

# Bowling Green Chamber of Commerce...The Future



Dear Chamber Investors,  
 Welcome to 2019, wishing everyone a healthy and prosperous year!  
 As you know the Chamber's Mission is to support an environment for the development and success of business within the Bowling Green Area. None of this would be possible without the help and support of the Chamber's Staff, Board of Directors, Project Teams, and you the Investors. Thank you all for all that you do!  
 With no surprise, every year brings change, and I anticipate 2019 to be no different. However, as Byrd Baggett states in his Dare to Soar book, "your attitude determines your altitude." How we approach change in our businesses and personal lives will affect the outcome and ultimately our character. Through this change The Bowling Green Chamber of Commerce is here to assist, whether through Group Discounts, Marketing, Networking

Opportunities or Scholarships, and that's not all. As stated in the vision statement, The Chamber wants to foster the business climate to enhance the quality of life in our community.  
 I look forward to 2019 being another exciting year. I'd like to leave you with this final quote, also from Byrd Baggett, as you start your new year.  
 "Goals are like the stars: they are always there. Adversity is like the clouds: they are temporary and will move on.  
 Keep your eyes on the stars."

**Kevin Fowler**  
 KeyBank  
 2019 Bowling Green Chamber of Commerce President

## 2019 Board of Directors



**Front row, from left:** Greg Esposito, InTech IT Solutions (Secretary); Brooke Harrison, Bowling Green Manor (Treasurer); Kevin Fowler, KeyBank (President); Melinda Kale, WLI (Vice President); Jerid Friar, Fifth Third Securities (Past President)

**Second Row, from left:** Sue Clanton, United Way; Sondra King, A.A. Green Realty, Inc.; Steve Gesicki, Pita Pit; Lori Tretter, City of Bowling Green; Stan Korducki, Wood county Hospital; Sue Clark, Bowling Green Economic Development; Cal Bowers, Bowling Green State University; Wendy Chambers, Bowling Green Convention & Visitors Bureau; Francis Scruci, Bowling Green City Schools; Dee Meyers, Rosenboom Custom Crafted Cylinders

**Back Row, from left:** Tony Vetter, Downtown Bowling Green; Elizabeth Geer-Fry, Geer Law; Jim Phares, Huntington Bank; Nick Peiffer, Bowling Green Vision Center; Kent Kokomoor, Elite Collegiate Apparel; Mike Rywalski, Farmers & Merchants State Bank; Brittany Dunn, Dunn Funeral Home; Maggie Fawcett, Danberry Realtors; Keith Traver, Apio

**Not pictured:** Ben Waddington, Waddington Jewelers (Representative-at-Large); Mischele Ruehl, Brookdale Bowling Green

## Chamber Staff

Mary Hinkelman, Executive Director  
 Sandy Kerr, Administrative Asst./Office Manager  
 Steve Deutschman, IT & Communications  
 Kelzey Kuch, Social Media & Event Coordinator



## Contact Information

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



**Athena**  
 Janet Parks



**Zeus**  
 Jeff Orlowski



**Outstanding Citizen**  
 Tim Harris



**Outstanding Citizen**  
 Dolores Black



**Welcoming Ambassador**  
 Christina Stearns



**Ceremonial Ambassador**  
 Jayson Hines



**Small Business of the Year**  
 Heritage Corner



**Outstanding Customer Service**  
 Wood Haven Health Care



**I Love BG**  
 Black Swamp Arts Festival





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

# Leadership



It's hard to believe that we have closed out another year, and what a year 2018 has been for the BG Chamber of Commerce! Change seemed to be the theme of 2018 at the Chamber. We had the very difficult task of replacing an Executive Director who spent more than a decade building and developing the organization into

what it is today. On behalf of everyone at the Chamber, I'd like to thank Earlene Kilpatrick for her years of dedicated service to not only the Chamber, but to Downtown BG as well. After a lengthy search, involving the members of the Executive Board, including the review of more than 80 resume submissions and a dozen interviews, we selected Mary Hinkelman to lead the Chamber into the future. We are confident that Mary will continue to build upon the legacy that Earlene has left behind. We also had to fill the position of Social Media & Events Coordinator, and we are very pleased to have recent BGSU graduate Kelzey Kuch join our team!

This year, along with the various BBBs, Business After Hours, and Ribbon Cutting Events, we sponsored a "Becoming the Best Version of You" 4-part seminar with Dr. Michael Brown

at BGSU. This series was well attended and the feedback we received was very positive from those in attendance. The Golf Outing was a success, as was the Holiday Parade (mainly because we had a Holiday Parade this year). The mid-year meeting was held at Olscamp Hall on the campus of BGSU, and we were pleased to have the Women's Basketball Coach Robyn Fralick on hand to talk about this year's team.

I want to thank all the people who work so hard each and every day to make our Chamber of Commerce so strong. Sandy Kerr and Steve Deutschman made this year of transition so much easier. Thank you for everything you do! Also, thank you to the Executive Board and to our Board of Directors for the expertise you bring to our meetings, and to the sacrifice of your time that you make to share your talents with our organization. With that I leave everyone in the very capable hands of Kevin Fowler, as he assumes the role of President in 2019. I wish everyone a Happy, Healthy, and Prosperous New Year!

### Jerid Friar

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



### Leadership BG

**Front row, from left:** Shane Huntley, Poggemeyer Design Group; Sheila Eason, The Employers' Association; Liz Householder, Northwestern Water & Sewer District; Kathy Wilhelm, Hagemeyer Fine Photography; Jocelyn Austin, CPA; Marissa Muniz, Wood County Historical Center & Museum; Amanda McDowell, State Bank; Brooke Weddington, First Federal Bank; Lauren Kostelnik, Campus Quarters

**Back Row, from left:** Jessica McClure; Brett Kime, Thayer Chevrolet; Erik Blake, Northwestern Water & Sewer District; Kali Hammer, Wood Lane Residential Services; Jordan Crawford, Crawford's Lawn & Landscape; Nikki Miller, Kaiser Family Dentistry; Paul Valdez, Bowling Green State University; Dana Nemeth, Bowling Green State University; Aaron Williams, Lubrizol Advance Materials; Justin White, Bowling Green Police Division



### High School Leadership

**Front row, from left:** Natalie Avery, Madison Richter, Courtney Kuhlwein, Cole Sonner, JP Celis  
**Back row, from left:** Charlotte Perez, Gracyn Amos, Jake Strata

### High School Leadership

**6 Sessions, 34 Guest Speakers, 4 Sponsors including:** BG Exchange Club, BG Kiwanis, Leadership BG Alumni Association, and BG Rotary.  
Class Project: Planting flowers at WLI

Income Summary January – December 2017		Expense Summary January – December 2017	
Member Income	45.25%	Payroll	50.63%
Events	21.32	Business/Investor Development	17.50
Business/Investor Development	16.04	Operating Expense	12.52
Miscellaneous Revenue	5.16	Events Expense	11.59
Radio Program Payments	5.15	Plat Book	2.80
Foundation Reimbursement	4.49	Administrative Expense	1.95
Interest Dividend	1.45	Advertising/PR	1.36
Copy Machine Reimbursement	0.62	Professional Fees	0.96
Sale of Information	0.48	Miscellaneous Expense	0.70
Credit Card Processing Fee Income	0.04	Bad Debt	0.01
Montage Print	0.01		
<b>Total</b>	<b>\$224,077.92</b>	<b>Total</b>	<b>\$247,730.75</b>

### Leadership BG

**9 Sessions, 24 Participants, 24 Hosts locations, 90 Guest Speakers**  
Class Project: Raised \$1665.25 for Habitat for Humanity Wood County and the Wood County CASA Program.

### Leadership Bowling Green Alumni Association

**Annual Golf Ball Drop: 240 Golf Balls sold, \$805 fund raised. Winner, Mary Hinkelman**



## 2018 Board of Directors



**Front row, from left:** Greg Esposito, InTech IT Solutions; Kevin Fowler, KeyBank; Jerid Friar, Fifth Third Securities; Pam Fahle, Operational Support Services; Brooke Harrison, Bowling Green Manor; Melinda Kale, WLI; Earlene Kilpatrick

**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, Bowling Green Chamber of Commerce; Mathew Manley; 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; Francis Scruci, Bowling Green City Schools

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

## 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.



### Amazing Race

Recipient: Montessori School of Bowling Green  
**\$5,825**

### Christmas Elves

Recipient: Brown Bag Food Project, The Cocoon, & Thayer Family Dealerships  
**\$3,190**

### Superbowl Squares

**\$2,020**

### Grand Total of Funds Raised:

**\$11,035**





## Ambassadors

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

## AMDA

- 278 guests
- Theme: There's No Place Like Our Best Hometown
- Recognized Outgoing Board President: Pam Fahle, Operational Support Services

## Business Council

- Two Lunch & Learn presented by The Employers' Association & Wood County Educational Service Center
- One Small Business Management Series presented by The Employers' Association
- Dr Michael Brown Series: Becoming the Best Version of You
- Tax Update with Clark Schaefer Hackett & Radel Smith & Associates

## Education & Networking

- Legislative Updates with Keith Lake, Ohio Chamber of Commerce
- State of the City – 60+ guests,
- State of the County - 70+ guests
- BB&b – 12 events & 10 host locations
- BAH – 12 events & host locations
- All project teams planned and attended Chamber programs
- Increased exposure to BGSU students

## Fireworks

- Raised \$25,094.26
- 161 Donors
- Concert by the Bowling Green Area Community Band at BGSU Mileti Alumni Center
- Fundraising events: Ziggy Zoomba's Celebrity Bartenders, Belleville Brother's Pork-a-Lean at the Farmer's Market, and Pita Pit

## Golf Outing

- Ace Sponsor: Wood County Hospital
- 36 teams
- 1st Place: Pizza Pub 516
- 52 sponsors
- 53 prize donors
- Hosted by Stone Ridge Golf Club
- Co-chairs: Melissa Krieger, WLI, Dave Barnes, Wood County Insurance, and Kevin Fowler, KeyBank

## Holiday Parade

- Presenting Sponsors: City of Bowling Green, Rosenboom Custom Crafted Cylinders, Regal Beloit, & Julie's Dance Studio
- Broadcast by WTOL commercial free
- Commentated by Jerry Anderson & Jordan Strack
- Broadcast rating of 4.8 pts; equaling almost 30,000 viewers
- 75 units registered

## Mid-Year Meeting

- 147 Participants
- Presented the I Love BG, Small Business of the Year, & Outstanding Customer Service Awards, and Chamber Scholarships
- Guest Speaker Robyn Fralick
- Hosted by BGSU, Olscamp Hall
- Award presenters: Mathew Manley, Gene & Rita Klotz, and Clint Corpe & Larry Weiss

## New Teacher Luncheon

- 78 Attendees
- Guest speaker Bob Marzola, Educator, BGMS
- Hosted at the Bowling Green City Schools Performing Arts Center
- 8 sponsors: Farmers & Merchants State Bank, Fifth Third Bank, Huntington Bank, Glass City Federal Credit Union, The Henry County Bank, KeyBank, State Bank, & Union Bank

## Wood County Safety Council

- 47 members strong & growing
- Monthly Educational Programs
- Expert Presenters/Educators
- Meetings open to the public
- Meet monthly at Wood County Hospital
- Active Facebook page
- Created new website: wcsafetycouncil.com

## Investors By The Numbers



Total **462**

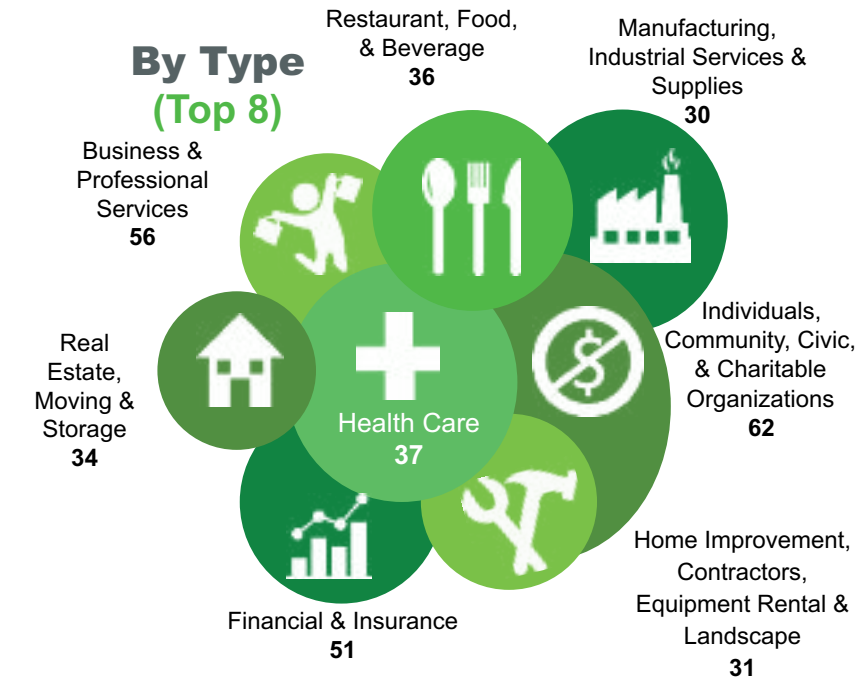
New **36**

Terminated **43**

Retention **91.2%**

New Member Retention **79%**

## By Type (Top 8)



## Welcome New Investors!

Abacus Professionals, LLC  
 Aptus Business Services  
 Bates Recycling, Inc.  
 Biotest Plasma Center  
 Calico Sage & Thyme  
 Call of the Canyon Cafe  
 Campbell, Inc  
 Country Lane BBQ, LLC  
 Dillon Dermatology  
 DMB Coaching  
 K&W Grinding, Inc  
 Key Realty - Veronica Ramos  
 KFC/Long John Silver  
 Liberty Mutual Insurance  
 MCM Precision Castings  
 Merrill Lynch, Pierce, Fenner & Smith, Inc.  
 Money Concepts Financial Planning Center  
 Newlove Realty - Jill Carroll  
 OfficeTeam, a Robert Half Company  
 Pendleton and Sons, Inc  
 Person Centered Services  
 Porkbelly, BBQ  
 Radio Hospital Verizon Wireless  
 SASS Salon & Spa  
 Sherwin-Williams

Skin Remedy  
 Steamwave Carpet Cleaning  
 Stearns & Hammer Attorneys at Law  
 Thayer Allstate Insurance Agency  
 The BEAT Dance Company  
 UIS Insurance & Investments  
 Union Home Mortgage  
 Winsupply  
 Wireless Boys, LLC  
 Associate Member - Earlene Kilpatrick  
 Associate Member - Ryan Rothenbuhler

## Social Media

Facebook Likes

2,734

Twitter Followers

916

Instagram Followers

467

Total Website Hits

Users - 7,453  
 Sessions - 10,555  
 Page Views - 28,377

Wood County Safety Council

79 likes

The Morning Show

1,457 likes

ACT BG  
181

## Blood Analysis Program

Funds raised for scholarships: \$19,795  
 258 appointments



## Bowling Green Community Holiday Parade Winners



Best of Show: National Tractor Pullers Association



Most Unique: Wood County District Public Library



Best Live Show: The BEAT Dance Company



Best Float: Rosenboom Custom Crafted Cylinders



Best Youth: The Nutcracker Ballet...All Jazzed Up!

## Major Fireworks Sponsors

- ALMAR Property Management
- AMVETS Post #711
- Belleville Brothers Market
- Bowling Green Care Center
- Bowling Green Area Community Band
- Bowling Green Community Foundation
- Bowling Green Fire & Police Divisions
- Bowling Green Manor
- Bowling Green Public Works
- Bowling Green Rotary Club
- Bowling Green State University
- Bowling Green State University Athletics
- C&L Sanitation
- City of Bowling Green
- H&R Block
- Hampton Inn
- Lock-It-Up Self Storage
- Meijer
- Marsh & Marsh Attorneys
- National Tractor Pulling Championships
- Nichols
- Pisanello's
- Rosenboom Custom Crafted Cylinders
- Stadium View Apartments
- The Copy Shop
- Thunder Struck Transportation
- Trinity United Methodist Church
- Walmart
- Wireless Boys
- Wood County Hospital
- Ziggy Zoomba's

## Major Parade Sponsors

- A.A. Green Realty - Wendy & Thom Headley
- Ben's, Ace Hardware & For Keeps
- Bowling Green Convention & Visitors Bureau
- City of Bowling Green
- Farmers & Merchants State Bank
- First Federal Bank/First Insurance Group
- Julie's Dance Studio
- Julie's Dance Studio - The Nutcracker, Inc
- Monty's Mini Mall Beauty Salon
- Pinnacle Plastics Products
- Radio Hospital
- Regal Beloit America, Inc
- Rosenboom Custom Crafted Cylinders
- The BEAT Dance Company
- The Copy Shop
- Torrence Sound
- Wood County Hospital

## Chamber Foundation EDUCATION

### Scholarships Funded

**2** 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

**AMOUNT OF Scholarships Funded**  
**\$4,000**

## The Morning Show... 11th Anniversary

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

#### DJ Clint Corpe

- Set all time record for financial support from Underwriters for Clint's show by 15% in 2018
- Increased payment to Chamber by 41% over 2016 levels plus increased payment to BGSU by 25% over last year
- Established Regional partnerships with Cedar Fair and Toledo Zoo
- Posted hundreds of video and audio interviews on Facebook and Twitter
- Hosted Remotes at "Chillabration", Interfaith Breakfast, State of City and County, Wood County Fair and broadcasts of BGHS Baseball and Football games
- Interviewed local and Statewide candidates and covered ballot issues
- Performed in community production for 80th Anniversary of "War of the Worlds" radio plus addressed Historical Tea events

#### DJ Larry Weiss

- In-depth interviews with more than 220 community and BGSU guests
- Video interviews for Facebook with 2018 BGSU Athletics Hall of Fame Inductees; Samantha Beane from the Farmers' Market; leaders of BG's first-ever Firefly Nights; Amie Loeffler, BGSU Alumna and wife of new Head Football Coach
- Hosted in-studio music performances by the BGHS Madrigals and by two BGHS All-State Band members
- Featured monthly interviews with Mayor Edwards, Bob Moosbrugger, Mark Wasylshyn, Dr Jeff Swartz, and more
- Featured monthly segments with City Officials, Citizen Advisory Group, DACOR Internet Services, Wood County District Public Library, and more
- Hosted the sixth annual "Major League Baseball Kickoff Show"

#### Jointly

- Did live broadcasts of the State of the City and State of the County addresses
- Marched in the Bowling Green Holiday Parade
- Met with the Chamber Director on a monthly basis
- Met with the staff of the School of Media & Communication periodically
- Provided a vehicle for local businesses and organizations to promote programs, activities and fundraisers



**88.1fm WBGU**

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

## Joining the Wood County Safety Council will...

- Earn savings on your premiums through rebates & performance bonuses
- Help businesses avoid mistakes & fines by keeping you up-to-date on BWC requirements
- Eliminate or reduce workplace injuries & illnesses and promote safety awareness

**Go to [wcsafetycouncil.com](http://wcsafetycouncil.com) to learn more!**



**Ribbon**

**27**

**Cuttings**



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

### \$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:

- Rosenboom Custom Crafted Cylinders - Supervisor Training
- Panda Technology - Employee Training
- Black Swamp Players, Inc - Wireless Microphones

### SAVINGS!

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