

Fostoria Fyi

The official newsletter of the Fostoria Area Chamber of Commerce

May: 2004 Volume 53, Number 05

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Tom Borer

Chairman of the Board
Fostoria Community Hospital

Terry White, Chairman-Elect
Alpha Coatings, Inc.

Chris Widman, Vice Chairman
Good Shepherd Home

Chris Chalfin, Treasurer
Fruth & Company

Larry Dunlap, Past Chairman
Fostoria Industries, Inc.

Duane Alt, Alt's Music Center
Tammi Garrett, Norton
Manufacturing

Diane Goddard, Goddard Murphy &
Company

Terry Hoening, Hoening Funeral
Home and Pre-Planning Center

Mike Holcomb, Fifth Third Bank
Joy Huffman, Trico Glass

Dr. Cynthia Lemmerman, Fostoria
Community Schools

Dan Schatzinger, TK/Atlas
Cathy Margraf, Old Fort Banking
Company

Teri Wise, The Clubhouse Coffee
Shoppe

Greg Gillian, Up-Front Construction

Corporate Members

Alpha Coatings, Inc.

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, Interim President

Beverly K. Barber, Administrative
Assistant

Joan Reinhard, Financial/Technical
Support

Message From the President

Let me take this opportunity to note some of the initiatives that the Chamber of Commerce is working on for 2004. Our main objectives will be two fold. We are working very hard on delivering tangible benefits to our investors through increased marketing opportunities, education and training programs and business advocacy. It is my intention that these are offered to our members at no or very little cost. We are working to implement these programs immediately. We have made immediate changes to our website and plan on completely overhauling it in the near future. We are re-evaluating the programs the Chamber offers and will be changing or dropping those that no longer offer good benefits to our investors and we'll add new programs that do.

Additionally we will be looking for ways to consolidate Chamber operations and focus on the Chamber's core responsibility, which is a business service organization. The Chamber will be working to define its goals and objectives and create real measurable criteria that guide us forward through the next two or three years as we help develop Fostoria.

As you are well aware, the Chamber and FEDC have joined together in a joint partnership agreement. The great value to this partnership is that both organizations have become more focused on their core missions. Scarce human resources won't be expended on overlapping efforts. Perhaps even more important we can shift resources from one organization to another to support each other's efforts. Indeed this is already occurring and has been a great benefit to the Chamber, especially during this transitional period.

I pledge that I will work hard over the next year to maintain business relationships within Fostoria, establish new contacts that will benefit our town, deliver new programs for our investor's benefits, and work with the city and business community to build Fostoria into the best place it can be.

As always, your ideas are most welcome. We cannot accomplish our goals and deliver the best service without an engaged and active Chamber membership. Please don't hesitate to pick up the phone and call me, send e-mail or just drop by if you have any suggestions, concerns or criticisms. Hearing directly from our members is the best way for the Chamber to stay on track.

Also please take a look at upcoming Chamber events. If there is a particular event or program taking place that is of interest to you we would be glad to have your assistance. Give us a call and we will be delighted to bring you on board.

Finally I would like to take this opportunity to thank all the Chamber Board members and investors, the Ambassadors and all the different committee chair people and committee members who have worked on Chamber programs and events during the past six months. All of you have contributed your invaluable time, your energy and your expertise to carry the Chamber forward. The annual men's golf classic, the annual dinner, the Easter egg hunt, were big successes due to your spirit and hard work. I would also like to mention Beverly Barber and Joan Reinhard who have quietly and cheerfully shouldered a tremendous burden and kept the Chamber's operations running smoothly.

Anthony Allen



So What is the Chamber...

The Fostoria Area Chamber of Commerce is designed to build collaborative bridges between individuals, businesses and the communities we serve. Working together, it is possible to accomplish what none could do individually.

The mission of the Chamber is to create a positive economic, political and social climate in the city of Fostoria, thereby making it possible for members and the community to grow and prosper.

The Chamber exists to serve its business members and the community at large. The Chamber serves a diverse constituency. Members come from every walk of life. Business professionals, financial institutions, manufacturers, retailers, and wholesalers have banded together to accomplish common goals. Companies large and small have found there is great benefit in working together through the Chamber.

The Chamber is committed to supporting public policies and infrastructure improvements that will insure a robust economy and high quality of life within the Fostoria region. As the region's largest business organization the Chamber can promote a pro-business attitude on behalf of its members.

The Fostoria Area Chamber of Commerce is:

- a membership based organization with more than 245 businesses in the Fostoria and surrounding area;
- an organization that derives its strength from its business volunteers working with a capable professional staff;
- a unified voice representing businesses throughout the northwest Ohio region;
- a source of valuable information and networking opportunities for its members;
- a vehicle to produce collaborative approaches to economic development, government affairs, transportation and other important challenges;
- a mechanism to aggregate small businesses, making it possible for members to purchase discounted health insurance, workers compensation rate reduction, telecommunications and other services.

Whether your business is:

- entrenched
- expanding
- or relocating to the Fostoria area

the Fostoria Area Chamber of Commerce can help you succeed here.

For additional information about the Chamber or the City of Fostoria, please contact:

The Fostoria Area Chamber of Commerce
 121 N. Main Street
 Fostoria, Ohio 44830
 Phone: 419-435-0486 * Fax: 419-435-0936

www.fostoriaoh.org

Gifted school to open this fall

The Bridges Community Academy, a tuition-free school for gifted students, is scheduled to open its doors for the 2004-2005 school year. After receiving a \$50,000 grant from the state of Ohio, the school has secured enough start-up funding to begin operating within the area.

Gifted students will work with instructors trained as gifted intervention specialists. Honors students, education majors, and professors will serve as mentors and partners for the school.

For more information, please call:

Dona Kaufman, Gifted Education Coordinator for Seneca County
(419) 443-1600 or visit their website at:
www.bridgescommunityacademy.org.



Our thanks to the Whitta Construction Crew for assisting us in reinforcing the basement ceiling!

WANT TO LEARN MORE ABOUT

- ◆ Applying for unemployment compensation
- ◆ Where to collect job postings
- ◆ How to conduct a job search
- ◆ Writing a resume and cover letter
- ◆ Preparing for a job interview
- ◆ Your transferable skills
- ◆ Education and training opportunities
- ◆ Health coverage for children

PLAN TO ATTEND ONE OF THE FOLLOWING INFORMATION SESSIONS HELD AT:

The Seneca County Department of Job & Family Services
3362 S. Twp. Rd. 151, Conference Rooms A & B
Tiffin, Ohio

Friday May 14, 2004 10:00 a.m.

Wednesday June 16, 2004 10:00 a.m.

Wednesday July 7, 2004 10:00 a.m.

...sponsored by the Seneca One-Stop Career & Resource Center partners

Seneca Saver Card

Visitors to Seneca County are now able to save money as they "see the sights" the area has to offer. The Seneca Saver Card - a visitor appreciation program, will enable visitors to enjoy discounts at participating businesses. To learn more, please call (419) 447-5866 or visit Seneca County CVB website at: www.senecacounty.com/visitor.



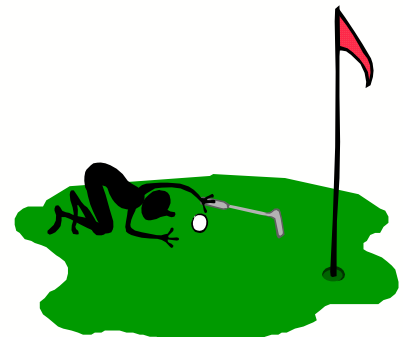
Ladies Golf Returns for a Third Year...

The Ladies are "par-ing up" for the third annual Golf Classic which is "driving" to the Loudon Meadows Golf Club on June 15th, 2004.

Gals will be forming teams of three - as in the past - with their caddy serving as the teams fourth, golfing alongside the gals! Again this year, we have some very interesting businessmen who have volunteered their time to be auctioned off as caddies for the event.

Join us for a fun filled morning, beginning with breakfast and ending with a luncheon. The cost is \$45 per player but the laughs and memories are free!

Holes and tee sponsorships are still available - starting at \$75. Please call Beverly at 419-435-0486 (the Chamber) to reserve your teams spot today!



MEMBERSHIP MATTERS

Kaubisch Memorial Library recently hosted a portrayal of "The Frontiersman" by Allen W. Eckert on which he based the drama "Tecumseh." Several other events were held in conjunction with the FostoriaReads program, which encourages everyone in Fostoria to read the same book. Copies are available at the library. Contact Darren McDonough, library director for more information at 419-435-2813.

Kudos to Fostoria Focus Editor Siobhan Gatrell when the Focus recently won three awards at the Association of Free Papers Convention in Savannah, GA. The Focus won first in Original Feature Photograph, first in Original News Photography and second in Original Feature Photography. Congratulations!

Diane Masel of Fostoria Community Schools and Sister Mary Jo Toll from En Camino were both appointed by the Seneca County Commissioners to the Seneca County Regional One

Stop Partners Committee as part of the Ohio Workforce Strategic Option Services who work in conjunction with Sandusky County to assist those seeking employment. Tammi Gillett, Workforce Administrator at the Ohio Dept. of Jobs and Family Services noted that this committee will report and make recommendations to the regional board as to how the One Stop operations are functioning and ways to improve services.

Autumn Clouse (Alpha Coatings) and Kathy Leitzzy (Fostoria Community Schools) are among seven county representatives chosen for the Regional Youth Council. This council oversees various youth programs throughout Seneca County.

The Hancock One-Stop Job Center is holding an annual job fair on May 21st from 1-5 p.m. It will be held at the Findlay Inn and Conference Center. The cost is \$60 per company and each will have a designated area to display items, conduct interviews and accept applications. Deadline for

registering is May 14. For more information please contact Judy Wauford at 410-425-6375.

Congratulations to Chris Schiefer Insurance who have moved to their new address at 617 N. Countyline Street. Their phone number remains 419-435-5500.

Scott Kuhlman is the new contact at J B Tours. His e-mail is: scott@jbtoursltd.com and their website is: www.jbtoursltd.com. Welcome to Fostoria Scott!

An updated e-mail for Jenny Karcher of Perry Corporation, Findlay is jkarcher@perrycorporation.com

Al Leibengood of A & L Compaction Equipment Company has a new e-mail address: alcompaction@sbcglobal.net

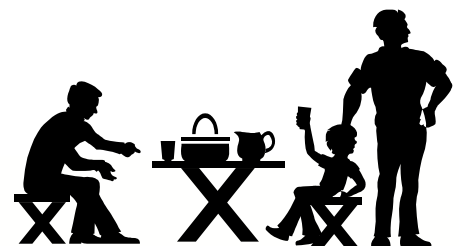
... Continued on page 6

Lunch on the Lawn

Attention - Picnickers:

Lunch on the Lawn is back!

Join us every other Wednesday during June, July, and August for an afternoon of fun filled entertainment, a picnic style lunch and lots of socializing with friends and neighbors on the Municipal Lawn.



Lunch on the Lawn will be held on the 1st and 3rd Wednesdays - during the months of June, July and August from 11:30 am - 1:15 pm. Watch for our flyer introducing the entertainment and food vendors - coming soon!

An event sponsored by: Promote Fostoria Association

Train Tourism

The word is already out to train enthusiasts throughout Ohio - Fostoria and the Iron Triangle are the place for train watching! The train enthusiasts attending the first **Train Tourism Networking** meeting agreed enthusiastically that by developing an area for train viewing, Fostoria would easily surpass other train viewing towns.

Almost 30 train enthusiasts traveled from Columbus, Dayton, and the Cleveland area as well as Fostoria, Tiffin and Findlay to participate in the event, which was held at the Fostoria Chamber of Commerce Sunday, April 26th. The event was sponsored by the Fostoria Train Tourism Committee, a division of the Fostoria Area Visitor's Bureau.

The focus of Train Tourism Networking is to combine resources with other train tourism groups and rail enthusiasts for marketing, information and development purposes. Discussion focused on the dissemination of a mutual calendar of events, festivals and train swap meets. Ideas also discussed included facilities available in Fostoria for train enthusiasts, association memberships, souvenirs, revenue generation, ideas for improving train watching and the safety of train watchers.

Meetings of the Train Tourism Networking group will be held quarterly. The next meeting will be held: **Sunday, August 8 from 1-3 pm at the Chamber office.**



THANKS TO OUR RENEWING MEMBERS (February thru April)

A & L Compaction Equipment Co.
 Alt's Music Center
 American Electric Power
 American Family Insurance
 American Heritage Realty
 AmVets, Post # 69
 Aqua Seal
 Bill Sowers Tree Service
 Burger King
 Business or Pleasure
 Callies Performance Engines
 Camden Falls
 Centralized Services
 Charter Steel

Countyline Co-operative
 Edward Jones
 Filmtec, Inc.
 Fostoria Beverage Center
 Fostoria Community Hospital
 Fostoria Foot & Ankle
 Fostoria Industries
 Fostoria Specialty Advertising
 G.P. Slammers
 Gase Enterprises, Ltd.
 Hampton Inn Enterprises
 Hitchings Insurance
 Independence House
 J.B. Tours

M T Business Technologies
 Midstates / Paran Management
 Mosser Construction
 National Electric Carbon
 North Coast Business Journal
 Norton Manufacturing
 Old Fort Banking Company
 Olmstead's Hauling
 Perry Corporation
 Stearns Organization
 Taco Bell
 Village of Risingsun
 Whitta Construction

Welcome New

Wils Bar & Billiards

William Reisner
 536 Plaza Drive
 Fostoria, OH 44830
 419-436-9479
 Wil19@aol.com

Northwest Ohio

Orthopedics
 Paula Borkosky
 7595 CR 236
 Findlay, OH 45840
 419-427-1984
 419-427,2524 / Fax

Fostoria Bushings & Insulators

Philip John
 602 S. Corporate Drive
 Fostoria, OH 44830
 419-435-7514
 419-435-7580 / Fax

Ohio Siding & Gutter Company,

Mark & Laura Spencer
 10461 W. St. Rt. 12,
 Fostoria, OH 44830
 419-435-1630
 419-435-6278 / Fax
 e-mail: ohiosiding-gutter.tripod.com

Ambassadors Welcome New Business!



Ambassadors join William Reisner on February 27, 2004 as he prepares to cut the ribbon for his new business, "Wils Bar & Billiards".
 Good luck to you Bill.

MEMBERSHIP MATTERS, continued from page 4

Congratulations to Marshall Doss of BP Doss' Fostoria who recently remodeled his business from a service station to a gas/convenience store. The Chamber Ambassadors will host a ribbon cutting on May 17th at 10:00 a.m. Let's all welcome this new and improved business to Fostoria. Good luck Marshall!

The March issue of "Site Selection," Fostoria has been listed in the '**Top 100 U.S. Small Towns for Corporate Facilities.**'

Taking into account new and expanded business facilities from 2001-2003, the most recent report ranked Fostoria in a tie for 74th place with six new facilities being developed. Tony Allen, FEDC director noted that our strategic proximity to I-75, Toledo and the Ohio Turnpike along with a very well trained work force and being in a rural area with lower overall costs all contribute to Fostoria being ranked so highly.

Beth Neel is the new contact for Paran Management Co., 2720 VanAken Blvd., Suite 200; Cleveland, OH 44120.

Tisha Maimone, HR Manager is the new contact for Uniboard, Inc. Phone/ (419)435-6674, ext. 722, Fax/419-436-6009, e-mail: tisha.maimone@uniboard.com,

Website: www.uniboard.com

Six new jobs have been created by an expansion and a new line addition recently completed at Seneca Millwork. Great job folks!

Room service has been added to the amenities at Fostoria Community Hospital. From 7:30 a.m. to 6:00 p.m., patients can order a varied menu of delectable entrees to treats and expect to have their hunger pangs erased in as little as 30 minutes. What a great and unique idea!

The Fostoria Focus has been busy compiling a cookbook due out mid-July - just in time for the Fostoria Sesquicentennial celebration. Area readers submitted recipes and their name will be noted on each. Every business that agreed to purchase a set number of cookbooks will be listed on the sponsor page. These delightful cookbooks will be on sale at businesses throughout the community; a portion of the proceeds will be donated to the Greater Fostoria Community Foundation.

Thanks to North Coast Business Journal of Port Clinton who did a "Focus on Fostoria" issue in March. Many businesses submitted articles and advertisements for this unique publication. Thank you Jeff Bryden

and staff for the great job you did on supporting our community (Copies are available at the Chamber).

WSOS Community Action Commission Inc. is now part of the Employment Network and can assist residents between the ages of 19 and 64 who receive Social Security disability benefits, who have a disability and would like to work. Anyone interested in receiving more information should contact Ragan Rusch at 419-334-8911 or toll free at 1-800-775-9767.

Denise Brown was elected as new president of the United Way Board along with Angie Gillett as vice-president for the 2004 term. Congratulations ladies.

Iva Krupp is the new contact at Curves for Women, 544 Plaza Drive. E-mail: fostoriacurves@sscglobal.net Phone: 419-436-7000 Fax: 419-436-8000.

St. Catherine's Care Center received a 'deficiency-free' survey for the second consecutive year from the Ohio Dept. of Health.

Bob Evans Restaurant of Fostoria celebrated their 10th Anniversary in Fostoria on Friday, February 20th. **Congratulations!**

Your Chamber Membership Benefits Include:



- u Business Referrals
- u Fostoria First Gift Certificates
- u Member to Member Marketing Program
- u The Business Connection
- u Legislative Affairs Council
- u The Ambassadors
- u Promote Fostoria
- u Group health insurance plan
- u Worker's Compensation group rating program
- u Fostoria FYI Newsletter
- u Building Blocks of Success





SMALL BUSINESS ISSUES

What affects your business? A lot of things, on a daily basis. Markets change, laws are passed. You need

to have information to succeed. You've told us which issues are on your mind today—and which ones could be in the future—so we compiled a comprehensive list of articles, reports, findings to help you.

Health Care -- Double digit annual increases in health insurance premiums make solving our nation's health care problem at top priority for Chamber members. The Chamber is aggressively lobbying for national health plans, medical liability reform, and market driven solutions to this critical issue.

The Chamber will continue to take a lead in the fight to expand options for small businesses and individuals to purchase and pay for health coverage. The Chamber recognizes that health care must be made affordable and accessible for every American.

One of the Chamber's top goals is to prevent the expansion of employer liability and the imposition of costly health care mandates on health coverage that employers voluntarily offer employees, relatives, and dependents.

Taxes -- Even with recent tax cuts, the tax code remains too complicated and overly burdensome on small businesses. The Chamber is lobbying to make the cuts permanent, eliminate the death tax, and simplify the code.

Even with recent tax cuts, the tax code remains too complicated and overly burdensome on small businesses. We want what you want: To permanently repeal the estate tax,

reduce corporate and individual capital gains taxes, repeal the alternative minimum tax, and eliminate the death tax.

Regulation -- Complying with government regulations cost small businesses \$7,000 per employee per year, whether it's comp time, OSHA regs, or environmental laws. The Chamber keeps a careful watch on all the government agencies to make sure onerous regulations are stopped before they are enacted.

Labor -- Small business owners care about their employees as much as they do about their bottom lines. However, unions and government regulators often treat entrepreneurs like the enemy. The Chamber stands ever vigilant to make sure labor laws do not stand in the way of job creation and expansion.

Legal Reform -- A few thousand greedy trial lawyers are costing businesses of all sizes millions of dollars each year. The Chamber is working hard to cap punitive damage awards, to stop plaintiffs from shopping for friendly juries, and to ensure even handed judges are elected to the bench.

Infrastructure -- When the lights went out along the East Coast last August, we learned the hard way that our aging electric grid cannot keep up with current demand. Couple that with the need to upgrade our nation's roads, bridges, and ports, and provide broadband connections to all Americans, and you see the importance of infrastructure. The Chamber is fighting for a national energy policy and investments in the infrastructure that is essential for businesses to run efficiently and grow.

Failures to expand and strengthen our infrastructure can have devastating effects on a small business' ability to survive. From our roads and bridges to our electronic

highways, from our communication lines to our electric transmission lines, even minor interruptions in service or spikes in price can cripple a small business' ability to operate.

In short, small businesses can't prosper and thrive when essential public goods are neglected. We believe that small business is only as stable as the infrastructure is.

International -- We live in a global economy where 95 percent of the market is outside America's borders. The Chamber is working to educate small business on how to trade, and to fight for a level playing field whereby American companies can compete and win on the world stage.

Through trade promotion authority—which gives the president the authority to negotiate trade agreements subject to approval by Congress—the United States now has an opportunity to take a leadership role in a number of ongoing trade negotiations.

The Chamber will push for full protection of U.S. interests through vigorous application of U.S. trade remedy laws in order to secure congressional approval of free trade agreements (FTAs).

Government Resources -- The Federal government is the largest purchaser of goods and services in the country. Often, however, fighting through the red tape to compete for contracts outweighs the possible rewards. The Chamber provides the resources you need to leap bureaucratic hurdles and compete in this market.

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Source: www.uschamber.com

Fostoria

◆ Area Chamber Of Commerce ◆

we're here to help you grow!™

121 North Main Street
 Fostoria, Ohio 44830
 By Phone: 419.435.0486
 By Fax: 419.435.0936
 By Email: fostoriacc@noguska.net
 On the Web: www.fostoriachamber.org

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Bulletin Board:

Wed., May 5	Golden Apple Awards Banquet Fostoria Country Club 5:00 p.m.	Wed., Jun. 2	Lunch on the Lawn Municipal Building Lawn 11:30 - 1:15 p.m.
Tues, May 11	Workforce Development Meeting Chamber Office, 8:00 a.m.	Tues., Jun. 15	Ladies Golf Outing Loudon Meadows, 8:00 a.m.
Tues, May 11	Fostoria Area Visitors Bureau Holiday Inn Express, 8:00 a.m.	Wed., Jun. 16	Lunch on the Lawn Municipal Building Lawn 11:30 - 1:15 p.m.
Wed., May 12	Ambassadors Meeting Chamber Office, 8:00 a.m.	Tues., Jun. 22	Ladies Golf Outing (rain date) Loudon Meadows, 7:45 a.m.
Wed., May 12	Fostoria Economic Development Annual Meeting Fostoria Country Club, 6:00 p.m.	Wed., July 7	Lunch on the Lawn Municipal Building Lawn 11:30 - 1:15 p.m.
Mon., May 17	Ribbon Cutting: Doss's BP 10:00 a.m.	Thurs., July 8	Chamber Cruise Inn (tentative date) Downtown, Time - TBA
Wed., May 19	Executive Committee Meeting Chamber Office, 12:00 noon	Fri/Sat: Jul 9-10	Fostoria Sesquicentennial Glass Festival Downtown
Thurs May 20	Fostoria Economic Development Board Meeting Chamber Office, 8:00 a.m.		
Wed., May 26	Chamber Board Meeting Fostoria Community Hospital, 12:00 p.m.		
Thurs., May 27	Train Tourism Focus Group Holiday Inn Express, 8:30 a.m.		
Mon., May 31	Veterans Chapel Dedication Fountain Cemetery, 9:00 a.m. (Services following dedication)		

Watch for Information on:
 The Men's Golf Classic
 -coming up in August-
 and
 Fostoria Rail Festival

Area Economic Indicators

Construction Permits:	March		
<i>Residential</i>	1	<i>Remodels:</i>	2
<i>Business</i>	1		
City Income Tax Receipts	\$380,050.72		
County Sales Tax Receipts	<u>Hancock</u>	<u>Seneca</u>	<u>Wood</u>
	527,715.23	397,423.90	905,694.32
County Employment Statistics:	<u>March</u>		
<i>Labor Force</i>	42,200	28,500	65,700
<i>Employment</i>	40,400	26,300	62,200
<i>Unemployment</i>	1,800	2,200	3,500
Unemployment Rates:			
<i>Mar. -04</i>	4.20%	7.8%	5.4%
<i>Feb. -04</i>	4.5%	8.4%	5.8%
<i>Mar. -03</i>	4.2%	7.6%	5.8%
Real Estate	Current Month		
<i>Active Listings</i>	124		
<i>New Listings</i>	39		
<i>Homes Sold</i>	18		
<i>Average Price of Homes Sold</i>	\$71,526		