



Coronavirus
COVID-19

OHLA
OHIO HOTEL & LODGING ASSOCIATION

Allied Member Offers

Air Purification

DO YOU HAVE AN AIR PURIFICATION PLAN?



AIR FORCE ONE CAN PROVIDE AN AFFORDABLE & EFFECTIVE SOLUTION!

Air purification products reduce pollutant levels but adding Photohydroionization (PHI) is the only way to disinfect airstreams. With more than 35 years' experience, the Air Force One team has the capabilities and technical knowledge required to provide these services at your lodging facility immediately.

- Stop the spread of bacteria, germs, fungi, and viruses such as COVID-19
- Reduces odors and exposure to harmful VOCs by killing microbes at the source
- **Green technology** can reduce heating/cooling spend by up to **40%** and energy consumption by **30%** or more, typical ROI in 4-6 months
- Maintain healthy oxygen and CO2 levels



PHI CLIENTS



“I wanted to take a moment and thank Air Force One for the services you have provided Marriott International over the past many years. Whenever I need help, I feel confident your team will be here. I look forward to working with you on many more projects in the future.”

- Pete Pordash, General Manager
COURTYARD
BY MARRIOTT

FUNDING OPTIONS AVAILABLE

- Fund installation inside a service agreement
- Fund through reduced operating costs and energy savings
- Provides significant ROI over the life of the equipment

THE TECHNOLOGY

- Creates advanced oxidation process
- Used for decades in healthcare to disinfect PPE
- 3rd party verified to reduce micro-organisms, including SARS-CoV-2, by 99.9%
- Mercury and ozone free

WELCOME BACK HOTEL GUESTS & MOVE FORWARD WITH CONFIDENCE

Air Force One delivers innovative, tailored solutions that allow commercial buildings to perform at optimal levels, and keep them there over time. As your partner, we are dedicated to helping clients maximize indoor air quality and keep occupants safe. Our team understands the constraints all industries are facing and the importance of implementing workplace health and safety measures that are **backed by science, NOW.**

Schedule a meeting with our team to discuss

- **Implementation with no upfront costs and/or deferred payments**
- **Next steps to achieve improved indoor air quality**
- **Identifying best low/no cost options for CDC compliance**
- **Annual air quality testing and certification by independent 3rd party**

CONTACT SHELLY LAIRD, New Business Development
slaird@airforceone.com | (614) 869-6128





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Air & Surface Purification



ActivePure[®]
TECHNOLOGY
Authorized Aerus Dealer 11361

**Contaminate Threats Never Stop.
Why Would Your Disinfecting Technology?**

HOW IT WORKS

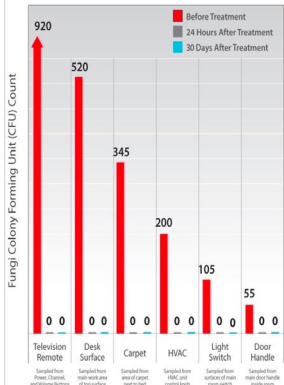
1. Uses oxygen and water molecules from the air
2. Converts into powerful microscopic oxidizers similar to what occurs in natural sunlight
3. Is propelled into the entire air space
4. Seeks pathogens in the air and on surfaces
5. Destroys pathogens and contaminants on contact - including Sars-Cov-2



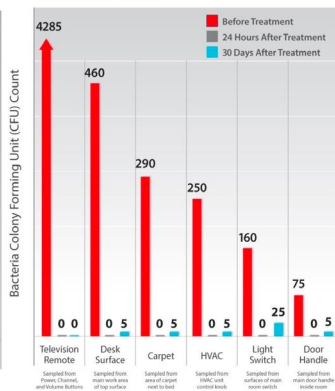
**ELIMINATE
99.9% OF
SARS-COV-2
IN THE AIR
AND ON
SURFACES**

BEYOND COVID

Hotel Room - Fungi
Before and After Results



Hotel Room - Bacteria
Before and After Results



Tests were performed with the Aerus ActivePure Pure & Clean



BENEFITS

Provides continuous air and surface decontamination, without the extra labor costs

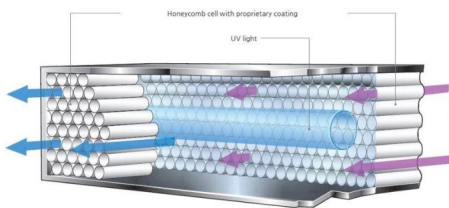
ActivePure Technology is the most powerful surface and air purification ever discovered that is safe for use in spaces occupied by people and pets

Over a decade of testing patented ActivePure Technology has proven to eliminate over 99.9% of many common airborne and surface contaminants including viruses, bacteria, molds, fungi, VOCs, smoke, allergens and odors

Safe. Proven. Effective. Certified.

- Continuous Disinfection 24/7/365
- Affordable
- Plug & Purify
- No Chemicals or Ozone
- Works quickly & quietly
- Safe to use in Occupied Spaces
- Works in Real Time

ActivePure
Air You can Trust



**ActivePure is
Designed,
Engineered and
Produced in the US**

UL867 Certified CARB Certified

Air Mobile



PERFECT
FOR
GUEST
ROOMS

SPECIFICATIONS:

Aerus Mobile	50111 Model: A1018D Meets California ozone emissions test, CARB Certified.
Technology	ActivePure [®] Needlepoint Ionization
Electrical	12VDC or 110 - 240 VAC 50/60Hz with adapter Power Usage: 12 Volts, 10.7 Watts Max
Mechanical	Fixed 8.5 KVDC Needle ion generation Fuse: 2 Amp Buss type (12VDC) adapter only 3-speed fan
Dimensions	3.625" x 6" x 1.0" (9.21cm x 15.25cm x 2.54cm) w/o base
Weight	8 ounces (233g)
Operating temp	45F - 100F (7°C - 38°C)
Coverage	Up to 500 sq. ft.
Warranty	Limited 1 year warranty



INSTALLATIONS EVERYWHERE

- Hospitality
- Cleveland Clinic
- Sports Facilities
- Military
- Government Buildings
- Schools



Email

Contact Arnold Becker
814.720.8633
arnoldb@advfloorcare.com



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PPE Portal

OHLA's PPE Portal powered by ID Clean Solutions



ID Clean Solutions

ID Clean Solutions, a division of Innovative Displays is an emerging leader in the manufacturing and distribution of personal protective equipment (PPE) and hygiene products throughout the United States and Canada. Products are sustainable, FDA approved, and on the N list for use against SARS-CoV-2.

In partnership with OHLA, ID Clean Solutions has created an exclusive portal for OHLA members to have access to a variety of products to continue your superior safety practices.

Goods & services include but are not limited to:

- Hand sanitizers and antibacterial wipes
- Face shields (ADA compliant) & masks
- Floor decals for appropriate social distancing
- Sanitizer dispensers & holders
- Partitions & sneeze guards
- Custom PPE indoor & outdoor graphics

More items will be added as they are developed, including signage and collateral materials to fulfill Safe Stay® compliance standards. You can begin your order [here](#).

Sanitation & Deep Cleaning Resources

HypOClN
Hypochlorous Acid - Nature's germ killer

For more information or to book an appointment
vshaw@innovativedisplays.com
614-315-5674

What's next in this global pandemic

● Traditional chemical solutions and standard cleaning procedures did not stop the introduction or spread of COVID-19

● We need safe public spaces - killing viruses/bacteria that are both airborne and on surfaces without introducing new harmful chemicals

Why Hypochlorous Acid

- Produced in Canada and the United States
- EPA, FDA, USDA Organic, CFIA and Health Canada approved. In the USA: on the N list for use against SARS-CoV-2 (COVID-19)
- Rapidly destroys bacteria and viruses at the source
- Takes approximately 78 seconds to disinfect 1000 sq-ft and costs less than a penny per sq-ft
- Clinically proven, 100x more effective than bleach, zero toxicity rating, no PPE required during application
- Hypochlorous Acid is naturally occurring in the human body made by our white blood cells to fight infection
- Kills microorganisms by rupturing the cell wall, rapidly denaturing DNA, RNA and other proteins and eliminates the strains' ability to become resistant overtime

Product Benefits

- Hypochlorous Acid is safe for humans, toxic chemical-free, zero toxicity rating. Organic.
- Misting/spraying is considerably more time-efficient and effective than standard cleaning/sanitizing protocols.
- Hypochlorous is also safe on carpets, electronics, wood, fabrics, and plastics. It will not deteriorate or discolor surfaces.
- Clinically proven to kill 99.9% of surface viruses and bacteria while cleaning and deodorizing the air.

HypOClN

In addition to the PPE resources, learn more about [HypOClN](#) and how it can help combat 99.9% of germs in your business and make it safer for your staff and customers. To learn more or place a HypOClN order, contact Val Shaw for member pricing at (614) 315-5674 or email vshaw@innovativedisplays.com.

Take a look at additional OHLA member discounts for traditional print and signage [here](#). If you don't see what you are looking for or have a custom order, give us a call or email.

Contact Val Shaw at (614) 315-5674 or email vshaw@innovativedisplays.com.



In support of the hospitality industry, a percentage will be contributed to the Hospitality Helping Hands program for each purchase of HypOClN products.



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Sanitation & Deep Cleaning Resources



Advanced Floor Care

As Allied Members of OHLA and long time service providers to the hotel industry, Advanced Floor Care is introducing our Fresh Start Program developed to help combat the financial impact 2020 has had on the hotel industry.

This program offers **half price carpet cleaning** for all common space carpet at a rate of 7 cents per foot.

Any hotel that commits to a quarterly carpet cleaning for 2021 will receive a free 2.5 gallon back pack disinfectant sprayer and cart.

Contact: Arnold Becker at (814) 720-8633 or Renae Becker at (814) 720-8632. Address: 16944 State Highway 18, Conneautville, PA 16406. Email: info@advfloorcare.com. Website: www.advfloorcare.com.

COVID-19 Cleaning & Decontamination Services



BMS CAT

Our teams standby to provide cleaning and decontamination services, while maintaining our quality standards and safety protocols:

- 1) Precautionary Services: There is no current concern that anyone infected with COVID-19 has come into contact with anyone in the facility. Cleaning is being performed for preventative measure only.
- 2) Reactive Services: Belief or knowledge that someone infected with COVID-19 has come into contact with someone in the facility, or has entered the facility themselves. In this case, a more robust protocol is recommended.

Contact OHLA representative Chris Terrell at cterrell@bmscat.com or (216) 407-1617.



Partner Engineering & Science, Inc.

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.

- 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

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



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Cost Savings Programs

Program: OHLA Workers Compensation Group Rating Program, administered by Sedgwick



Potential savings:
Average \$3,728/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 Sedgwick.

Additional benefits:
Sedgwick 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:
Contact Julia Bowling, Business Development Manager, at (513) 218-4062 or julia.bowling@sedgwick.com.

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

- Recent gas bills for each location
- Current contract end date

Utility Savings Program

Information provided by Abbie Stair, IGS Energy

With the value of the dollar greater than ever please turn to your longtime premier partner in IGS Energy to ensure you are getting the best possible rates on your gas supply. Abbie at IGS Energy is a great resource and can complete a quick analysis, at no cost, to see if an opportunity for savings exists for your property. We offer competitive rates and transparent contracts. Ask about our green products to help you meet your sustainability goals!

We offer customized preferred rates to OHLA members and can save you thousands by excluding broker and consultant fees from the purchase price. IGS Energy is the second largest retailer energy supplier in the United States and we are based in Central Ohio and love serving Ohio customers!

Program: Evolution Energy Partners



Energy Partners (EEP) understands that today's economic climate may bring uncertainty for many organizations. Finding savings is critical as we all work to navigate the "new normal". With current energy prices at extreme lows, now is the time to lock in long-term contracts or renegotiate existing contracts.

How much can I save? We are seeing saving of up to 20% savings on electric 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. We offer our customers transparent RFPS with the lowest fees in the industry.

Need to find additional savings? Looking to drive your corporate sustainability goals? 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 or (877)-280-4655.



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Employee Aid



CareSource

The COVID-19 pandemic has changed everyone's lives. You may be facing challenges now that you have never imagined before. At CareSource, we believe you shouldn't have to worry about getting quality health care too. That's why we offer affordable individual and family plans tailored to meet your budget and your needs. And CareSource is more than just health insurance. CareSource Life Services® can offer our members additional help during these tough times.

About CareSource

CareSource is a leading non-profit health insurance company with more than 30 years of experience. Our mission is to make a lasting difference in our members' lives by improving their health and well-being.

Contact Jeffrey Lemichuk at (614) 507-9430 or Jeffrey.Lemichuk@caresource.com.

Unemployment Assistance



Sedgwick

Program/Assistance: The team of experts at Sedgwick can assist with a wide range of unemployment issues also including new challenges due to COVID-19.

Unemployment Services include:

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

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

Temporary Work for Employees



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 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.



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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.

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 2021.

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, (614) 592-4161.

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.

Data & Analytics Services



STR

STR has the following additional resources available to keep you up-to-date during the COVID-19 crisis:

- 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.

Tax Savings Check-In



WVC RubixCloud

As the hotel industry begins its recovery from the devastating impact of COVID-19, now more than ever, financial vigilance is top of mind. William Vaughan Company*, a full-service accounting and advisory firm is offering OHLA members a complimentary tax savings check-in. During this free 30-minutes session, a member of our designated tax team will review your tax returns and provide insight into available opportunities for lowering current year tax liabilities and ultimately leading to more cash to reinvest your business. Our team of advisors are standing by, ready to help you make the most of your 2021. Connect with our tax practice leader to schedule your check-in. Offer expiration: 4/15/2021

Connect With Us: Sandi Towns, CPA, PFS®, Tax Practice Leader, William Vaughan Company, sandi.towns@wvco.com, (419) 891-1040

** William Vaughan Company is the parent company of WVC RubixCloud, a leading provider of outsourced accounting through advanced technology*