

Chamber Connection

Trotwood Chamber
5790 Denlinger Road
Trotwood OH 45426
www.trotwoodchamber.org
May 2012
Volume 7, Issue 5

I attended Southern Ohio Chamber Alliance (SOCA) Annual Meeting Wednesday, April 18 in Tipp City. Our keynote speaker was Glenn Shepherd from Nashville TN. He is recognized by Fortune 500 CEO's and small businesses owners as one of the nation's leading authorities on management. His presentation was on "How to increase the size of your chamber without spending a dime." Points of interest were:

1. Seeing is believing—testimonies from members/investors
2. WIFM—what's in it for me—explain benefits
3. Be bold
4. C.O.P.—clarity of purpose
5. Make promises—perhaps give a discount to potential members or refund dues if they are not satisfied
6. Get people's attention
7. Find an unmet need

There were approximately 50 chambers in attendance, a brief synopsis of the benefits were explained to members.

Networking with other chambers, I learned that they are struggling with the same issues we are, attendance and participation. No one had an answer; however, they are using different approaches to overcome these issues i.e., eliminating breakfast meetings, chamber after hour and very few (if any) seminars except for safety. Instead they recognizing businesses quarterly, continue to have golf outings, annual dinners, expos and forums to update citizens.

The Chamber's Quarterly Membership Meeting is scheduled for Wednesday, May 16 at 12:30 p.m., Friendship Village, 5790 Denlinger Road, Trotwood Ohio

Presentations will be made by **Trotwood Library, Heard Management, Colbert Family Health & Wellness and Alzheimer's Association.** Mark your calendar and plan to attend this very informative membership meeting.



New Member
Phoenix Tube Co.
5800 Wolf Creek
Trotwood OH 45426

Thank you for renewing
your membership
Verizon Utility Holding



Happy Mother's Day!

Marie Battle, Executive Director

- Officers**
- President
John Smith
Trotwood-Madison City Schools
- President Elect
Jackie Brockman
Trotwood YMCA
- Vice President
Gregory Carson
Maria-Josephs Living Care Center
- Secretary
Sandra K. Allen
Salem Woods Apartments
- Treasurer
Angel Heath
Account Angel Bookkeeping

- Board of Directors**
- Dr. Karen Celik
Summit Towing
- Raymond Garner
Ray Garner Realty
- Loren Gross
Salem Towing
- Pam Hall
Friendship Village
- Larry Jackson
Dayton Center Courts
- Bruce Kettelle
Wolf Creek Marketing
- Pat Lodge
United Theological Seminary
- Michael Lucking
City of Trotwood
- Karen Wampler
Hara Arena Complex
- Executive Director**
Marie Battle, CAP

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Enrichment Workshop

May 10 "The Melting Pot—Navigating a Multi-Generation" 8-9:30 a.m., MVCTC, 6800 Hoke Road, Clayton OH. Presenter Bruce Clapp, President, MarketMatch. Breakfast will be provided, cost for members \$15, future members \$20, at the door \$25 if not pre-registered. Sponsored by Huber Heights, Northmont, Trotwood and Vandalia Chamber. RSVP to Trotwood Chamber at 937.837.1484, RSVP by May 4, 2012.

May 18-20, 2012 Hamvention

1001 Shiloh Springs Rd.
Dayton OH 45415

Hamvention is the largest gathering of amateur radio operators in the world. They are expecting 20,000 people over the three-day weekend. Hamvention Hours are

Friday, May 18 - 8 a.m.—6 p.m. Outside Flea Market
9 a.m.—6 p.m. Inside Exhibits

Saturday, May 19 - 8 a.m.—5 p.m. Outside Flea Market
9 a.m.-5 p.m. Inside Exhibits

Sunday, May 20 - 8 a.m. to 1 p.m.—Outside Flea Market
9 a.m. to 1 p.m. Inside Exhibits

Should you have questions about Hamvention, call the Hamvention office at 937.276.6930 .

Cruise-In

May 19, 11 a.m.-4 p.m., Sears Salem Mall parking lot. Door prize drawings for entrants and guests. There will be a drawing for a free weekend car rental courtesy of Avis/Budget, plus special Sears in-store savings for Trotwood residents, businesses and their associates.

Non-perishable food items will be accepted to benefit Trotwood Food Pantry.

Save the Date

September 15, 2012 Annual Golf Outing

Moss Creek





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LEGISLATIVE UPDATE/WATCH

Ohio Department of Development

Ohio Receives Funding to Leverage Private Lending to Small Businesses

The Ohio Department of Development announced that the Ohio State Small Business Credit Initiative (SSBCI), a program that will access funding of more than \$55 million to increase private lending and the amount of credit available to Ohio's small businesses.

"Through Ohio's SSBCI, we are helping to fill a major challenge faced by Ohio small businesses that seek capital to expand and create jobs," said Christiane Schmenk, Director of the Ohio Department of Development. "Ohio's small businesses are the backbone of our economy and providing them the tools they need to be successful will create a healthier Ohio economy."

The State Small Business Credit Initiative (SSBCI) was created by the Small Business Jobs Act of 2010, which provided \$1.5 billion to strengthen state programs that support lending to small businesses. Under the SSBCI, states were offered the opportunity to apply for federal funds for state-run programs that partner with private lenders to increase the amount of credit available to small businesses. The Ohio Department of Development applied for and received an allocation totaling \$55,138,373 from the U.S. Department of Treasury.

The Ohio Department of Development's Business Services Division will administer three financing programs utilizing SSBCI funds:

- **Collateral Enhancement Program (CEP)** - is a new \$33.1 million program that provides banks with cash collateral deposits to use as additional collateral for loans made to eligible small businesses. Under the CEP, the Ohio Department of Development will open an interest bearing account with a lender and deposit up to 30 percent of the loan amount where there is a collateral value shortfall as determined by the lender and the Ohio Department of Development (up to 50 percent) of the loan amount for minority-owned businesses or businesses located in Historically Underutilized Business Zone).
- **Ohio Capital Access Program (OCAP)** - supports small business lending by establishing a "loan guarantee" reserve pool at a lending institution that participates in the OCAP. This program has been expanded (increased to \$5 million) and can provide financing to for-profit and non-profit businesses that may be experiencing some difficulty obtaining business loans using conventional underwriting standards. The state, the lender, and the borrower each pay a small contribution fee into the pool. The reserve pool is available to the participating lender for recovery of any losses on any loan they have enrolled in the OCAP.
- **Targeted Investment Program (TIP)** - is a new \$15 million venture that supports the growth and expansion of targeted small businesses within Ohio's manufacturing, production, and logistics value chains. TIP offers debt instruments tailored to the specific needs of the company at or below market interest rates.

To learn more about the program guidelines and participating lenders, please visit ssbei.development.ohio.gov or contact OCAP@development.ohio.gov or (614)466-5700.

Working with our partners across business, state and local governments, academia, and the non-profit sector, the Ohio Department of Development works to attract, create, grow and retain businesses through competitive incentives and targeted investments. Engage every day in marketing, innovating, investing, and collaborating, the Ohio Department of Development works to accelerate and support the teamwork that is necessary for success by providing financial, informational, and technical assistance to those making an investment in Ohio's future.

Establishment of Ohio Development Services Agency —

Republican legislators introduced House Bill 489 to initiate the process of restructuring the Ohio Department of Development (ODOD) into the Ohio Development Services Agency (ODSA). ODSA would work alongside JobsOhio, a private economic development agency created last year, to promote business development in Ohio. Key provisions of the bill include increasing capital to small and minority-owned businesses, creating the pilot funding model for the office of Tourism Ohio beginning in 2014, and reforming the tax credit process to protect businesses from being penalized for delays in the meeting schedule of the Ohio Tax Credit Authority.

Agricultural Linked Deposit Program — The House passed House Bill 415 to modify the Agricultural Linked Deposit Program, which allows the Treasurer of State to invest in lending institutions that lend money to an eligible agricultural business at a reduced interest rate. The legislation increases the maximum amount that the Treasurer may invest in agricultural linked deposits from \$125 million to \$165 million and increases the amount that can be loaned from \$100,000 to \$150,000 per application.

Short-Term Unemployment Compensation — House Bill 484 was recently introduced and referred to the Committee on Commerce and Labor. This legislation would create the "Shared Work Ohio" program, which would allow an employer participating in the program to reduce the number of hours worked by employees in order to avoid layoffs. An employer covered by the program whose workweek has been reduced between 10% and 60% would still be qualified for unemployment benefits. To participate in the program, an employer would have to submit a plan to the Director of Jobs and Family Services and be subject to a collective bargaining agreement.

State of Ohio SB 271—Landline—Phone companies want to get out of the landline business to pursue high-speed networks, but consumer advocates and Ohioans who rely on that service say it's too soon to let companies off the hook. A bill moving through the General Assembly would relieve phone companies from their responsibility to provide basic phone service for all residents even when unprofitable.



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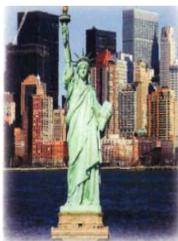
Flash Quick Copy

We Copy Up a Storm
2572 Shiloh Springs Rd.
Trotwood OH 45426
Phone: 937.854.5648
Fax: 937.854.7006



Friendship Village Retirement Community

5790 Denlinger Rd.
Dayton Ohio 45426
(937) 837-5581



NEW YORK Pizzeria Restaurant

trotwoodpizza.com
498 E. Main Street
Trotwood Ohio 45426
Store: 937.837.3333
Fax: 937.837.3334

Summit Towing, Inc.

Over 65 years in Dayton
4164 Gardendale Avenue
Dayton OH 45427
Phone: 937.268.6100
Fax: 937.268.0277



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