

## MSACC Member Yellow Pages

Have you completed your Business Profile Online Form? If not, you're missing the opportunity to advertise your business to the many visitors of our Chamber website.

Visit [www.mantuashalersvillechamber.com](http://www.mantuashalersvillechamber.com) today and click on Member Yellow Pages. There you'll find listings for several members, categorized by the services they provide.

If you're a member and your business is not listed, click on Business Profile Online Form, complete the information, and soon you will take your place among those already advertising in the Yellow Pages.

There's NO cost...and this is where we pick-up information for other free advertising opportunities in local newspapers and area directories. Don't miss out!

## Mantua-Shalersville Area Chamber of Commerce

For Chamber information, contact Ed Kent at 330-274-0881 or [ekent@middlefieldbank.com](mailto:ekent@middlefieldbank.com)

For newsletter inquiries, contact Michelle Barnauskas at [mlbarnauskas@hallrich.net](mailto:mlbarnauskas@hallrich.net) 330-678-0684 x223

[www.mantuashalersvillechamber.com](http://www.mantuashalersvillechamber.com)

### Chamber Goals

- ▷ To advance the commercial, industrial, educational, agricultural, and civic interests of the area ◁
  - ▷ To work together to support and promote local businesses and their products ◁
  - ▷ To work with elected officials to promote proper planning and growth ◁
- ▷ To support and work toward local harmony for the betterment of citizens and businesses in the area ◁

**“Our duty is to preserve what the past has had to say for itself, and to say for ourselves what shall be true for the future.”**

~John Ruskin

**Mantua-Shalersville Area Chamber of Commerce**

PO Box 111  
Mantua, OH 44255



# Mantua-Shalersville Area Chamber of Commerce

## NEWS BRIEFS

### Help Shape the Village's Future

Mantua Village has commissioned a Comprehensive Plan to help direct development and preservation of the town. One of the first steps is gathering input from stakeholders – residents, property owners, and business operators. Be sure to complete the survey you receive, adding your vision for the Village. You may also share your thoughts by writing to Plan Coordinator, Bob Harris at Portage County Regional Planning Commission, fax 330-297-3617 or email Bob at [bharris@portagerpc.gov](mailto:bharris@portagerpc.gov). Plan to attend the Chamber-sponsored community forum March 15, for preliminary results of the survey, to participate in a SWOT analysis, and to learn more about the Plan.

### Eatery Choices Abound

Already active in the community, John and Laurie Metzko opened Teresa's Pizza at Mantua Corners in late-October. The shop offers a full menu for carryout or delivery within a five-mile radius.

Pastimes' future is looking bright. Long-time Mantua residents Betsy and Dave Woolf assumed ownership of the restaurant and building in January. Betsy's culinary background will soon be evident in new menu selections, which should be offered by late-February. Other changes include a designated smoking area in the bar only, the return of spaghetti night, early-bird specials, and senior discounts. Watch the transformation as the eatery becomes Side Street Café & Grille.

If soup and sandwiches are your favorite fare, be sure to try Tubby's Subs, next door to The Music Store on Prospect St. Opening soon, they will offer counter-service café-style dining and carryout.

### Upcoming Chamber Meetings...

Mark your calendar - there's much to learn, the information, food, and friendship is FREE!

#### Wednesday, February 15 7:30 - 9:00 a.m.

Mantua-Shalersville Fire Department

**Topic:** First Impressions that Last

#### Wednesday, March 15 7:00 - 9:00 P.M.

Mantua-Shalersville Fire Department

**Topic:** Community Forum - Mantua Village Visioning

## A Message from the Vice President

As we begin a new year, we have many things to look back on with feelings of accomplishment and satisfaction. We are beginning to branch out from our temporary home at the new fire station, and have had several great meetings at the locations of various members within the Village and Townships. We have added several new members to our ranks, and have seen new businesses start up in the Mantua-Shalersville Area.

We had our first golf outing, which generated over \$2000 for scholarships, the first of which will be awarded this year. We have continued to support the Soap Box Derby, and have contributed to the beauty of our communities with hanging flower baskets in the spring and summer and lit wreaths in the Village during the Christmas holidays. We continue to network throughout the area and our businesses continue to grow. We had a very successful toy drive for the 4Cs resulting in over 130 families receiving toys and gift cards for their children, who may not have had any presents otherwise.

During the coming year we have planned exciting meetings and social events, not only at our regular meeting time in the morning, but we have added some lunch and evening meetings as well, for those who have trouble coming to meetings before work. We have many events planned, such as continued participation in the Soap Box Derby, our Second Annual Golf Outing, Oktoberfest, etc.

We will see the opening of a new Mantua Village Hall, a new administrative building for Mantua Township (hopefully!!) and Shalersville will celebrate its 200th birthday this summer. Mantua Village is distributing a survey to its businesses and residents in hopes of finding ways to make the Village an even better place to live and work.

In January, we had a wonderful meeting at Metro Motorcycle and ATV Superstore, and we look forward to our next few meetings back in the Fire Station. Also, rumor has it that Ed Kent, our President, is recuperating. We hope to see him back in the driver's seat soon. In the meantime, please support your officers, and if called upon for committee participation, please do not hesitate to say a resounding Yes. This is YOUR Chamber, and as we all continue to work together, we will be amazed at our progress.

Sincerely,  
Marie Stehli, CPA

## News from...

### Mantua Township

With the retirement of Township Trustee Connie Leedom, Mark Hall stepped into the role January 1st.

### Shalersville Township

The Bicentennial committee is selling commemorative coins in bronze (\$10), silver (\$20), and gold (special order). Three-coin sets and gold key-chains are also available. To purchase a coin and support the bicentennial efforts, contact any Trustee, Dorothy Caldwell, or Ron Kotkowski. The Bicentennial Celebration takes place August 4-6, 2006.

### Mantua Village

The new Mantua Village Hall is taking shape; the former fire house has the appearance of an office building inside. To meet building-code, an elevator will be installed. Projected move is in June.

Dean Stebbins, Jr. took first prize at the Ohio Recovery and Towing Association show in Sandusky in October. Bob Fall placed third.

## MSACC Membership Reaches an All-Time High! Welcome New Members:

Teresa's Pizza ~ 330-274-3000

The Good News ~ 440-632-0130  
[www.good-news.com](http://www.good-news.com)

JP Contracting ~ 330-414-6486

Portage Community Bank, Ravenna

Shalersville Historical Society ~ 330-296-5095  
[www.shalersvilletwp.com/shalersville\\_historical\\_society.htm](http://www.shalersvilletwp.com/shalersville_historical_society.htm)

Mantua Gardens ~ 330-274-6665

Lee Pozek, Architect ~ 330-562-4539

UPS Store of Aurora ~ 330-562-7477

Design Fabricators ~ 330-274-2500

Flower Nook ~ 330-274-6665

Hattie Larlham ~ 330-274-2272  
[www.hattielarlham.org](http://www.hattielarlham.org)

Mr. Humes Pest Control ~ 330-274-2503

## Welcome Committee Promotes Area Businesses

Edie Benner, Virginia Goodell, and John Metzko are leading the efforts to collect items for new business welcome packets, as well as new resident welcome baskets, in order to showcase everything our community has to offer.

If you still haven't completed your business profile on the Chamber's website, [www.mantuashalersvillechamber.com](http://www.mantuashalersvillechamber.com), do it now so your information is included in the directories we will provide. Also, please plan to provide a business card and a brochure or flyer so the Chamber can help promote your business and get you more customers!

New businesses will receive information about the Chamber, benefits available through our association with the Northern Ohio Chambers of Commerce, business resources available in the area, and contact information for other Chamber members.

New residents will receive items promoting various businesses in the area. If you are familiar with the Welcome Wagon program, you'll have an idea of what to provide. The idea is to give a small gift, preferably one which will entice the new resident to call or visit your business. Common gifts include light bulbs, cleaning supplies, smoke detectors, hangers, event brochures, flower bulbs, gift certificates. Think about what products or services your business offers that someone in a new home would need. Drop off your gift(s) for 25 baskets at Advanced Rehab or contact a committee member for more information.

- Edie Benner, Advanced Rehabilitation  
[ebenner@adelphia.net](mailto:ebenner@adelphia.net) 330-274-2747
- Virginia Goodell, Goodell Farms  
[vgoodell@aol.com](mailto:vgoodell@aol.com) 330-274-2376
- John Metzko, Teresa's Pizza  
[jmet64@yahoo.com](mailto:jmet64@yahoo.com) 330-274-3000

## Scholarship Committee To Award \$1500

Joann Vance, Dorothy Caldwell, and Marie Stehli will help choose two Crestwood seniors who will each receive \$750 scholarships from the Chamber. Applicants must be balancing schoolwork with a job, have at least a 3.0 GPA, be community minded, and plan on attending an accredited post secondary school. Awards will be made based on recommendations from teachers and the principal, with need being a factor. Applications are available at the high school guidance office and are due April 1.

## Area Families Benefit from Generosity

The 4Cs Emergency Food Cupboard provided meal supplies to 135 Crestwood-area families this past holiday season. Thanks to the Chamber and generous donors, 200+ children of those families also received holiday gifts. Thank you for displaying Giving Trees or collecting donations: Middlefield Bank, Bank One, Pastimes, Hair Hut, Mantua Station Drug, Carlton's Harley Davidson, Teresa's Pizza, Cortland Bank, K&K Meats, Mantua Township, and Mantua Village. The coordination efforts of Marie Stehli, Betsy Woolf, and Paulette Nichols are also greatly appreciated.

## MEMBER SPOTLIGHT



### Quality Options & Quality Life-Care

Hattie Larlham hosted the Chamber's monthly business meeting in November. Corporate Support Representative Heather Lorenzon, Executive Director Darryl Mast, Director of the Center

Carolyn Lehman, and Associate Director of Development Mella Castner each shared information on the foundation's vision and activities, then opened the center for tours.

Hattie Larlham is the 13th largest employer in Portage County with 750 employees and 24 group homes all over Northeast Ohio. Approximately half of their workforce is at the Diagonal Road campus. There, 126 residents with severe and profound disabilities and multiple medical problems receive full-time care. None are verbal. None can walk on their own. Most are unable to swallow. Yet, a full staff of therapists, aides, and volunteers engage them in active treatment to help them attain as many life-skills as possible and prevent costly hospitalizations.

Reflecting the unique personality of each resident, large, shared rooms are individually decorated by staff-members. An on-site workshop allows physical therapists to design, and maintenance staff to build, customized wheelchairs, standing boards, and motorized chairs, which can be steered by a toggle switch or with cheek-pads. The multi-sensory room is a favorite for residents and their visiting family members. Fiber-optic lights, bubble tubes, and music are controlled by large switches the residents can operate.



Community homes for one to 10 residents offer 24-hour services to adults with a wide-range of developmental disabilities, allowing for personal independence while ensuring health and safety. Foster care and adoption services are also supported by Hattie Larlham.

Funding for basic services comes from state and federal sources. Private and corporate contributions are required to cover all other expenses. The Hattie Larlham Foundation holds several events to raise awareness and funds. One of the most popular is the Lar-la-thon and Doodle Auction. Online bidding on over 400 celebrity doodles, framed and matted, is followed by a live telecast in November. Other events include golf outings, motorcycle runs, talent and fashion shows.

Activities, such as summer camp and day care, along with volunteer programs for all ages, promote inclusion. Preteens ages eight to 12 in the Junior Volunteer Corp and teens in the Teen Volunteer Corp participate in age-appropriate planned activities with residents. Adult volunteers, foster grandparents, and event volunteers lend their support. The Family-to-Family Program gives an entire family a way to spend time together helping others, and group projects bring coworkers or friends together for various assignments.

This year, Hattie Larlham will be holding focus groups to identify services of value to the community, such as indoor and outdoor play areas suitable for typical and disabled children. For information about focus groups, volunteering, or making a contribution, please visit [www.hattielarlham.org](http://www.hattielarlham.org) or call 330-274-2272.

## Holiday Cheer at Historic Home

Chamber members Helen and George Hazlett opened their lovely home for the annual after-hours open house in December. Originally a Methodist Church, built in 1887, the house retains its historic charm with stained-glass windows, the choir loft as a hallway, and original woodwork. Refreshments for the dozens of guests were provided by Teresa's Pizza and members who brought hors'd oeuvres to share.

## Santa Arrives to Six-Inches of Snow

It was a winter wonderland on December 2 when Santa arrived by fire-truck at Mantua Village Mini Park. Sponsored by the Chamber and organized by Paulette Nichols, the visit delighted 30 children, their families, and the crowd that formed. Guests enjoyed hot chocolate and donuts, courtesy of Paulette, and candy canes from Hayletts. Thank you Mr. Horner, Matt Benner, and the Mantua-Shalersville Fire Department for your assistance.

## Rx 101 Saver's Card

Prescription costs got you down? The Rx 101 Saver's Card is ideal for those without insurance to cover prescriptions. Card members receive the lowest available cost when purchasing prescriptions at participating pharmacies. On average, members save 15-20% off the regular price.

Everyone qualifies for the Rx 101 Saver's Card; there is no enrollment fee and no monthly fee. For more information and a list of participating pharmacies, visit [www.rx101saverscard.com](http://www.rx101saverscard.com) or call 1-888-299-5383.

*Information courtesy of Prout & Associates*



## Scammers Waste Time & Money

Mantua Village Police Chief, Harry Buchert, alerts area businesses to a scam letter circulating. The most recent is "from" The Make-A-Wish Foundation and asks you to send a business card to a child and forward the letter to other businesses. The Foundation does not participate in chain letters; most reputable organizations do not. Be particularly wary of email chain letters which bog down servers. When in doubt, check <http://hoaxbusters.ciac.org/>.



## Potato Festival Reverse Raffle

The Potato Festival Committee's reverse raffle fundraiser is Saturday, February 11 from 6:00 p.m. to 11:30 p.m. at Sugarbush Golf Course in Garrettsville. Tickets are \$35 per person and include a chance to win \$1000 cash, dinner, beer, DJ and dancing. For tickets, contact Linda Shilling at 330-274-8282 or [dudley73@sbcglobal.net](mailto:dudley73@sbcglobal.net).



## Variety Show Entertainment

Mantua Rotary's second annual Variety Show is also scheduled for February 11, at Hiram's Hayden Hall starting at 8:00 p.m. The cost is \$10.00 or \$5.00 for children under 12. Proceeds go to the dictionary project (providing a dictionary for every third-grader at Crestwood Schools) and scholarships.

Some new and exciting acts have been added to some old favorites from last year, so it should be a very entertaining show which you won't want to miss. New acts include Irish dancers and a steel drum band. Tickets are available from Rotarians or at the door.



## Feed Your Mind...Read!

Calling all literature lovers, book buffs, and anyone interested in a good-read. Crestwood Local Schools and Hiram College Education Club, through a Hiram Community Trust Grant, are sponsoring a reading project for community members from teens through senior citizens. You are invited to the Crestwood Middle School gym on February 23 at 6:00 p.m. For a \$5 fee, you will receive a t-shirt and a book appropriate for readers 12+ (the title will be a surprise). Return to discuss the book on March 23 and pick-up your next book club project.

## Commercial Activity Tax – How Does it Affect YOU?

Steve Wolf of Wolf & Pflaum Co. provided an overview and update on the CAT at the January Chamber meeting.

As you may know, the new tax will be phased in as the franchise and personal property taxes are phased out over the next five years in an attempt to spread taxes collected by the state over a much wider tax base. The CAT also affects sole proprietorships, partnerships and S-corporations, which were not subject to the taxes the CAT will replace.

Any business with \$150,000 or more in gross receipts is required to pay the CAT. These businesses were to have registered for the CAT by November 15, 2005. Only 60% of eligible businesses registered on-time. Those that did not are assessed a fine of \$100 for each month the registration is delayed.

The minimum tax of \$150 is due on February 10. The late-payment penalty is \$50 or 10% of the tax due.

If you are unsure about your CAT status, contact your accountant immediately to avoid costly fines and penalties!

## Ohio Tax Amnesty

If you have unreported Ohio tax liability (other than the CAT), visit [www.taxamnestyohio.com](http://www.taxamnestyohio.com) or call 1-800-304-3211 before February 15. The Department of Taxation will waive penalties and half of interest owed for select taxes (tangible personal property, corporation franchise, sales and use, pass-through entity, employer withholding, school district withholding, personal income, school district income).



**2006 Schedule  
next six months...**

Wednesday, February 15 7:30 am *Breakfast Meeting with Speaker*

### Putting Your Best Foot Forward - First Impressions that Last

Facility: **Mantua-Shalersville Fire Department**

Admission: free

Guest Speaker: Michelle Barnauskas

Don't avoid networking opportunities out of fear. Make the most of each opportunity to make new contacts. 10303 State Route 44, just south of Mantua Village - enter conference room in back of building.

Wednesday, March 15 7:00 pm *Evening, Networking Meeting with Speaker*

### Main Street, USA - Preserving the Character of a Community

Facility: **Mantua-Shalersville Fire Department**

Admission: free

Guest Speaker: Bob Harris, Portage County Regional Planning Commission

"Main Street" represents a community's heritage and signifies community pride, economic, and social health. New residents, businesses, and visitors often form their impressions of an area based on what they see downtown. What can be done to revitalize and maintain a healthy downtown? Area residents, property owners, employees, business owners, and friends are encouraged to attend and participate in an exercise to identify the Strengths, Weaknesses, Opportunities, and Threats facing the Village of Mantua. 10303 State Route 44, just south of Mantua Village - enter conference room in back of building.

Wednesday, April 19 7:30 am *Breakfast Meeting with Speaker*

### Small Business Financing - You Have Options

Facility: **Cortland Bank**

Admission: free

Guest Speaker: Pat McElhaney

Maintaining a healthy cash flow is often one of the greatest challenges for small businesses. Learn about various funding sources to keep your business operating efficiently. 11661 St. Rt. 44, just south of St. Rt. 82 at Mantua Corners.

Wednesday, May 17 7:30 am *Breakfast Meeting with Speaker*

### The Ravenna Arsenal Today - Resource Drain, or Good Neighbor to Small Business Owners?

Facility: **Hilltop Church/4Cs**

Admission: free

Guest Speaker: Tom Tadsen

Hear about the current state of the Ravenna Arsenal and its impact on the local economy from Training Site Commander Lt. Col. Tom Tadsen. 4572 West Prospect Street, Downtown Mantua; hosted by the 4Cs Emergency Food Cupboard.

Wednesday, June 21 5:30 pm *Evening Meeting with Speaker*

### Get Your Money Faster - Practices for Improving Check & Credit Card Processing

Facility: **Mantua Village Hall**

Admission: free

Guest Speaker: Will Kornbau

Improve your cash flow with these tips on processing credit cards and checks. Tour the new Mantua Village Hall on the corner of Main and High Streets in Downtown Mantua (former Fire House).

Wednesday, July 19 NOON *Luncheon and Networking*

### Noon Networking

Facility: **Main Street Place**

Admission: \$5 per person

Join Chamber members, neighbors, and friends for an informal luncheon with an update on Chamber events and area activities. 10791 Main Street, Downtown Mantua across from Circle K.

## 2006 Membership List as of January 31, 2006

**Advanced Rehabilitation & Health Specialists**  
330-274-2747  
Edie Benner  
[ebenner@adelphia.net](mailto:ebenner@adelphia.net)

**Alger Vet Clinic**  
330-274-3463  
Laurie Metzko

**Aurora Mantua Electric**  
330-274-4714  
Frank Horack

**Barkey Mart**  
330-274-2688  
Bill Zoller

**Benner Masonry**  
330-274-3238  
Becky Newell  
[bbjnewell@adelphia.net](mailto:bbjnewell@adelphia.net)

**Business Image Solutions**  
330-603-5519  
Michelle Barnauskas  
[mlbarnauskas@hallrich.net](mailto:mlbarnauskas@hallrich.net)

**Camp Hi Canoe Livery**  
330-569-7621  
George Hazlett

**Crestwood Local Schools**  
330-274-8511  
Carol Corbett  
[corbett@crestwood.sparcc.org](mailto:corbett@crestwood.sparcc.org)

**Cosar Mold**  
330-673-9510  
Jessica Rastetter  
[jrastetter@cosarmold.com](mailto:jrastetter@cosarmold.com)

**Dee's Klip Joint**  
330-274-8806  
Missy Keppler

**Design Fabricators Inc.**  
330-274-2500  
Paul Janson

**Diversified Enterprises**  
330-274-2984  
Ron Lance

**English Realty**  
330-274-2746  
Harriet English

**F & S Automotive**  
330-274-8525  
Dean Stebbins  
[fallsteb@sbcglobal.net](mailto:fallsteb@sbcglobal.net)

**Fedor Masonry**  
330-274-3380  
Sherry Fedor

**Flower Nook**  
330-274-6665  
Brenda Richards

**Geauga Lake Auto Sales**  
330-274-3250  
Dave Novotny

**Goodell Farms**  
330-274-3366  
Virginia Goodell

**Good News**  
440-632-0130  
Russ Lilly  
[neilb@good-news.com](mailto:neilb@good-news.com)

**Green Family Funeral**  
330-274-3145  
Dave Green

**Hattie Larlham**  
330-274-2272  
Darryl Mast  
[darryl.mast@hattielarlham.org](mailto:darryl.mast@hattielarlham.org)

**Howard Hanna Smythe Cramer**  
330-247-8900  
Helen Hazlett

**Hummel Construction**  
330-296-8584  
Eric Hummel  
[eric@hummelconstruction.com](mailto:eric@hummelconstruction.com)

**Huntsman Trucking**  
419-462-5223  
Ron Utz

**Italiano's Pizza**  
330-274-3152  
Theresa Lee

**JP Contracting**  
330-527-3271  
Christine Pitsinger

**Lakeside Sand & Gravel**  
330-274-2569  
Larry Kotkowski  
[lakesidesand@aol.com](mailto:lakesidesand@aol.com)

**Mantaine**  
330-274-2264  
Mark Trushel  
[mark@mantaine.com](mailto:mark@mantaine.com)

**Mantua Gardens**  
330-274-0820  
Darin Kelley

**Mantua Township**  
Marie Stehli

**Mantua Village**  
330-274-8776  
Betsy Woolf  
[mantuagv@sbcglobal.net](mailto:mantuagv@sbcglobal.net)

**Maple Valley Farms**  
330-297-7579  
Rhonda or Larry Mills

**Middlefield Banking Co.**  
330-274-0881  
Ed Kent  
[EKent@middlefieldbank.com](mailto:EKent@middlefieldbank.com)

**Miraclelot Birds**  
330-322-6461  
Melanie Moats  
[miraclelot@sbcglobal.net](mailto:miraclelot@sbcglobal.net)

**Mr. Humes Pest Control**  
330-274-2503  
Michael Meyers

**Nanny's Salon for Dogs**  
330-274-8980

**Portage Community Bank East**  
Main St., Ravenna  
Paulette Nichols

**Portage County**  
330-296-3575  
Janet Esposito  
[jesposito@portageco.com](mailto:jesposito@portageco.com)

**Portage County Mental Health & Recovery Board**  
330-673-1756  
David Brokaw  
[david@mental-health-recovery.org](mailto:david@mental-health-recovery.org)

**Prout & Associates**  
440-834-4344  
James Prout, Sr.  
[Prout\\_and\\_associates@yahoo.com](mailto:Prout_and_associates@yahoo.com)

**R&J Decorating**  
330-274-3132  
Rick Maiden

**Rapid Electric**  
330-274-3267  
Bill Dick, Jr.  
[billd@rapidelectric.com](mailto:billd@rapidelectric.com)

**Ravenhorse Studio**  
440-346-6446  
Leanne Shafer  
[lee@ravenhorse.com](mailto:lee@ravenhorse.com)

**Shalersville Asphalt Co.**  
440-834-4294  
David Ronyak  
[david@ronyakbros.com](mailto:david@ronyakbros.com)

**Shalersville Historical**  
330-296-5095  
Don MacLearie  
[dtmaclearie@aol.com](mailto:dtmaclearie@aol.com)

**Shalersville Township**  
Dorothy Caldwell

**Solak's Automotive**  
330-274-2811  
Larry Solak

**Solisbury Hill Solutions**  
440-346-6448  
Charles Hautala  
[chip@solisburyhill.net](mailto:chip@solisburyhill.net)

**Solon Sand**  
330-274-8241  
Pam Raines  
[solonsand@aol.com](mailto:solonsand@aol.com)

**Stamm Contracting**  
330-274-8230  
Hal Stamm  
[stammcontracting@sbcglobal.net](mailto:stammcontracting@sbcglobal.net)

**TL Service Center**  
330-274-5883  
Gloria Vechery

**TJM Enterprises**  
330-274-3437  
Todd & Joanie Muhlfelder  
[muhlfelder@sbcglobal.net](mailto:muhlfelder@sbcglobal.net)

**Teresa's Pizza**  
330-274-3000  
John & Laurie Metzko

**UPS Store of Aurora**  
330-562-7477  
Trudy Capel  
[ups3001@alltel.net](mailto:ups3001@alltel.net)

**United States Plastic Equipment**  
330-297-9285  
Paul Miller

**Village Tavern & Restaurant**  
330-274-8201  
Teresa Cutlip

**Wellness One of Auburn**  
440-339-7889  
Connie Steinwart  
[csteinwart@wellnessone.net](mailto:csteinwart@wellnessone.net)

**Wolf & Pflaum**  
330-274-3182  
Steve Wolf  
[mantuacpa@aol.com](mailto:mantuacpa@aol.com)

**Yarnell Tree Co.**  
330-274-8551  
William Yarnell  
[treedoc@apk.net](mailto:treedoc@apk.net)

**Benjamin, David**  
330-562-6800

**Cabot, Henry**  
330-274-2700

**Chandler, Kathleen, St. Rep.**  
330-673-1872  
[District68@ohr.state.oh.us](mailto:District68@ohr.state.oh.us)

**Deskins, Pat**  
330-562-7957

**Guegold, William**  
330-274-2567

**Leedom, Connie**  
330-274-2821  
[cleedom@portageco.com](mailto:cleedom@portageco.com)

**Pozek, Lee J., Architect**  
330-562-4539

**Schilling, Linda**  
330-274-8282

**Stehli, Marie Louise, CPA**  
330-562-7620  
[mlsopa@alltel.net](mailto:mlsopa@alltel.net)

**Vance, Joann**  
Joann Vance  
[jvance@middlefieldbank.com](mailto:jvance@middlefieldbank.com)

If YOU are not listed here, the Chamber has not received your 2006 membership dues... and you are about to relinquish all member benefits. Don't miss out on an exciting, educational year. Contact Becky today at 330-274-3238 or [bbjnewell@adelphia.net](mailto:bbjnewell@adelphia.net).

## Real Estate – Then & Now

At the Chamber's December meeting, Helen Hazlett of Howard Hanna Smythe Cramer Realty presented an interesting portrayal of the real estate business and its changes during her 30 years in the field.

Having worked for various size real estate brokerages, Helen appreciates the resources available to her and her clients through Howard Hanna, the largest real estate company in Northeast Ohio. It was created by a merger of Smythe Cramer, an Ohio company, and Howard Hanna of Pittsburgh. There are 103 offices with over 3,000 agents covering Ohio, Pennsylvania, parts of New York and West Virginia. The company has its own mortgage, title and insurance divisions for one-stop shopping, although buyers are not required to use them. They also give buyers peace of mind with a money-back guarantee, which costs 1% at closing.

In the past, real estate agents worked for the home seller. Now there are both buyer's agents as well as seller's agents. Sellers' disclosure forms have become much more detailed, as have home inspections. Many deals fall through when discrepancies between the two are found. While buyers used to need cash or 20% down, now there is such "creative" financing that they can purchase a home with as little as \$500 and mortgages which pay out funds for home improvements are also available. Unfortunately, such lenient lending tends to result in foreclosures. Since these buyers have little-to-no equity in the home, they often just walk away (after destroying the house).

Helen indicated that Portage County land and home sales continue to rise as people want to move out to the country and more affordable property taxes. Many new homes in the area are built by former residents of Bainbridge, Auburn, and Solon. Most existing homes are purchased by Crestwood graduates, returning to the area.

Average sale price in Shalersville Township increased about \$10,000 to around \$150,000. Mantua Township average sale jumped about \$20,000 to around \$200,000. Listings at the end of 2005 ranged from \$75,000 to \$739,000 for existing homes, while most new homes are priced in the \$300,000 to \$400,000 range. Each of the Townships currently have four active development projects underway.



## BENEFITS NEWS

### Workers' Compensation Group Rating Timeline

- January 31 Deadline for Group Enrollment Forms and Fees to be returned to Group Rating Program administrator.
- January Bureau of Workers' Compensation mails employers payroll reports for the second half of the year. Premium payments are due by February 28.
- February Group Rating Application filed with Bureau of Workers' Compensation.
- May Recruitment for upcoming Group Rating year begins.
- June Bureau of Workers' Compensation announces Individual and/or Group Rates for the current year.
- July 1 Group Rates become effective for employers who enrolled in Group Rating Program the previous year.
- July Bureau of Workers' Compensation mails employers payroll reports for the first half of the year. Premium payments are due no later than August 31.
- Oct/Nov Group Invitations are sent to employers who returned AC-3 Temporary Authorization Forms prior to September 1.

Discounts are available for Chamber members through Northern Ohio Chambers of Commerce Group Rated Workers' Compensation Program. For information contact Comprehensive Risk Management, Barry Davis or Abby Aloni 216-901-0066 or 1-800-453-9967 [www.crmoh.com](http://www.crmoh.com)

Check-out ALL benefits available to Chamber members at [www.noacc.org](http://www.noacc.org).

Location, location, location may be the real estate maxim, but Helen points to three other issues that affect property values, quality of life, and our customer base:

1. Schools – parents naturally want a good education for their children and even people without children gauge an area based on the reputation of its school system and voters' response to levies.
2. Zoning – everyone wants "new" and there is profit to be made by selling off land for development; we need to make sure the growth in our area is what we want.
3. Downtown – Main Street is so visible with the Turnpike and Rt. 422 nearby, yet new-home buyers are not likely to shop in town unless businesses grab their attention and appear inviting.