



Coronavirus  
COVID-19

**OHLA**  
OHIO HOTEL & LODGING ASSOCIATION

# Allied Member Offers



## Cost Savings Programs

### Program: OHLA Workers Compensation Group Rating Program, administered by CareWorks Comp

## CareWorks

a sedgwick company

Potential savings:  
Average \$5,191.67/Year

Workers' compensation can be a BIG expense for hoteliers! Now is the time to ask for an OHLA group quote to help you save on your workers' compensation premium costs. By agreeing to a no cost, no obligation evaluation now, it will save you time on the phone and allow you to compare the savings and services available to you through our program with CareWorks Comp.

Additional benefits:  
CareWorks Comp offers OHLA program participants the following services:

- Unemployment Consultation
- Accident Investigation
- Hearing Representation
- Claims Management
- Risk Services including mergers and acquisition (including experience transfer) and manual classification

How to participate:  
Complete this form and send to [meridith.whtisel@careworkscomp.com](mailto:meridith.whtisel@careworkscomp.com). For questions, contact Meridith Whitsel at (614) 745-4935.

### Program: IGS Energy



Potential Savings: Variable (Based on current supply contract)

Whether you have one hotel or multiple locations, IGS Energy can help you control your energy costs with fixed rate products. Always remember by working directly with IGS Energy you eliminate broker/consultant fees. When locking in a fixed rate versus variable rates, IGS can help eliminate your exposure to market price fluctuations.

How to participate: Send the following items to [abbie.stair@igs.com](mailto:abbie.stair@igs.com)

- Recent gas and/or electric bills for each location
- Current contract end date

### Electric Utility Savings Program

*Information provided by Abbie Stair, IGS Energy*

There have been recent changes to Ohio's Energy Efficiency & Peak Demand Reduction programs. These charges are on the utility-side of your bill and are non-competitive. **It does not matter who supplies your electric, this is a utility charge.**

In the past only a select subset of companies qualified to opt out of these charges, recent changes from House Bill 6 have reduced the requirements and opened the opportunity to more customers. If you are interested in this cost savings opportunity, [please see more information here.](#)

### Program: Evolution Energy Partners



Evolution Energy Partners (EEP) understands that today's economic climate may bring uncertainty for many organizations, but let's not lose sight of the opportunity. Finding savings is critical, especially when the future is unknown. With current energy prices near 16-year lows, now is the time to lock in long-term contracts or renegotiate existing contracts.

**How much can I save?** We are seeing 20% savings on electric and 18% savings on natural gas for our customers. These low prices are a result of a combination of historically warm winter months and the Coronavirus reducing both commercial and industrial demand for energy products.

**Why partner with Evolution Energy Partners?** In addition to finding opportunities for energy savings, partnering with Evolution Energy Partners adds an extra layer of assurance through our energy risk management services. Our team constantly analyzes market dynamics, as well as client budgetary and risk guidelines, to create a customized program that works specifically for your organization.

**Need to find additional savings?** EEP's engineering division can develop and implement turnkey, design-build energy efficiency and renewable energy projects designed to have an excellent return on investment and immediate positive cash flow. No up-front capital needed.

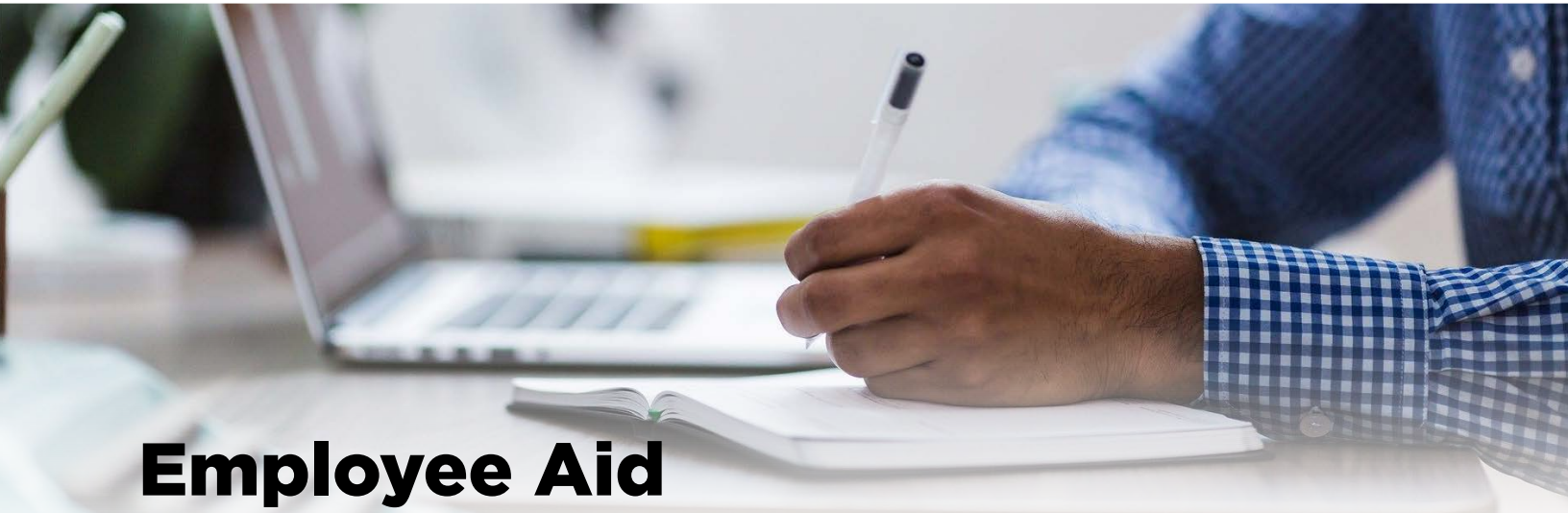
How to Participate: Contact Evolution Energy Partners at [info@evolutionep.com](mailto:info@evolutionep.com) or (877)-280-4655.



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## Employee Aid

### Unemployment Assistance

#### CareWorks

a sedgwick company

Special Program/Assistance: CareWorks Comp minimum annual service agreement starts at \$250 which normally covers 0-5 unemployment claims. Additional claims are charged \$37 per claim. **However, if the employer is anticipating several lay off claims due to COVID-19, we will consider a special pricing model.**

Unemployment Consulting Services include:

- Pre/post claim assistance
- Guidance on unemployment claim forms
- Information in preparation for unemployment hearing
- Opportunity to upgrade to full service program for comprehensive claims representation, reporting and management

How to participate: Contact Kammy Staton at (614) 526-7165 or at [kammy.staton@careworkscorp.com](mailto:kammy.staton@careworkscorp.com).

### Temporary Work for Employees

*Multiple OHLA partners have extended assistance in providing temporary work solutions for your employees out of work. Below are individual offers:*



#### Ohio Assisted Living Association

Special Program/Assistance: The Assisted Living industry is looking to hire people right now in the areas of housekeeping, maintenance and care staff roles. Some roles are directly transferrable from hospitality, care staff can be trained and do not necessarily have to have prior training. There are positions all over the State of Ohio.

How to Participate: Call OHLA or email [info@ohla.org](mailto:info@ohla.org) to share the name, location and contact person for properties with displaced staff and we will match you with assisted living facilities in your area.



#### PeopleReady

Special Program/Assistance: PeopleReady can help hoteliers keep hourly workers employed by offering them temporary jobs in a variety of industries that need workers including janitorial, disaster/restoration, construction, grocery and landscaping.

How to participate: Applicants must pass a prescreen questionnaire in order to work through PeopleReady. The application process can be started at [www.peopleready.com](http://www.peopleready.com). Once the online portion is complete, they will head to the closest branch and provide 2 forms of ID to become fully registered in the system. For questions, contact Nagel Lind at [nlind@peopleready.com](mailto:nlind@peopleready.com) or (614) 361-0445.



#### Woodland Environment

Special Program/Assistance: Offer to temporarily hire employees of current clients who want to work landscape. Woodland will hire up to 6 team members for 4-6 weeks. This will be on a temporary basis, Woodland will not hire full-time, with the intention that when business normalizes, team members can return back to their positions within hotels. We hope this minimizes the impact on your staff and provides an opportunity for your hourly team members to maintain an income stream.

How to participate: Properties must be a current client of Woodland Environment and can contact owner Jeff Rupp at [jeff.rupp@woodlandenvironment.com](mailto:jeff.rupp@woodlandenvironment.com).



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# Sanitation & Deep Cleaning Resources



## BELFOR

Offer: BELFOR is providing cleaning services for facilities exposed to or that could be exposed to COVID-19. Our services also meet Centers for Disease Control and Prevention (CDC) Guidelines. Our surface decontamination services are safer and more effective than most cleaning methods. We use small, portable electrostatic sprayers with solutions that can kill 99.99% of pathogens and leave no harmful residue.

### Services:

- Biohazard Disinfection and Cleaning
- Installation of Critical Barriers
- Risk Management Review
- Coordination with Industrial Hygienists and Other Subject Matter Experts

How to Participate: For a professional consultation or to request our cleaning services, please contact the BELFOR office at (330) 916-6468. Also, can reach out to Spencer Rowlands at (330) 421-7970 or [spencer.rowlands@us.belfor.com](mailto:spencer.rowlands@us.belfor.com).



## PeopleReady

Program details: PeopleReady can offer assistance with deep cleaning/sanitizing hotels and office buildings.

How to participate: Contact Nagel Lind at [nlind@peopleready.com](mailto:nlind@peopleready.com) or (614) 361-0445.



## BMS Cat

Program details: Precautionary Services: There is no current concern that anyone infected with COVID-19 has come into contact with anyone in the property. Cleaning being performed for preventative measure only.

Reactive Services: Belief or knowledge that someone infected with COVID-19 has come into contact with someone in the property or has entered the property themselves. In this case, a more robust protocol is recommended.

How to participate: Contact OHLA representative Tyler Smeltzer at [tsmeltzer@bmsmanagement.com](mailto:tsmeltzer@bmsmanagement.com) or (216) 544-6316.

## Commercial Laundry Equipment / Parts & Repair Services / Laundry Chemicals



### Advantage Equipment, Inc.

Advantage Equipment, Inc. (Advantage) is geared towards helping your property adapt and thrive in this ever changing environment. As such, we're proudly partnering with all OHLA members to offer discounted commercial laundry parts & service, replacement equipment, laundry chemicals, and ozone systems to disinfect and sanitize your laundry.

### Our COVID-19 Member Offer:

- Up to 35% Off Commercial Laundry Equipment Parts Orders
- Up to 35% Off Our Hourly Labor Rate For Commercial Laundry Service
- Free Replacement Equipment Quotes – Washers, Dryers, Ironers, Lint Collection Systems
- Free Laundry Chemical Cost Analysis
- Free Ozone Laundry System Quote – Disinfecting & Sanitizing System

Please reach out to Eric Vlahos at [eric@aeilaundry.com](mailto:eric@aeilaundry.com), (888) 676-5079 ext. 103 or (330) 842-7841 (cell) with questions or to redeem.

*More resources on the next page*



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# Sanitation & Deep Cleaning Resources

**PARTNER**  
Engineering and Science, Inc.

## Partner Engineering & Science, Inc.

Program details: Properties should be conducting Property Condition and/or Industrial Hygiene evaluations. Partner Engineering & Science, Inc. can help. Partner is answering this call by donating time and resources to help facility managers and property owners do their part to reduce the spread of COVID-19.

Program details:

- Hotel Cleanliness Verification — for this process Partner tests (in real time in the room) in 4 random places for the presence of ATP on surfaces. (To be considered 'clean' a surface should read less than 250.); provides a test log of the data, showing the room, the locations, and the readings; discusses findings with the owner/general manager, providing recommendations based on our findings to improve cleanliness; provides a copy of the two documents that show the research and science behind the process and a verification document for rooms that pass the test to the hotel operator — they may place in the room for future guests. [Partner Engineering and Science Inc.'s Hotel Cleanliness Article](#).
- Online Coronavirus COVID-19 Training and Preparedness
- Custom Pandemic Preparedness & Response Plans

**OHLA Members receive \$100 off through Sept. 1**

How to participate: Follow the direct links above or contact Bob Knight at (513) 315-7931.



**Miracle Method**  
SURFACE REFINISHING

## Miracle Method Refinishing

Program details: Miracle Method Refinishing has moved a large part of our services offered to be able to handle COVID-19 mitigation and disinfection services for our commercial clients. We are using electrostatic spraying systems which provide a much more comprehensive disinfection and kill rate as compared to standard cleaning and disinfection.

## Long Lasting Disinfection Service

Miracle Method Disinfection Services has some exciting news for OHLA members. So many of our customers have asked for a **lasting residual effect** after we complete disinfection services. After much research and careful consideration, Miracle Method has **partnered with product source for a biostatic anti-microbial polymer** to be applied after our disinfectant. This will **protect your facility for 30+ days, 24/7**. Developed for the healthcare industry, this is an **EPA registered anti-microbial**. It gives long lasting protection from pathogens like Coronavirus, and combined with our traditional EPA registered virucide disinfectant, provides our customers with the **best possible and longest lasting protection** on the market.

How to Participate: Please contact OHLA representative Andrew Gorski at [agorski@miraclemethod.com](mailto:agorski@miraclemethod.com) or Mary at [mary@mmcolumbus.com](mailto:mary@mmcolumbus.com).



## Advanced Floor Care

Advanced Floor Care will be offering our disinfecting services to any OHLA Property Member at no charge, with any scheduled floor cleaning service. For any current or future customers, we will defer all payments for 6 months with no interest. If after the 6 month deferment, you are unable to pay invoices in full, we will establish a payment plan for an additional 6 months. If payments extend beyond the 12 months, the SBA disaster interest rate will be applied. Our primary goal is to help us all get back on our feet.

How to participate: Contact Renae Becker at [renaeb@advfloorcare.com](mailto:renaeb@advfloorcare.com).



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## Hotel Conversions



### Mill Distributors, Inc.

Mill Distributors, Inc. has manufactured and distributed linens to the hospitality and the healthcare industries since 1926. We maintain large inventories of bed, bath and table linens in our warehouses to afford quick delivery. Most linen items ship the same day the order is received.

In this crisis, we would like to assist you in converting your hotel property into a facility for healthcare worker housing, a healthcare facility, or a quarantine center, by providing quick ship linens to care for those affected by COVID-19 in a timely manner.

#### In Stock:

- Protective Disposable Masks, Available Mid-April
- Towels: Wash Cloth, Hand, Bath, and Bar Mops
- Top Sheet White Puckered Cloth, Fitted Style
- Avalon Polyester Fleece Blanket
- Platinum Quilted Comforter with a Stain Resistant Finish
- Sheets and Pillowcases
- Poly Cotton Zippered Pillow Covers
- Pillows
- Patient Gowns
- Adult Terry Bibs

For detailed pricing, [please see our special pricing as part of our OHLA Allied Member Offer.](#)

How to participate: Contact OHLA Representative Kim Franz at Mill Distributors, Inc. at [kfranz@milldist.com](mailto:kfranz@milldist.com) or (800) 322-6555 ext. 131 or (330) 995-9200 ext. 131.

### Serta Simmons Bedding

#### Serta Simmons Bedding

Serta Simmons Bedding offers assistance in filling a critical shortage of bedding in the fight against the COVID-19 pandemic.

We understand that there is a need for hospital beds for several organizations and medical facilities across the nation and we are here to help.



The following are specifications for your consideration:

- Size: 6 x 35 x 80 (recently updated to 80")
- Foam Core; 1.5 LB Poly with 32 IFD
- FR sock
- Bottom cover material: Vintex/Sofftick Standard 53-14
- Top Cover Material
- Either END406 from Dartex or Stafftex / Nylon RNN/71FR(Soflux LVT)

Cost \$125/bed

As the country's leading bedding producer with manufacturing plants nationwide — We are well-positioned to help and can supply thousands of hospital beds in a very short time frame.

Contact: Greg Hall, [grhall@serta.com](mailto:grhall@serta.com) or (404) 977-1836.



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# Additional Offers & Opportunities

## Floor Plan & Barrier Assistance



### New Avenue Architects & Engineers

New requirements for dining establishments require the use of floor plans as well as new spacing and barrier standards. New Avenue Architects and Engineers can help members with anything related to occupancy, layouts, etc. that are new to members in this changing environment. New Avenue has worked on ground-up projects, PIPs, additions, and renovations of hotels. Their experts can provide needed or required architectural information to our members.

How to participate: Contact DJ Falcoski at (614) 774-2573 or [dj@djfalcoski.com](mailto:dj@djfalcoski.com).

## Roofing & Repairs



### Cap City Restoration

Take advantage of down time to complete important facility projects quickly and with minimal disruption. Cap City Restoration provides proven commercial roofing and maintenance solutions for your hotel. We take a consultative approach to ensuring you are making the best decision for your roofing, siding, gutter/downspout, window and masonry needs. Our expertise in helping businesses navigate challenging insurance issues is unmatched. We want to help you maximize your investment. Especially during these unprecedented times, we understand that taking care of critical infrastructure needs may be hard to manage with so many competing demands. We will work with OHLA members to make it easy for you and will provide the highest quality service.

How to participate: Contact Mike Lewis at (614) 749-6005 or [mike@capcityrestoration.com](mailto:mike@capcityrestoration.com).

## Fire & Life Safety Services



### CertaSite Pro

CertaSite Pro is offering OHLA Property Members 20% off regularly priced Fire & Life Safety Services and Inspections. This offer is valid until July 5th 2020.

Included are:

- Fire Alarm System Inspection and Service
  - Fire Sprinkler System Inspection and Service
  - Kitchen Fire Suppression System Inspection and Service
  - Fire Extinguisher Inspection, Sales and Service
  - Back Flow Inspection and Service
  - Emergency Light Inspection and Service
- \*does not apply to installations

How to participate: Contact Eleanor Popek, [epopek@certasitepro.com](mailto:epopek@certasitepro.com), (614) 592-4161 or Aaron Docie, [adocie@certasitepro.com](mailto:adocie@certasitepro.com), (614) 202-8104.

*More resources on the next page*



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## Additional Offers & Opportunities

### Legal Work & Consultation



#### Fisher & Phillips LLP

Our Firm recognizes the great impact of COVID-19 on the hospitality industry and wants to support OHLA's members in this time. In addition to free resources found at fisherphillips.com, we would like to offer OHLA members a special 20% discount on hourly rates for legal work/consultation related to COVID-19's impact on the workplace.

To access this offer, please contact: Mathew Parker, mparker@fisherphillips.com, O: (614) 453-7608, C: (937) 554-0652, or Samuel Lillard, O: (614) 453-7612, C: (614) 716-8531, slillard@fisherphillips.com.

### Additional Revenue Opportunity



#### Program: Incremental Revenue with G&J Pepsi-Cola

Program details: This LifeWtr Program can provide incremental revenue now at no cost to you and has profit potential when business returns to normal.

G&J Pepsi-Cola will provide the following:

- Donate 4 cases (12pk) for rack placement in market area
- Donate 8 cases for in-room program to get them started free of cost
- LifeWtr Rack
- Design & print of custom neck hangers

How to participate: Contact Ryan Schmerge at rschmerge@GJPEPSI.com or call (614) 774-8624.

### Data and Analytics Services



#### STR

Program Details: STR had the following additional resources available to keep you up-to-date during the COVID19 crisis:

- Webinars every Thursday & daily updates, info here: <http://bit.ly/2QpNNFQ>
- Free STAR option for any hotel not currently receiving the report, sign up here: <https://surveys.str.com/s3/Hotel-Enrollment-Form>
  - \*Please note even if your hotel is closed, we will still be sending hotels reports.
  - This is a tool to be used to 1) identify what hotels are charging if they are able to remain open and 2) to track when occupancy starts to pick back up

How to Participate: Visit the link above or contact OHLA representative, Lyse Perrigo at (615) 824-8664 x3460 or lperrigo@str.com.