



GAHANNA AREA CHAMBER OF COMMERCE

June 2010

Business to Business



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

ColumbusChamber go ahead

Business2Business Network EXPO.10

What's Inside

- May 13th Meeting Highlights
- 12th Annual Creekside Blues & Jazz Festival
- News You Can Use
- Ohio Legislative Service Commission Bill Analysis

Accelerate your business at the premier expo and networking event in the Columbus region.

The Business2Business Network EXPO will help you achieve a competitive edge. You'll meet your next customers in a proven setting that puts you face-to-face with more than 3,500 business owners and decision makers.

Don't miss out on your opportunity to exhibit. Booth space is limited and is available on a first-come, first-served basis.

Reserve your space now! »

Join us on Wednesday, June 9 at the Greater Columbus Convention Center.

WHEN

Wednesday, June 9, 2010
3:00 p.m. - 8:00 p.m.

WHERE

Greater Columbus Convention Center
Battelle Grand
400 North High Street
Columbus, Ohio 43215

EXHIBITORS

Exhibit Table: \$200
Electric: \$55 per table
Internet Access: \$100 per company
Maximum three tables

Presenting Partners

ColumbusChamber CareWorks Dispatch columbusjobs.com monster

Leader



Patrons



Business2Business Advisory Board



Columbus Chamber Partners



Media Partners



Reserve Your Space NOW!!!

Please Note:
The Chamber has moved its office to C|Suites, 1000 Creekside Plaza located in the Creekside area in downtown Gahanna. Contact information remains the same.

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

2010 Officers Board of Directors Staff

Chairman: Ron Wolfinger,
Pre-Paid Legal Services

Vice Chairperson of Operations:
Linda Friedman, Name Dropper Promotions

Vice Chairperson of Business Development:
Nicole Green, PNC

Treasurer: Mary Beth Brigleb,
newImage Business Cards

Secretary: Charlie Collins,
Collins Financial Services

Past Chairperson: Pam Evans,
Sunless Glow

Director: Rick Conover, Aflac

Director: Leah Evans,
Gahanna Planning & Development

Director: Karen Eylon,
Gahanna Convention & Visitors Bureau

Director: Tina Levo,
Coldwell Banker King Thompson

Director: Lamar Love,
Wealth Systems, Inc.

Director: Debra Mathias,
Best Courier, Inc.

Director: Bill Plesich,
Renier Construction

President: Leslee Blake

Office Administrator: Becky Whittington

Newsletter Printing & Design:
Capitol Citicom
2225 Citygate Drive, Ste A
Columbus, OH 43219
614.472.2679
info@citicomprint.com
www.citicomprint.com

May 13th Meeting Highlights

The Chamber held their monthly membership meeting on May 13th sponsored by Creekside Conference & Event Center. Sarah Jadwin and Emily Barnett, members of the DECA marketing education program at GLHS, presented their project Guiding Clark Hall directed towards finding a solution to the overcrowding problem at the high school. The project focused on finding the best way to fill the retail spots to best utilize the building and benefit the surrounding community. Guiding Clark Hall placed first at States in March and qualified for international competition in Louisville, Kentucky. At the competition, the project placed as one of the top 16 projects in the world.



The program entitled "Customer Relation Management" was presented by Rod Hammond, CEO of American Strategic Alliance Inc., and focused on three areas of customer retention: 1) where we came from in customer service 2) where we're going now and 3) how do we get there? Rod talked about the customer experience as the next competitive advantage for organizations in the 21st century. "Companies can no longer compete merely on the basis of price and products. If the customers are in charge (and they are!), then the best way to retain them is to understand that we don't manage them, we inform them." "Small business owners must make the paradigm shift into more than a survey as a long-term strategy for success. The benefits of CRM are providing management and employees with the information and processes necessary to know and identify their customers' needs and to effectively build relationships between the company, its customer base and distribution partners."

Rod has over 30 years of management experience. His experience is very diverse within different industries and national companies such as JC Penney, Burger King and Uniglobe Travel.

As Chief Executive Officer of American Strategic Alliance Inc. (ASA), Rod Hammond leads ASA as it provides innovative customer and employee retention solutions to small and medium size companies to enhance economic development and keep people working.

Thank you to our meeting sponsor Creekside Conference & Event Center.



For information on becoming a meeting sponsor contact us at info@gahannaareachamber.com or call 471-0451. ■

Ribbon Cuttings

National Bicycle League

1000 Creekside Plaza Ste. 300, Gahanna Ohio 43230
614-416-7680 • www.NBL.org



Pictured, left to right: Sadicka White, Gahanna Planning & Development; Jan Moore, NBL; Donna Smith, NBL; Leah Evans, Gahanna Planning & Development; Gahanna Mayor Becky Stinchcomb; Gary Aragon, NBL; Ron Wolfinger, Chamber Chairperson, Pre-Paid Legal Services; State Representative Nancy Garland; Kandace Watkins, CjSuites; Connie Shepler, NBL; Jess Moore, NBL; and Angel Dorr, NBL.



Sunrise Lodge #783

211 W. Johnstown Rd. • Gahanna, Ohio 43230
342-2668



Pictured, left to right: Front row center: Lucas W. Hunter, Worshipful Master; and Tom Kneeland, Gahanna City Council President. Officers in back row: Wayne Fulmer, Junior Steward; James DeMaria, Senior Deacon; John Evans, Senior Warden; Craig Robinette, Junior Warden; Terry Cook, Junior Deacon; Jack L. Allen, Past Grand Master of all Masons in Ohio; Steven Waspe, Chaplain; and David Fultz, Senior Steward.



Los Jalapenos Mexican Restaurant

1356 N. Hamilton Rd., Gahanna, Ohio 43230 • 474-2000

Charlie Collins, Chamber Secretary, Collins Financial Services; Leslee Blake, Chamber; President; Ferdy Eguez, COO & CMO Los Jalapenos; Jon Megert, Heartland Payment Systems; and many staff members participated in the Ribbon Cutting Ceremony.



Welcome New Members

Around the House Home Improvement

Paula Rosser

370 Meadow Knoll Ct., Johnstown, Ohio 43031

740-966-5963 phone & fax

wrosser@columbus.rr.com

Referred by: Bob Fiala, Community Values

Type of Business: Home Improvement—We offer a wide variety of services, superior clean-up, quality workmanship, competitive pricing, and our punctuality to every job sets us apart from the rest.

Cardinal Self Storage

Angie Tope

5341 N. Hamilton Rd., Columbus, Ohio 43230

614-478-7700 / 614-418-7055 fax

cardinalsshilton@att.net

Type of Business: Storage—For all your household and business storage needs. Our facilities are always clean, well lit, secure and accessible – to ensure your peace of mind.

Devour Cookie Co.

Dave Hendershot

PO Box 460, New Albany, Ohio 43054

614-208-5349

david.hendershot@devourcookie.com

Referred by: Charlie Collins—Collins Financial Services

Type of Business: Bakery—Devour Cookie Company is a cookie bakery with one key ingredient: “freshness”.

Gourmet cookies made and shipped the same day, satisfaction guaranteed!

Earzlink

Brian Anderson

104 Mill St. Ste. J, Gahanna, Ohio 43230

888-293-5604

brian@earzlink.com

Referred by: Bob Fiala, Community Values

Type of Business: Health & Wellness—We serve our patients by providing the absolute highest quality hearing devices and services at the lowest possible price.

Fourth Floor Interactive—Emerald Member

Jennifer Chiappisi

1000 Creekside Plaza, Gahanna, Ohio 43230

614-454-3927 / 614-416-8153 fax

jennifer@fourthfloorinteractive.com

Type of Business—Web Development—Fourth Floor Interactive is an award-winning interactive agency that utilizes its unique blend of creativity, technology and marketing expertise to deliver a complete interactive solution.

National Bicycle League, Inc.—Emerald Member

Connie Shepler

1000 Creekside Plaza Ste. 300, Gahanna, Ohio 43230

614-416-7680 / 614-750-1212 fax

cshelper@nbl.org

Type of Business: Fitness & Recreation—The National Bicycle League (NBL) sanctions exciting local, state, and national levels of BMX (Bicycle Motocross) racing across the country and in Puerto Rico.

The Residence at Christopher Wren

Kylene Young

1390 Christopher Wren Dr., Gahanna, Ohio 43230

614-475-1100 / 614-475-1119 fax

kyoung@associatedestates.com

Type of Business: Property Rental—Enjoy the lifestyle you deserve. Large one and two bedroom apartments, and two bedroom townhomes with attached garage. Gahanna schools, pool, fitness center, and more.

Shepherd Christian School & Little Lambs Children's Center

Karen Moss

425 S. Hamilton Rd., Gahanna, Ohio 43230

614-471-0859 / 614-471-3466 fax

kmoss@shepherdchristian.org

Referred by: Susan Sewell, Kinder Care 1550

Type of Business: Education—Shepherd Christian School provides education from Kindergarten -Grade 5; here- academics are paramount. Infant, Summer & Extended care offered through Little Lambs located on campus.

State Representative Kevin Bacon

Kevin Bacon

77 S. High St. 10th Floor, Columbus, Ohio 43215

614-644-6030 / 614-719-6960 fax

district21@ohr.state.oh.us

Type of Business: Government—State Representative Kevin Bacon is currently serving his second term in the Ohio House of Representatives. He represents the 21st House District.

Wingler & Sons Construction

Laura Wingler

771 S. Hamilton Rd., Columbus, Ohio 43213

614-235-5000

lwingler@winglerconstruction.com

Referred by: Bob Fiala, Community Values

Type of Business: Home Improvement—Wingler & Sons Construction offers a variety of remodeling services for residential and commercial projects. Your one stop remodeler since 1960.

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12th ANNUAL CREEKSIDE BLUES & JAZZ FESTIVAL BRINGS OLD AND NEW TRADITIONS FOR VISITORS

GAHANNA, Ohio – The 12th Annual Creekside Blues & Jazz Festival is only a matter of weeks away, and the Gahanna Convention & Visitors Bureau (GCVB) has a wide variety of fun in store for the whole family from June 18-20 in Gahanna's Creekside Plaza. Along with spending three days listening to more than 90 hours of the best blues and jazz music on the Festival's four stages, locals and visitors alike will be able to participate in many of the Festival's annual traditions, and even begin some new ones.

"The Gahanna CVB and the Festival Planning Committee have put together another terrific program of music for our Festival stages this year," Laurie Jadwin, Festival chair, said. "We're also thrilled to be able to offer some new elements to the Festival, which will not only enhance the experience of Creekside, but also give visitors an interactive experience with music as well."

The Creekside Blues & Jazz Festival will launch an inaugural Pub Crawl on June 12, to provide a sampling of some of Central Ohio's great musical acts. Plus, during the Festival, beginning musicians will have a chance to learn how to develop their talents with a pair of clinics on Saturday, June 19.

Blues Headliner Brings Sound of the Bayou

Saturday night's blues headliner Tab Benoit is a nationally-acclaimed blues guitar player hailing from Louisiana. He is known for bringing his brand of bayou blues to fans more than 250 days a year, as a solo guitarist, and as a member of the Voice of the Wetlands All-Stars. He focuses a bit on small-town venues, as a tribute to his own small-town roots. As a musician, he has won the Blues Music Association's Contemporary Male Artist of the Year Award in 2007 and 2008.

Additional Blues headliners include:

- **The Jimi Vincent Band** – Friday, June 18, 9:30 p.m.
- **The Sonny Moorman Group** – Saturday, June 19, 7:15 p.m.
- **Sean Carney Band** – Sunday, June 20, 4:30 p.m.

From Pickerington to Paris... And Back Home Again

Critically-acclaimed jazz trombonist and Pickerington, Ohio, native **Sarah Morrow** will headline the Jazz Stage on Friday, June 18, with fellow Central Ohio native and hometown jazz favorite Bobby Floyd and his trio. Morrow began playing trombone at the age of 12, and discovered jazz music as a senior at Pickerington High School, when she first heard the Columbus Jazz Orchestra. "I was hooked," Morrow said. "I became a regular concert attendee, and knew then that this was what I wanted to do."

Friday night, she will take the stage with central Ohio native Bobby Floyd and his trio. Much like Morrow, Floyd's musical prowess has taken him across the United States and around the world.

Additional Jazz headliners include:

- **Urban Jazz Coalition** – Saturday, June 19, 9 p.m.
- **Columbus Jazz Orchestra (CJO)** – Sunday, June 20, 3 p.m.

Inaugural Pub Crawl

In a new feature for 2010, locals and visitors alike will have a chance to sample the many flavors of music in Gahanna the week before this year's Creekside Blues & Jazz Festival, during the inaugural Creekside Pub Crawl on Saturday, June 12, presented by the GCVB and Columbus Blues Alliance.

The bars and artists for the Pub Crawl and the Festival "After-Hours" are:

Saturday June 12

- Gatsby's:** 9pm The Jack (6pm acoustic opener TBA)
- Dolphin Lounge:** 9pm Red House
- Signatures:** 9pm Blood Sweat and Beers

Friday June 18

- Gatsby's:** 9pm The Hypnotics

- Signatures:** 9pm Wrong Sauce
- Dolphin Lounge:** 9pm Greg Hale and Friends
- Old Bag of Nails:** 11pm Creekside Jam w/ Mike Dudley
- Saturday June 19**
- Gatsby's:** 9pm The Reunion band from Cleveland
- Dolphin Lounge:** 9pm The Train
- Signatures:** 9pm My Kid Sister
- Old Bag of Nails:** 11pm Creekside Acoustic jam with Damian Knapp
- Sunday June 20**
- Dolphin Lounge:** 6pm Rick Boals and the Soals with Rod Cave

Blues & Jazz Clinics

Another new offering this year is a pair of music clinics at Creekside on Saturday, June 19, for aspiring musicians who want to learn the craft. Each clinic costs \$25, and space is limited. The registration deadline for both is May 31. For more information, visit <http://www.columbusblues.com> and <http://www.jazzartsgroup.org>.

Families Helping Families

Early arrivals to the festivities on Sunday, June 20, will have an opportunity to take in a full day's worth of music and fun for free, while also helping others. In a new joint effort with Mid-Ohio Foodbank called Families Helping Families, the Festival will offer free admission to people who bring non-perishable food items between noon and 1 p.m. The food will go toward the Mid-Ohio Foodbank's mission to provide food for food pantries across Central Ohio.

Jog For Jazz Moves To Saturday

This year's Festival features the third annual Jog For Jazz 5K Run and Walk. This year's Jog moves to Saturday and steps off at 10 a.m. in downtown Gahanna. Registration for the Jog for Jazz is available at www.secondsoleracing.com/races/jogforjazz.html.

For more information, visit www.creeksidebluesandjazz.com or call the Gahanna Convention & Visitors Bureau at 614-418-9114 or 1-866-GAHANNA. You can also find the Creekside Blues & Jazz Festival on Facebook at <http://www.facebook.com/creeksidebluesandjazz>.



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KING GYROS

GREEK RESTAURANT

Eat In • Take Out • Drive Thru

10% OFF any order for Chamber Members

400 S. Hamilton Rd. • Whitehall
(Between Main & Broad Streets)
614.866.9008

Promote Your Business in Gahanna Chamber Newsletter

Business Card Ad W 3.5" x H 2"

1 mo. B/W = \$30.00	Full Color = \$40.00
3 mos. B/W = \$80.00, save \$10	Full Color = \$100.00, save \$20
6 mos. B/W = \$140.00, save \$40	Full Color = \$175.00, save \$65
12 mos. B/W = \$280.00, save \$80	Full Color = \$310.00, save \$170

Quarter Page Ad W 4" x H 5"

1 mo. B/W = \$50.00	Full Color = \$60.00
3 mos. B/W = \$130.00, save \$20	Full Color = \$160.00, save \$20
6 mos. B/W = \$250.00, save \$50	Full Color = \$280.00, save \$80
12 mos. B/W = \$400.00, save \$100	Full Color = \$430.00, save \$290
8.5" x 11" inserts = \$100 provided by advertiser	

1. An easy and great way to get your name out to over 450 Chamber Members every month. (Think of it as an alternative to Direct Mail Advertising without the expense of postage or envelopes.)
2. Full Color ads are now Available.
3. Different Sizes, Time Frames, and Color options are Now Available to accommodate any Budget.
4. Space is Limited, so do not delay in getting your name out there! Ads will be on a First Come, First Serve Basis

Save the Date!

Details are under "What's New" on our website.

21ST ANNUAL GOLF CLASSIC

When: Monday, June 7 **Where:** Jefferson Country Club

Sponsor packages range from \$200 to \$1,000. There is something for everyone!

Golf Package: \$110 per Chamber Member and their guests.

Not a golfer but want to join us? Come out for dinner.

Our Italian Buffet Dinner is only \$30 per person.

Thank you to our sponsors: KEMBA Financial Credit Union; Benchmark Bank; Capitol Citicom; Edible Arrangements; Liberty Mutual; and MT Business Technologies

Visit our website for sponsor package details and download a registration form.

Tim Hortons
Operated by the Blalock Holding Co. LLC

Leon G. Blalock
Owner Operator
Mobile (614) 572-8832

Gahanna Store
365 Agler Rd
Gahanna OH, 43230
Tel: (614) 473-9303

Easton Store
2845 Stelzer Road
Columbus OH, 43219
Tel: (614) 473-1078

Whitehall Store
3965 E. Broad Street
Whitehall OH, 43213
Tel: (614) 237-5573

Membership Renewals

COMPANY NAME	YEAR
AnneTherese Aesthetic Medicine	2006
Associated Orthodontics, Drs. Maple & Conroy	1981
AT&T Ohio	1995
Baskets by Bonnie	2006
Better Business Bureau of Central Ohio	2003
Bird Hawk, a division of OHM	2008
Capitol Citicom, Inc.	2007
Carley Insurance Services, Nationwide	1997
Cold Stone Creamery	2008
Collins Financial Services	2004
Columbus Asphalt Paving	2001
Ervin Computer Ltd.	2007
Family Physicians of Gahanna Emerald	1995
Gahanna Jefferson Public Schools	1993
Gahanna Pizza Plus	1998
Petra Hinterschied--Remax Connection	2002
Homewood Suites by Hilton	2001
J Gernetzke & Associates, Inc.	1993
Kensington Place	1995
Liberty Mutual Group	2005
Lind StoneWorks, LLC Emerald	2000
Mark-L Inc.	1993
Mifflin Township	1995
Mona Vie	2008
Music Go Round	2004
Nipps, Brown, Hennebert & Collins, Inc.	2006
Pamer Chiropractic of Gahanna	2008
PNC/N. Hamilton	2003
Ribbon Technology Corp.	1993
SGR Restaurants dba Wendy's	1995
Smoothie King	2006
Sunless Glow	2009
Tilton's Automotive Service	2005
Traditions at Stygler Road Emerald	1996
WinnScapes Inc.	1994

Current Membership: 453

GACC 2+2 Program Update: What Do Raising Canes, Kephart-Fisher and Benchmark Bank All Have in Common?

They are all GACC 2+2 Customers! Friends Business Source was able to save their businesses anywhere from 10-15% from their current big box vendor. Then there is the 2% rebate on top of that plus another 2% that goes to your Chamber of Commerce! Nikki Mills, Store Manager for Gahanna Raising Canes, says:

"The GACC microsite for office products is amazing! Products are easy to find, easy to order, and they are delivered to my business, usually the next day! No more running around picking up office products!"

Experience your own "Friends Effect" today! It's easy to get started. Go to <http://www.friendsoffice.com/gacc/main.html> Activate you account with "Click Here" under "Shop Now". Your personalized eStore will be open in 24 hours! Join the scores of local businesses now participating in this program that benefits your business and your Chamber of Commerce.

Why pay more for quality pens and pencils your business uses every day?

Perfectly Practical office solutions **UNIVERSAL**

A. Retractable Roller Ball Pen
YOUR PRICE \$5.63
Quick-drying, water-resistant gel ink. Comfortable, soft rubber grip. Metallic, textured barrel.

Pen	Tip	Color	Unit	List Price
UNR007	Med point	Black	12	12.00
UNR011	Med point	Blue	12	12.00
UNR012	Med point	Red	12	12.00

B. Retractable Gel Ink Roller Ball Pen
YOUR PRICE \$3.75
Gel-ink writing, water-resistant gel ink. Comfortable, soft rubber grip. Metallic, textured barrel.

Pen	Tip	Color	Unit	List Price
UNR007	Med point	Black	12	8.00
UNR011	Med point	Blue	12	8.00
UNR012	Med point	Red	12	8.00

C. High Capacity Gel Ink Roller Ball Pen
YOUR PRICE \$7.10
Soft rubber grip. Available in gel ink. Fast-drying experience.

Pen	Tip	Color	Unit	List Price
UNR007	Med point	Black	12	19.00
UNR011	Med point	Blue	12	19.00
UNR012	Med point	Red	12	19.00

D. Gel Stick Roller Ball Pen
YOUR PRICE \$8.99
Water-resistant, water-resistant gel ink. Classic one-finger barrel.

Pen	Tip	Color	Unit	List Price
UNR007	Med point	Black	12	16.00
UNR011	Med point	Blue	12	16.00
UNR012	Med point	Red	12	16.00

E. Liquid Ink Retractable Pen
YOUR PRICE \$4.95
Smooth writing action. Precision point pen. Textured barrel. Quick-drying.

Pen	Tip	Color	Unit	List Price
UNR007	Med point	Black	12	14.00
UNR011	Med point	Blue	12	14.00
UNR012	Med point	Red	12	14.00

F. Comfort Grip Mechanical Pencil
YOUR PRICE \$6.93
Comfortable grip. Strong jawing. Ergonomic design.

Pen	Tip	Color	Unit	List Price
UNR007	3mm	Black	12	12.00
UNR011	3mm	Blue	12	12.00

G. Mechanical Pencil
YOUR PRICE \$1.68
Sturdy, professional design. Soft, comfortable barrel. Strong replacement barrel.

Pen	Tip	Color	Unit	List Price
UNR007	3mm	Black	12	6.00

News You Can Use!

First Service Introduces Loan Discount Program for Active Members of the U.S. Military

Groveport, OH...**First Service Federal Credit Union** is kicking off Military Appreciation month by offering all active members of the United States military (and their spouses) a rate discount on new consumer loans. Active military personnel interested in participating in this loan discount program can call (614) 836-0100 or go online to www.firstcu.com for more information and to find out which loans are available for this special discount.

The Buzzzz at C|Suites

Kandace Watkins
Executive Director
CISuites Executive Offices

Kandace,
I just wanted to shoot you an email and let you know how happy we are here at C|Suites. Not only is the office fantastic, the surroundings are inspiring. The energy and serenity of the area provide me with the perfect working atmosphere. I kid with my wife that since moving to C|Suites, I get more done in a day, than I did in a week when working at home. And you know what....it's true. In fact, the second week we were here, we signed a substantial client that we'd been working on for a few months. Call it a coincidence, or call it enhanced productivity, either way, business is better at C|Suites.

Steve Hamm
Fusion Integrated Marketing, Ohio
Better Strategy. Better Creative. Better Results.

Congratulations to Tiffany Affolter on her recent promotion as new Area Marketing Director for **National Church Residence**. The new Admission Director for **Traditions at Stygler Rd.** is Darcy Jereb. For information about the business visit the website at: www.traditionshealthcare.org.

G & J PEPSI-COLA AND DONATOS FOUNDER JIM GROTE TAKE HOME TOP EMERALD HONORS

May 13, 2010 (Columbus) – From big business to small community initiatives, this year's Emerald Awards showcased an impressive selection of Central Ohio focused projects aimed to improve the awareness and impact of environmentalism. Nine coveted awards honoring environmental excellence in Franklin County were presented at **SWACO's 5th annual Central Ohio Emerald Awards** luncheon on Thursday, May 13th at the Aladdin Shrine Center at Easton.

Leadership

Donatos Pizzeria received the 2010 Emerald Award for Leadership. With a commitment to become "Landfill Free," Donatos manufacturing and home office reduced total landfill waste by over 99%. That includes the recycling of 342,000 pounds of scrap pizza dough into animal feed.

The Presenting Sponsor for the 2010 Central Ohio Emeralds was gridSMARTSM from **AEP Ohio**.

The Haven of Hope Cancer Foundation will be hosting their 3rd Annual Drive FORE the Haven Golf Fundraiser Event on June 19, 2010, beginning at 9:00 am at the Fox Fire Golf Club, with a shotgun start at 10:00 am.

This golf charity event is a fundraiser to support the ongoing operation and programs of the Haven of Hope Cancer Foundation, a non-profit 501(c)(3) organization established to address the needs for those affected by cancer in the central Ohio area. At the Haven of Hope we recognize that once the diagnosis of cancer becomes a part of life, there are many challenges. Dedicated to caring for the whole person, our mission is to promote the physical, emotional, spiritual and financial well-being of cancer patients, survivors and their families along their journey.

Entrance fee: Single registrants \$90; \$340 per foursome
Proceeds are tax deductible & benefit cancer survivors and their families. Entrance fee includes continental breakfast, lunch following your round, greens fees, cart, range balls, and more.

Entrance fees must be received by June 8th, 2010
Sponsorships are also available!

For additional information check out our website at www.hohcf.org or call or email: Debi Chakeres: 614-383-6256 / dchakeres@hohcf.org

Fourth Floor Interactive Receives Multiple Awards at the Ohio Interactive Awards

Fourth Floor Interactive was recognized last month as one of the state's top digital and interactive agencies at the inaugural Ohio Interactive Awards. They received two award(s) for Sectors/Industry: Other and Social Web: Blog for their work with Mark Steele Photography.

The awards were presented during a recognition ceremony at the Arena Grand Theatre, in Columbus. Winners were chosen by a panel of marketing industry leaders who work with and represent some of the world's most recognizable brands and Fortune 500 companies. Entries were judged on strategy, execution and results. More information can be found at <http://tinyurl.com/4THFLOOR>. ■

Chamber Presents DECA Scholarships

On May 24, the Chamber participated in Gahanna Lincoln High School's Honors Assembly for a third year. The purpose of the event was to allow representatives of the organizations that sponsored scholarships to personally present their awards to their selected graduating seniors. It was conducted in the school's auditorium accompanied by family, friends, faculty, and school administrators. Representing the Chamber that evening was Ron Wolfinger, Board Chairman, who on behalf of the organization presented Leah Polster with a \$1000 check for her DECA accomplishments. In the fall, Leah will attend Denison University in Granville pursuing a career in public relations management. Five outstanding candidates were interviewed by a committee of the Board comprised of Pam Evans, Leah Evans and Ron Wolfinger. The selection criterion was academic achievement, extracurricular leadership, contributions to the community, and clarity of career goals. We wish these students great success as they each pursue a very bright future. ■

Stevens Law L.L.C.

Bruce B. Stevens
Attorney at Law



1004 N Hamilton Rd
Gahanna, Ohio 43230

614-532-5824
614-532-5472

stevenslawllc@gmail.com

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Fax: 614.863.8860



Ohio Legislative Service Commission

Bill Analysis

Mackenzie Damon

H.B. 521

**128th General Assembly
(As Introduced)**

Reps. Goyal and Garland, S. Williams, Pryor, Pillich, Lehner, Book, Moran, Harwood, Patten, Garrison, Letson, Phillips, Slesnick, Schneider, Domenick, Harris, Murray, Weddington, Brown

BILL SUMMARY

- Creates the Small Business Working Capital Loan Program authorizing the deposit of up to \$100 million in state funds with financial institutions, subject to an agreement whereby the institutions lend money to businesses approved for such loans by selected investment firms.
- Authorizes the state to forgo interest on the deposits.
- Establishes loan eligibility criteria, including annual sales of between \$1 million and \$50 million, and establishes goals for lending to minority- or women-owned businesses and EDGE businesses.
- Authorizes the Department of Development to select up to two investment firms to approve loans and otherwise administer lending under the program.
- Authorizes the Director of Development to modify the terms of the program as necessary to enable federal small business assistance funds to be used under the program.
- Declares an emergency.

CONTENT AND OPERATION - General Description - (R.C. 166.45 to 166.51)

The bill creates the Small Business Working Capital Loan Program under which the state deposits up to \$100 million of state funds with lending institutions, and the lending institutions agree to loan money to businesses approved for the loans by investment firms selected for that purpose by the Department of Development.

Eligibility for loans - (R.C. 166.45 and 166.50)

Under the bill, any for-profit business headquartered in Ohio with total annual sales between \$1 million and \$50 million is eligible to apply for a working capital loan. The criteria that a business must meet before it may receive a loan under the program are to be developed by the Department of Development. The criteria must allow consideration for the economic needs of the area where the business is located, the number of jobs to be created or preserved by receipt of the loan, and any other factors pertinent to the "overall economic welfare of the state" that are appropriate in determining the relative financial needs of the applicant. In addition to these criteria, the eligible business also must certify in its application that the loan will be used exclusively to create new jobs or to preserve existing jobs and employment opportunities.

Participating lending institutions- (R.C. 166.45, 166.47, and 166.51)

The bill permits the Treasurer of State, upon the request of the Director of Development, to deposit up to \$100 million of state funds in participating lending institutions that agree to lend money under the program. A financial institution qualifies as a participating lending institution if it is an eligible depository of state funds under the Uniform Depository Act and if it is authorized to make commercial loans. Under the agreement, the state may forego any accrued interest on the deposits. (Under current law, the interest generally would be credited to the General Revenue Fund. See R.C. 113.09.) Participating lending institutions must comply with the Uniform Depository Act (R.C. Chapter 135), which requires, among other things, that they provide security to the state for the state's deposits and have public fund deposits of no more than 30% of their assets. The state may use federal funds received "for the purpose of providing capital assistance to small businesses." If the federal government requires the federal funds to be used in some way other than authorized under the program, the Director of Development may modify the program in order to comply with federal guidelines.

Loan approval; monitoring of borrowers- (R.C. 166.49 and 166.50(D))

Loans are to be approved by an investment firm that the Director of Development selects to be a program administrator. (The selection criteria and procedure are described below.) Upon receipt of a loan application from an eligible business, a program administrator reviews the application and determines whether the applicant meets the program criteria. The program administrator may approve a loan for an amount between the minimum and maximum loan amounts established by the Department of Development. A program administrator may commit its own capital to a program loan subject to terms to be established by the Department. Once a loan is approved, the program administrator is also responsible for monitoring compliance with loan-related documents and documenting how loan recipients are using working capital loan funds.

Selection of program administrators- (R.C. 166.48)

Under the bill, the Director of Development must select up to two "Ohio-based" investment firms to serve as program administrators after soliciting and evaluating proposals. In soliciting proposals, the Director of Development must publish notice of a request for proposals that includes instructions and contact information for the submission of proposals, a description of the factors to be considered in evaluating proposals, the relative importance of those factors, a description of the proposal evaluation procedure, and the amount of compensation a program administrator may receive. The bill does not specify the evaluation factors or criteria. The bill requires the Director of Development to review at least three of the proposals received and select not more than two firms to administer the program. The selection of program administrators is exempted from existing law's state competitive selection procedures for services (R.C. Chapter 125).

Goals for minority, women's, and EDGE business enterprises- (R.C. 166.50(C))

The bill directs the Director of Development to establish goals for providing working capital loans under the program to eligible minority business enterprises, women's business enterprises, and EDGE business enterprises.¹ The goals must be stated in the form of specified percentages of the total amount of state money deposited under the program.

Program administrator monthly reports- (R.C. 166.49(C))

The bill requires program administrators to submit monthly reports to the Director of Development that include: (a) the number of loans made under the program, and the number of those that are in default, (b) the number of loans made to minority, women's, and EDGE business enterprises, (c) the progress in meeting the percentage goals for those businesses established by the Director, and (d) the number of jobs created or preserved as a result of the loans.

Emergency

The bill declares an emergency, meaning that, if the emergency clause is approved by two-thirds of the membership of each house, the bill takes effect immediately.

HISTORY- ACTION DATE - Introduced 05-18-10 - H0521-I-128.docx/jc

¹ A "minority business enterprise" is a business owned and controlled by an Ohio resident that is a member of one of the following economically disadvantaged groups: Blacks or African Americans, American Indians, Hispanics or Latinos, and Asians. (R.C. 122.71.) An "EDGE business enterprise" is a business owned and controlled by an individual or individuals demonstrating social and economic disadvantage based on criteria specified by law. (R.C. 123.152.) A "women's business enterprise" is a business owned or controlled by women who are Ohio residents. (R.C. 150.051.) ■

Chamber Calendar

June 2010

2 - Planning Team Committee Meeting
8:00 AM ~ Chamber Office
Committee Chairman: Charlie Collins,
Collins Financial Planning Services

7 - 21st Annual Chamber Golf Classic
12:30 Shotgun Start
Where: Jefferson Country Club
7271 Jefferson Meadows Dr.
Business Development and Chamber
Fundraiser. See flyer insert for details

9 - Business-2-Business Expo
3:00 - 8:00 PM
Where: Greater Columbus
Convention Center/ Battelle Grand
Attend & Connect!
Register: www.columbus.org/B2B

17 - Ambassador Committee Team Meeting
11:00 AM ~ Chamber Office
Committee Chairwoman: Tina Levo,
Coldwell Banker King Thompson

Board meetings are held the
2nd Tuesday of each month
7:30 A.M • Chamber Office



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