Welcome and Best Wishes for a successful 2017. With the passing of the gavel, I would like to recognize 2016 President Greg Kegler for a job well done. I would also like to recognize the collaboration extended by the 2017 Executive Board Kevin Fowler, Melinda Kale, Jerid Friar, and Brooke Harrison. The Chamber has created a synergy igniting new opportunities for an enchanted 2017 where we begin the new year of Sharing the Magic through the Chamber. I extend to you, that even though we face the difficulties of today and tomorrow, Sharing the Magic of your Chamber will strengthen the foundation of your organization and extend many opportunities for growth and development for the City of Bowling Green. The value of the chamber is in you, our community. Sharing the Magic is our commitment to be focused on growing and assisting businesses, professional firms, and non-profit organizations.

Because there’s no magic that comes with your name just being on any directory, the magic is being a part of something greater...a Chamber Ambassador for the City of Bowling Green. Let’s all step up to the stage, volunteer where you can. Yes, we have to continue to extend time, and yes I wish I had a wand that magically adjusting time. In a blink of an eye an insignificant event can change a path, so let’s continue to work together to see the possibilities become realities of Sharing the Magic of your Chamber. Together...Let’s make this a Great 2017!

Pam Fahle
Administrator
Operational Support Services LLC
2017 Bowling Green Chamber of Commerce President
Mission Statement: To support an environment for the development and success of business within the Bowling Green area.

As outgoing 2016 President of the Bowling Green Chamber of Commerce, I want to say thank you to all my fellow Executive and Board members, the hundreds of volunteers supporting Chamber activities, and the Staff of the Chamber. I am grateful for the tremendous support I was given and quite humbled. Without all of you the Chamber could not do what it does for this Business Community and the Community at large in Bowling Green. The Chamber continues to be the valuable go-to resource, to provide business support, and networking events. All of you support the mission so well, and make this community the exceptional place it is to run a business, work, life, and play! As, I reflect on this past year and the 11 on the Chamber Board, it is always amazing to me how each year evolves and the success that each year continues to bring. This year was no different, even with all the craziness of our political world in this country we continued to strengthen the impact of your local Chamber. It was a year of record! We had our most successful fundraising in our golf outing ever, the only direct Chamber funding event. This allowed us to provide a quarterly grant opportunity to Chamber Investors to help offset employee training, technology, or business improvement to grow business. Our business events hosted by area businesses, which just shined in their pride of what they do and offer to their clients. The Blood Analysis program continues to grow giving the ability to offer more scholarships awards this year. The ACT BG group had record fundraising events with Amazing Race, Dancing with the BG Stars, and Christmas Elves Project benefiting local charities. Our Investor membership had a substantial growth this year also. A testament that our mission is working and businesses see the value the BG Chamber has to offer. With a record number of business from out of the our traditional community. We also accomplished a fair share of “housekeeping” items, updating employee manuals and procedures. The Chamber Foundation was put into full operation to offer public tax exempt donations for the Parade, Scholarship, and Fireworks. It was a Record Year! I once again thank you all! I personally have had an unbelievable year. It has been great fun and a privilege to serve. It is all of you, the Investors that make this organization so strong! This year I challenge you all to more records. May you have the most successful and profitable year in each of your businesses, and more importantly your lives. Let’s continue to make Bowling Green the G REAT place it is!

Greg Kegler,
CFO Absorbents Products Inc.,
2016 Bowling Green Chamber of Commerce President

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Income Summary: January – December 2016

| Member Income | 42.54% |
| Events | 22.72 |
| Business/Investor Develop. | 15.42 |
| Misc. Revenue | 6.35 |
| RCCG Foundation Reimburse | 6.26 |
| Radio Program Payments | 4.74 |
| Copy Machine Reimburse | 0.66 |
| Sales of Information | 0.48 |
| Four Corners Center | 0.39 |
| Interest Dividend | 0.09 |
| Total | $225,078.67 |

Expense Summary: January – December 2016

| Payroll | 49.23% |
| Business/Investor Develop. | 15.86 |
| Operating | 15.16 |
| Events | 14.84 |
| Administrative | 0.84 |
| Advertising/PR | 0.66 |
| Professional Fees | 0.09 |
| BCCG Foundation | 0.24 |
| Flat Book | 0.23 |
| Other | 0.44 |
| Total | $213,331.12 |

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2016 Board of Directors

Front Row, from left: Kevin Fowler, KeyBank (Secretary); Jerid Frerik, Fifth Third Securities (Treasurer); Greg Kegler, Absorbents Products (President); Pam Fabie, Operational Support Services (Vice President); Sandy McCarthy, Milligan Workshops, Inc. (Past President); Melinda Kala, Laser Cardish Express (Representative-at-Large)

Second Row, from left: Elizabeth Geyer, Fifth Third Bank; Bex Bechstein, Montgomery School of Bowling Green; Joey Martin, City of Bowling Green; Jen Hoest, Regal Beloit America, Inc.; Laura Hodgkins, Live Life Well; Hannah Bobbitt, BG Economic Development; Tony Laika, Thyata Chevalier

Third Row, from left: Earlene Kilpatrick, KeyBank; Cheerie Knott, Huntington Investment Company; Val Kaba, Fifth Third Bank; Bev Bechstein, Montgomery School of Bowling Green; Josy Martin, City of Bowling Green; Jen Hoester, Regal Beloit America, Inc.; Laura Hodgkins, Live Life Well; Hannah Bobbitt, BG Economic Development; Tony Laika, Thyata Chevalier

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Leadership

Leadership BG

Frost row, from left: Jamie Brubaker, United Way; Beth Johnson, Bowling Green State University; Chris Steams, Wood Haven Health Care; Linda Turner, Milligan Workshops, Inc.; Jaime Brown, Otsego Portage Valley; Marritt Pratt, Wood County District Public Library; Ivan Kucovec, BG Parks & Recreation

Second Row, from left: David Amsick, Huntington Investment Company; Val Kaba, Fifth Third Bank; Bev Bechstein, Montgomery School of Bowling Green; Josy Martin, City of Bowling Green; Jen Hoester, Regal Beloit America, Inc.; Laura Hodgkins, Live Life Well; Hannah Bobbitt, BG Economic Development; Tony Laika, Thyata Chevalier

Back Row, from left: Brad Thomas, Poggeymar Design Group, Inc.; Cory Manning, The Employers’ Association; Steve Dautschman, BG Chamber of Commerce; Chris Prudt, Community Employment Services; Jerry Busch, City of BG Fire Division; Joe Kostelni, DEK Enterprises/DKHN Hospital; Ken Hermes, CMC Group; Banks Dahlmon, Sentinel-Tribune

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Leadership Alumni Association

Annual Golf Ball Drop and Holiday Social at the Carter House - 5 Sponsors, 80+ Participants

Mission

ACT BG’s Mission is to attract and retain young professionals in Bowling Green. Our efforts focus on connecting active professionals to each other and to the community through social, civic, charitable, and professional development events.

375+ Participants

Amazing Race
Recipient: BG High School / Band Boosters
$1800.72

Christmas Elves
Recipient: Salvation Army
$3465.00
$1,870 from the Wreath Auction organized by Brookdale of Bowling Green

Dancing with the Stars
Recipient: Safe Communities of Wood County
$7300.00

Progressive Dinner
Recipient: Habitat for Humanity
$1821.47

Grand Total of Funds Donated:
$14,387.19

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Not Pictured: Dan Billings, Dack-Hanneman Funeral Home & Crematory; Sue Clanton, United Way; Stan Kongwck, Wood County Hospital; Brian Feskan, Owens Community College; Francis Scrulli, Bowling Green City Schools; Ginny Stewart, Ginny’s Inspired Fashions

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High School Leadership

7 Sessions, 6 Sponsors, 34 Guest Speakers

Class Project: Planting flower boxes & visiting residents at Brookdale of Bowling Green, and project at Kiwanis Memorial Shelter

Leadership BG

10 Sessions, 23 Participants, 34 Hosts Sites, 95 Guest Speakers

Class Project: Hungry Caterpillar event at Ziggy Zoomba’s – Raised $2,614 and 80 jars of peanut butter & jelly. Recipient: The Cocoon

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High School Leadership

From left to right: Michaela Urban, Maggie Richy, Micah McKanna, Matthew Pisarski, Zach Tuszy, Liz Webb, Grant Sliwski, Ashley Cochran, Trevor Craft, Jenna Schontier, Kendal Glandon, Branna Finger, Jackson Hollister, April Werner

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Welcome New Investors!

Ambl Energy
American Renewable Energy
Anytime Fitness
Battery Wholesale
BG Independent Media
Bob Evans
Bowling Green Beer Works
Brown Bag Food Project of Wood County
Cameo Countertops, Inc
Columbia Gas CLEAResult
ComDoc, Inc.
Corner Dental
Coyote Beads & Jewelry
CrossFit Bowling Green
Cycle Works Bicycles & Fitness
Eden Fashion Boutique
Efficiency Smart
EnergyLife, LLC
Environmental Water
Eric’s Ice Cream Factory
Fawcett, John
Gibbs Equipment, Inc.
Grace Brethren Church of Bowling Green
Higher Ground Advantage, LLC
Home Depot

Huffing Software Consulting Services
Lock It-Up Self Storage
Main and Sons Plumbing, Heating & AC
MassMutual of Ohio, Bowling Green
Meritus Appraisal Partners, LLC
Mid-County Ambulance District
Mister Spots
Mode Elle Boutique
Modern Woodmen of America
Office Depot
Operational Support Services
Renthill HR On Demand
Rite Aid
Rock ‘Em Sock ‘Em Retro
Safe Communities of Wood County
Signs Now Perrysburg
The Art Supply Depot
Toledo Zoo & Aquarium
Trotter’s Tavern
UNIFY marketing & technology solutions
Waterford Bank N.A.
William Vaughan Company
Wood County Commissioners

New investors Breakfast
3 - Hosted: McDonald’s, Biggby Coffee, Grounds For Thought
25 Attendees

Chamber Day at WC Fair
18 Investor Participants- WBGU 88.1 FM Live Broadcast
400 Attendees - $300 Value of gift basket awarded

Members By The Number

Investors By The Numbers

Total 481
New 48
Terminated 42
Retention 101.2%
New Member Retention 97%

By Type

Restaurant/Pubs 25
Retail 45
Real Estate 30
Health & Wellness 40
Financial Services 37
Non Profit/Orgs 40
Construction/Contractors 30

Ambassadors
- 2 - Small Business Management
- Bowling Green Area Community
- Uncle Sam Sponsors: Cooper
  - Standard, City of BG, BGSU
  - Bowling Green Area Community
  - Bands Connect
  - Fundraising Events: Ziggy
  - Zoomba’s; The Oasis, Belleville
  - Brothers Pork-a-Lean; at the
  - Farmer’s Market

AMIDA
- 3 Legislative Updates: the Ohio Chamber,
  - Senator Randy Gardner &
  - Representative Tim Brown
  - State of the City – 80+ guests,
  - 6 Sponsors: Host Wood County District
  - Public Library
  - State of the County – 90+ guests, 5
  - sponsors, Host WC Courthouse Atrium
  - Met with Community Stakeholders to
  - discuss issues affecting BG

Governmental Affairs

Mid-Year Meeting

New Teacher Luncheon

Wood County Safety Council

- 129 Participants
  - Awarded: Small Business of the Year
  - & Outstanding Customer Service,
  - and I Love BG awards
  - Guest Speaker Ohio Lt.
  - Governor Mary Taylor
  - Hosted by Nazareth Hall

Mid-Year Meeting

- 69 Attendees
  - 8 Financial Institution sponsors
  - Guest Speakers educator Sara Caserta
  - and retired educator Thom Headley
  - Hosted at: Bowling Green High School,
  - Performing Arts Center

Ambassadors
- 326 Guests
- Recognized Outgoing Board
  - Members:
  - Andy Newlove – Newlove Realty, Inc. 2010 – 2015
  - Michelle Evans – Evans Home

Austin
- 1 - Half Day Seminar; HR Record
  - Keeping Strategies w/The EA
  - BWC event – Other States
  - Coverage
  - 4 – Lunch & Learn: To Cloud or Not;
  - Elevator Speeches; Going Green;
  - Year End Tax Prep
  - 2 - Small Business Management
  - Series w/The EA – Effective HR
  - Dept. of 1; Customer Experience

Business After Noon

FutureWorks

- Raised: $32,208.55 = 173 Donors
- Uncle Sam Sponsors: Cooper
  - Standard, City of BG, BGSU
- Bowling Green Area Community
- Bands Connect
- Fundraising Events: Ziggy
- Zoomba’s; The Oasis, Belleville
- Brothers Pork-a-Lean; at the
- Farmer’s Market

- 266 Guests
- Recognized Outgoing Board
  - Members:
  - Andy Newlove – Newlove Realty, Inc. 2010 – 2015
  - Michelle Evans – Evans Home

- 12 programs; 22 guest speakers
- 448 total attendees
- 13 – 2%, Participation Rebates &
- 13 – 2% Performance Rebates BWC
- awarded to companies
- Host Location Wood County Hospital

- 150th Anniversary of Huntington
- 40th A.A. Green Reality,
- Co-C haired by Sondra King –
  - Farme’s Market
  - Brothers Pork-a-Lean @ the
  - Dept. of 1; Customer Experience
- Series w/The EA – Effective HR
- Zoomba’s; The Oasis, Belleville
- Fundraising Events: Zigg y
- Bands Concert
- Elevator Speeches; Going Green;
- Year End Tax Prep
- Small Business Management
- Series w/The EA – Effective HR
- Dept. of 1; Customer Experience

- 33 Locations
- 21 Toledo
- 15 Perrysburg
- 11 Maumee
- 7 Columbus
- 4 Findlay
- 384 BG

Members By The Number

- By Type
- Restaurant/Pubs 25
- Retail 45
- Real Estate 30
- Health & Wellness 40
- Financial Services 37
- Non Profit/Orgs 40
- Construction/Contractors 30

- Ambassadors
- Small Business Management
- Bowling Green Area Community
- Uncle Sam Sponsors: Cooper
- Standard, City of BG, BGSU
- Bowling Green Area Community
- Bands Connect
- Fundraising Events: Ziggy
- Zoomba’s; The Oasis, Belleville
- Brothers Pork-a-Lean; at the
- Farmer’s Market

- Austin
- Half Day Seminar; HR Record
- Keeping Strategies w/The EA
- BWC event – Other States
- Coverage
- Lunch & Learn: To Cloud or Not;
- Elevator Speeches; Going Green;
- Year End Tax Prep
- Small Business Management
- Series w/The EA – Effective HR
- Dept. of 1; Customer Experience

- FutureWorks
- Raised: $32,208.55 = 173 Donors
- Uncle Sam Sponsors: Cooper
- Standard, City of BG, BGSU
- Bowling Green Area Community
- Bands Connect
- Fundraising Events: Ziggy
- Zoomba’s; The Oasis, Belleville
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- Business After Noon
- 266 Guests
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- Andy Newlove – Newlove Realty, Inc. 2010 – 2015
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- Governmental Affairs
- Mid-Year Meeting
- New Teacher Luncheon
- Wood County Safety Council

- Ambassadors
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- Brothers Pork-a-Lean; at the
- Farmer’s Market
A Charitable Corporation formed to provide economic support for the educational, cultural, civic, and economic development undertakings and to bring greater economic diversity in the greater Bowling Green area, through the support of projects of the Bowling Chamber of Commerce and other business related endeavors.

**A Town/Gown Partnership between BGSU & the BG Chamber of Commerce**

**DJ Clint Corpe**
- 2nd year: Broadcast the entire Morning Show from the Wood County Fairgrounds during fair week and most of the BGSU Bobcat Football games; 48 other remotes.
- Broadcast BGSU Baseball playoff games w/ the help of the “voice of BG” DAVE HOGRIER.
- Provided fresh Local news daily by attending every BG City Council meeting; BG Board of Education, City Commissioner’s and Public Forums; County Commissioner meeting and MORE!
- 30+ Underwriters including regional support from Cedar Point, Toledo Zoo, Detroit Red Wings.

**DJ Larry Weiss**
- Conducted 209 in-depth interviews Cross Section of BG & BGSU communities
- Specialized remote broadcasts: St. Mark’s Lutheran Church 100th Anniversary celebration & Brown-Thompson Student Union Homecoming kick off.
- Special shows: Memorial Day, Christmas plus others.
- Maintained a full complement of underwriters for the show.
- “Ripped” nearly 700 recordings for my Musical Library in the WBGU Radio studio sound system.

**RATING SAVINGS**

**WC Safety Council**

**$54,405.05**

**WC Group/Retrospective**

**$47,012.00**

**3% Savings on Insurance Rates**

**$1,000 BGCC Investor Grants**

Commenced 2nd Qtr. of 2016. Grants are earmarked for employee training programs such as human resources, technology, and management, or towards the purchase of equipment; OR used to off-set the cost of a BGSU/Owens Community College student internship.

**Grants Awarded:**
- Julie’s Dance Studio – Professional Development
- Habitat for Humanity – Website Development
- Her Choice – Grant Writing Training

**Savings!**
- Office Depot - Reduced Prices for Office Supplies
- Toledo Zoo - Ticket Savings

**Entrering Ideas - Meaningful Support**

- 3200 Volunteer Hours
- 340 Volunteers
- 5 BGSU Practicum Students
- 190 Guest Speakers
- 433+ Sponsors/Partners
- 115 Event/Programs

**AMOUNT OF Grants Funded**

**$2,500**

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**Athena**

**Judy Ennis**

The Athena Award Program celebrates the potential of all women as valued members and leaders of the community and recognizes those who support them. Sponsored by Heritage Corner Health Care Campus

**Zeus**

**Dr. Ed Whipple**

Recognizes men who support a culture that encourages women to achieve their full leadership potential. Through active Mentoring, Supporting, and Development actions. Sponsored by Heritage Corner Health Care Campus

**Outstanding Citizen**

**Barbara Sanchez**

Recognizing women who demonstrate an active leadership role for the betterment of the community through involvement in business, civic, social, and/or service organizations

**Outstanding Citizen**

**Juliets Dance Studio, City of Bowling Green, WBG UT, 88 Registered Units; 110 Volunteers; 49 Sponsors**

**Major Sponsors:**
- Juliets Dance Studio, City of Bowling Green, WBG UT
- WBGU TV, BGSU Marketing & Communications, The Beat Dance Company, Wood County Hospital, Rosenboom Custom Crafted Cylinders, The Nutcracker Ballet, All Jazzed Up!

**Small Business of the Year**

**Oasis Restaurant & Delivery**

To honor businesses located in Bowling Green City limits that demonstrate achievement in Management and workplace excellence, product innovation, and community and social responsibility.

**Outstanding Customer Service**

**Animal Hospital at Westridge**

To honor businesses that demonstrate exceptional customer service.

**I Love BG**

**Reverends Gary & Mary Jane Saunders**

Recognizes an individual or organization for efforts in increasing the visibility and promotion of Bowling Green, and improving the quality of life of its citizens.

**Best of Show Award Winner:**

**Julie’s Dance Studio**

**Best Float Decoration/Construction Award Winner:**

**Doctors Phipps, Levins, Hebeaka & Associates**

**Most Unique Award Winner:**

**University Libraries, BGSU Jerome Rollers**

**Outstanding Organization Award Winner:**

**The Beat Dance Company**

**Best Youth Organization Award Winner:**

**The Beat Dance Company**

**Best Live Performance Award Winner:**

**Hi Society Baton Corps**

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**Holiday Parade Winners**

**Chamber Foundation**

**EDUCATION**

**Grants Funded**

3

Your Donations Support:
- Annual Community Fireworks
- BGHS and BGSU Scholarships
- Chamber Day at Wood County Fair
- Annual Community Holiday Parade Leadership

**AMOUNT OF Grants Funded**

$2,500