

The Exchange

Holland  Springfield
Chamber
of Commerce

SEPTEMBER, 2009

VOLUME 1, ISSUE 7

The Holland/Springfield Chamber of Commerce
Presents

'CANDIDATE FORUM 2009'

Wednesday, October 7th

11:45 a.m.—1:15 p.m.

at

The Lodge

Strawberry Acres Park
950 S. McCord

In addition to making sure you are equipped with valuable and up to date information for your business, the Chamber strongly believes it is important that you are familiar with your local leadership.

To that end, the Chamber's Government Liaison Committee will be hosting a special luncheon to give our members the opportunity to better understand the issues on the ballot and to get to know those running for election on November 3rd. Candidates for both the Village of Holland Council as well as the Springfield Township Board of Trustees will all be on-board for a private 'members only' forum. Your questions will be accepted in advance and pre-determined from those submitted based on the time allotted where each candidate will have equal time to express their answers and opinions. If time allows, questions may be taken from the floor.

Please submit your questions to the attention of committee chair, Leslie Kohli via email, fax or regular mail no later than **Monday, September 28th** to: info@hollandspringfieldcoc.org; or Fax: 419-865-3740 or mail your questions to the Chamber at P.O. Box 986, Holland, OH 43528.

Empower yourself to make an informed decision on election day! Join us for the opportunity to hear what the candidates have to say when YOU ask the questions! DON'T MISS IT!

This is a benefit for our members and seating is limited, so, we would ask that you limit your non-member guests to 2 per business membership. Lunch is only \$7.00 for members and \$12.00 for guests. RSVP to the Chamber at 419-865-2110 or info@hollandspringfieldcoc.org

Inside this issue:	Page
Board of Directors	2
New Members	2
Member Renewals	2
Networking Tip	2
Chamber Luncheon	3
Announcements	6
Chamber Calendar	8



Chamber Luncheon

Guest Speaker: John Naayers, Esq.
Naayers & Associates, Ltd.

Topic: **"Selling Your Business"**

Thursday, September 24th

11:45 a.m. — 1:00 p.m.

@ Lutheran Village at Wolf Creek
2045 Perrysburg-Holland Road, Holland

Networking, Door Prizes, Food and Information!
Bring Your Business Cards!

- ♦ Lunch is \$12.00/person
- ♦ Please RSVP to Chamber

Holland Springfield Chamber

of Commerce

940 Clarion
P.O. Box 986
Holland, OH 43528
Phone: (419) 865-2110
Fax: (419) 865-3740

BOARD OF DIRECTORS

OFFICERS

President

Laura Dosch.....Key Bank

President Elect

Jo Lyman.....Danberry Realtors

Secretary

Jane Maiolo.....The Holland-
Springfield Journal

Treasurer

Maggie Hall.....Ev Harris Insurance

Past President

Laurie Bobrick.....Grande Financial,
Inc.

Executive Director

Pat Hicks.....Holland/Springfield
Chamber

DIRECTORS

Mary Green.....Huntington Bank

Mark Heidet.....Sam's Club

Leslie Kohli.....Springfield
Township

Toni Anne Krajeski.....Office Team

Richard Lehner.....Fry Heating & Air

Dennis Linn.....Edward Jones

STAFF

Pat Hicks.....Executive Director

Community Links:



New Members

Welcome!

GEIGER & ASSOCIATES

Legal Nurse Consultants, LLC
7813 Empire Court, Suite 200
Holland, OH 43528
Rachel N. Geiger, RN
Phone: 419-865-4909
Fax: 419-491-0816
Legal Nurse Consulting
Recruited by: Pat Hicks

ROSIE'S ITALIAN GRILLE

606 N. McCord Road
Toledo, OH 43615
Phil Barone, Owner
Phone: 419-866-5007
Fax: 419-868-5140
Restaurant; Carry-Out;
Catering
Recruited by: Mitch Kahl

THE DWELLING PLACE

8201 Angola Road
Holland, OH 43528
Pastor Josh Plaisance
Phone: 419-867-7794
Fax: 419-867-7801
Church; Non-Profit
Recruited by: Pat Hicks

GREENWARE SYSTEMS, INC.

7350 Airport Hwy., #9
Holland, OH 43528
John Green
Phone: 419-865-8535
Custom Software Development;
Websites
Recruited by: Jo Lyman

GSI PHOTOGRAPHY

7350 Airport Hwy., #9
Holland, OH 43528
John Green
Phone: 419-865-8535
Photography
Recruited by: Jo Lyman

Renewals

Thank You!

AAA Northwest Ohio

Chowders 'N Moor
Edward Jones
Greenwood Printing & Graphics
Healththerapy Partners, Inc.
Hoen's Greenhouse & Garden
Center
HPH Mechanical/Hank's
Plumbing

International Language Source

International Projects, Inc.
Joel Hansen – State Farm
Lafferty, Gallagher & Scott, LLC
Lakeside Consulting, LLC
MGM Communications
The Blade



YOUR AD HERE! ONLY Chamber members can advertise in the Chamber's 2010 Business Directory!

Have you placed your ad yet? Call Pat at the Chamber at 419-865-2110.

"Networking Tip" of the Month

Two Pockets and a Pen - As you prepare to head into a networking event, how can you be ready to make connections? Two pockets and a pen can be easy, yet useful organizational tools at an event.



Two pockets refers to having a location for your business cards and a separate location for the cards you receive. It may be two pockets in a purse, your blazer or even just putting your cards in a different part of a card case. This helps you to keep together the cards you get and not accidentally give one out as your own. The pen is used to make notes on the cards you received. You might note the date or place you met this person, any follow-up you are going to do for them, etc. Or, on your card you might note additional information, for example, I sometimes add my cell phone as an additional way to reach me...I don't give that out to everyone though, so I don't want it printed on the card.

Gathering your tools ahead means less fumbling around at the networking event.

Tip Provided By:

- Tami Norris
Custom Training Solutions



Member Spotlight

Bostleman Corp.

Located in Holland, Ohio, Bostleman Corp. is a family-owned, third-generation company in business for over 63 years, specializing in construction management, construction consulting, and real estate development. Bill Bostleman, President, and Jon Harding, Principal, firmly believe that what defines Bostleman is our Core Values and our adherence to them in every aspect of our business operations: *Our Word is Our Bond, We Are First Class, Concern for Associate Well Being, Community Service, and Client's Best Interest.*

Our fundamental strength is the depth and quality of our pre-construction services, where we believe 90% of the value of any construction project is derived. Our knowledge and expertise in real estate development offers an additional benefit gained by many of our clients, even though we are retained for construction services.

Although the majority of our work is in Ohio and Michigan, Bostleman has constructed projects in almost every state east of Mississippi. Locally, some of our high-profile projects include the recently opened Toledo Zoo's Nature's Neighborhood, The University of Toledo's Savage Arena Renovation, and the Toledo Hospital Renaissance Project. Bostleman is also proud to serve such clients as St. John's Jesuit High School and the Maumee, Oregon, and Sylvania City School Districts in their construction programs.

If you would like to learn more about Bostleman, or obtain a free copy of the Owner's Construction Manual, please visit our website at www.bostleman.com, or call Kevin Smith, Vice President of Business Development, at (419) 724-7117.

The Chamber's "Member Spotlight" is determined through a random drawing of business cards at our monthly Membership Luncheons on the 4th Thursday of every month. Make plans to join us!

September Chamber Luncheon

**THURSDAY
SEPTEMBER 24th
11:45 - 1:00**

at
Lutheran Village @ Wolf Creek
"Creekside" Building
2045 Perrysburg-Holland Road, Holland

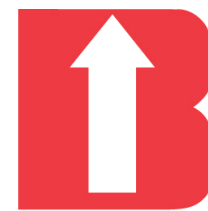
**Guest Speaker
John Naayers, Esq.**
Naayers & Associates, Ltd.

**Topic
" Selling Your Business"**

John A. Naayers of **Naayers and Associates, Ltd.** is an attorney that has specializes in representing the legal needs of business owners for more than 20 years. John is also the President of Business Network of Ohio, LLC, a professional business broker firm founded in 1997 that assists parties in the selling and acquisition of a wide range of businesses. Come and see what he has to say about the choices you have in this economy.

Call now to RSVP!

***Full buffet lunch is served, cost is only \$12.00/per person to attend.
Please RSVP to the Chamber at (419) 865-2110.
Seating is limited!**



BOSTLEMAN

Are You Taking Advantage of Your Chamber Member Benefits?

Your Chamber membership is your best annual investment to build business relationships, network and showcase your business!

Below are just some of the many benefits the Holland/Springfield Chamber members enjoy. Get involved and take advantage of YOUR opportunities in leadership and growing your business.

Membership/Benefits Information:

- Business Referrals/Networking
- Business Promotion
- Increase Your Credibility
- Member Plaque & Sticker
- Business Listings in the Chamber's Annual Business Directory
- Business Listings on the Chamber Website: www.hollandspringfieldcoc.org
- Business Website Linked to Chamber Website at No Charge
- Monthly Newsletters
- Monthly Chamber Luncheons
- "Business Connections" Networking/Leads Group Meetings
- "Business After Hours" Networking Socials
- "Member to Member" Discount Program Opportunities
- Access to Chamber Membership List & Labels
- Assistance with Ribbon Cuttings/Grand Openings
- Use of Chamber Meeting Space
- Volunteer & Board Leadership Opportunities
- **Cost Saving Services:**
 - Member Discounts on Group Health Insurance Premiums
 - Premium Discounts on Ohio BWC Worker's Compensation Group Plans
 - Member Access to the Northern Ohio Area Chamber of Commerce Alliance
 - Membership in Jeep Country Federal Credit Union
 - Member Discounts on Freight & Overnight Delivery Services
 - Merchant Credit Card Processing at Member Rates
- **Advertising Opportunities:**
 - Membership Directory, Newsletters, Monthly Member "Spotlight" in newsletter, Website listings and ads, Website "Business of the Month", Business Card & Brochure Display in Chamber Visitors Center, and Sponsorship opportunities
- **Special Event Participation:**
 - Golf Tournament, Business Expo, Ribbon Cuttings, Christmas Wreath Auction, Christmas Tree Lighting and our Annual Awards Banquet
- **Committees:**
 - Ambassadors, "Business Connections" Group, Education, Programs & Speakers Bureau, Membership, Events & Community Development, Finance, and Government Liaison

To learn more about your Chamber member benefits, give us a call at 419.865.2110, or visit our website at www.hollandspringfieldcoc.org

GET INVOLVED... Chamber Committees Invite Your Participation and Enhance Leadership Skills

As you can see, the Holland/Springfield Chamber has a variety of opportunities in place for you to get involved. Your participation will help to provide additional exposure for you and your business, as well as allowing you to enhance your professional expertise and further build your leadership skills. Mark your calendars and make plans to join us!

We welcome your participation!

MEMBERSHIP COMMITTEE

Committee Chair: Gary Norris (Holland Insurance Center)
419-861-3276

Meets the **4th Tuesday of every month at 8:00 a.m.** @ Chamber.

Committee Focus:

- To develop and maintain a strong recruitment program for new members.
- Continue to develop member benefits and programs that enhance the membership experience.

AMBASSADORS COMMITTEE

Committee Chair: Christina Short (Glass City Pilates) 419-490-0156

Meets the **3rd Thursday of every month at 9:00 a.m.** @ the Daily Grind, 7723 Airport Hwy., Holland.

Committee Focus:

- To provide services geared toward improving member retention,
- Determine the needs and expectations of Chamber members by maintaining contact throughout the year,
- To refer member concerns to Chamber staff & ensure members have updated Chamber materials.

"BUSINESS CONNECTIONS" GROUP

Committee Chair: Tami Norris (Custom Training Solutions)
419-267-1304

Meets the **2nd Friday of every month from 7:30 to 9:00 a.m.** @ the Daily Grind, 7723 Airport Hwy., Holland.

Committee Focus:

- To provide a forum for members to network, learn more about their fellow Chamber members and create an environment for exchanging leads. Promote the interaction of Chamber members and allow them to consistently share information about their business.

EVENTS & COMMUNITY DEVELOPMENT

Committee Chair: Dennis Linn (Edward Jones) 419-868-8777

Meets the **3rd Wednesday of every month at 8:00 a.m.** @ the Daily Grind, 7723 Airport Hwy., Holland.

Committee Focus:

- To develop and implement Chamber events that raise funds for Chamber programs and development while providing exposure and awareness of Chamber members,
- To further develop community partnerships through activities.

PROGRAMS & SPEAKERS BUREAU

Committee Co-Chairs:
Richard Lehner (Fry Heating & Air) 419-472-1106
Mary Green (Huntington Bank) 419-254-7025

Meets the **2nd Wednesday of the month at 1:00 p.m.** @ Chamber.

Committee Focus:

- To provide the resources for educational information & schedule guest speakers for monthly luncheons as it pertains to topics of interest.
- Develop information resources through Chamber Speakers Bureau.

GOVERNMENT LIAISON COMMITTEE

Committee Chair: Leslie Kohli (Springfield Township) 419-865-0239

Meets the **3rd Tuesday of every month at 12:00 Noon** @ the Springfield Township office, 7617 Angola Road, Holland.

Committee Tasks:

- To keep our Chamber members updated on legislative issues as well as local zoning and tax changes that affect their business.

FINANCE COMMITTEE

Committee Chair: Maggie Hall (Ev Harris Insurance) 419-865-3072

Meets the **2nd Tuesday of the month at 9:30 a.m.** @ Chamber.

Committee Tasks:

- Responsible for presenting annual Budget for Board approval,
- Schedule Internal Audit (every 2 years).

EDUCATION COMMITTEE

Committee Chair: You!

Currently organizing committee.

Committee Tasks:

- To promote and support Springfield Local Schools through volunteerism by the business community.

Announcements...

ALLSHRED SERVICES NAMED TO INC. 5000 LIST FOR THIRD STRAIGHT YEAR! *Inc. Magazine* ranked Allshred Services 3,279 on its third annual *Inc. 5000*, an exclusive ranking of the nation's fastest-growing private companies. The list represents the most comprehensive look at the most important segment of the economy—America's independent-minded entrepreneurs. The *Inc. 5000* is ranked according to percentage revenue growth from 2005 through 2008. Revenue in 2005 must have been at least \$200,000 and revenue in 2008 must have been at least \$2 million.

Allshred Services is NAID certified and a 20 year old provider of confidential, secure document and electronic media destruction services. Allshred is the 4 largest independent shredding company in the country. For more information, visit www.allshredservices.com

ATTENTION 'LIL BLUE DEVIL FOOTBALL & CHEER FANS! The Springfield Youth Football Association is currently accepting sponsorships for their tackle football team banner. This banner has potential exposure to a 300+ audience at a home game. There are two home games every Sunday from 9/13—10/18, and three home games on Saturday evening 10/24/09. If you have any questions, or would like additional information, please contact Brooke Chappetta at 419-367-9384 or gwockie@sbcglobal.net You can also contact Janina Knott at 419-343-0348 or jnot215@gmail.com.

SPRINGFIELD SCHOOLS FOUNDATION SPONSORS MUSIC SAMPLERS. The Springfield Schools Foundation is again this year sponsoring Music Samplers on Sunday, October 11, 2009 and March 14, 2010, which will bring wonderful musical talent to the Holland/Springfield community. These concerts are FREE to the public and will be held at The New Hope Christian and Providence Lutheran Churches. We invite you to purchase an advertisement in the programs for these events. The cost is very reasonable at \$25.00 for 1/2 page and \$50.00 for a full page advertisement which will appear in both programs. Proceeds from the advertisements will be used to enhance the education of students attending Springfield Schools.

To participate please mail your copy ready advertisement, by October 1, 2009, with a check or money order for the correct amount to: Music Sampler, Springfield Schools Foundation, 6900 Hall Street, Holland, OH 43528. You will receive a receipt and copy of each program after the events have taken place. Questions may be directed to Fred Dais at fdais@cn.edu or 419-855-7596.

Time is Running Out!



**Reserve Your
Ad Space**

in the

2010 Business Directory

**GET THE BEST VALUE FOR YOUR
ADVERTISING DOLLAR!**

The Chamber's Business Directory is widely used and requested by members, residents and those looking to relocate to the area. A must-have tool for all business professionals!

The Chamber proudly lists all member businesses and their contact information along with a digest on the community, frequently used emergency and informational phone numbers, a listing of Springfield Local Schools, churches and parks, all at your fingertips!

Deadline is **Friday, October 30th**. Call Pat at the Chamber 419-865-2110 for ad rates and more information.

HELP US UPDATE OUR FILES!

Does the Chamber have all your current contact information? The information we have on file will be published in the Chamber's 2010 Business Directory!

Please request a 'Membership Information Update' form from the Chamber by calling 419-865-2110 or email info@hollandspringfieldcoc.org. Then return it to us to ensure that the correct information on your business will be printed!

Thank You!

Membership Committee Welcomes New Chairman

The Chamber's Membership Committee welcomes **Gary Norris** of *Holland Insurance Center*, as the incoming Chairman. Chamber President-Elect Jo Lyman, leaves this chair in preparation of her year as President, and in very capable hands!

Gary is the principle partner of Holland Insurance Center and brings his sales, marketing and people skills to this critical volunteer position within the Chamber. His objective will be to further educate the community on the strengths of the Chamber while increasing membership.

The Membership Committee meets the fourth Tuesday of every month at 8:00 a.m. at the Chamber.

Tami Norris 'Leads' Chamber's "Business Connections" Group

As Computer Training Coordinator with *Custom Training Solutions*, **Tami's** qualifications and experience makes her the *perfect* choice to Chair our networking group!

The Chamber's leads & networking group that meets the 2nd Friday of every month from 7:30 to 9:00 a.m. at the Daily Grind offers a casual environment to exchange leads without the usual limitations of a leads group. Any one of our Chamber members can participate and everyone is welcome! We have fun and get to know our fellow Chamber members on a more personal level.

No doubt that Tami will grow this group to the purpose and effectiveness of all our members!

Chamber Introduces Ambassador Committee

What are Ambassadors? - noun. 1) An authorized messenger or representative, 2) Ambassador of goodwill. **Christina Short** of *Glass City Pilates* fits that definition without exception! As Chair of this lively group, she will represent the Chamber in the community with grace & charm and share all the Chamber has to offer. We invite you to join this new committee and help us unite with the community!

Contact the Chamber for more information on all our committees and how you can participate!



With the fall season brings a lot to be done on the Chamber front. Several new projects and event committees have been initiated and volunteers are needed!

Let us know if any of the following activities interest you and we can tap into your expertise. You'll be glad you did!

The Christmas Wreath Auction



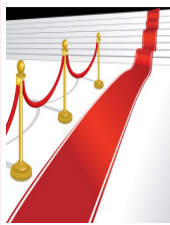
Come on-board with this project to help showcase our Chamber members and their creative talents! A fundraising venue with a whole lot of Christmas spirit and an evening of fun to kick-off the Christmas season.

Annual Christmas Tree Lighting



The Chamber and the Village of Holland will host the annual lighting of the Village Christmas Tree on Thursday, December 3rd and return to the Lodge for some hot chocolate, cookies and a special visit from Santa!

Chamber's First Annual Awards Banquet



This year the Chamber will celebrate our achievements for 2009, honor our exiting 2009 President and her Board, as well as welcome the 2010 incoming Board. A fun evening on the 'red carpet' as we present a 'Hollywood—Night of Stars' theme!

We're excited about the upcoming events and encourage you to volunteer on any of the projects that interest you! Lend us your experience and skill and help us host some really great events!

Contact Pat at the Chamber at 419.865.2110 or email at info@hollandspringfieldcoc.org and sign-up! We sincerely appreciate all your help!

TELEPHONE: (419) 720-5090
FACSIMILE: (419) 720-5089

e-mail
jnaayers@bex.net

JOHN A. NAAVERS
ATTORNEY AT LAW

NAAVERS & ASSOCIATES, LTD.
1142 CORPORATE DRIVE, STE. D
HOLLAND, OH 43528

An Va Spa & Salon

Open House
Saturday, Sept. 12th
6-9 p.m.

1007 S. McCord, Holland
419-866-1400

*Come join us for fun, food, drinks
and beauty!*

- ♦ Spa & Salon raffles
 - ♦ Complimentary chair massages
 - ♦ Free mini manicures
 - ♦ Complementary consultation
- ... and much, much more!

Let us pamper you!

Chamber Calendar

September

- 8 9:30—10:30 a.m. **Finance Committee Meeting**
Chamber Meeting Room
- 9 11:30 a.m. **BOARD OF DIRECTORS MEETING**
Chamber Meeting Room
- 9 **Programs/Education Committee**
No Meeting This Month
- 11 7:30—9:00 a.m. **"Business Connections" Group**
@ The Daily Grind
7723 Airport Hwy., Holland
- 
- 15 12:00—1:00 p.m. **Government Liaison Committee**
@ Springfield Township Office
7617 Angola Road, Holland
- 16 No meeting **Events & Comm. Dev. Committee**
See - 2010 Business Expo Meeting
- 16 8:00—9:00 a.m. **2010 Business Expo Committee**
@ The Daily Grind
- 16 4:00—5:00 p.m. **Tree Lighting Committee**
Chamber Meeting Room
- 22 8:00—9:00 a.m. **Membership Committee Meeting**
Chamber Meeting Room
- 24 11:45 a.m. —1:00 p.m. **CHAMBER LUNCHEON**
@ Lutheran Village at Wolf Creek
2001 Perrysburg-Holland Rd., Holland
Speaker: John Naayers, Esq.
Naayers & Associates, Ltd.
"Selling Your Business"
Please RSVP to attend at 419.865.2210

Get Involved!

Holland  Springfield
Chamber
of Commerce

940 Clarion
P.O. Box 986
Holland, OH 43528

Phone: 419.865.2110
Fax: 419.865.3740
E-mail: info@hollandspringfieldcoc.org

We're on the Web!
www.hollandspringfieldcoc.org

Don't Forget to Mark Your Calendars...

CHAMBER LUNCHEON

Thursday, September 24th

11:45 a.m. - 1:00 p.m.

Hosted at: **LUTHERAN VILLAGE at Wolf Creek**
2001 Perrysburg-Holland Road, Holland

RSVP to Chamber at 419.865.2110
Email: into@hollandspringfieldcoc.org

REMEMBER TO BRING YOUR BUSINESS CARDS!