



## MEMBER-EXCLUSIVE PRODUCTS & SERVICES

THE ORA OFFERS EXCLUSIVE PRODUCTS & SERVICES TO HELP YOU MAXIMIZE THE VALUE OF YOUR MEMBERSHIP.

### Premier Vendor



CareWorks  
a sedgwick company

Heartland

IGS ENERGY®  
THE POWER OF TOMORROW®

mopro

UnitedHealthcare®

### Featured Vendor



### Business Center Partner

Office DEPOT. OfficeMax® BasiCare Plus™

# MEMBERSHIP GUIDE

## PRODUCTS & SERVICES

| NEED   | SOLUTION   | VALUE  |
|--|--|--|
| SOLID INFORMATION FOR NEW AND VETERAN RESTAURANT PROFESSIONALS | <b>FREE subscription to RestaurantOwner.com:</b> Includes monthly Restaurant Startup & Growth magazine!<br>• Articles & Special Reports • Keyword Searchable Database • Discussion Forum ... and more<br><b>Sign up today: Laura Morrison   614.246.0205   lmorrison@ohiorestaurant.org</b>  | You save over \$300/year   |
| ASK ORA!<br>CONSULTING SERVICES                                | <b>Have questions? ASK ORA!</b><br>The trusted source for Ohio foodservice industry information, recommendations + best practices to help your business succeed.<br><b>866.559.6131   ask@ohiorestaurant.org</b>   | Invaluable: \$60-\$80 per hour are average small business consulting fees in central Ohio  |
| MUSIC LICENSING + INFORMATION                                  | <b>BMI Music Licensing:</b> Up to 20% discount on music licensing fees. It's the law. Why not save money?<br><b>Jessica Frost   800.925.8451   jfrost@bmi.com</b>  | \$70+ savings per restaurant location per year   |
| WORKERS' COMP MANAGED CARE FOR INJURED WORKERS                 | <b>CareWorks:</b> Helps injured workers return to work quickly and safely & maintain productivity<br><b>Paul Feck   614.760.3554   paul.feck@careworkscorp.com</b>   | Helps employers reduce lost employee hours saving time and money   |
| WORKERS' COMP GROUP SAVINGS PLANS                              | <b>CareWorksComp:</b> Third-party administrator to ORA group-rating plan; largest foodservice-specific WC group; partner to the ORA for over 24 years<br><b>Meridith Whitsel   614.526.7172   meridith.whitsel@careworkscorp.com</b>   | Average premium savings is \$2,500 or \$19,000 in rebates!   |
| UNEMPLOYMENT COMPENSATION COST CONTROL                         | <b>CareWorksComp Unemployment:</b> Included in program, if also part of our CareWorksComp Workers' Comp Group Savings Plan<br><b>Kammy Staton   800.837.3200 ext. 57165   Kammy.Staton@careworkscorp.com</b>   | One allowed unemployment claim can remove up to \$15,000 from employer's unemployment account  |
| ONLINE COMMUNITY<br><i>Where I can connect with my peers</i>   | <b>CONNECT:</b><br>• Exchange ideas • Share best practices • Collaborate • Network with a variety of professionals<br>• Private Facebook group means discussions happen in real time<br><b>866.559.6131   ask@ohiorestaurant.org</b>   | <a href="https://facebook.com/groups/oraconnect/">facebook.com/groups/oraconnect/</a><br>Investment in your professional & personal communities has value above and beyond dollar amounts! |
| CONVENIENT, AFFORDABLE OFFICE SUPPLIES & PRINTING              | <b>Office Depot/OfficeMax:</b> ORA members save \$\$\$ on office supplies + printing with free delivery on orders over \$50<br>• Business billing available • Shop online or in-store<br><b>Sign up online today! <a href="http://officediscounts.org/ora/">officediscounts.org/ora/</a></b>   | Up to 75% off on preferred products exclusively for ORA members  |
| CREDIT CARD + PAYROLL PROCESSING                               | <b>Heartland Payment Systems:</b> Offers an entire menu of restaurant solutions<br>• Payment processing + lending • Payroll processing + HR • Gift card marketing<br>EMV end-to-end encryption used + HR tools to help stay compliant + three ORA member gift card programs from which to choose<br><b>Contact Heartland today: <a href="http://ohiorestaurant.org/paymentprocessing">ohiorestaurant.org/paymentprocessing</a></b>   | Payment processing & services specifically for restaurant industry businesses  |
| NATURAL GAS + ELECTRIC SERVICES                                | <b>IGS Energy:</b><br>• Independent direct supplier - no added fees • Family-owned business operating for 30+ years • Work directly with ORA's IGS Energy Representative<br><b>Andrea Longbrake   614.659.5190   alongbrake@igsenergy.com</b>  | Save with the power of group pricing & personalized account management   |
| LEGAL INFORMATION + SUPPORT                                    | <b>ORA Legal Center:</b> ORA assembles a strong team of law firms with varying specialties surrounding business and the foodservice industry to counsel members; 30 minutes free consultation annually + 10% discount on products & services from select law firms<br><b>866.559.6131   ask@ohiorestaurant.org   <a href="http://ohiorestaurant.org/legalcenter">ohiorestaurant.org/legalcenter</a></b>  | Up to \$1,000+ in annual savings   |
| FOOD + ALCOHOL HANDLERS SAFETY TRAINING                        | <b>SERVSAFE®:</b> Developed by the National Restaurant Association with help from foodservice industry experts.<br>• Approved course for Ohio Level 1 and 2 Food Protection Certification<br><b>NRA: 800.765.2122   Customer Service, ext. 6701   Certification Dept. ext. 6703   ORA: 614.246.0205   lmorrison@ohiorestaurant.org</b>   | 15% ORA member discount on all online & classroom training products  |
| HEALTHCARE SOLUTIONS   | <b>UnitedHealthcare:</b><br>• Exclusive Health Care Discounts for 51+ employees • Association Health Plan for 2-99 employees • Free Pharmacy Discount Card<br><b>Amy Hathaway   269.792.1207   amyhathaway@uhg.com   <a href="http://restaurant.org/healthcare">restaurant.org/healthcare</a></b><br><b>BasiCare Plus:</b><br>• \$7.70/month & includes family • Combines convenient telemedicine with included prescription program • Many generic medications prescribed by telehealth physicians in this program are free • All doctors based in U.S.A. & powered by the nation's largest telemedicine physician network, MDLive<br><b>Team BasiCare Plus: 800-395-6360   <a href="mailto:info@basicareplus.com">info@basicareplus.com</a>   <a href="http://basicareplus.com/ora">basicareplus.com/ora</a></b> | Up to 5% savings on health insurance for 51+ employees; 120+ Trust Plans for 2-99 employees<br><br>12% ORA member discount for you and your employees and family members                   |
| MOBILE-RESPONSIVE WEBSITE TO INCREASE TRAFFIC                  | <b>Mopro:</b> the all-in-one digital solution for business owners, using AI tech to build your HTML5, mobile-responsive website & an ever-expanding product suite. Sweet!<br>• ORA members get a full web package for only \$74.99/month • Have your Member ID ready<br><b><a href="http://ohiorestaurant.org/mopro">ohiorestaurant.org/mopro</a>   Garrett Hartley   657-900-3658   <a href="mailto:garrett.hartley@mopro.com">garrett.hartley@mopro.com</a></b>  | Save \$1,200+ per month in website product costs   |
| BUSINESS + PROPERTY PROTECTION                                 | <b>SeibertKeck Insurance Partners:</b> Property & Casualty Insurance partners who assess risk & protect your business from the unexpected.<br><b>Tim Able   330-294-1373   <a href="mailto:table@seibertkeck.com">table@seibertkeck.com</a>   <a href="http://ohiorestaurant.org/property-casualty-insurance">ohiorestaurant.org/property-casualty-insurance</a></b>   | Save 17% on P&C insurance program only for ORA members (must qualify for underwriting guidelines)  |

THIS INFORMATION CAN BE FOUND ONLINE AT [OHIORESTAURANT.ORG](http://OHIORESTAURANT.ORG) UNDER **MEMBER SAVINGS** OR EMAIL US AT [ASK@OHIORESTAURANT.ORG](mailto:ASK@OHIORESTAURANT.ORG).