



## 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><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  |
| MUSIC LICENSING + INFORMATION                                | <b>BMI Music Licensing:</b> Up to 20% discount on music licensing fees.<br><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<br><b>Meridith Whitsetl   614.763.7952   meridith.whitsetl@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<br><b>Amber Hart   614.932.1553   amber.hart@careworkscorp.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<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> Online community exclusively for ORA members<br>• Exchange ideas -Share best practices • Collaborate • Network with a variety of professionals<br><b>Cara Lisenby   614.246.0232   clisenby@ohiorestaurant.org</b>  | <b>COMING JAN. '19: CONNECT will be a Facebook Private Group! YAY!</b><br>Invaluable          |
| CREDIT CARD + PAYROLL PROCESSING                             | <b>Heartland Payment Systems:</b> Offers an entire menu of restaurant solutions<br>• Payment processing + lending • Payroll processing + HR • Loyalty 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>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<br><b>Andrea Longbrake   614.659.5190   alongbrake@igsenergy.com</b>   | \$500+  |
| 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   ohioestaurant.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<br><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.<br>• 15% ORA member discount on all online and classroom training products<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</b><br><b>ORA: 866.331-6424   Imorrison@ohiorestaurant.org</b> | \$100+  |
| HEALTHCARE SOLUTIONS   | <b>UnitedHealthcare:</b><br>• IT'S HERE! Restaurant & Hospitality Association (RHA) Benefit Trust health plan offering flexibility + choice for smaller businesses with 2-99 FTE<br>• Up to 5% discount for members on medical, dental/vision & life with 51+ FT employees<br><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 & an ever-expanding product suite. Sweet!<br>• ORA members get a full web package for only \$99/month • Have your Member ID ready<br><b>ohiorestaurant.org/mopro   Garrett Hartley   657-900-3658   garrett.hartley@mopro.com</b>   | \$1,200+ on product cost<br>Invaluable when it comes to increasing online traffic             |

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