



## MEMBER-EXCLUSIVE PRODUCTS & SERVICES

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

### ORA Premier Vendors



# MEMBERSHIP GUIDE

PRODUCTS  
& SERVICES



NEED	SOLUTION	VALUE
ASK ORA! ORA CONSULTING SERVICES	<b>Have questions? ASK ORA!</b> The trusted source for Ohio foodservice industry information, recommendations + best practices to help your business succeed. <b>866.559.6131   ask@ohiorestaurant.org</b>	Invaluable
MUSIC LICENSING + INFORMATION	<b>BMI Music Licensing:</b> Up to 20% discount on music licensing fees. <b>Jessica Frost   800.925.8451   jfrost@bmi.com</b>	\$70+ savings per restaurant location
WORKERS' COMP MANAGED CARE FOR INJURED WORKERS	<b>CareWorks:</b> Helps injured workers return to work quickly and safely; helps employers reduce lost employee work time & maintain productivity <b>Shawn Combs   888.627.7586 ext. 53555   shawn.combs@careworks.com</b>	Invaluable
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 <b>Julia Hall   937.226.8280   Julia.Hall@CareWorksComp.com</b>	Save up to \$2,200 in premiums & \$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 <b>Kammy Staton   800.837.3200 ext. 57165   Kammy.Staton@careworkscamp.com</b>	One allowed unemployment claim can remove up to \$15,000 from employer's unemployment account
ONLINE COMMUNITY <i>Where I can connect with my peers</i>	<b>CONNECT:</b> Online community exclusively for ORA members • Exchange ideas -Share best practices • Collaborate • Network with a variety of professionals <b>Cara Lisenby   614.246.0232   clisenby@ohiorestaurant.org</b>	Invaluable
CREDIT CARD + PAYROLL PROCESSING	<b>Heartland Payment Systems:</b> Offers an entire menu of restaurant solutions • Payment processing + lending • Payroll processing + HR • Loyalty card marketing EMV end-to-end encryption used + HR tools to help stay compliant + three ORA member gift card programs from which to choose <b>Team Ohio: 866.976.7117   heartlandpaymentsystems.com/restaurant/</b>	Up to \$900
NATURAL GAS + ELECTRIC SERVICES	<b>IGS Energy:</b> The power of group pricing customized exclusively for ORA members <b>Andrea Longbrake   614.659.5190   alongbrake@igsenergy.com</b>	\$500+
LEGAL INFORMATION + SUPPORT	<b>ORA Legal Center:</b> The ORA has assembled a strong team of law firms with varying specialties surrounding business and the foodservice industry to counsel our members on any matters they may arise; 30 minutes free consultation annually + 10% discount on products & services from select law firms <b>866.559.6131   ask@ohiorestaurant.org   ohiorestaurant.org/legalcenter</b>	Invaluable
BUSINESS CONSULTING ASSISTANCE	<b>Restaurant Consultants, Inc. (RCI):</b> Up to a 20% discount on consulting products + services exclusively for ORA members <b>Bob Welcher   614.421.1441   bwelcher@restcon.net</b>	Invaluable
FOOD + ALCOHOL HANDLERS SAFETY TRAINING	<b>SERVSAFE®:</b> Developed by the National Restaurant Association with help from foodservice industry experts. • 15% ORA member discount on all online and classroom training products • Approved course for Ohio Level 1 and 2 Food Protection Certification <b>NRA: 800.765.2122   Customer Service, ext. 6701   Certification Dept. ext. 6703</b> <b>ORA: 866.331-6424   Imorrison@ohiorestaurant.org</b>	\$100+
HEALTHCARE SOLUTIONS	<b>UnitedHealthcare:</b> -Up to 5% discount for members on medical, dental/vision & life for 51+ FT employees -Specialized Association Plans offering flexibility & choice for businesses with 2-50 FT employees <b>Alliah Sheta   763.361.6963   alliah.sheta@optum.com   restaurant.org/healthcare</b>	\$500+
MOBILE-RESPONSIVE WEBSITE TO HELP BUILD ONLINE BUSINESS	<b>Mopro:</b> the all-in-one digital solution for business owners, using AI tech to build your HTML5, mobile-responsive website with 24/7 support & an ever-expanding product suite. Sweet! • ORA members get a full web package for only \$99/month • Have your Member ID ready <b>ohiorestaurant.org/mopro   Garrett Hartley   657-900-3658   garrett.hartley@mopro.com</b>	\$1,200+ on product cost Invaluable when it comes to increasing online traffic

THIS INFORMATION CAN BE FOUND ONLINE AT OHIORESTAURANT.ORG OR EMAIL US AT ASK@OHIORESTAURANT.ORG