

MAY 2011

Business to Business

gahanna
area chamber

Mission Statement: To enhance the success of our members and the business growth of our community.

“Expanding Your Business - Five Ways to Insure Failure”

Thursday | May 12th | New Member Breakfast | 7:30 to 9:00 a.m.
Creekside Conference @ Event Center | 700 Creekside Plaza

Anthem. 


Creekside
CONFERENCE & EVENT CENTER

Is your business in alignment with your core business model or is it time to re-invent yourself? Often a business sets out to achieve a particular goal and during that process encumbers itself with other objectives which can distract from the original objective. While the ‘bottom line’ is key the answer is rarely a finance issue - the finances are simply where the symptoms or misalignment appear.

Be sure to join us on Thursday, May 12th from 7:30 to 9:00 a.m. for this interactive program as we reveal secrets for ‘Expanding Your Business - Five Ways to Insure Failure’ presented by guest speaker, *Gary Aragón, CEO, National Bicycle League*. At this meeting you will learn...

- ▶ Does your business process align with your core business?
- ▶ How are your operations reflective of that core?
- ▶ Are sales in line with marketing as it relates to your core model?
- ▶ How are your human resources allocated?
- ▶ What are the real and best proficiencies of your team?

Gain the knowledge you need to skyrocket your business today!

National Bicycle League, Inc.

National Bicycle League, Inc. (NBL) manages the best in BMX (Bicycle Motocross) leagues and promotes the international and Olympic sport of BMX racing across the country and abroad. As a public charity in the US, NBL also focuses on communicating the value of healthy lifestyle for children and families through BMX racing. NBL is BMX! For more information visit: www.nbl.org.

Make your reservations by calling the chamber at 471-0451 or email info@gahannaAreaChamber.com. New members introduced with an option to recite a 30 second commercial of their products and services.

Advertising Opportunities

Meeting Sponsorship Package | \$250

includes exhibitor table, 3 minutes of speaking time, advertising @ admittance for two.

Exhibitor Package | \$50

includes display table, advertising @ admittance for one.

What's Inside

- Springing Forward
- Electricity Savings Program
- Networking Expo Review...
- Helping Ohio's Small Businesses GrowNOW
- News You Can Use!

1000 Creekside Plaza
Gahanna, Ohio 43230
614.471.0451 • 614.471.5122 fax
info@GahannaAreaChamber.com
www.GahannaAreaChamber.com

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Springing Forward



At last, it seems spring is here! I don't know about you but my favorite part of winter is when it's over! This spring reminds me that there are all types of seasons in life, careers, business and the economy. I was listening to an audio of the late Jim Rohn, he was asked about his thoughts concerning the future business forecast. "He stated that there would be a time of prosperity followed by a time of lack then shortly that would be followed by a time of prosperity and the cycle would continue over again." He

also stated, "That what was more important was not the blowing of the winds of life but the set of the sail." How we face these winds of change is what makes the difference!

The Chamber is here to help you and your business anyway we can by providing opportunities to spring your business forward. We have launched a new web site that is designed to promote your business. If you have not updated your member profile you need to do so. The more info we have on you and your business the better the ratings are on all search engines. We are only in phase one of our new web site. We will be adding more opportunities to maximize every opportunity we can to promote our chamber members.

Our new chamber directory will be wrapping up shortly, another opportunity of shared cost to more effectively market your business and grow our local economy.

We recently held our business to business expo at Jefferson County Club with hundreds in attendance. These expos are designed to create opportunities for you to meet other business owners looking to do business with you. Our next business to business expo will be with the Columbus Chamber. Gahanna chamber members have a unique opportunity to participate in this huge event.

The golf outing in June is quickly approaching. This is another great opportunity for you and your business to participate and meet other like minded people wanting to meet you and grow their businesses. We will have another business expo just before dinner to provide more reasons to attend the outing, even if you do not wish to golf your company can be involved.

I encourage you to take advantage of every opportunity you have to meet your fellow chamber members; this is the best way to get the greatest return on your chamber membership investment. Other members may need what you have to offer. I look forward to seeing you at the next event, if we have not met please make a point to introduce yourself.

Sincerely,

Ron Wolfinger

Ron Wolfinger, Chairman
Gahanna Area Chamber of Commerce ■

Electricity Savings Program

Save up to 18-40% (or more) on your electricity costs!

We love to help our members save money. You can start saving through the new **Good Energy Electricity Savings Program**, a member benefit program that brings our members together to help you save up to 18-40% or more on your electricity costs. **So far, 30 members have enrolled reporting savings of 18 - 35%!**

Ready to start saving?

If you use less than 400,000 kWh annually and are on one of the following Tariff Rate Codes shown on your bill - 202, 203, 204, 206, 207, 209, 214, 217, 218, 219, 224:

You can easily calculate your estimated savings right now. Then, to receive these new money-saving rates, sign up with our partner, Good Energy, today by faxing a complete copy of your most recent electric bill along with the enrollment form located on the chamber's website, to 614-737-5244. Questions? Call 614-285-5244.



NOW THAT'S A BRIGHT IDEA!

If you use more than 400,000 kWh annually or are on any other Tariff Rate Code not listed above:

Please contact Good Energy to receive a customized quote. 614-285-5244

Need to know more before you decide?

For additional information, visit the Chamber's website at www.GahannaAreaChamber.com for details about how deregulation has made these savings available to businesses like yours or check out the most frequently asked questions. If you would like to speak to a Good Energy program representative, please call 614-285-5244.

Enroll now to begin seeing savings on your very next bill! Simply fill out the enrollment form and fax it to 614-737-5244 with a complete copy of your most recent electric bill.

A small percentage of the revenue savings is shared with the Gahanna Area Chamber of Commerce in support of the organization. ■



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Ambassador Club Contest Winner:

Paula Megert
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Networking Expo Review...

Thank you to promotional partners, Synergy National, Networking Leaders Alliance and Big Fish Networking for helping to make the April 13th Gahanna Networking Expo one to remember. Sponsored by Anthem Blue Cross/Blue Shield, Jefferson Country Club & Windstream Communications, 37 exhibitors participated in this year's event designed to facilitate the introduction of large and small businesses. With a projected outcome of successfully generating new client connections more than 150 prospects attended the expo over the course of 3 hours. Attendees enjoyed delicious hors d'oeuvres, door prizes and a 60 second commercial of product and services, slated to be posted on the chamber's website, courtesy of Ron Smith, SOH Productions.

Comments received by fellow chamber members summarize the experience,

"Loved it! Had a blast and picked up several leads. Thanks for the hard work on this. Teaming up with other organizations seemed to really help. ...I talked to folk's non-stop all evening. You are simply the BEST and I am so proud to be part of such a wonderful organization!"

Linda Friedman - Name Dropper Promotions
(Authorized Independent Kaeser & Blair Dealer)
614-855-5291

"The expo was a first class event that was organized in such a way that offered attendees the opportunity to spend meaningful time with everyone in attendance."

John Slyman - Slyman Insurance Group, Inc.
Phone:(614) 475-3583 Option 5 - Fax: (614) 522-6242

Special thanks to Jefferson Country Club, Gahanna Dept. of Parks & Recreation and SOH Productions for their generosity. ■



Helping Ohio's Small Businesses GrowNOW



A PROGRAM BROUGHT TO YOU BY:
JOSH MANDEL
STATE TREASURER OF OHIO

GrowNOW, brought to you by State Treasurer Josh Mandel, enables small business owners to receive a 3% interest rate reduction on their bank loan when they link the loan to job growth or retention in the State of Ohio. GrowNOW can reduce the interest rate on a new or existing loan up to \$400,000, potentially saving business owners \$12,000 per year. The program is a partnership between State Treasurer Josh Mandel's office and the state's participating banks. GrowNOW also stimulates Ohio's economy and rewards small businesses that drive it.

How Do Small Businesses Qualify?

To qualify, businesses must meet the following criteria:

- ▶ Have less than 150 employees
- ▶ Be organized for profit
- ▶ Have offices and operating facilities in Ohio
- ▶ Must have a majority of employees be Ohio residents
- ▶ Link the loan request to job growth or retention in the State of Ohio by saving or creating one full-time or two part-time jobs for every \$50,000 borrowed

Questions? Visit State Treasurer Josh Mandel's GrowNOW website at www.grownow.ohio.gov or call 1-800-228-1102 option #3. ■

Welcome New Members

Adams & Gast LLC

Patty Adams

1110 Beecher Crossing N. Ste. D, Gahanna, Ohio 43230

614-333-7000

Patty@Adams-Gast.com

Type of Business: Attorney

Battery Power of Ohio

Mary Bradish

8090 Lancaster Newark Rd. NE, Baltimore, Ohio 43105

740-862-6232

Mary@Kinsbursky.com

Type of Business: Automotive

Broadview Health & Rehab

Jenny Niziolek

5151 N. Hamilton Rd., Columbus, Ohio 43230

614-337-1066 / 614-337-4039 fax

JNiziolek@TechCareCorp.com

Type of Business: Senior Housing/Assisted Living

The Growth Coach

Blake McHenry

5650 Blazer Pkwy. Ste. 109, Dublin, Ohio 43017

614-734-8362

Blake@GrowthCoachColumbus.com

Type of Business: Business Development

Higgz Home Improvement Co.

Greg J. Higgins

628 Forestwood Dr., Gahanna, Ohio 43230

614-476-6521

Referred by: John McAlister, Gahanna City Council

Type of Business: Home Improvement

J. Steiner Spa & Salon, LLC

Windy Steiner

979 E. Johnstown Rd, Gahanna, Ohio 43230

614-775-6028

jsteinersalon@aol.com

Type of Business: Styling/Nail Salon/Barber

Wagner Insurance Agency

Rick Wagner

755 Cedar Hill Rd., Amanda, Ohio 43102

614-920-9525

RickWagner@WagnerInsuranceAgency.net

Referred by: Ron Wolfinger, Pre-Paid Legal Services

Type of Business: Insurance ■

Membership Renewals

COMPANY	YEAR
Bellacino's Pizza @ Grinders	2005
Business Works of Ohio, LLC	2010
Dr. Marjorie Calloway D.D.S.	1994
CompManagement Inc., a Sedgwick CMS	2001
Doyle Financial Services	1999
Enterprise Rent-a-Car	2007
Fourth Floor Interactive	Emerald 2010
Gahanna Animal Hospital	1994
Gahanna Children's College	2006
Gahanna Pediatrics	1998
Gahanna Pizza Plus	1996
Kaitrin's Klub	2008
Karpac D.D.S., James	1995
Kristal @ Forche Orthodontics	2010
McClain-Evans Insurance Services	1995
Mid Ohio Strategic Technologies	Diamond 2006
Moto Accounting @ Consulting	2005
Music Go Round	2004
New Albany Gardens @ Care Center	Emerald 2003
Nipps, Brown, Collins @ Associates, Inc.	2006
Ohio Insurance Advisors	1995
Plott Graphic Directions	1995
Re/Max Connection/Stewart	1994
Route Construction Inc.	2009
Safety Net Inventory Professionals LLC	2009
Sassy Travel	2006
Schoedinger Northeast Chapel	1995
Shepherd Church of the Nazarene	2004
Shout It Out Design, LLC	2010
State Farm--James Reed	2003
TaxXpress @ Financial Serv./Harris Realty	2009
Three Leaf Productions	2010
Tilton's Automotive Service	2005
Tim Hortons-Gahanna	2009
Traditions at Stygler Road	Emerald 1996
Wealth Systems, LLC	2005
WinnScapes Inc.	1994
The Worthington	2004

Current Membership: 422

Empowering Women's Breakfast March 24, 2011



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Chamber Calendar

Board meetings are held the 2nd Tues. of each month
7:30 AM | Chamber Office

May 2011 Business Development Opportunities

Please Note: The Chamber is located at 1000 Creekside Plaza, 3rd Floor

- 4** **Planning Team Committee Meeting** | 8:00 AM | Chamber Office
Committee Chairman: Charlie Collins, Collins Financial Planning Services | New Volunteers Welcomed
- 12** **Chamber New Member Breakfast** | 7:30-9:00 AM | Location: Creekside Conference & Event Center | 700 Creekside Plaza
Program: Expanding Your Business - 5 Ways to Insure Failure | Speaker: Gary Aragón, CEO, National Bicycle League
Sponsor: Anthem Blue Cross & Blue Shield
See flyer insert for details
- 16** **Taste of Gahanna Committee** | 3:00-4:00 PM | Chamber Office
Committee Chairwoman: Mary Beth Brigleb, newImage Business Cards | New Volunteers Welcomed
- 17** **Ambassador Committee Team Meeting** | 8:30 AM | Chamber Office
Note: Now meets on the 3rd Tuesday of each month at a new time
Committee Chairwoman: Leah Evans, Economic Development Manager, Dept. of Planning & Development
- 26** **Meet @ Greet Speed Networking** | 7:30-9:00 AM | No Charge
Location: C|Suites Executive Offices | 1000 Creekside Plaza | Bring plenty of business cards & invite a guest, average attendance around 40 | Free parking available in the parking garage off of Mill St.
See flyer insert for details
- 30** **Memorial Day - Office Closed**

News You Can Use!

The Animal Care Center at Cherry Way is proud to announce the addition of Tom Ellis to our grooming staff. He brings 5 years experience to our facility and will happily help you and your dog or cat with any grooming needs. We are also celebrating the 6 month anniversary of our daycare opening and the addition of Deluxe Suites to our full line of boarding, grooming and veterinary services. Visit us at accw.com.

Friends
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With representatives like Mark Gollihue, Friends Business Source continues to grow company knowledge and expertise. As a graduate of Franklin University with a BS in Business Administration and a minor in Sales and Marketing, Mark brings a keen know-how to his co-workers, as well as those he serves.

His career garnered assets are more than a blessing to Friends's entire customer base, as Mark has been in janitorial, maintenance and office supply sales for the past 20 years. Throughout his career he has provided service to customers in Toledo, Akron, Columbus, Cincinnati, Lima, Springfield, Portsmouth, and Chillicothe, Ohio.

"The Gahanna Chamber of Commerce 2+2 program is an innovative approach to promoting the local area and its membership," explains Mark. "Friends Business Source is partnering with the Chamber to promote local businesses and offer them the ability to purchase at prices normally reserved for larger companies."

Friends Business Source is committed to local economies and appreciates the opportunity to serve the Gahanna area.

Mark resides in Hilliard, Ohio with his wife, Kim. He has three step children and five grand children. He enjoys camping, fishing, golfing, and stays active in his church. ■

www.friendsoffice.com

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Friends™

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Wouldn't your logo look much better **here?**

Why not promote yourself with Friends!

See your GACC representative,
Mark Gollihue, for details.

Contact Mark by emailing him at
mark@friendsoffice.com or calling him at
614.747.1860.

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- The Ohio State University Medical Center
- OhioHealth Neighborhood Care
- Regal Star Home Health
- The Stonehenge Company
- WesBanco

Emerald Members

- AAA Ohio Auto Club
- Blumenstiel, Evans & Falvo, LLC
- Creekside Conference @ Event Center
- Custom Air
- Family Physicians of Gahanna
- Fourth Floor Interactive
- Friends Business Source
- The Hanawalt Company
- Heartland Bank
- Huntington National Bank
- Lind StoneWorks
- Longhorn Steakhouse
- Mount Carmel
- National Bicycle League, Inc.
- New Albany Gardens @ Care Center
- Traditions at Stygler Road

Recirculate your Business to Business newsletter to others in your office! Or order additional copies by calling 614.471.0451

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