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

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.

Jerid Friar

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

Credit Card Processing Fee Income
Sale of Information
Interest Dividend
Copy Machine Reimbursement
Sale of Information
Credit Card Processing Fee Income
Montage Print
Total
$224,677.52

Income Summary
January – December 2017

Member Income 45.25%
Events 21.32
Business/Investor Development 16.04
Miscellaneous Revenue 5.16
Radio Program Payments 5.15
Foundation Reimbursement 4.49
Interest Dividend 1.45
Copy Machine Reimbursement 0.62
Total $247,730.75

Expense Summary
January – December 2017

Payroll 56.63%
Business/Investor Development 17.50
Operating Expense 12.52
Events Expense 11.59
Events Expense 2.80
Administrative Expense 1.95
Advertising/PR 1.45
Professional Fees 0.96
Miscellaneous Expense 0.70
Bad Debt 0.01
Total $247,730.75

2018 Board of Directors:

- Ben Waddington, Waddington Jewelers
- Elizabeth Geer-Fry, Geer Law
- Manley
- Sondra King, A.A. Green Realty, Inc.
- Nick Peiffer, Bowling Green Vision Center
- Greg Esposito, InTech IT Solutions
- Kevin Fowler, KeyBank
- Jerid Friar, Fifth Third Securities
- Pam Fahlte, Operational Support Services
- Brooks Harrison, Bowling Green Manor
- Melissa Kalo, WLI
- Earlene Kilpatrick
- Lori Tretter, City of Bowling Green
- Sue Clark, Bowling Green Economic Development
- Dee Newlove Realty, Inc.
- Sue Clanton, United Way
- Mary Manley
- Sondra King, A.A. Green Realty, 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

Leadership

Jeri Friar

Leadership BG

Front row, from left: Shane Huntley, Poggemeyer Design Group; Sheila Eaton, The Employers’ Association; Liz Householder, Northwestern Water & Sewer District; Kathy Wilhelm, Hagemeier Fina Photography; Jocelyn Austin, CPA; Marissa Muniz, Wood County Historical Center & Museum; Amanda McDowell, State Bank; Bricken Waddington, First Federal Bank; Lauren Kostelnik, Campus Quarters

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

Leadership Bowling Green Alumni Association

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

Leadership

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

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 Cococon, & Thayer Family Dealerships
$3,190

Superbowl Squares
$2,020

Grand Total of Funds Raised: $11,035

High School Leadership

Front row, from left: Natalie Avery, Madison Richter, Courtney Kuhlwein, Cole Sonner, J.P. Cella

Back row, from left: Charlotte Perez, Graycen Amos, Jake Strata

Front row, from left: Shane Huntley, Poggemeyer Design Group; Sheila Eaton, The Employers’ Association; Liz Householder, Northwestern Water & Sewer District; Kathy Wilhelm, Hagemeier Fina Photography; Jocelyn Austin, CPA; Marissa Muniz, Wood County Historical Center & Museum; Amanda McDowell, State Bank; Bricken Waddington, First Federal Bank; Lauren Kostelnik, Campus Quarters
Members By The Number

Investors By The Numbers

<table>
<thead>
<tr>
<th>Total</th>
<th>New</th>
<th>Terminated</th>
<th>Retention</th>
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<tbody>
<tr>
<td>462</td>
<td>36</td>
<td>43</td>
<td>91.2%</td>
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New Member Retention 79%

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
MCN 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

Blood Analysis Program
Funds raised for scholarships: $19,795
258 appointments

Social Media

Facebook Likes
2,734

Twitter Followers
816

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

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**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
- Pinnacle Plastics Products
- 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

**Most Unique:** Wood County District Public Library

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

**Best Float:** Rosenboom Custom Crafted Cylinders

**Best of Show:** National Tractor Pullers Association

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**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

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**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 wc saf etycouncil.com to learn more!

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**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 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

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**Enterprising Ideas - Meaningful Support**

**The Morning Show... 11th Anniversary**

- DJ Clint Corp
  - 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 Bearn 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 Moodringer, Mark Wawryshyn, Dr. Jeff Swartz, and more
  - Featured monthly segments with City Officials, Citizen Advisory Group, DACON 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

**Savings on Insurance Rates**

2-3%

**$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 costs 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

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**Savings!**

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

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**Paramount Savings**

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**Thank you Dave Horgen for your vision started The Morning Show!**

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**Award Recipients - Thank You**

- Wood County District Public Library
- The BEAT Dance Company
- Rosenboom Custom Crafted Cylinders
- Bowling Green Community Foundation
- Rosenboom Custom Crafted Cylinders
- Bowling Green Rotary Club
- Bowling Green State University
- Bowling Green State University Athletics
- City of Bowling Green
- H&R Block
- Hampton Inn
- Lock-It-Up Self Storage
- Meijer
- Marsh & Marsh Attorneys
- National Tractor Pulling Championships
- Nichols
- Pinnacle Plastics Products
- 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

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**Bowling Green Community Holiday Parade Winners**

Best Live Show: The BEAT Dance Company

Best Float: Rosenboom Custom Crafted Cylinders

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

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**The Role of the Safety Council**

- Eliminate or reduce workplace injuries & illnesses
- Help businesses avoid mistakes & fines by keeping you up-to-date on BWC requirements
- Earn savings on your premiums through rebates & performance bonuses
- Provide professional, in-house/performance audits

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