

# East Liverpool Area Chamber of Commerce

E-Bulletin  
December 2010

## Fiesta Tree

As 2011 quickly approaches I would like to summarize what we offered you as a Chamber Member/Investor in 2010.



### ***Chamber Functions in 2010***

#### ***2010 Safety Council Luncheons with speaker***

- January – The Day After A Disaster – Open for Business
- February – New Programs at the BWC
- March - Breaking the Myth
- April – Awards Luncheon
- May – Heat Stress
- June – Water Safety held at Broadway Wharf
- July – Hiatus
- August – Distracted Driving
- September – Ergonomics Today
- October – OSHA Update
- October – County Safety Event – Links at Firestone
- November – Violence in the Workplace
- December – Economics of Safety

#### ***Business Breakfast Forums*** Provided to you as a member/investor at no cost.

- January - Cyber Crimes
- March – Health Care Legislation
- September – Be an Entrepreneur

**Network Luncheons**

January – EL Housing Study  
April – Cap & Trade Legislation  
September – EduTech Corridor Proposal

**Business After Hours**

June – Home Savings  
September – Ohio Valley College of Technology  
October – Doc C's Place  
November – Dawson Funeral Home

**MS Windows 7 Event**

Introduction to MS Windows 7 by Cindy Gadd MSE LLC

**Chamber FunDay**

Ladies Lunch at the Motor Lodge sponsored by Hancock County Savings Bank  
Fashion Show by Anna Kay's of Steubenville  
Over 90 Chinese Auction Items  
ShotGun Golf at the EL Country Club with refreshments from Hancock County Savings Bank  
Picnic on the Patio at the Country Club  
50/50 + Drawing

Open House/Ribbon Cuttings.

Route 30 Action Committee formed to lobby for the continuation of St Rt 30 from Canton to Lisbon.

Organized education entities forming EduTech Corridor resulting in promotion of EL as education hub.

Columbiana County Area Chambers of Commerce continue meeting resulting in a County Chamber website and booklet.

City Sweep/Adopt-a-Site resulting in Potter Pride Brigade to aesthetically improve the downtown area.

Assisted with EL Rotary Lamp post Seasonal Banners and paint for lamp posts in preparation for All Class Reunion.

Assisted with Community Prayer Breakfast, ELHS All Class Reunion and Tri-State Pottery Festival.

Sent Legislative Updates and E-Bulletins keeping you informed on state and local happenings.

Discounted Health Insurance through Anthem Blue Cross/Blue Shield.

Discounted Business Insurance through MEGA Insurance.

Discounted Ohio Work Comp Rates to qualifying companies.

Web site listing on both EL Chamber and County websites.

Numerous networking opportunities as mentioned above.

References to your business as a Chamber member.

***Soon you will be receiving your 2011 invoice for membership/investment in the East Liverpool Area Chamber of Commerce, we urge you to continue your support for the EL Chamber as we pursue the purposes of the organization to advance economic development, provide member advocacy and investor benefits for the area.***

## BWC e-news - December 2010

### *BWC Contract with Managed Care Organizations Again Aligns Payment with Performance*

BWC has finalized a new, two-year performance-based contract with its network of managed care organizations (MCOs). MCOs manage the medical component of workers' compensation claims. The 2011-2012 contract builds upon past contract advancements that ties incentives to strengthened MCO accountability and improved key performance indicators. The contract's goal is to ensure a prompt and safe return to work for injured workers, and cost-effective medical management of their treatment.

A key contract element is the creation of a new MCO performance measure to replace the current degree of disability management (DoDM) measure. BWC uses DoDM to assess the effectiveness of MCO return-to-work services. The new metric, measurement of disability (MoD), better incentivizes and more accurately measures MCO effectiveness in terms of the timeliness of getting injured workers back on the job and medical management following their return to work. Further, MoD measures a much larger population of claims and uses updated benchmarks that BWC developed using Ohio-specific data. based upon actual return-to-work dates instead of release-to-work dates. BWC bases nearly half of an MCO's compensation on this MoD metric; it allocates the remaining portion \ for operational activities.

"MCO medical-management decisions directly impact the duration of time an injured worker is off work, and therefore, has a direct impact on the investment of Ohio business owners to cover the more than \$1 billion in indemnity costs and \$800 million in medical costs paid annually by BWC," said Bob Coury, BWC Chief of Medical Services. "The new MoD metric supports the desired outcome of a prompt, safe return to work and cost-effective medical management."

When determining MCO performance and payment, BWC also measures MCO First Report of an Injury, Occupational Disease or Death (FROI) timing and data accuracy; bill payment timing and data accuracy; and a number of other services. BWC's publishes these metrics annually in its [MCO Report Card](#).

The new contract goes into effect January 1, 2011.

### *Falling Ohio Base Rates Recognized in National Study*

The nationally recognized [Oregon Premium Ranking Study](#) recently confirmed the progress of comprehensive rate reform in reducing costs for Ohio employers. According to the biennial study, Ohio premiums fell significantly over a two-year period from the third highest in the country to 17th -- in an average range with most other states.

"The remarkable turnaround of Ohio's workers' compensation system becomes very clear when we consider the fact that, on average, public and private employers are paying more than a third less for workers' compensation coverage than they were just three years ago," said Administrator Marsha Ryan.

The study shows Ohio's average private employer base rate fell from \$3.32 per \$100 of payroll in 2007 to \$2.24 per \$100 of payroll in 2009. Since data was gathered for the most recent study, Ohio's average base rates have declined further. A recent study by BWC's Actuarial Division shows Ohio's 2010 average base rates to be at \$1.95 per \$100 of employer payroll, putting Ohio even more in the mid-range of the nation for workers' compensation costs.

For more information about BWC's rate reform efforts, [click here](#).

Inside this edition:
<a href="#">BWC Contract with Managed Care Organizations Again Aligns Payment with Performance</a>
<a href="#">Falling Ohio Base Rates Recognized in National Study</a>
<a href="#">A New Look Coming for ohiobwc.com</a>
<a href="#">Ohio Safety Congress &amp; Expo 2011</a>
<a href="#">New Inpatient Hospital Fee Schedule Supports Access to Quality Hospital Services</a>

## A New Look Coming for ohiobwc.com

In an effort to improve customer service, BWC is in the process of redesigning [ohiobwc.com](http://ohiobwc.com). The first phase of the project involves updating the home page, which will be complete later this month. Among the new features, the home page will provide quicker access to popular service offerings, making the time a customer spends on the site more efficient and effective. BWC plans to release the new page by the end of December, so keep an eye for the update.

## *Ohio Safety Congress & Expo 2011*

Plans are under way for BWC's annual [Ohio Safety Congress & Expo](#). This year's safety congress will feature more educational offerings, continuing education units and vendors. Keep **your calendar open March 29 to 31** so you can attend the Ohio Safety Congress & Expo at the Greater Columbus Convention Center, and spread the word to co-workers and colleagues. And new this year, you can catch safety congress updates on Twitter, just follow us [@OSC2011!](#)

## *New Inpatient Hospital Fee Schedule Supports Access to Quality Hospital Services*

The BWC Board of Directors has adopted a new inpatient hospital fee schedule, which establishes the maximum reimbursement allowed for medical treatments and services related to hospital stays. Inpatient hospitalization may be the first treatment following an injury or part of later treatment necessary to return an injured worker to employment. The projected impact of the changes to the hospital inpatient rule for 2011 is an increase in reimbursement of 5.7percent or \$4.9 million.

"Prompt, effective medical care is key to a quicker recovery and timely return-to-work," said Bob Coury, BWC Chief of Medical Services. "The new inpatient hospital fee schedule is intended to ensure continued, quality care that is especially critical when workers suffer serious injury that requires a hospital stay."

Inpatient hospital bills represent 11.1 percent of BWC's overall medical expenses. For the period February 2009 to January 2010, BWC paid \$81 million in inpatient hospital fees.

[Click here](#) to view any of BWC's medical fee schedules.

*Please take a moment to [forward this email](#) to other managers in your organization and to your colleagues who may find it of value.*

[Ohio Bureau of Workers' Compensation](#) | [Injured Workers](#) | [Employers](#) | [Safety Services](#) | [Medical Providers](#) | [Contact Us](#)

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To opt-out of receiving future promotional e-mail from OBWC please [click here](#).

Ohio Bureau of Workers' Compensation  
30 W. Spring St.  
Columbus, Ohio 43215-2256

# MCTA Update

A monthly communication for officials in  
Mahoning and Columbiana Counties

## BRN Gains \$140K Grant

The Business Resource Network (BRN) received a \$140,000 grant from the Ohio Department of Development to expand its services. The BRN plans to provide services to an additional 40 Ohio companies while maintaining a relationship with the more than 75 companies it has worked with in the past.

The BRN currently provides demand-driven business services in Trumbull, Mahoning and Columbiana Counties and is adding Lawrence and Mercer Counties in Pennsylvania with the \$550,000 Walmart Foundation grant announced earlier this year.

## One-Stop Traffic

NOVEMBER	2010	2009	Change
Columbiana	892	985	28.8%
Mahoning	1,724	1,339	-9.4%
Oakhill	737	298	147.3%

## Initial Unemployment Claims\*

### Week Ending Mahoning Columbiana

11/27/2010	326	149
12/4/2010	392	176
12/11/2010	416	193
12/18/2010	401	177

\*Ohio Labor Market Information Statistics

## Local, State, US Unemployment Rate\*

	Jobless	Nov 10	Nov 09
Columbiana	5,900	11.2%	13.2%
Mahoning	11,800	10.4%	12.9%
Youngstown	3,400	12.0%	14.4%
Ohio	552,200	9.3%	10.3%
U.S.	14,282,000	9.3%	9.4%

\* Not Seasonally Adjusted

DECEMBER 2010

# Mahoning Commissioners Recognize MCTA Awards

The Mahoning County Board of Commissioners unanimously passed a resolution acknowledging the workforce development accomplishments of MCTA. The resolution was presented to Bert Cene, director, at the December 2nd board meeting. State awards include:  
2010

- One-Stop Business Service Team of the Year
- M-7 Technologies of Youngstown named Ohio's Employer of the Year
- One-Stop Workforce System of Mahoning and Columbiana Counties achieving the Gold Level
- Business Resource Network as a finalist for the Excellence in Economic Development Innovation award

Previous years

- Workforce Investment Board of the Year in 2009, 2008 and 2008
- Humility of Mary Health Partners Employer of the year in 2009
- One-Stop Business Service Team of the Year in 2008

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## ***NEWS RELEASE***

### **PRESS OFFICE**

**Release Date:** December 21, 2010

**Contact:** Carol Chastang (202) 205-6987

**Release Number:** 10-73

**Internet Address:** carol.chastang@sba.gov

### ***SBA Unveils New Website and Launches SBA Direct - A New Tool Delivering Personalized and Targeted Resources***

*SBA.gov Demonstrates Agency's Commitment to Transformation – Giving Small Business Owners Quick and Easy Access to the Resources they need to Succeed and Create Jobs*

**WASHINGTON** – As part of the U.S. Small Business Administration's mission to ensure that small business owners and entrepreneurs have access to accurate, timely and helpful information, SBA Administrator Karen Mills today unveiled a newly re-designed [SBA website](http://SBA.gov). The new site also features the launch of SBA Direct, a dynamic new web tool with a variety of personalization features that will help small businesses start-up, succeed and grow.

“With the launch of the new [SBA.gov](http://SBA.gov), we have reached a significant milestone in how the agency has evolved in using interactive web tools, social media and blogs to engage with, and better meet the needs of small business owners,” said SBA Administrator, Karen Mills. “While the SBA website has traditionally been an

information-rich site, we wanted to make it easier for small business owners to navigate. With the new improved SBA.gov, business owners can access the answers they need, specific to their business profile, in an instant – it truly presents the face of the future of SBA.”

While the site features a variety of enhancements including a full re-design, new content, and improved navigation, the centerpiece is a dynamic new web tool called **SBA Direct**.

SBA Direct allows visitors to personalize their browsing experience according to their business type, geography and needs. SBA Direct then delivers relevant and targeted information on all aspects of running a business such as the steps involved in getting started, business growth strategies, and how to stay compliant with current laws and regulations. SBA Direct also provides information on the available SBA programs that can help businesses succeed, such as financial assistance, exporting and government contracting opportunities, counseling and training.

“Transforming the SBA into a proactive, responsive and ‘customer-centric’ organization that better serves the needs of the nation’s more than 29 million small businesses is an exciting, yet enormous effort,” said Mills. “We’ve made significant progress, and the new SBA.gov is just one example among many, including record [growth capital financing](#), [expedited loan approvals](#) and the [acceleration of disaster assistance resources and funds](#) of how SBA has, and will continue to support the growth of small businesses and job creation.”

-- more --

SBA Release 10-73, Page 2...

Other new features to the web site include:

- **SBA’s small business search** that improves the accuracy and relevancy of search results —saving time and frustration.
- **Improved navigation** that gives users one-click access to the information they need. Combined with the personalization features of SBA Direct, users no longer have to mine through pages of information to find answers.
- **Integration of [Business.gov](#) content** including a variety of guides and tools that collate information from across government agencies to help business owners comply with laws and regulations, and take advantage of government programs.
- **Interactive location-based maps** that allow users to quickly find small business resources in their area, including local SBA offices, and other sources of training and support.
- **User-rated content** gives visitors to the site direct control in determining the most useful and relevant information to feature by small business topic.

SBA’s commitment to using web services to provide small businesses with greater access to the pool of government resources available began in 2006 with the launch of the award-winning [Business.gov](#) website, and later with the [Business.gov Community](#) initiative in 2009 (the first government-sponsored online community built specifically for small businesses), and more recently with SBA’s own social media presence on [Twitter](#), [Facebook](#) and [YouTube](#).

The new [SBA.gov](#) built on these achievements and best practices as a driver for its transformation. The project is also a flagship for the agency’s [Open Government Plan](#), with the goal of building an online presence for SBA that is transparent, participatory and collaborative.

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FOR IMMEDIATE PUBLICATION: HOLIDAY HOURS & OFFERINGS at MUSEUM OF CERAMICS

The Museum of Ceramics, on the corner of Fifth and Broadway in East Liverpool invites all area residents to visit this week to see two floors of exhibits, including the new FABULOUS FIESTA Exhibit recently unveiled during the museum's 30th anniversary party in early December. See every modern color of this locally made ware since production was resumed in 1986! See an ad from 1939 offering a 109 pieces for only \$15.95, as well as the Raspberry Presentation bowl made in a limited edition of only 500. This exhibit is made possible through the assistance of museum members, and the Homer Laughlin China Company. It is in celebration of Fiesta's upcoming 75th anniversary year in 2011.

For young people on vacation from school, the museum offers a two floor Scavenger Hunt that takes them and their adults searching for the answers to a ten question quiz.

Our Gift Shop features unique souvenirs too, everything from stocking stuffers to jewelry that will delight the most finicky recipient. We still have some HANS HACKER'S FREDERICKTOWN calendars, and some MUSEUM OF CERAMICS calendars, as well as cards, 'POTTERY CAPITAL of the NATION' t-shirts, and other great gifts. We have shard jewelry earrings and pendants featuring Fiesta, as well as other potteries, and shard jewelry bracelets featuring Homer Laughlin, Goodwin, Vodrey, and other potteries. We also have typewriter key earrings, pendants, and bracelets. This year for the first time we offer FREE GIFT WRAPPING on your holiday purchases in the museum, and 10% off most purchases to museum members of the \$50 level or higher. Treat your loved ones to museum memberships this year and they'll have free admission all year. For more information about memberships, give us a call at 330-386-6001, or visit our website: [www.TheMuseumOfCeramics.org](http://www.TheMuseumOfCeramics.org), where we have a lot of information as well as the option for online ordering.

This week only, from Tuesday December 21 through Thursday December 23 the museum Gift Shop will be open longer hours to assist holiday shoppers, from 9:30 to 5:30. There is no charge to visit our gift shop. The rest of the museum will be open on those days from 9:30 - 3:30. On Friday December 24, the museum and our Gift Shop will be open from 9:30 to noon, and closed for the rest of the day. Both the gift shop and the rest of the museum will be open regular hours Tuesday December 28 through Friday December 31 from 9:30 -3:30. We will be closed two Saturdays in a row: Christmas Day, December 24, and New Year's Day, January 1, 2011. Regular hours and days of operation resume Tuesday January 4, 2011. As usual, members visit for free, adults visit for \$4, and students visit for only \$2.

Originally opened as a joint effort by the East Liverpool Historical Society and the Ohio Historical Society in 1980, the museum was fully funded by the OHS until 2008 when funding cuts forced the 93% slash in funding in seven weeks. Ever since then the Museum of Ceramics Foundation, a 501c3 not for profit corporation, has kept the museum open with support from the Ohio Historical Society, the East Liverpool Historical Society, and hundreds of individual and corporate members and groups.

Sincerely,

Ms. Sarah Webster Vodrey, Director, & 6th generation descendant of pioneer potters  
The Museum of Ceramics  
400 East Fifth Street  
East Liverpool, Ohio 43920

SCHEDULE: Tuesdays-Saturdays 9:30-3:30, ADMISSION: \$4-Adult, \$2-Student,  
[www.TheMuseumOfCeramics.org](http://www.TheMuseumOfCeramics.org), Guided tour? Please call to request one.

TELEPHONE: 1-800-600-7180, 330-386-6001, HANDICAP ACCESS: Partial for now



CareWorks  
Consultants Inc.

## PRESS RELEASE

CONTACT:

Kelly Mohr, Marketing Assistant  
CareWorks Consultants, Inc.  
614.526.7128 / 800.837.3200, ext. 7128

FOR IMMEDIATE RELEASE

### ***Reminder: Group Rating Enrollment Forms Mailed; Qualifying Businesses Should Respond Quickly***

Savings quotes and enrollment packets for **CareWorks Consultants, Inc (CCI)** Workers' Compensation Group Rating Program have been sent to newly qualifying applicants.

Qualifying companies should return the forms immediately to CareWorks Consultants to ensure enrollment in our 2011-2012 group rating program. **Our deadline for receipt of enrollment forms is February 23, 2011.**

**Companies currently enrolled in a CareWorks Consultants Group Rating Program do not have to re-apply and will not receive an enrollment packet.** Renewal for the 2011-2012 group rating year is automatic as long as your company continues to meet the re-enrollment criteria.

If your company has not requested a no-cost, no-obligation quote for the 2011-2012 group plan year, please contact CareWorks Consultants today at 1-800-837-3200 or apply on-line at [www.careworksconsultants.com/groupratingapplication](http://www.careworksconsultants.com/groupratingapplication).

Because group rating has a limited window for enrollment, it is important to apply immediately for the 2011-2012 plan year. The deadline to request a quote is February 23, 2011, so complete and return your application to CareWorks Consultants as soon as possible.

The deadline to make a decision will approach quickly! Don't be left wondering what to do about your workers' compensation future! Call CareWorks Consultants at 1-800-837-3200 to discuss your potential savings. Choose a partner with a record of not only savings, but incredible service!



**RISKCONTROL360°**

### **Enforcement Numbers Prove “New OSHA in Town” Mantra**

Over the last two years, leaders at the Occupational Safety & Health Administration (OSHA) have claimed that “There’s a new OSHA in town” and that the agency planned on returning to its enforcement roots. Recent inspection and citation numbers seem to prove that point.

Consider the following statistics:

- In 2009, federal and state OSHA programs handed out more than 68,000 citations, a 167% increase from the previous year. In 2010, OSHA handed out almost 114,000 violations in just the first six months of the year.
- In 2008, OSHA handed out 203 willful violations. That number rose to 1,166 in 2009 and is on track to reach nearly the same number in 2010.
- OSHA conducted 6,000 more inspections in 2009 than it did in 2008. OSHA is on track to conduct 1,600 more inspections in 2010 than in 2009.

A combination of an increased budget and high-profile workplace safety catastrophes has created an environment for a more aggressive OSHA. OSHA's budget increased 7.68% from 2009 to 2010, and the Obama administration has asked for another 2.5% increase for 2011. Furthermore, The Upper Big Branch mine explosion that killed 29 miners and the BP Deepwater Horizon rig explosion that killed 11 workers have fueled support for tougher safety enforcement.

Is your business protected? Do you have an updated company safety policy that protects your employees from injury and addresses all relevant safety regulations? Do you know how to properly handle an OSHA inspection?

If the answer to any of these questions is "no", then RiskControl360° can help. A member of the CareWorks Family of Companies, RiskControl360° helps employers prevent injuries, remain compliant with OSHA regulations and reduce workers' compensation expenses. RiskControl360° safety consultants accomplish this by providing a number of safety program management services, audits, policy development and training.

For more information about OSHA safety regulations or RiskControl360° services, please call Shawn Combs, Group Safety Account Executive, at (614) 827-0364.

## Sunrise Business Breakfast Forum

Tuesday, January 11, 2011  
7:30 am  
KSU—EL Slak Shak



The East Liverpool, St Clair Township and Wellsville Area Chambers of Commerce invite you as a Chamber Member/Investor to attend this informational forum featuring Linda Woggon, Ohio Chamber of Commerce VP Legislative Affairs who will give the Chamber's perspective of what business can expect from the new Administration and the 129th General Assembly.

The breakfast is sponsored by Heritage-WTI and is complimentary to Chamber members.

RSVP to the East Liverpool Chamber at 330-385-0845 or [office@elchamber.com](mailto:office@elchamber.com) by January 7. **Reservations are required.**

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