

Fostoria *Fyi*

The official newsletter of the Fostoria Area Chamber of Commerce

Mar: 2005

Volume 55, Number 01

Board of Directors

Terry White,
Board Chairman
Alpha Coatings, Inc.

Chris Widman,
Vice Chairman
Good Shepherd Home

Tammi Garrett,
Chairman-Elect
Norton Manufacturing

Tom Borer, Past Chairman
Fostoria Community Hospital

Chris Chalfin, Treasurer
Fruth & Company

Diane Goddard, Goddard Murphy
& Company

Terry Hoening, Hoening Funeral
Home and Pre-Planning Center

Mike Holcomb, Fifth Third Ban

Dr. Cynthia Lemmerman,
Fostoria Community Schools

Cathy Margraf, Old Fort Banking
Company

Teri Wise, The Clubhouse Coffee
Shoppe

Siobhan Gatrell, The Fostoria
Focus

Larry Dunlap, Fostoria Industries

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ACI Construction, Inc.
Caliber Auto Transfer
Fifth Third Bank
First Ohio Credit Union
Fostoria Community Hospital
Fostoria Industries
Key Bank
National Electric Carbon
Norton Manufacturing
Roppe Corp.
SBC
St. Catherine's Care Center
The Mennel Milling Company
TK-Atlas, Inc.

Staff

Anthony J. Allen, President
Beverly K. Barber,
Administrative Assistant
Joan Reinhard, Financial /
Technical Support

Message From the President

Dear Chamber Member:

I am pleased to announce the Fostoria Area Chamber of Commerce has some new benefits to offer our membership. Most importantly, we once again will have a health insurance plan. Soon, Chamber members will be able to enroll in a Blue Cross and Blue Shield insurance program. We will also be offering a discount on DHL Express and Heartland Payment Systems (Heartland provides credit card payment processing and payroll processing services). We have some additional **NEW** benefits as well. Call the Chamber office for more details. We are working on some ideas for future additional benefit programs, but I think I'll keep these up my sleeve for the time being!

The Chamber, FEDC and the City of Fostoria have produced a guide sheet for people who are thinking of starting a business or expanding their current business. Copies are available at the Chamber office, City Hall and all area financial institutions. The guide covers startup assistance, regulatory information and financing options.

The Chamber's Legislative Committee has been very active. In January, we sent out a brief survey regarding legislative issues to our business community. The two biggest issues you wanted the Chamber to address are business taxes and zoning. No doubt you have read that the Governor Taft has proposed a complete overhaul of Ohio's tax structure. The Ohio Chamber of Commerce is evaluating the Governor's plan and will issue a report and recommendation soon. We will keep you apprised of this via e-mail/letters and work with our legislators to make your wishes known. We have a condensed form of the tax plan here; if you would like a copy, please give us a call. The City should have a new zoning inspector soon. I think it important that the business community lets the zoning inspector know where they see problems.

On a related note, we (the Chamber) are planning trip to Columbus soon to meet with our state elected officials. Keep this in mind. It would be great if they had a good-sized delegation from the Fostoria's business community present to talk about issues that are important to you. You'll hear more about this visit soon.

Best regards,

—Tony Allen

Chamber "AD" Advantage...

Publication Inserts:

2005 Chamber Business Plan
ACI Construction
Ladies Golf Outing
The Review Times

Publication Ad Placements:

Hitchings Insurance
Fifth Third Bank
Paran Management
Perry Corporation

Visit the Chamber online:
www.FostoriaChamber.COM

Fostoria Community Schools

Approximately 70 senior citizens attended a free Valentine's Day Dinner at Fostoria High School on Thursday, February 10, hosted by



Citizens For Better Schools. This event was one way of saying "Thank You" to our senior citizens who help us out in so many ways. CFBS hopes to make this an annual event.

Fostoria Community Schools will again have a full display area at the Home & Outdoor Expo to be held Saturday and Sunday, March 19 & 20, at Fostoria Middle School. Plans include a display from each building; a small stage where students will demonstrate senior projects and others will read their prize-winning essays and publications on Sunday afternoon.

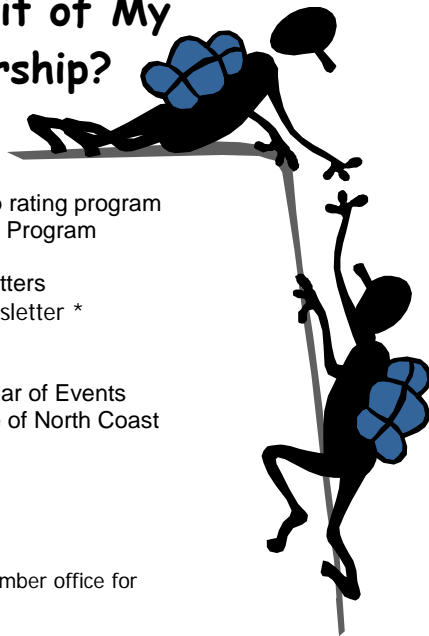
District students will also present musical performances during the Expo as well. Citizens For Better Schools will also have a table to register voters and to have parents register to win books for their children.

The end of the school year also brings the district Arts Festival on Sunday, April 24, in the gymnasium and Performing Arts Center at Fostoria High School. Student band and choir concerts will also round out the year in April and May. We hope everyone in the community will come and enjoy these events, which are always free and open to the public.

What's the Benefit of My Chamber Membership?

- ◆ Business Referrals
- ◆ Legislative Affairs Council
- ◆ Worker's Compensation group rating program
- ◆ Member to Member Marketing Program
- ◆ Business Service Center
- ◆ Quarterly Fostoria FYI Newsletters
- ◆ Free Ad Placement in FYI Newsletter *
- ◆ "Chamber Corner" Advertising
- ◆ Free Website Links
- ◆ Community / Chamber Calendar of Events
- ◆ Free delivered (monthly) issue of North Coast Business Journal
- ◆ The Ambassadors
- ◆ Promote Fostoria
- ◆ Fostoria First Gift Certificates

* Some restrictions apply, call the Chamber office for additional information.



Please Join Us!
for
BUSINESS AFTER HOURS

Date: Thursday, April 14, 2005
Time: 5:00—7:00 PM
Independence House
1000 Independence Ave.
Fostoria, Ohio 44830

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House



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CUTTING EDGE INSURANCE SOLUTIONS

Annual Dinner 2005

The St. Wendelin Parish Life Center was the setting for the Chamber's Annual Dinner Meeting on Thursday, January 27. Over a hundred members enjoyed a delicious meal prepared by Greenbriar Florist and Catering of Carey (Chamber members since 2001).

Chamber President Tony Allen introduced Outgoing Board Chairman Tom Borer. Tom noted that 2004 was a year of change and growth for the Chamber. Of their accomplishments, one that brought about the most change was the Chamber's partnership with Fostoria Economic Development Corporation.

This partnership helped to clearly define the roles each organization plays within the community and has helped to reduce any duplication of efforts between the two groups. Although each remains a separate entity (with their own Board), Tony Allen serves a dual role as President of the Chamber and Executive Director of FEDC. Tom noted that the Chamber continues looking forward to the partnership and strengthening the business climate within the community.

Tom reported that our most significant accomplishment during the year was the development of our Strategic Plan that will help guide the Chamber through the next five years and shape future Chamber leaders.

The Board approved this long-term plan in December; this major effort took the efforts of many and a great deal of hours to complete.

The Strategic Plan focuses on four major elements, including: Chamber infrastructure for Effectiveness, The advocacy of interests for business and free enterprise on public policy, Member and investor benefits, and

Economic development and commerce.

Treasurer Chris Chalfin of Fruth & Company reported on the financial statement for the year. According to Chris, 2004 revenues were \$105,987 with expenses of \$101,208 netting an income of about \$4,779 for the Chamber.

The gavel was presented to President Elect Terry White of Alpha Coatings. Terry noted that he looked forward to another great year working with the Chamber, stating, "You get out of the Chamber what you put into it." He added that with the dedication of everyone involved, at the end of 2005 we should be able to say "we really did something good."

The Board of Directors for 2005 will be: Terry White, President; Chris Widman, Vice President; Chris Chalfin, Treasurer; Tom Borer, Past Chairman; Tammi Garrett (Norton Manufacturing), Chairman Elect.

Duane Alt was recognized for his six years of service to the Chamber.

The Ambassadors along with some very generous sponsors coordinated the successful and enjoyable silent auction. The prizes were awesome and included a charter fishing tour for 6 as well as tickets (and parking pass) to the NASCAR Brickyard 400 in August.

"The Amazing Maxwell" provided entertainment for the evening, a comedic magician who impressed the audience with feats of magic and brought roars of laughter from his audience participants.

Our Balloon Blow-Out was quite a success with guest purchasing 150 balloons filled with various coupons for prizes and our grand prize, which was an overnight stay at the Great

Wolf Lodge.

The Chamber would like to thank all of our generous sponsors; without them, this event would not have been possible. This year, we had four companies who contributed at the "Top Hat" level, which is the largest "event" sponsorships we have ever had!

Our heartfelt thanks to Chris Widman, Chair of the event and to our Ambassadors who so generously gave their time and talents to make the Annual Dinner such a fun and special event for our membership. These folks did such an awesome job of pulling things together - we never cease to be amazed! A special thank you to Jenny Karcher of the Perry Corporation for printing the programs at a reduced cost.

Of course, we would be remiss if we neglected to thank our partner Joan Reinhard (FEDC) for her assistance with the lay out and design of the programs and invitations as well as the printed advertisements for our auction items. Thank you Joan, we are very grateful for your help!

*Included in this newsletter is a copy of the Chamber's Annual Report.



THANKS TO OUR RENEWING MEMBERS ;-)

A & L Development
Aardvark Media
Ameri Kart-Ohio
Aqua Seal Corporation
Arnold Vending
Charter Steel Company
Chris Schiefer Insurance
Curves for Women
Eagle Graphics
Fifth Third Bank
Findlay Publishing Co.
Fostoria Bushings

Fostoria Corporation
Fostoria Grain Inspection
Fostoria Iron & Metal
Fostoria Pet Hospital
Fostoria Rotary Club
Geary Family Y.M.C.A.
Hoening Funeral Home & Preplanning Center
Holiday Inn Express
Hong Kong Restaurant
McCarty Chiropractic Center
Mosser Construction Co.

Schreiner Custom Stairs
The Fostoria Beverage Center
The Review Times
Thyssen Krupp / Atlas
Time Staffing
Trico Glass
Vanguard-Sentinel Career Center
Waste Management
Whitta Construction
Wolph Title
Yonker's Real Estate & Insurance

Remember to take advantage of the Chamber's Calendar for publicizing your businesses' upcoming events.
Call Beverly at 419.435.0486 for more information.

New Year's Resolutions— Three Steps for a Successful 2005

It's almost March and you probably don't want to hear about New Year's Resolutions, but it's our job is to encourage you to push the envelope and continually seek excellence in your business. Consequently, there are three key resolutions to consider as you make plans and move forward during 2005:

- 1) Resolve to focus more on financial operating fundamentals – business owners must always be diligent in their financial management, this means understanding relationships that affect your cash and capitalization requirements. Even if you've hired someone to manage these areas for you, you cannot delegate the ultimate responsibility for your business' financial performance.
- 2) Resolve to assume the attitude that the fastest way to be successful is to focus on helping employees be successful in their assignments. Business ownership is a game where everyone wins when the owner comes in second by making sure that the employees find success first.
- 3) Resolve to consider outsourcing non-strategic assignments and focus directly on what your company does best. How do you know what task should be outsourced? Answer the simple six-word question: must this task be done in-house? If the answer is no, and the organizational and financial issues work – do it.

Resolving to be a better manager in 2005 means focusing on 21st Century Operating Fundamentals.

**source: USChamber.com*



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The Promote Fostoria Association, a division of the Chamber, is working with the Chamber to bring a special service to all of our members—media releases highlighting for the shopping public those businesses who received awards for special accomplishments, businesses with upcoming special events, new employees, product lines—all things that will actively promote and help support our local economy by encouraging residents to shop Fostoria.

If interested in this service, please contact Randy Laney, Promote's Chairman at 419-435-5900 or email to: rlaney@bright.net

HOME & OUTDOOR EXPO 2005

Remember to mark your calendars for the 2005 Home and Outdoor Expo, which is being held:

Saturday - March 19, 2005
11:00 a.m. – 6:00 p.m.
and
Sunday - March 20, 2005
11:00 a.m. – 4:00 p.m.
at the
Fostoria Middle School
1205 HL Ford Drive, Fostoria.



Bring a little "sunshine" into the drab days of winter by joining us for what promises to be a weekend full of attention-grabbing and appealing exhibits and demonstrations. Information on innovative and practical products is only a fraction of what you will find during the Expo. The weekend will be filled with other events including:

- Promote Fostoria will start off the event with an Easter Egg Hunt (Saturday, 10:30 a.m.) with an area for children with special needs.
- Fostoria and St. Wendelin Bands & Vocal group performances throughout the day
- Members from the Black Swamp Raptor Program will be on hand to give more information about these splendid birds and their raptor program
- Craft Show featuring over 30 vendors exhibiting and selling their unique crafts and artwork
- Feast on great food at the Food Court
- Promote Fostoria will be holding a 50/50 raffle throughout the event with the winner to be announced towards the end of the Expo.

Be sure to stop by each booth for free samples and gifts as well as opportunities to learn more about the new and improved products out there that will help update your home and gardens.

So come one, come all to this year's latest and greatest **Home and Outdoor Expo 2005** sponsored by The Fostoria Focus and WFOB Radio.

Admission is free / Open to the public / Handicap accessible.

**For additional information, please call the Fostoria Focus at (419) 435-6397.*



Fifth Third Bank

Member FDIC Fifth Third and Fifth Third Bank are registered service marks of Fifth Third Bancorp.

Do We Have Your Business Cards or pamphlets at our office???
The Chamber has a fine display case with space available just for you!
Another benefit of your membership -it's also a nice opportunity to make Chamber business referrals...

Membership Matters

Congratulations to Kim Patterson of **ACI Construction** who has become Mrs. Kim Phlipot. Her new e-mail address is: k.phlipot@alvadaconstruction.com

The new contact for **Chris Schiefer Insurance** is Dionna Holman. You may e-mail her at: holmand2@nationwide.com

The Seneca County One Stop Job Service has moved to the **Department of Jobs and Family Service** Building. Anyone needing job assistance should call 419-447-5011 or visit their website at: www.difs.co.seneca.oh.us

The Seneca County Dept. of Jobs and Family Services has announced a new program entitled "Inclusive Solutions" which is helping families learn to read. For more information call: 419-443-9850
 Congratulations to **Fostoria Community Hospital's Positive Lifestyles Dept.** on their most successful GO RED FOR WOMEN DAY recently held at St. Wendelin Parish Hall. The luncheon was held to create healthy heart awareness among women. Prominent businessmen and community leaders served as wait staff for the event.

Congratulations to **National Electrical Carbon Product's** on their announcement regarding a several million-dollar investment to upgrade their local facility.

Mann-Hare Funeral Home proudly announced their new display area with corner cut models, fabric samples for linings, and bulleted lists summarizing distinguishing features and cost. Cremation accessories, personalized additions and a collection of resources for the family are also contained in the display.

A new address for general contractor **Mosser Construction** is 6048 Deer

Park Court, Toledo, OH 43614.

Hired in December, **Kristen Benschoter Named Office Manager at Steinacker Ace Hardware.** Mrs. Benschoter's previous experience includes employment in a similar position at International Fuel Systems.

Diana Lynch Named Sales Manager at The Review Times
 A welcome new addition to the staff at The Review Times is new Sales Manager Diana Lynch. Mrs. Lynch comes from a similar position at the Fremont News-Messenger. She will be a great asset to The Review Times and looks forward to working with them.

The Geary Family Y.M.C.A. proudly selected Henry "Spud" Robinson as 'Volunteer of the Year'. Henry has been involved with the Y.M.C.A. for the past twenty-five years as a policy-maker and volunteer coach. Mr. Robinson is the engineering maintenance manager at National Electrical Carbon. Congratulations Henry!

The Great Fostoria Community Foundation held their fourth annual Mardi Gras on February 4th. This most successful event supports the Foundation's operating fund and raised \$22,177 for the organization. Approximately 450-475 joined in the good times with friends while enjoying the music of the Danger Brothers for the evening. The GFCF provides grants to charitable and non-profit organizations in and around the Fostoria area. Congratulations on your fantastic event!

Fresh Encounters corporate office in Findlay proudly announced the addition of a pharmacy at **Fostoria's Great Scot Community Market** located at 560 Plaza Drive. This new pharmacy will be one of only four stores to have a pharmacy

facility out of the 34 stores the company currently owns and operates. Opening of the pharmacy is planned for mid-March. Congratulations and good luck with your new facility Great Scot!

Archer Daniels Midland local soybean processor has plans for a new boiler house in the works. Plans are being formulated for a 1,420 square foot expansion to the boiler house. ADM processes corn, cocoa, what, peanuts, rice, canola, barley, sunflower sees and cottonseed into products used in the food and feed industry. Construction may begin yet this winter. Best of luck on your expansion!

Harbor Behavioral Healthcare's name has changed, but not the services. Promoting *balance, resilience and harmony* has always been the core of their services. Thus, the name **Symmetry** reinforces their commitment to creating healthy and happy employees and families. For more information on Symmetry's EAP, Wellness or Organizational Development Services, contact: Bill Kriston at 419.720.6148 or email: bkriston@harbor.org.

Kudos to **Cameron, Fruth & Green Insurance Agency** for marking 75 years of service to the Community of Fostoria. Carrying on the family tradition are Robert Green's son Matt Green and daughter Tricia Livingston. Congratulations Cameron Fruth & Green!

Linda Anderson, from Fostoria, was appointed to the Terra State Community College Board of Trustees for a term ending December 31, 2010, replacing Wayne Shephard, whose term expired. Ms. Anderson is employed by **First Ohio Credit Union, Financial Services.**

Promote Fostoria News

Mark your calendars for Saturday, March 19th at 10:30 a.m. Promote Fostoria will be partnering up with First Federal Bank to hold the Annual Community Easter Egg Hunt, which will be held on the Fostoria Middle School grounds this year. The Easter Egg Hunt is free and open to all Fostoria children ages' birth through 11 years old. There will also be a handicapped accessible Easter Egg Hunt area for children. We would like to thank Cashland for supplying us with several hundred plastic eggs.

When the Easter Egg Hunt is over, families will be able to move from this "outdoor" event into the Expo – just a few hops / steps away. The Expo, sponsored by WFOB and the Fostoria Focus, will be held at the Middle School and doors will be open at 11:00 a.m. Promote will be manning a booth there featuring Fostoria souvenirs for sale and a 50/50 raffle.

The Lunch On The Lawn will resume their series of summertime noon entertainment Wednesdays on the Municipal lawn. This program will remain a fixture on the summer schedule with help from several Fostoria businesses and industries, including TK Atlas, KeyBank, Norton Manufacturing and Independence House. Tentative plans include at least 6 performances, each featuring local performers from 11:30 a.m. – 1:00 p.m. This has become a summer hit with Fostorians!

13 gardens in and around Fostoria have been lined up for Fostoria's Annual Garden Tour, which will be held Sunday, June 26. Anyone with information about other gardens to tour, please call Carol Hall at (419) 435-2918.

Do we have your Email address???



The Chamber often has time sensitive beneficial information to pass on to the membership and email has become an increasingly popular way to share the data.

We are here to serve you!

—please let us know your preference for being contacted, whether it's email, regular mailings, phone calls, etc.

Thank you, we appreciate your business!

Want to save money on your workers' comp premium?

The Ohio Bureau of Workers' Compensation (BWC) and your local safety council have partnered to provide a program that really pays off.

By actively participating in your local safety council from July 1, 2004, to June 30, 2005, you can receive a 2-percent, one-time discount* on your workers' compensation premium.

BWC sponsors 56 safety councils statewide. Contact your local safety council for more



information on this program designed to make your workplace safe while saving you money.

For additional information, contact:

Betsy Faeth—Fostoria Safety Council
PO Box 907, Fostoria, Ohio
44830-0907 * 419-436-6639 / phone

**Self-insuring employers and state agencies are excluded from the discount offer but are encouraged to participate in the safety council program.*



♦ Area Chamber Of Commerce ♦

we're here to help you grow!™

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 On the Web: www.fostoriachamber.com

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Bulletin Board:

Thursday, February 24th – 8:30 a.m. *Fostoria Rail Preservation Society Mtg. at Holiday Inn Express.*

Friday, February 25th – 7:30 a.m. *Joint State of the Community Address at Fostoria Country Club.*

Wednesday, March 2nd – 12:30 p.m. *Promote Fostoria Association Luncheon Mtg. at the Chamber.*

Tuesday, March 8th – 8:00 a.m. *Fostoria Area Visitors Bureau Mtg. at the Holiday Inn Express.*

Thursday, March 17th – 8:00 a.m. - *FEDC 101 Class at The Roppe Training Center*

Saturday, March 19th – 10:30 a.m. *Promote Fostoria Easter Egg Hunt at Fostoria Middle School.*

Saturday, March 19th – 11:00 a.m. – 6:00 p.m. *Fostoria Home Show at Fostoria Middle School.*

Sunday, March 20th – 11:00 a.m. – 4:00 p.m. *Fostoria Home Show at Fostoria Middle School.*

Thursday, March 24th – 8:30 a.m. *Fostoria Rail Preservation Society Mtg. at the Holiday Inn Express.*

Friday, March 25th – CHAMBER & FEDC CLOSED *for Good Friday!*

Wednesday, March 30th – 12:00 Noon – *Chamber Board Mtg. at Fostoria Community Hospital.*

Thursday, April 14th—5:00—7:00 p.m. — *Business After Hours at Independence House, 1000 Independence Ave.*

***If you have an event you would like to have posted, please call Beverly at the Chamber (419) 435-0486.

Area Economic Indicators

Construction Permits:	Jan		
<i>Residential</i>	0	<i>Remodels:</i>	2
<i>Business</i>	1		
City Income Tax Receipts	\$563286.27		
County Sales Tax Receipts		Hancock	Seneca Wood
	636,498.46	592,007.64	1,122,202.43
County Employment Statistics:		Dec	
<i>Labor Force</i>	43,000	28,900	65,800
<i>Employment</i>	41,300	26,900	62,500
<i>Unemployment</i>	1,700	2,000	3,300
Unemployment Rates:			
	4.0%	6.8%	5.1%
Real Estate	Current Month		
<i>Active Listings</i>	125		
<i>New Listings</i>	24		
<i>Homes Sold</i>	5		
<i>Average Price of Homes Sold</i>	\$84,580		