chamber members, \$10 / non-chamber members. RSVP to fuel.lakecounty@gmail.com

The Lake County YMCA 2011 Dream House, located in Concord this year, is up and awaiting your visit. It is simply beautiful and all proceeds go to benefit the Lake County YMCA. Tickets are \$12 each or 3 for \$30 and may be purchased from the Willoughby branch or online: www.ymcadreamhouse.org

Congratulations are in order: **Pamela Kurt**, partner with **Kurt & Vermilya Law, Inc.**, has become a Fellow of the Foundation of the Ohio State Bar Association and will participate in the 2011 Fellows class. Membership in the Foundation is an honor extended to those lawyers and judges who adhere to the highest ideals of the legal profession and are dedicated to serving their communities. Each year the Foundation

invites civic-minded lawyers to become part of the Fellows class. During the 18 months, the Fellows volunteer their time to a project that promotes the Foundation's mission of improving the justice system and enhancing public understanding of the law.

Lake Health announces their "**Weight 4 Life**" program. Are you overweight? Is your blood pressure or cholesterol high? Are you tired? Have you tried lots of diets with no success? If you answered "Yes" to one or more of these questions, this could be the program for you! Join LHS for a free introductory session on Tuesday, August 16th, 6:30-8:30 pm at the West Medical Center, Main Conference Room. For more info visit www.lakehealth.org

Calling all golfers: sign up to golf at the **Citizens for Lake Metroparks Golf Classic** to be held on Monday, August 22nd at Pine Ridge Country Club. For more information call 440-954-4295.

Welcome New Members

Blackbird Interactive
Pat Walsh
38120 W. Spaulding Street
Willoughby 44094
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6982 Spinach Drive
Mentor 44060
Frank Manning, Attorney at Law
frank@manning-law.com
Shannon Cianciola, Attorney at Law
scianciola@manning-law.com

Ohio Sales Taxes: Don't Get Tripped Up by This Rule

by Scott Gregory,
Your Trusted CFO & QuickBooks Expert
www.BetterBottomLine.com



So it's time to file your sales tax report with our friends in Columbus once again.

You sit down to gather the information needed to prepare the return. As part of that information gathering, do you:

- a) Collect the information based on the date you got paid the sales tax by your customer?
- b) Collect the information based on the date you invoiced your customer for the sales tax due?

I hope your answer was b – collect it based on the date you invoiced them. If not, you're not figuring your sales tax payment correctly.

CONTRARY TO WHAT YOU MIGHT THINK

While it would seem logical that you pay the state of Ohio once you have been paid by your customer, that isn't the case.

If you look deep into the fine print of the Ohio Department of Taxation web site (<http://1.usa.gov/ohiosalestax>- see #6), it states that taxes are due when invoiced, NOT when collected from your customer. Bummer.

If you are using QuickBooks, setting it up to track your sales taxes based on these requirements is easy. You just need to set up the sales tax preference for "as of invoice" date.

Naturally, with any tax rules, there may be some unique circumstances for your business. Please evaluate the regulations carefully.



Is Cell Phone Radiation Harmful?

by Stephen DeBlock,
Network Results, Inc.
www.net-resultsinc.net

Growing up in a mountainous area of Connecticut where the views are spectacular and rolling hills are common place, I think back to a conversation I had with my father many years ago. At that time he was the Vice President of Sales for North America and Asia for a worldwide petroleum hardware company. His career required a lot of travel, with some weeks not coming home at all. I vividly remember him telling me all about cell phones because as a former Navy technician, he was interested in how they worked, not just receiving calls. My father never allowed his cell phone to be near his head, always having a car kit speaker system or carrying that goofy cell bag around. As technology progressed, he always used wired headsets and never kept his cell phone on his person. This meant nothing to me at the time but choosing the IT service career that I have, I use my cell phone regularly. I have replayed his words over and over again. He told me that cell phones could be extremely harmful to your head if they are not tweaked right.

For the past eleven years I have had a high activity use cell phone. In the middle of May this year, the IARC branch of the World Health Organization released alarming news that a recent study showed that cell phones may cause cancer. A release at this high level is pretty big news; however, it re-opens a dynamic and fiery debate which has been going on year after year. Further, some equate this debate to the tobacco industry's issues by claiming "BIG WIRELESS" isn't coming clean with what they really know about their products. As research doctors led smoking studies to cancer, so is the same with cell phones. The problem is that we are still in a fairly early stage of research and there is no long term research to support anything. Previous studies have had many flaws which make them unreliable. Researchers know cell phones emit very low levels of RF (radio frequency) radiation through their antenna. This release is best described as a "low-powered microwave oven" (studies show that the dose is too low to heat body tissue). In addition, RF goes up the further you are from a cell tower to maintain signal strength emitting larger doses of radiation. Most people use their cell phones near their head, so understanding these basic facts; it makes sense that there could be some issues.

FCC certification of cell phones sold in the United States requires that mobile phones have a 1.6 watts per kilogram specific absorption rate (SAR). SAR is the measure of the amount of RF energy absorbed by the body when using a cell phone handset. Statistics show that the SAR level varies by phone, some produce very low levels and others have the capability to go over the FCC mandate (read the small print in your owner's manual). Further, there are additional studies which caution pregnant mothers as well as children against cell phone use. At the end of the day after reading differing opinions as well as the WHO study, I am still left without a specific answer to "is cell phone radiation harmful?" There is simply not enough known about the effects of cell phone use. What I can do is continue to be mindful of my cell phone by storing it on my desk rather than my pocket, use speaker phone if possible, send a text as well as use my headset.

For more information about the World Health Organization cell phone study, it can be found here:

<http://www.cnn.com/2011/HEALTH/05/31/who.cell.phones/index.html>



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LAKELAND
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**Lake County Chambers of Commerce
Annual Membership Appreciation Event
At
Classic Park**

35300 Vine Street in Eastlake

Thirsty Thursday, July 28, 2011

(1/2 price beer and soda & free appetizers)

From 5 to 7pm

**Free admission to a
Lake County Captains Game vs.
Bowling Green Hot Rods**

**Due to Ticketing - Reservations are mandatory
RSVP no later than 7/22/11**

Members Only Event

**An opportunity to network with fellow chamber members
from all over Lake County**

City of Willoughby Hills Community Center



O’Ryan Room
with Kitchen
(Capacity 160)



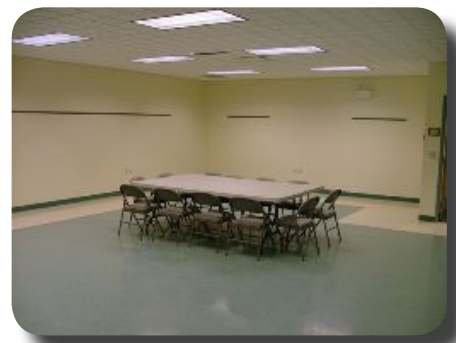
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(Capacity 100)



Schaefer Room
with Kitchenette
(Capacity 60)



Historical Room
with Kitchenette
(Capacity 40)



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**WILLOUGHBY AREA CHAMBER OF COMMERCE MEMBERS,
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ERC, Ohio's leading HR organization, is proud to offer Willoughby Area Chamber of Commerce member businesses 20% off their first year of ERC membership. Simply go to:

WWW.ERCNET.ORG/JOIN

and enter the discount code: **WACC123**

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Save Money Now!

Is your organization trying to find a way to reduce costs? Save money now by being reviewed for the Lake County Chambers of Commerce workers' compensation group rating discount program. Workers' compensation premiums can be costly in today's economy and group rating is still one of the BEST options available to reduce that expense upfront.

If you explored our plan in the past, it's time to take a second look. You owe it to yourself to explore the options and savings a membership entitles you to receive. If you participate in another group rating program, you may not be saving as much as possible and you may be paying extra dues to belong to another group.

If you are reviewing savings quotes from other group administrators, please make sure that you are comparing apples to apples. Our group administrator, CompManagement, Inc. takes great pride in the accuracy and consistency of our savings forecast, while others may tend to promote inflated savings figures in an effort to secure additional business. It should also be mentioned that not all group administrators offer the same level of service (not all service companies are capable of providing your organization with the full array of discount programs currently available as well as services related to claims management, cost containment, safety & loss control, rating, and hearing representation).

Therefore, it is critical that you align yourself with a program that has a group administrator that is able to meet all of your current, as well as future needs. Please review other quotes thoroughly to ensure that you are comparing similar discounts and service offerings.

CompManagement is currently in the process of reviewing employers for our group discount program for the 2012 rate year. To receive a free, no obligation savings quote contact CompManagement's Customer Support Unit at (800) 825-6755, option 3 to request an analysis by phone. As a service to our members, CompManagement will not only evaluate your organization for participation in group rating, but all alternative rating programs that would be beneficial to your organization's bottom line.

We urge you to take advantage of this tremendous member benefit!



Discounted Workers' Compensation Program

Workers' Compensation Group Rating Discounts

CompManagement, Inc. is Ohio's leading workers' compensation third party administrator. CompManagement is the administrator for the Lake County Chambers of Commerce (LCCC) workers' compensation group rating program.

What is Workers' Compensation Group Rating?

Group rating allows employers in similar industries to join together through a sponsoring association, such as the LCCC, to be rated as a group. Groups are made up of employers with better-than-average claim histories, which make it possible for employers to obtain a lower rate than they could on their own.

How Does a Company Qualify for a Group Rating Program?

There is no cost or obligation to determine a company's eligibility. To request a group rating review, simply fax this Temporary Letter of Authorization (form AC-3) toll-free to CompManagement at (866) 567-9380.

If you have any questions, please contact CompManagement at (800) 825-6755, option 3.

Temporary Authorization to Review Information

TO: Lake County Chambers of Commerce
 c/o CompManagement, Inc.
 P.O. Box 884
 Dublin, OH 43017
 800-825-6755
 866-567-9380 - Fax

| |
|---------------------|
| From: Policy Number |
| Entity |
| DBA |
| Address |



NOTE: For this to be a **VALID** letter, the Self-Insured Department for self-insured employers or by the Employer Services Department for all employers, must stamp it. Being temporary in nature, BWC will not record via computer or retain this authorization. Representative must possess a copy when requesting service relative to the authority granted therein.

This is to certify that _____ **CompManagement, Inc.** including its agents or representatives identified to you by them, has been retained to review and perform studies on certain workers' compensation matters on our behalf.

The limited letter of authority provides access to the following types of information relating to our account:

This authorization does NOT include the authority to:

- | | | |
|--|-------------------------------------|--|
| (1) Risk files | (1) Review protest letters | (5) File self-insurance applications |
| (2) Claim files | (2) File protest letters | (6) Represent the employer at hearings |
| (3) Merit-rated or non-merit rated experiences | (3) File form CHP-4 | (7) Pursue other similar actions on behalf of the employer |
| (4) Other associated data | (4) File Motions, I-12's or IC-88's | |

I understand that this authorization is limited and temporary in nature and will expire on 2/29/12 or automatically nine months from the date received by the Employer Services Department or Self-Insured Department, whichever is appropriate. In either case, the length of authorization will not exceed nine months.

| | | | | | |
|------------------|-------|------------|--|----------------|--|
| Telephone number | | Fax number | | E-mail address | |
| Print name | Title | Signature | | Date | |

AC3Newsletter

Completion of the temporary authorization provides a third-party administrator (TPA) limited authority to view an employer's payroll and loss experience. By signing the AC-3, the employer grants permission to the BWC to release information to the employer's authorized representative(s). The form allows a third-party representative to view an employer's information regarding payroll, claims and experience modification.

Attention group rating prospects:

- Employers may complete the AC-3, for as many TPAs or group-rating sponsors as they feel are necessary to obtain quotes for a group-rating program.
- Group sponsors must notify all current group members if they will not be accepted for the next group rating year. The deadline for this notification is prior to the first Monday in February for private employers and prior to the second Friday in August for public employers.
- All potential group-rating prospects must have:
 - Active BWC coverage status as of the application deadline;
 - Active coverage from the application deadline through the group-rating year;
 - No outstanding balances;
 - Operation similar in nature to other members of their group.
- Any changes to a group member's policy will affect the group policy. Changes can result in either debits or credits to each of the members.

Note: for complete information on rules for group rating, see Rules 4123-17-61 through 4123-17-68 of the Ohio Administrative code or your TPA. All group-rating applicants are subject to review by the BWC Employer Programs Unit.