

UP NEXT: Details at www.worthingtonchamber.org

APRIL 14 — BUSINESS AFTER HOURS AT THE LAURELS OF NORWORTH; CO-SPONSORED BY THE LAURELS OF NORWORTH AND WORTHINGTON AND GFS MARKETPLACE

APRIL 16 — WOMEN'S BUSINESS NETWORK FEATURING CONGRESSWOMAN MARY JO KILROY; JESSING CENTER

APRIL 21 — STAFF APPRECIATION LUNCH; CROWNE PLAZA COLUMBUS NORTH

APRIL 29 — YOUNG PROFESSIONALS OF WORTHINGTON PoWerUP EVENT; HYATT PLACE
MAY 7 — QUICKCONNECT; HOMEWOOD SUITES

SAVE THE DATE ... for these annual favorites

MAY 16 — REDS, WHITES & DESSERTS
MAY 21 — SMALL BUSINESS PERSON OF THE YEAR AWARDS LUNCHEON
JUNE 25 — BUSINESS EXPO
JULY 10 — A TASTE OF WORTHINGTON
SEPT. 19 — OLD WORTHINGTON MARKET DAY
SEPT. 28 — GOLF OUTING



Show your appreciation at April 21 luncheon

Wondering how you can affordably but genuinely say “thanks” to your staff for their ongoing contributions, especially during tough times? The chamber has planned a special event to help you show your appreciation to staff members and co-workers of all job levels, coinciding with Administrative Professionals Week.

The Chamber’s annual Staff Appreciation Luncheon on Tuesday, April 21, will be presented at Crowne Plaza Columbus North, 6500 Doubletree Ave., Columbus 43229. Check-in begins at 11:30 a.m.

The luncheon and program will last from noon to 1:30 p.m.



Phil Sorentino



This special annual event will help you honor your key staff members by providing a delicious lunch, an entertaining and motivating program, and a festive spring gourmet brownie gift tin created especially for staff guests by Loralie’s Baking Co.

Chamber member Phil Sorentino, president of Humor Consultants, will entertain, inform and inspire us with a presentation called “Work Smart, Have Fun & Make Money: Being Strong During Uncertain Times.”

▶ CONT'D. ON PG. 6

Sponsors, donors lining up for Reds, Whites & Desserts

As the date nears for the Chamber’s 12th annual Reds, Whites & Desserts fundraising event on Saturday, May 16, from 7 to 10:30 p.m., Chamber members are taking the opportunity to promote their companies through sponsorships, auction donations or participation as presenters of wines and desserts at the event.

The Chamber’s major fundraiser returns for the fifth year to The Conference Center at NorthPointe, host and presenting event sponsor. Attendees (typically 300-350 in number) will enjoy wine tasting, hors d’oeuvres, desserts for sampling and auction, a coffee bar, and dozens of silent auction packages featuring travel, food, wine, fashion, sports, family fun and other themes.

▶ CONT'D. ON PG. 6



CHAMBER CONNECTIONS is published for Chamber members like Beth Sommer, vice president and senior relationship manager for **Huntington National Bank**, a Gold Sustaining Member of the Chamber. Beth recently was named “Banker of the Year” by the Ohio Statewide Development Corp. (OSDC) for her work in helping small businesses with SBA lending packages administered by OSDC. More member news can be found on pages 5 and 8.

Photo by Shellee Fisher-Davis, The Art of Exposure



This month the Chamber welcomes eight new members whose businesses span a broad range of services and interests.

Do you have friends, colleagues and suppliers who should be benefiting from Chamber membership? Join four teams of Chamber volunteers who will conduct a "telethon-style" membership drive on May 5 and 6, recruiting new members by phone. To volunteer, contact the Chamber office at 888-3040 or e-mail Sherman@worthingtonchamber.org.★

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Referred by: Cyndi McAlpine, ActionCOACH Business Coaching

The Gatestone Group, LLC

Brad Flinders, Owner
Robert Meissner, Account Manager



Thanks to The Gatestone Group, Chamber members have a new opportunity for promotion at Business After Hours and other events. Demonstrating digital advertising at the March 17 BAH are Bob Meissner, account manager for Gatestone, and Rich Workman of DRM Productions. Gatestone is the exclusive central Ohio reseller for DRM, the developer of Retriever Digital Signage. Call the Chamber at 888-3040 for advertising rate information.

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Referred by: Jay Williams, Tiger Systems

Mike McNeil of Hampton Publishing displays map sample for guests at the Chamber's annual meeting. Early this summer, Hampton will produce a map of the greater Worthington area. Dozens of Chamber members took advantage of the opportunity to advertise on the map.



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March 17 BAH at Catering By Design



Chromatically compatible: Lynn Nadler, Keller Williams Capital Partners Realty/LaBuda Advantage Team with Kathy and Doug Yannucci, Katica LLC.

Chamber members and guests who attended the March 17 Business After Hours at Catering By Design/Sanese Services were treated to a delicious St. Patrick's Day menu of traditional and non-traditional specialties and beverages, accompanied by great networking and an opportunity to tour the catering/vending operations.

Below left: Guests were welcomed by hosts Ralph Sanese, president, and Lori Green, catering director, pictured with Kathryn Paugh, executive director of the Chamber. Right: Ron Robbins of Sequent sets the tone for St. Patrick's Day fashion.



BAH photos by Mark Hefner Photography & Design Studio

Chamber Benefit Reminder

Enrollment deadline nears for group workers' compensation

Chamber members who are interested in enrolling in the cost-saving group-rated workers' compensation program administered by CompManagement Inc., a Sedgwick Co., have *until April 17* to advise CompManagement of your interest to enroll in the program. CompManagement's filing deadline is April 24.

Group rating is an Ohio Bureau of Workers'

CompManagement, Inc.

A Sedgwick CMS Company

Compensation-approved program that pools together employers who are in similar industries and have good safety records, so they may achieve lower premiums than they could individually. Chamber members have an opportunity to reduce their workers' compensation premiums significantly by taking advantage of the program administered by CompManagement.

If you are interested in learning what your premium savings would be under the group-rated program, complete the BWC AC-3 information review form linked on the Chamber's Web site under "Benefits of Membership - Cost-Saving Benefits." Quotes will be made through April 13.

For further information, contact Genny Hart at CompManagement Inc., 614-760-8145. ★

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Cam Taylor Co., Ltd., Realtors earns honors

As the health care industry struggles with a growing physician shortage nationwide, Cam Taylor Co., Ltd., Realtors is working behind the scenes to help attract physicians to our community. The firm recently achieved MD Preferred Real Estate Provider status and earned the honor of displaying the MD Preferred Services Medallion. This distinction, awarded to fewer than 100 national Realtors® by US Medical Specialties, a national health care consulting firm, recognizes Cam Taylor Realtors' experience and commitment to serving the unique needs and demands of busy physicians. In other news, Cam Taylor Realtors has been named a nominee for the Leading Real Estate Companies of the World™ Diamond Award. The firm won the award in 2008. Only 23 of 700 member real estate firms received the honor. The Diamond Award is presented annually to the company that has most actively participated in all of Leading Real Estates' offerings.



Two Men and a Truck hires commercial sales consultant

Two Men and a Truck has hired a new commercial sales consultant, Jackie Obednikovski. Jackie will concentrate on expanding the company's commercial division. Two Men and a Truck is a full-service, local and long distance moving company that has won JD Power & Associate awards for exceeding customers' expectations.



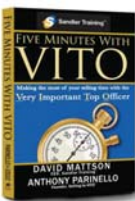
Jackie Obednikovski

Sandler Training releases volume on sales success



Nancy Keny

Nancy Keny of Sandler Sales Institute, a Sandler Training Authorized Licensee, has announced the release of Sandler Training's new book, *Five Minutes with VITO: Making the most of your selling time with the Very Important Top Officer*. Co-authored by David Mattson, CEO of Sandler Training and Anthony Parinello, founder and CEO of VITO Selling, it is a definitive guide for salespeople who want to start selling at the top of an organization. Contact Nancy for more information at 846-0809.



Dr. Lordo's office adds provider networks, insurance options

The dental office of Anthony Lordo, D.D.S., LLC has expanded its relationships with provider networks of major health and dental insurers to offer additional options to patients. Dr. Lordo is now a network provider for Aetna, Cigna, Delta Dental, Guardian and WellPoint. To schedule an appointment, call 885-4754.

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The Rite Bite names Laura Poland executive director

Laura Poland RD, LD, has been named executive director of The Rite Bite. She will be overseeing the Fitness and Nutrition Center, which is open to the general public, as well as The Rite Bite Corporate Wellness, which has successfully brought health and wellness programs to a diverse range of businesses in the region. Laura is a registered, licensed dietitian who earned a degree in medical dietetics from The Ohio State University.



Laura Poland, RD, LD

MidState Educators Credit Union awards scholarships

MidState Educators Credit Union Scholarship Foundation awarded \$10,000 to central Ohio students on March 7 at a ceremony featuring Dr. Gene Harris of Columbus Public Schools. Since 1998, the credit union has awarded \$92,000 in scholarships. For more information, visit www.edu.org.

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Staff Appreciation Luncheon

▶ CONT'D. FROM P1

Crowne Plaza Columbus North has planned a special menu to help say "thanks": field green salad with strawberries and pecans; fresh rolls and butter; blackened New York strip steak topped with roasted tomato and crawfish; roasted vegetable cumin-scented rice; asparagus; crème brûlée cheesecake; Starbucks coffee, decaf, herbal tea or iced tea. (A vegetarian offering is available on request with registration.)

In addition to the gift sponsor, Loralie's Baking Co., event sponsors committed at press time include A-1 Copy and Mailing Service and MT Business Technologies. Sponsors will have



LORALIE'S
BAKING CO.

MT Business Technologies, Inc.

information tables at the event, offer introductions about their products and services, and present door prizes. Sponsorship opportunities are still available; call 888-3040 for more information. Reservations for the event are \$25 for members and their guests and \$30 for non-members and their guests. The fee includes lunch, entertainment and gift for guests.



To register on the Chamber's Web site, www.worthingtonchamber.org, select the event on the Calendar of Events; click on "REGISTER NOW" and follow the prompts; then click "SUBMIT." The registration deadline is Thursday, April 16. A "Know Before You Go" list will be available on the Web site the day before the event. ★

Business Expo set for June 25

One of the best business development opportunities of the year returns on June 25, as the Worthington Area Chamber of Commerce partners with the Westerville, Dublin and Powell chambers to hold a Business Expo from 4:30 to 7 p.m. at the Bridgewater Banquet & Conference Center, 1056 Sawmill Pkwy. The event has a tradition as the largest business exhibition of its kind in central Ohio.



Accent Exhibits and Sandler Sales Institute will conduct a free workshop for prospective exhibitors on May 22. Details are included in the registration flier enclosed in this newsletter packet. The flier also describes exhibitor spaces, registration deadlines and fees, which range from \$115 to \$150. ★

Sponsors, donors lining up for Reds, Whites & Desserts

▶ CONT'D. FROM P1

In addition to The Conference Center at NorthPointe, major sponsors committed at this time include B & C Blacktop Sealing Co. and Worthington Jewelers.

Wine station sponsors to date include Anthony Lordo, D.D.S., LLC; First Place Bank; Insurance Partners Group Ltd.; Tilton's Automotive Service; and Trinity Financial Advisors LLC. The Cachet Salon and Schoedinger Funeral Services are returning as patron sponsors and ARC Industries as a friend sponsor.

Hot and cold hors d'oeuvres, prepared by Executive Chef Mark Moran of The Conference Center at NorthPointe, will be butlered to guests and displayed at a buffet table. Among the Chamber member retailers sampling wines will be Buca di Beppo; Brookside Golf & Country Club; House Wine; Ruth's Chris Steak House; Signature Wines; and Two Brothers Wine & Spirits.

Auction items will include a custom-made ruby, diamond and white gold pendant and earring set from Worthington Jewelers; a week's stay at a Myrtle Beach condo courtesy of Barb and Ken Island Vista; a Hocking Hills cabin getaway at Crockett's Run; asphalt services from B&C Blacktop Sealing Co.; a Lake Erie fishing excursion from Fire Escape Charters; and getaway, golf and gift packages, among other items.

Sponsorship opportunities are still available. They include Major Event Sponsorships (\$1,000 includes a reserved table for six and multiple signage and promotional opportunities); Wine and Coffee Station Sponsorships (\$650 for a reserved table of six, signage and program advertising); Patron Sponsorships (\$350 for four tickets and a program ad); Friend Sponsorships (\$225 for four tickets and a program listing); and, for those who contribute prizes for the silent auction packages, promotion in auction displays, publicity and the event program. Individual registrations are \$50 per person.

Member businesses interested in sponsorships, auction prize or dessert donations should contact the Chamber at 888-3040 or e-mail Theresa@worthingtonchamber.org. ★

RESERVE YOUR PLACE NOW ...

... for the 12th annual Reds, Whites & Desserts event. Bring clients, employees, neighbors – anyone who appreciates food, wine and auction bargains. Reservations are \$50 per person.



Reserve your place online through the CALENDAR OF EVENTS on the Chamber Web site, www.worthingtonchamber.org. (Select Reds, Whites & Desserts on May 16, click "REGISTER NOW," follow the prompts, and click "SUBMIT." Confirmation e-mails are sent when registrations are received successfully.)

Or, call the Chamber at 888-3040, or e-mail theresa@worthingtonchamber.org, to reserve your place with a credit card or corporate invoice. ★



“I am interested in YPoW because it is good to know other professionals going through the same growth stages in our careers together. We need to have relationships with peers that can grow into long-lasting relationships. I hope a strong community of networking and friendships evolve as a result of YPoW.”

Michael Fisher, D.C.
**Worthington
Chiropractic Center**



“What excites me about the developing YPoW group is having the opportunity to get involved in the steering committee and meeting other young professionals in Worthington who have similar interests, so that we may all help each other to network and grow in our businesses, as well as make new friendships. I also hope to find business opportunities and ways for us to help the community through philanthropic events.”

Katherine Yannucci
Katica, LLC



“I’m looking forward to YPoW’s second PoWerUp event on April 29 at Hyatt Place. In addition to providing targeted networking and social activities for Chamber members ages 21-39, I’d like to see us help the Chamber explore new uses of technology and social media, as well as leadership development, volunteer and educational opportunities.”

Brian Dwyer
**Computer Site
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Rose Gacias, Homewood Suites receive multiple honors

Homewood Suites by Hilton – Columbus/Worthington received multiple honors at the Homewood Suites by Hilton brand’s 20th annual conference in San Diego, where 90 hotels were recognized for exemplary customer service, adherence to Homewood Suites values, and leadership within the industry. The Chamber-member hotel was awarded “first place for overall experience” (most



improved by 11.5 percent) and “front desk team of the year.” The hotel also had significant improvements in the “property loyalty” scores, by 12.8 percent, and “value for paid price,” by 13.4 percent. Additionally, the hotel staff received two merit awards for “complimentary services team of the year” and “engineering team of the year.”

In a separate, surprise awards ceremony on March 5, general manager Rose Gacias was honored with the Spirit of



Rose Gacias, general manager of Homewood Suites by Hilton - Columbus/Worthington (center), is congratulated by Bill Duncan, global head of brand management, and Dawn Koenig, vice president of hotel performance support.

Homewood Award, the highest honor for Homewood Suites by Hilton team members. Rose was nominated by her peers for her leadership abilities. Located at 115 Hutchinson Ave., Homewood Suites by Hilton – Columbus/Worthington offers a mix of 87 suites designed for extended-stay travelers.

School district seeks levy passage to maintain programs

Worthington Schools is seeking passage of a permanent 7.4-mill operating levy on May 5 to maintain core services and programs, including classroom teachers, bus drivers, instructional assistants and other services at the heart of the schools’ operations.

The district has made more than \$11.4 million in cuts to operating expenses in the past three years, but those savings have been offset by increasing costs, including salaries and health benefits. A Treasurer’s Advisory Committee, consisting of school district residents, was created to review and provide oversight to the district’s spending plans.

“We have not received funding from a new operating levy in five years, and the levy is needed to allow us to maintain the excellence you expect in Worthington Schools,” said Superintendent Melissa Conrath in a letter to area residents. She noted that Worthington Schools has one of the lowest rates of tax effort for school operations among the districts operating in our area.



The levy – on the ballot as Issue 17 – would generate \$13 million and is estimated to cost \$227 a year per \$100,000 of house value.

Passage Insights, LLC has new phone number

Passage Insights, LLC has a new phone number. To reach Leslie Meyer-Miller, certified co-active/wellness coach, dial (614) 586-1101. ★

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Worthington Area Chamber of Commerce
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Visit our Web site at:



To submit news items about your business or inquire about rates for advertisements and inserts, call the Chamber office at (614) 888-3040 or e-mail kathryn@worthingtonchamber.org.

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- Worthington Inn

Brian Elder, Chamber Board Chair,
National City Bank, now part of PNC
Kathryn R. Paugh, Executive Director

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*Zoe Rosser, President
RTZ Manufacturing Co.*

Contact any of these Chamber members for more information:

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