

Registration Deadline: Feb. 11, 2008

2008 Winter Conference

The Conference Like No Other!

February 21-22, 2008

Columbus Airport Marriott

As the world of business and free enterprise goes through rapid changes, **every chamber will need to explore and adopt proven entrepreneurial strategies to remain relevant in the future** by being a proactive leader in its community, rather than a reactive follower.



We will hear from four of Ohio's most interesting and successful entrepreneurial men and women and learn their secrets to success. Then Kordell Norton of Synergy Solutions will help us apply those secrets to each of our own chambers - **"The Dawning of a New Chamber!"**

You will also learn about **emerging legislative issues** that, if enacted, could be devastating to your small business members, and **develop a practical take-home strategy** on how to address those issues effectively.

- We will get a first-hand briefing on Governor Strickland's **strategic initiatives for Ohio's economic recovery**;
- A special session to learn about **successful programs** initiated by your peers around the state;
- And discover **the importance of laughter** to our physical, mental and emotional health;
- Find **products and services** provided by our conference sponsors and exhibitors that can greatly benefit your chamber and business community;
- Plus **great networking, fellowship and surprises.**

For a detailed conference agenda go to www.cceoohio.com and select "Winter Conference".



If you are your chamber's CEO, Executive Director, a key support staff person or board volunteer leader, this is not a conference you want to miss! **This is about your chamber's future relevancy and its positive influence on your community's future. Registration deadline: February 11, 2008.** Go to the "Winter Conference" page at www.cceoohio.com for your registration form.

We appreciate the support from the following sponsors and exhibitors that have registered as of 1/28/08:

ChamberExpress, ChamberMaster, Hampton Publishing, CompManagement, Novo Print U.S.A., Inc., Village Profile,

Resource Development Group, Brian Bourgraf, Anthem Blue Cross & Blue Shield/Shawan-Marquis Agency, Compensation Consultants & reMEMBER by CompuSol, Inc.

If your business is not listed above, you can still register by promptly submitting your the Sponsors/Exhibitors registration form on the "Winter Conference" page at www.cceoohio.com.

Wrap-Up & Kudos

2007 Fall Regional Sessions

A total of 46 people attended the Staff Development Workshops, and another 107 persons attended the Board Leadership Symposiums conducted around the state last November and December. 92% of those that attended the Staff Development Workshops rated them “very good/excellent”, while 95% of the Board Leadership Symposium rated their sessions the same high marks.

Again, we want to thank **Dale Fallat**, Vice President of Corporate Services for The Andersons, Inc. and Chairman of the Ohio Chamber of Commerce, for his valuable insights on the topic of “Making Your Community a Magnet for Business”.

We also want to thank the following members that stepped up to the plate as hosts for these sessions:

Maria Ariga, Troy Area – **Holly Stacy**, Sandusky County – **Janet Davis**, Westerville Area – **Marvin Jones** Chillicothe-Ross – **Linda Reed**, Lake County – **Mary Jo Bockrath**, Ottawa Area.

CCEO Website Useful Tips & Hints



[About CCEO](#) – [Membership & Benefits](#) – [Conferences & Events](#) – [Newsletters](#) – [Members Only](#)

- 1. Username & Password:** From time to time we will change one or both of these to ensure that only current members have access to the “Members Only” section of our website. When it becomes necessary to do so, current members will be notified by e-mail. If you forget what they are, simply click on the “Members Only” menu where you will find a message indicating the date you should have received the current Username and Password; then look for that e-mail in Outlook. Please keep in mind that only individuals that are members should have this access, so please don’t share them with anyone else.
- 2. Using the “Search” feature:** If you are looking for sample documents, policies, program information or special studies in the “Member Only” library, but don’t know where to find them, try doing a search. After you have successfully logged in as a member, bring your cursor back up over “Members Only” & select “Site Search” where you can enter a word or two related to what you’re looking for.
- 3. Calendar & Upcoming Events:** When you are in the public part of the website, notice the gray column on the left side of the page labeled “What’s next?” By clicking on any of those dates or events, an “Event Info” page opens up with more details about the one you clicked on.
- 4. Recent Posts & Updates:** On the home page that first opens up, recent posts & updates are listed, beginning with the most recent ones. Those that are in the public section of our website are linked, meaning that you can click on them to go straight to them. However, those that are for member’s eyes only must be accessed through the “Members Only” section.

Website Comment from a Member

Happy New Year BJ! I hope this finds you well!

I just wanted to say THANK YOU for the awesome website. My board is asking for some comparisons with other Chambers and the first place I went was the new CCEO website! What a tremendous amount of info! Thanks to you and to all my fellow Chamber members for sharing their information. CCEO has eliminated the need to “recreate the wheel”! Now I can spend more time on growing our organization and helping businesses thrive! I know in our jobs BJ we don’t often get “thanked” so please know that you are a lifesaver!

Thanks again! Go CCEO!!!!

Kelly

Kelly Evans-Wilson

Executive Director, Champaign County Chamber of Commerce & Visitors Bureau

**Legislative Alert From the U.S. Chamber
 Climate Security Act of 2007**

You may have been contacted recently by organizations promoting S. 2191, the Lieberman-Warner Climate Security Act of 2007, as “cost-effective” and “commonsense.” Neither is true. Global research firm CRA International, in testimony provided to Congress, estimates that the Lieberman-Warner bill will cost America 3.4 million jobs, a \$1 trillion reduction in GDP, and a doubling of wholesale electricity prices. Even Senator Lieberman himself conceded that this bill will cost Americans “hundreds of billions of dollars.” The U.S. Chamber of Commerce strongly opposes Lieberman-Warner, which would result in lost jobs and increased energy prices at a time when our economy needs a shot in the arm, not a shot across its bow.

Contrary to what proponents of what the Lieberman-Warner bill are saying, a truly cost-effective and commonsense approach to reducing greenhouse gas emissions would incorporate the following principles:

1. Preserve American jobs and not harm the economy;
2. Address the international nature of global climate change (and the emissions of developing nations such as China, India, and Southeast Asia, which outpace the U.S.);
3. Promote accelerated technology development and deployment;
4. Reduce barriers to the development of climate-friendly energy sources; and
5. Promote energy efficiency measures.

The Lieberman-Warner Climate Security Act fails this test on all fronts. It harms the economy and could drive businesses overseas to nations with less stringent emissions requirements. America would lose these jobs—permanently. Moreover, the newly-relocated companies’ emissions will then float back over to the United States, making it even harder for domestic businesses to compete.

If Congress is truly serious about reducing greenhouse gas emissions, it will take a staggering amount of new, carbon-free energy to meet this goal. To get there, we will need to incentivize research and development of clean energy technologies. The Lieberman-Warner bill does not create enough of these incentives to ensure that America will remain “powered up” once the carbon caps it proposes begin to constrict. Nor does the bill do enough to reduce barriers to introduction of carbon-free energy sources—such as nuclear power and clean coal—domestically and abroad.

The U.S. Chamber opposes the Lieberman-Warner climate bill. It does little to impact global greenhouse gas emissions levels, it harms the American economy through lost jobs, declining GDP and increased electricity prices, and it does not adequately promote the technologies we will need to ensure a reliable energy supply in a carbon-constrained world. This bill is the wrong method for addressing greenhouse gas emissions.

We urge you to contact your Senators, George Voinovich and Sherrod Brown, to share with them your views regarding the Lieberman-Warner Climate Security Act. (See letter attached at the end of this newsletter from the U.S. Chamber to the Senate Environment and Public Works Committee expressing its opposition to this Act.)

The U.S. Chamber will be extremely engaged on this issue in Ohio in the coming months as we seek to inform Ohio’s businesses and families how Lieberman-Warner will imperil their bottom lines as well as their quality of life. If you have any follow up questions or require additional information, please do not hesitate to contact Matt Davis or Ben Taylor at the U.S. Chamber’s Great Lakes Region Office, (312) 983.7120.

(Note: Ben Taylor, Mgr. of the Great Lakes Region Office, will brief us on this and other federal issues of importance to Ohio’s businesses at the Winter Conference.)

CONTRIBUTORS TO 2008 SCHOLARSHIP FUND

The CCEO Board encourages you to add a voluntary contribution of any amount for our scholarship fund when you renew your membership, or at any time for that matter. We thank the following members whose support will strengthen and perpetuate continuing education and training for up-and-coming CCEO peers committed to our profession:

Roger Blackburn	Fayette County
Leslie Blake	Gahanna Area
Cathy Dunlap	North Canton Area
Jessica Forsythe	Euclid
Kate Gribble	Van Wert Area
Sue Harrison	Hardin County
Cheri Hottinger	Licking County
Charlotte Keim	Marietta Area
Joe Kleinknecht	Galion Area
Carolyn Konefal	Hudson Area
Eileen Leuby	New Albany Area
Debra Lynn-Schmitz	Greater Medina Area
Sarah Stephens-Krupp	Fostoria Area
Janet Tressler-Davis	Westerville Area

PRODUCTS & SERVICES

Looking for new products and services to enhance your chamber's operation, generate additional revenue, or provide new benefits for your member-investors? We encourage you to explore the possibilities first with the following CCEO Business Members.

Consulting

Chamber Consults, Inc.		<u>David Vollette</u> , President	dvollette@woh.rr.com	937.773.6692
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Human Resource Assistance

www.HRTwentyFour	www.HRYwentyFour.com	<u>Matt Rosen</u> , CEO/Founder <u>Cindy Davis</u> , VP/COO	mrosen@hrtwentyfour.com cdavis@hrtwentyfour.com	614.439.6005 740.289.2071 x 365
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Membership Database Software

ChamberMaster	www.chambermaster.com	<u>Doug Hennem</u> , President <u>Ward Thompson</u> , Sales Mgr.	doug@chambermaster.com ward@chambermaster.com	866.847.4592
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Office Supplies, Furniture, Design, and Promotional Products.

Office Depot	www.officedepot.com/bsd	<u>David Fisher</u> , Dist. Sales Mgr. <u>Jeanne Barrett</u> , Executive Asst.	david.fisher@officedepot.com jeanne.barrett@officedepot.com	614. 442.2228 614.442.2228
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Printed & Electronic Directories, Community Profiles, Maps & more.

Hampton Publishing	www.hamptonpublish.com	<u>Mike McNeil</u> , President	mcmaps@cinci.rr.com	800. 837-1444
Journal Communications	www.jnlcom.com	<u>Ray Langen</u> , Exec. VP	rlangen@jnlcom.com	800.333.8842 x 255
NovoPrint USA	www.novoprint.com	<u>John Limbach</u> , CEO/Publisher <u>Tommy Thompson</u> , VP Bus. Dev., OH <u>Linda Shapona</u> , IOM Consultant	Tommythompson1@msn.com novoprintlinda@cox.net	937.475.4597 937.475.4597 734-812-6522
Village Profile.com, Inc.	www.villageprofile.com	<u>Gayle Bohman</u> , Ohio Acquisition Manager	broadcast49@comcast.net	866.496.3294

Resource Development

Resource Development Group	www.rdgusa.net	<u>Rob Radcliff</u> , Principal	rob@rdgusa.net	866.734.5660
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Speakers

Professional Speakers Bureau International	www.terrificspeakers.com	<u>Thom Lisk</u> , CEO/President	speak@terrificspeakers.com	800.705.0079
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Website Services

ChamberExpress	www.chamberexpress.com	<u>Joanne Taylor</u> , President	joanne.taylor@chamberexpress.com	877.935.0300
WebLink International	www.weblinkinternational.com	<u>Steve Benner</u> , Sales & Marketing Dir.	steve@weblinkinternational.com	877.231.4970

Workers Compensation Group Programs & Services

Compensation Consultants (CCI)	www.cciworkerscomp.com	<u>Mike Dove</u> , V.P. & <u>Melinda Ulery</u> , Gp. Supp. Supervisor <u>Theresa Passwaters</u> , Acct. Exec.	mike.dove@ccitpa.com melinda.ulery@ccitpa.com theresa.passwaters@ccitpa.com	800.837.3200x7108 (800) 837-3200
CompManagement, a Sedgwick CMS Co.	www.sedgwickcms.com/grouprating	<u>Genny Hart</u> , Assoc. Acct. Exec. <u>Randy Jones</u> , Dir. Assoc. Services	genny.hart@sedgwickcms.com randy.jones@sedgwickcms.com	614.760.8145 614.760.8145

MEMBER NEWS & UPDATES

New Members (Dec. 1, 2007-Jan. 28, 2008)

We welcome our newest members and trust that your investment in the CCEO will be returned many times over. We look forward to your active involvement and serving your needs.

Randy Jones	Director of Ass'n. Services	CompManagement, Inc.	randy.jones@sedgwickcms.com	614.760.2466
Genny Hart	Association Acct. Exec.	CompManagement, Inc.	genny.hart@sedgwickcms.com	614.760.8145
Joanne Beineke	Board Chair	Eaton-Preble County	jbeineke@bullentech.com	937.456-4949
Angie Fanello	Member Services Director	Mansfield-Richland Area	afanello@mrachamber.com	(419) 522-3211
Rob Radcliff	Principal	Resource Development Group	rob@rdgusa.net	(614) 792.8814
Pam Cooper	President	Vermilion	vermilionchamber@centurytel.net	440.967.4477
Linda Jones	Executive Director	Whitehall Area	info@whitehallchamber.org	614.237.7792

Reinvesting Members (Dec. 1, 2007-Jan. 28, 2008)

We thank the following members for their renewed investment in the CCEO. We value and appreciate your continued involvement and support.

Jennifer Simon	CEO	Athens Area	jennifer@athenschamber.com	(740) 594-2251
Larry Payne	Membership Serv. Coord.	Athens Area	larry@athenschamber.com	(740) 594-2251
Mike McNeil	President	Hampton Publishing	mcmaps@cinci.rr.com	(800) 837-1444
Sean Hughes	Executive Director	Madison County	sean@madisoncountychamber.org	(740) 852-2250
Kevin Nestor	President	Mansfield-Richland Area	knestor@mrachamber.com	(419) 522-3211 x 224
Karen Haley, CCEO-AP ²	President	Wilmington-Clinton County	karenhaley@wccchamber.com	(937) 382-2737
Tom Poorman	President	Zanesville-Muskingum County	tpoorman@zmchamber.com	(740) 455-8282

**"Don't stand in a bucket trying to lift yourself up by the handle."
- Winston Churchill**

CHAMBER OF COMMERCE
OF THE
UNITED STATES OF AMERICA

R. BRUCE JOSTEN
EXECUTIVE VICE PRESIDENT
GOVERNMENT AFFAIRS

1615 H STREET, N.W.
WASHINGTON, D.C. 20062-2000
202/463-5310

December 4, 2007

The Honorable Barbara Boxer
Chairman
Committee on Environment and Public Works
United States Senate
Washington, DC 20510

The Honorable James M. Inhofe
Ranking Member
Committee on Environment and Public Works
United States Senate
Washington, DC 20510

Dear Chairman Boxer and Ranking Member Inhofe:

The U.S. Chamber of Commerce, the world's largest business federation representing more than three million businesses and organizations of every size, sector, and region, strongly opposes S. 2191, the "Lieberman-Warner Climate Security Act of 2007."

As Chamber President and CEO Thomas J. Donohue previously communicated in testimony to your Committee on June 28, 2007, the Chamber hinges our support for climate legislation on whether it satisfies five core principles: it must (1) preserve American jobs and the economy, (2) address the international nature of global climate change, (3) promote accelerated technology development and deployment, (4) reduce barriers to development of climate-friendly energy sources, and (5) promote energy efficiency measures. The Chamber opposes S. 2191 because it fails to satisfy several of these principles.

First, S. 2191 fails to preserve American jobs and the domestic economy. As Dr. Anne Smith of global research firm CRA International stated to the Committee on November 8, 2007, S. 2191 could cost America 3.4 million additional jobs, a \$1 trillion decline in GDP, and a doubling of wholesale electricity prices between now and 2050. The bill requires American companies to undertake dramatic emissions reductions regardless of whether its economic competitors do the same, at least prior to the year 2019. As utilities are forced to move off coal, Dr. Smith predicts that natural gas demand for electricity generation will increase by as much as 66 percent over the next 20 years. By then much of the United States' energy-intensive industry could be gone, having either shut down or moved overseas. The chemical industry has already largely moved overseas because it cannot compete in the world market while complying with domestic energy constraints and emissions controls; how many other American businesses will be forced to follow suit?

Second, S. 2191 does not adequately address the international nature of global climate change. The domestic emissions constraints imposed by S. 2191, without corresponding long-term cutbacks in greenhouse gas emissions from other nations (particularly developing nations), will not only fail to make the required impact on levels of greenhouse gases in the atmosphere,

but could also irreparably harm the country's ability to compete in the global market. Any long-term climate change action plan absolutely *must* include developing nations such as China and India. Chinese emissions are projected to increase 119 percent and Indian emissions 131 percent between 2004 and 2030.¹ Without engagement by developing nations, the carbon constraints imposed by S. 2191 would penalize domestic businesses attempting to compete in the world market while non-participating developing nations continue to get a free ride.

Third, S. 2191 does not promote greenhouse gas reducing technologies—such as clean coal and nuclear energy—at a substantial enough level or a fast enough pace to compensate for the bill's aggressive emissions constraints. Dr. Margo Thorning of the American Council for Capital Formation testified before your Committee that U.S. per capita emissions would have to be reduced about 25 to 35 times greater than what occurred from 1990 to 2000 to meet the targets of S. 2191, and the technologies simply do not exist to reduce emissions to this extent without severely reducing the growth of the U.S. economy and employment. With respect to clean coal, Title IV of the bill does attempt to use a percentage of early- and annually-auctioned credits to fund low-carbon and zero-carbon energy technologies, but this meager step is not nearly enough. According to *The Future of Coal*, a report released in March 2007 by a consortium of faculty and energy experts at MIT, it will take a \$5 billion, 10-year program to research, develop, and demonstrate on a realistic scale the technology necessary to capture and store carbon dioxide from coal-fired power plants.² And coal, despite the efforts of many in Congress, is not going anywhere: the Energy Information Administration (EIA) projects electricity generation from coal to rise from about 2 trillion kilowatthours (kWh) today to well over 3 trillion kWh by 2030.³ With such little funding for research, carbon capture and sequestration technology will not be cheaply or readily available to entities covered by S. 2191 by the time the caps are in place and begin to decrease annually. Coal is vital to the United States' energy future, and paltry funding for clean coal technology is completely unjustifiable. Moreover, while coal receives paltry funding under S. 2191, nuclear power receives no funding whatsoever: S. 2191 fails to support in any way the research, development and expansion of new nuclear power facilities. In fact, the word “nuclear” does not appear in the text of the 303-page bill even *once*. Such obvious oversight of a clean and safe energy technology that will be absolutely necessary in a carbon-constrained environment is yet another reason the Chamber cannot support S. 2191.

Finally, S. 2191 does very little to reduce barriers to development of climate-friendly energy sources. In the regime imposed by S. 2191, clean coal and nuclear power will not be readily available to meet our energy needs. And if the recent death sentence for the Cape Wind project is any indication, the U.S. may not even be able to site or permit renewables. That leaves natural gas as the only legitimate replacement option for electricity generation. But S. 2191 has no mercy on natural gas, either (and was recently amended to add an “upstream” cap on emissions from natural gas processors, crippling natural gas users even more). Increased natural gas production costs from the bill could result in decreased investment and the shutting down of marginal natural gas wells. S. 2191 would likely exceed the less stringent Lieberman-McCain

¹ International Energy Agency, *World Energy Outlook 2006*, available at <http://www.iea.org/textbase/weo/index.htm>.

² Deutch, J., and Moniz, E., *The Future of Coal: An Interdisciplinary MIT Study*, March 14, 2007, available at <http://web.mit.edu/coal>.

³ Energy Information Administration, *Annual Energy Outlook 2007*, available at <http://www.eia.doe.gov/oiaf/aeo/index.html>.

bill, S. 280, which had been projected to reduce U.S. natural gas production by up to 11 percent by 2030. Moreover, a recent study by Pennsylvania State University found that EIA has over-estimated natural gas supply and under-estimated corresponding demand in the electric power sector,⁴ calling into serious question whether natural gas can handle the demands of industrial, commercial and residential consumers if legislation like S. 2191 forces the United States to move off coal.

For these reasons, the Chamber opposes S. 2191.

Sincerely,

A handwritten signature in black ink, appearing to read "R. Bruce Josten". The signature is fluid and cursive, with the first name "R." and last name "Josten" being the most prominent parts.

R. Bruce Josten

Cc: Members of the Committee on Environment and Public Works

⁴ Considine, T.J., and Clemente, F.A., "Evaluating Forecasts of Natural Gas Markets: Implications for Modeling and Policy Analysis," International Energy Workshop 2007 (June 2007), available at <http://www.internationalenergyworkshop.org/pappdf/Considine.pdf>.