

# Bowling Green Chamber of Commerce...The Future



I want to extend a warm welcome to all and offer my best wishes for a successful 2018! It is with great pride that I accept the role of President of the Bowling Green Chamber of Commerce. 2018 marks the 22nd year that I have lived in BG, and it has been such a wonderful place to work and raise a family. I want to thank Pam Fahle for the support and guidance she has provided me as I make this transition. I look forward to our community's future. It's hard to believe, but the "Great Recession" and the financial crisis of 2008 have been behind us now for a decade. Unemployment is low, new job opportunities are being created both locally, and nationally at a fast pace, and we are likely to see the largest

educational seminars and workshops, networking opportunities through the various BB&Bs and business before and/or after hours, or legislative updates from our elected officials both locally, and at the State level, the BG Chamber of Commerce continues to seek opportunities to provide value-added services to its Investors. The Chamber also sponsors or co-sponsors many local events such as the Fourth of July Fireworks, Annual Golf Outing, and the Holiday Parade. I invite anyone who is looking to get involved with one of our Project Teams or would like to serve on our Board of Directors, to seek out Earlene or anyone else on our Board.

I look forward to the many successes that 2018 are sure to bring. Thank you to everyone who makes BG such as great place. There truly is "No Place Like Our Best Hometown"!

**Jerid Friar**  
Investment Executive  
Fifth Third Securities  
2018 Bowling Green Chamber of Commerce President

expansion of small business and entrepreneurship over the next few years that we have seen in decades.

Our Chamber exists to support the growth, education, and networking opportunities for businesses and organizations in the BG Community. Whether it be through the BG Leadership program and High School Leadership program,

## 2018 Board of Directors



**Front row, from left:** Greg Esposito, InTech IT Solutions (Rep-at-Large); Kevin Fowler, KeyBank (Vice President); Jerid Friar, Fifth Third Securities (President); Pam Fahle, Operational Support Services (Past President); Brooke Harrison, Bowling Green Manor (Secretary); Melinda Kale, WLI (Treasurer); Earlene Kilpatrick, Executive Director

**Second Row, from left:** Cal Bowers, BGSU; Stan Korducki, Wood County Hospital; Wendy Chambers, Bowling Green Convention & Visitors Bureau; Lori Tretter, City of Bowling Green; Sue Clark, Bowling Green Economic Development; Dee Meyers, Rosenboom Custom Crafted Cylinders; Sarah Zmarzly, Newlove Realty, Inc.; Sue Clanton, United Way; Mary Hinkelman, Downtown Bowling Green; Mathew Manley, Heritage Corner Health Care Campus; Sondra King, A.A. Green Realty, Inc.

**Back Row, from left:** Nick Peiffer, Bowling Green Vision Center; Justin Burris, First Federal Bank; Kent Kokomoor, Elite Collegiate Apparel; Joan Newlove, John Newlove Real Estate Inc.; Jim Phares, Huntington National Bank; Steve Gesicki, Pita Pit; Dan Billings, Deck-Hanneman Funeral Home & Crematory; Francis Scrucci, Bowling Green City Schools

**Not pictured:** Ben Waddington, Waddington Jewelers; Elizabeth Geer-Fry, Geer Law



**Chamber Staff**  
Earlene Kilpatrick, Executive Director  
Sandy Kerr, Administrative Asst./Office Manager  
Marissa Muniz, Social Media & Event Coordinator  
Steve Deutschman, IT & Communications



## Contact Information

130 South Main Street  
Four Corners Center  
PO Box 31  
Bowling Green, Ohio 43402  
Phone: 419-353-7945  
www.bgchamber.net



**Athena**  
Rebecca Ferguson



**Zeus**  
Dan Craig



**Outstanding Citizen**  
Shirley Woessner



**Outstanding Citizen**  
Chet Marcin



**Welcoming Ambassador**  
Nathan Eberly



**Ceremonial Ambassador**  
Jay Deutschman



**Small Business of the Year**  
Klotz Floral Design & Garden



**Outstanding Customer Service**  
Heritage Corner Health Care Campus



**I Love BG**  
The Morning Show



**Lifetime Ambassador**  
Galen Ash



**Golf Scramble 1st Place**  
Pizza Pub 516



# Mission Statement : To support an environment for the development and success of business within the Bowling Green area.

# Leadership



It's hard to believe 2017 is now part of our past. It seems the older we get the faster time goes by.... This year as your President I really tried to focus on "Board Engagement"- We conducted some group activities to try and get all of the board members involved and strengthen being a part of the "Chamber Board Team". Board members became more informed by having Guest Speakers address issues impacting our community and our businesses. We were very proud to help steer the Montage Project, and we approved Investor discount programs through our Investors, The Hubbard Company and Herzing University. Through engaged Project Teams, the Chamber was even more informed and involved in providing our Investors up to the minute news and programs, all geared towards improving business, improving our community. The Great thing with the Bowling Green Chamber is it works like a "WELL OILED MACHINE", with the support of my Executive Board and Board of Directors and all of you! Then the daily day to day activities are handled by Earlene and her staff. It just all works "TOGETHER".

As many of you know I've worked for the last 2 years in Findlay Ohio and I can honestly say there is no comparison...I miss being in BG on a daily basis. BG is a very unique Community.... I GOOGLED COMMUNITY...A GROUP OF PEOPLE LIVING OR WORKING IN THE SAME PLACE OR HAVING PARTICULAR CHARACTERISTICS IN COMMON. A FEELING OF FELLOWSHIP WITH OTHERS AS A RESULT OF SHARING COMMON ATTITUDES, INTERESTS AND GOALS....

As I reflect on my role as the 2017 President, I see a COMMUNITY OF People some with different Political views, some with different Goals and attitudes.... But, the one thing I see in Common is the "COMMON INTEREST" the LOVE AND RESPECT for BOWLING GREEN!!!

Together under Jerid's guidance we will continue our DREAMS over the Rainbow and ALWAYS REMEMBER THERES NO PLACE LIKE BOWLING GREEN, OHIO...

**Pam Fahle**  
 Director of Human Resources  
 Operational Support Services  
 2017 Bowling Green Chamber of Commerce President

Income Summary January – December 2017		Expense Summary January – December 2017	
Member Income	47.43%	Payroll	53.23%
Events	23.38	Operating	14.43
Business/Investor Development	16.19	Events	14.41
Misc. Revenue	7.13	Business/Investor Development	13.50
Radio Program Payments	4.65	Administrative	1.37
Copy Machine Reimbursement	0.67	Advertising/PR	1.09
Sale of Information	0.44	Professional Fees	1.09
Interest Dividend	0.11	Misc.	0.63
<b>Total</b>	<b>\$214,925.67</b>	Plat Book	0.23
		Other	0.01
		Chamber Foundation	-\$513.81
		<b>Total</b>	<b>\$215,212.99</b>

## 2017 Board of Directors



**Front Row**, from left: Earlene Kilpatrick, Executive Director; Kevin Fowler, KeyBank (Treasurer); Greg Kegler, Principle Business Enterprises (Past-President); Pam Fahle, Operational Support Services (President); Jerid Friar, Fifth Third Securities (Vice President); Melinda Kale, WLI (Secretary); Brooke Harrison, Bowling Green Manor (Rep-at-Large)

**Second Row**, from left: Sue Clark, Bowling Green Economic Development; Sarah Zmarzly, Newlove Realty, Inc.; Dee Meyer, Rosenboom Custom Crafted Cylinders; Lori Tretter, City of Bowling Green; Elizabeth Geer-Fry, Geer Law; Francis Scrucci, Bowling Green City Schools; Cal Bowers, BGSU; Wendy Chambers, Bowling Green Convention & Visitors Bureau; Brian Roush, UNIFY marketing & technology solutions; Sondra King, A.A. Green Realty, Inc.; Van Spears, The Copy Shop, Inc.

**Third Row**, from left: Greg Esposito, InTech IT Solutions; Jim Phares, Huntington National Bank; Ben Waddington, Waddington Jewelers; Sue Clanton, United Way; Joan Newlove, John Newlove Real Estate, Inc.; Dan Billings, Deck-Hanneman Funeral Home & Crematory; Mary Hinkelman, Downtown Bowling Green; Justin Burris, First Federal Bank; Nick Peiffer, Bowling Green Vision Center; Mathew Manley, Heritage Corner Health Care Campus

**Not Pictured:**  
 Jennifer Fehnrich, Owens Community College; Stan Korducki, Wood County Hospital



## Leadership BG

**Front row, from left:** Garret Chamberlain, Northwestern Water & Sewer District; Jennifer Campos, Wood County Health District; Michael Trinity, City of Bowling Green; Sheri Stoll, BGSU; Stephen Ball, Alpha Management; Tara Bahnsen, Wood County District Public Library; Christine Burger, Brookdale Bowling Green; Mollie Tyrrell, Wood County Board of Developmental Disabilities; Emily Freeman, Northwestern Water & Sewer District

**Back Row, from left:** Joseph Gabriel, Marathon Special Products; Nathan Eberly, Modern Woodmen of America; Jayson Hines, Hines Insurance Agency; Justin Henck, UBS Financial Services; Jeremy Holland, Wood County Sheriff's Office; Jennifer Yager, First Federal Bank; Trevor Newby, Thayer Chevrolet; Ben Waddington, Waddington Jewelers; Joe Fawcett, City of Bowling Green

**Not pictured:** Julie Claypool, Owens-Illinois

**Leadership BG**  
**9 Sessions, 19 Participants,**  
**38 Hosts locations, 117 Guest Speakers**  
 Class Project: Raised \$1,524.06 for Bobcat Basics which provides toiletries, school supplies, and apparel to students in need.

**Leadership BG Alumni Association**  
**Annual Golf Ball Drop - winner: Jennifer Campos; Holiday Social at the Carter House - 3 Sponsors; 250+ Participants**



## High School Leadership

**Front row, from left:** Julia Maas, Elana Cable, Jacklyne, Montarmani, Sarah Kerr, Nick Jackson  
**Back row, from left:** Dea Kukeli, Alexis Kisor, Riley Cordes, Stephanie Bell, Rebecca O'Hare, Jeremy Christoff

**High School Leadership**  
**6 Sessions, 34 Guest Speakers, 6 Sponsors including:**  
 BG Exchange Club, BG Kiwanis, Leadership BG Alumni Association, BG Rotary, Wood County Historical Museum, and Ana Brown.  
 Class Project: Helping get a Millennial's perspective of social media marketing for the Wood County Historical Museum



## 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.



## 175+ Participants

**Amazing Race**  
 Recipient: Brown Bag Food Project  
**\$4,802.75**

**Christmas Elves**  
 Recipient: Brown Bag Food Project, The Cocoon, & Thayer Family Dealerships  
**\$3,297**  
**\$2,640** from the Wreath Auction held at Brookdale Bowling Green

**Grand Total of Funds Donated:**  
**\$8099.75**



## Ambassadors

- Visited 21 new businesses
- 36 active Ambassadors
- Representation at all Chamber Programs
- Co-chaired by Sondra King, A.A. Green, Inc. and Chris Stearns, Wood Haven Health Care

## AMDA

- 284 guests
- Theme: Share the Magic of Your Chamber
- Recognized Outgoing Board Members:  
Sandy Milligan, Milligan Workshops Inc. 2009-2016  
Brian Paskvan, Owens Community College, 2013-2016  
Richard Hutchinson, Frontier Communications 2015-2016  
Ginny Stewart, Ginny's Inspired Fashions 2012-2016

## Business Council

- Glenn Shepard Seminar
- Four Lunch & Learn presented by The Employers' Association
- Two Small Business Management Series presented by The Employers' Association
- QuickBooks 101 training with Huffine Software Consulting Services
- Tax Update with Clark Schaefer Hackett & Radel Smith & Associates

## Fireworks

- Raised \$22,265.80
- 144 Donors
- Concert by the Bowling Green Area Community Band at BGSU Miletic Alumni Center
- Uncle Sam sponsors: City of Bowling Green, BGSU, Cooper Standard, Meijer
- Fundraising events: Ziggy Zoomba's Celebrity Bartenders, Julie's Dance Studio, Belleville Brother's Pork-a-Lean at the Farmer's Market

## Golf Outing

- Ace Sponsor: Wood County Hospital
- 36 teams
- 1st Place: Pizza Pub 516
- 57 sponsors
- 83 prize donors
- Hosted by Stone Ridge Golf Club
- Co-chairs: Melissa Krieger, WLI, & Dave Barnes, Wood County Insurance

## Governmental Affairs

- Two Legislative Updates: Keith Lake, Ohio Chamber of Commerce, and Sen. Randy Gardner & Rep. Theresa Gavarone
- State of the City – 80+ guests,
- State of the County - 90+ guests
- Presentations from City of Bowling Green, Bowling Green City Schools, Wood County Job & Family Services, League of Women Voters, and Toledo Metropolitan Area Council of Governments

## Mid-Year Meeting

- 129 Participants
- Presented the I Love BG, Small Business of the Year, and Outstanding Customer Service Awards
- Guest Speaker Dr Michael Brown
- Theme: "Celebrate Each Day"
- Hosted by Stone Ridge Golf Club
- Award presenters: Dr David Ernsthause, Jerid Friar, and Dave Horger

## Networking

- BB&b – 12 events & host locations
- BAH/BBH – 11 events & host locations
- Market You Place roundtable event
- Deck the Four Corners fundraiser
- Celebrated the Best Hometown Award from Ohio Magazine
- All project teams planned and attended Chamber programs
- Increased exposure to BGSU students

## New Teacher Luncheon

- 65 Attendees
- "It's Time" presented by Jennifer Devers, BGHS
- Hosted at the Bowling Green City Schools Performing Arts Center
- 9 sponsors: Farmers & Merchants State Bank, Fifth Third Bank, First Federal Bank, Genoa Bank, Glass City Federal Credit Union, The Henry County Bank, KeyBank, State Bank, & Union Bank

## Wood County Safety Council

- 12 programs; 16 guest speakers
- 42 members & growing
- 450 total attendees
- Host Location Wood County Hospital
- Created Facebook Page: 59 Likes
- Sponsored CPR/AED Defibrillator Training
- Website in the works
- Instrumental in organizing the first Manufacturing Day in Bowling Green

## Investors By The Numbers



Total **483**

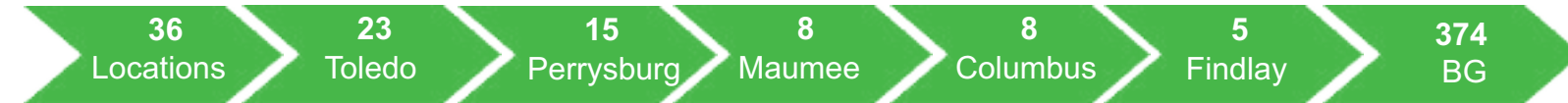
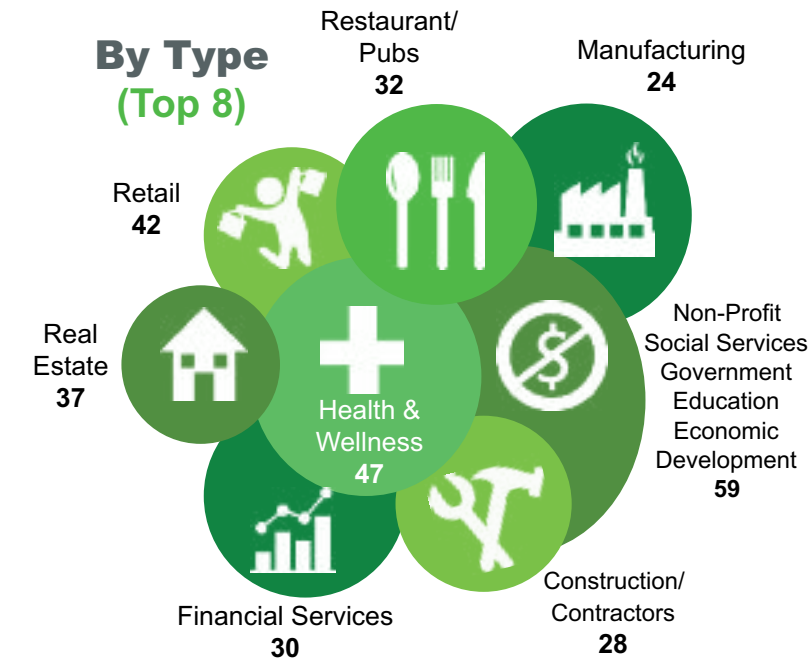
New **43**

Terminated **34**

Retention **92.3%**

New Member Retention **94%**

## By Type (Top 8)

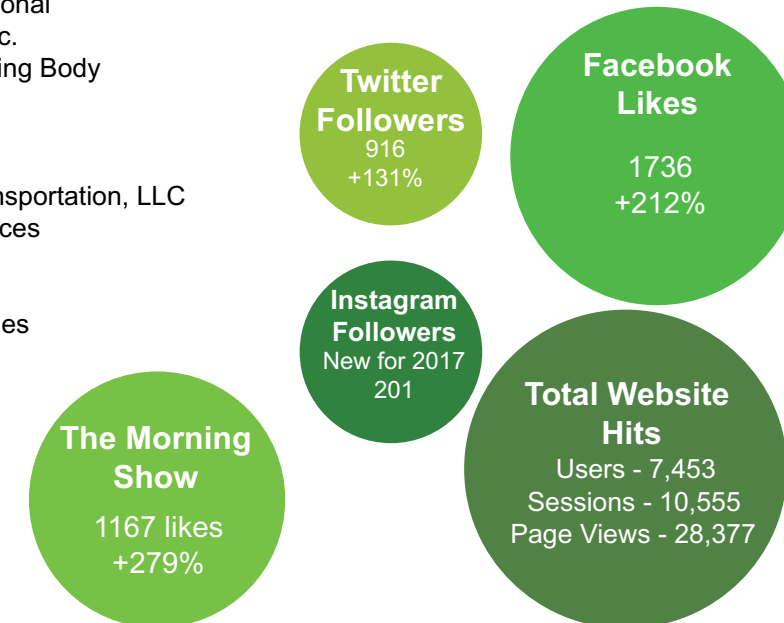


## Welcome New Investors!

- Ashley Homestore Select
- Associate Member - Ken Frisch
- Associate Member - Kent Kokomoor
- Associate Member - Jane Schember
- B2B Sales Boost, LLC
- BG Mobile Laser Tag
- BG Southside Motors, LLC
- Bin There Dump that - Northwest Ohio
- BioFit Engineered Products
- Cameron's Comics & Stuff
- Checkers Car Wash
- Community Creations
- Crawford's Lawn & Landscape, LLC
- Cronin Buick GMC of Bowling Green
- David Donnell DDS, Inc.
- Elite Collegiate Apparel, LLC
- ELS Language Centers
- Glenn Shepard Seminars, Inc.
- Hagemeyer Fine Photography
- Herzing University
- Horizon Youth Theatre
- Jets Pizza
- K&K Construction of Weston, Ohio, LLC
- Mail It Corporation
- Nemsys, LLC

- New York Life Insurance Co
- Ohio State Rep. Theresa Gavarone
- Panda Technologies
- Pizza Pub 516
- Primrose School of Perrysburg
- Rapid Fired Pizza
- Robert Half International
- Rupp/Rosebrock, Inc.
- SOMA - For The Living Body
- State Bank
- Sundae Station
- Team H.O.W.
- Thunder Struck Transportation, LLC
- UBS Financial Services
- ViaQuest, Inc.
- Visiting Angels
- Weddings for the Ages
- Zibbel Media, LLC

## Social Media



## New Investors Breakfast

- 3 - Hosted: Biggy Coffee, Grounds For Thought
- 27 Attendees
- Networking with Executive Board members and new Investors

## Chamber Day at the Wood County Fair

- 21 Investor Participants- WBGU 88.1 FM Live Broadcast
- 300+ Attendees - \$400 Value of gift basket awarded

**Athena** - Rebecca Ferguson, Retired  
 Chief Human Resources Director BGSU  
 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** - Dan Craig, President  
 Rosenboom Custom Crafted Cylinders  
 Recognizes men who support a culture that encourages women to achieve their full leadership potential, through active Mentorship, Supporting, and Development actions. Sponsored by Heritage Corner Health Care Campus.

**Outstanding Citizens of the Year Male/Female**  
 Chet Marcin, Retired Attorney  
 Shirley Woessner, BG Christian Food Pantry  
 Recognizing women & men who demonstrate an active leadership role for the betterment of the community through involvement in business, civic, social, and/or service organizations.

**Lifetime Ambassador** - Galen Ash, Retired BG Chief of Police  
 Recognized for years of service as an Ambassador.

**Welcoming Ambassador** - Nathan Eberly, KeyBank  
 Welcomes and recruits potential Chamber members.

**Ceremonial Ambassador** - Jay Deutschman, President, DACOR Internet Services  
 Acts as a goodwill representative at Chamber functions.

**Celebrating the Best Hometown Award**



**Small Business of the Year** - Klotz Floral Design & Garden  
 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** - Heritage Corner Health Care Campus  
 To honor businesses that demonstrate exceptional customer service.

**I Love BG** - The Morning Show with Clint Corpe & Larry Weiss  
 Recognizes an individual(s) or organization for efforts in increasing the visibility and promotion of Bowling Green, and improving the quality of life of its citizens

**Annual Holiday Parade**  
 Due to the weather, the 2017 Community Holiday Parade was cancelled. This decision was not taken lightly; the project team was focused on the safety and wellbeing of all involved. The parade had 96 registered units, including five area high school marching bands and the BGSU marching band. Supporters included 40+ sponsors, 70+ volunteers, WBGU-TV, Jerry Anderson, Clint Corpe and Larry Weiss. Ryan Wichman of WTOL-11, and the City of Bowling Green were constantly working behind the scenes. The City of Bowling Green's Administration, Fire, Police and Public Works were very supportive. We thank the entities mentioned above and all who spent their time, energy, and resources to create and organize their units. You are the ones who proved once again, why Bowling Green is a Best Hometown! Thank you!

## Major Fireworks Sponsors

## Major Parade Sponsors

## Chamber Foundation EDUCATION

Scholarships Funded  
**3**

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.



**Your Donations Support:**  
 Annual Community Fireworks  
 Annual Community Holiday Parade  
 BGHS Scholarship  
 BGSU/Owens Scholarship  
 BGHS Leadership  
 Leadership BG

- At a Glance:**
- 3000 Volunteer Hours
  - 290 Volunteers
  - 4 BGSU Practicum Students
  - 182 Guest Speakers
  - 420+ Sponsors/Partners
  - 116 Event/Programs

**AMOUNT OF Scholarships Funded**  
**\$4,500**

## The Morning Show... 10th Anniversary

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

**DJ Clint Corpe**

- Awarded Commendation from Ohio House Representative Theresa Gavarone
- Covered 125 meetings for local news
- Dozens of remote broadcasts from across Wood County, with a total approaching 200 over four years
- Covered ribbon cuttings, groundbreakings, & business expansions for local news
- Offered a platform for local, regional, and statewide political candidates and issues in May and November
- Partnered with Wood County agencies for monthly updates on services
- Hundreds of live interviews with newsmakers
- Growth of social media to outreach exceeding 40,000 in a single week through video interviews

**DJ Larry Weiss**

- In-depth interviews with more than 225 guests from the community and BGSU
- Human interest interviews on suicide prevention, sex trafficking, a phone-in Q&A about the school levy with Franci Scuci
- In-studio specials including the annual "Major League Baseball Kickoff Show", the Homecoming "Remembering BGSU 50 Years Ago" show, "Looking Back at 2017" show, and others
- Did video interviews including a tour of the renovated Wood County Historical Center & Museum, the grand opening of The Farm Girls Vintage Boutique, a two-part interview with the BGCS Superintendent, a tour of the newly renovated Slater Family Ice Arena, and more
- Increased musical library to over 915 selections

**Jointly**

- Did live broadcasts of the State of the City and State of the County addresses
- Did a live broadcast from Chamber Day at the Wood County Fair
- Held the annual Underwriters Reception at the Kuhlin Center
- Attended update meetings with staff in the School of Media & Communication
- Provided a vehicle for local businesses and organizations to promote programs, activities, and fundraisers
- Received the I Love BG Award



**88.1fm WBGU**

**Thank you Dave Horger, your vision started The Morning Show!**

**\$57,000.00**  
 Wood County Safety Council  
**RATING SAVINGS**



**2-3% Savings on Insurance Rates**

**\$39,995.00**  
 Wood County Group/Retrospective  
**RATING SAVINGS**

**\$1,000 Investor Grants**  
 Grants are awarded for purpose of business improvement. Grants can be used for employee trainings, purchase of equipment, or to off-set cost of a BGSU or Owens Community College student internship.  
**Grants Awarded:**  
 Crawford's Lawn & Landscaping, LLC - Purchase of Equipment  
 Work Leads to Independence - Online Training Programs  
 Hines Insurance Agency - Purchase of Laptops  
 Wood County Humane Society - Employee Training

**Ribbon**



**Cuttings**

**SAVINGS!**  
**Office Depot** - Reduced prices on office supplies  
**The Hubbard Company** - Exclusive savings program  
**Herzing University** - Tuition Reduction Program