

WRAP-UP

2008 Summer Networking Conference

Get a Clue



Discover Your Potentials

Below is your link to the following conference "Discoveries":

- "Best Ideas" for Connecting with Your Current & Future Members
- PowerPoint presentation on "Hi Tech vs. Hi Touch: Connecting With Your Members".
- PowerPoint presentation on "Benchmarking: U.S. Chamber's Accreditation Program"
- Compendium of "Discover Solutions" Team Challenge
- Conference Photo Gallery
- List of conference sponsors
- Conference Program

<http://www.cceoohio.com/Summer-Conference-2008.120.0.html>

"Great conference & networking!"

"Thanks for another wonderful conference!"

"Great networking opportunities!"

"Gained new insights and many take-home ideas."

"I enjoyed every minute of it."



The value of this conference can be measured by the discovery of the many great ideas addressing every-day challenges, combined with timely presentations, lots of networking and great fellowship. We thank and recognize the many players that contributed to its success:

Our Partners & Sponsors: Ohio Chamber – ChamberExpress - Hampton Publishing - Village Profile - CompManagement, Inc. a Sedgwick CMS Company - Compensation Consultants, Inc. - reMEMBER by CompuSol, Inc. - NovoPrint USA - CommunityLink – CareWorks – and Brian Bourgraf, Wilmington.

The Conference Committee: *Conference Chair*-Joe

Kleinknecht (Galion); *Registration Table*- Marla Akridge (Ashland); *First Timers' & Speakers' Relations*-Mary Jo Bockrath (Ottawa Area); "*Discover Solutions*" *Team Challenge* -Sue Harrison (Hardin County); *Hospitality Room*- Roger Blackburn (Fayette County); and *Camp Fire*- Debra Lynn-Schmitz (Greater Medina).

Members that Served as Benchmarking Consultants:

Maria Ariga (Troy Area), Jill Becker (Tuscarawas County), Janet Davis (Westerville Area), John Harris (Northeastern Cincinnati), Debra Lynn-Schmitz (Greater Medina), and Mark V'Soske (Toledo Regional).

Program Presenters: Mathew Wasserburger (U.S.

Chamber), Linda Woggon and Chris Brock (Ohio Chamber), Kordell Norton (Synergy Solutions), and Joe Hinson (West Chester Chamber Alliance).



Thank you all!

CONFERENCE PRIZE WINNERS

Congratulations to the following winners of CCEO vouchers that can be applied toward a future CCEO event or membership renewal: Dan Yahraus (Bryan Area)- \$25.00; Lori Smith (Marietta Area)- \$25.00; Michelle Masica (Wadsworth)- \$50.00; and Jenni Reusser (Orrville)- \$100.00.

Upcoming Events

Staff Development Workshop – A one-day program to be held at the Ohio Chamber headquarters in early November, designed for chamber execs and their staff associates. Look for more details coming soon.

Board Leadership Symposium – A half-day session to be held in five key locations around the state, designed to help chamber board officers and directors gain a better understanding of their roles in assuring the chambers' increased relevancy to their business constituents and communities. More details coming soon.

Winter Conference, Annual Meeting & Awards Banquet – Our biggest event of the year with top notch speakers and mini-workshops. **February 19-20, 2009, Crowne Plaza Columbus North, Columbus, OH.** Look for more details after the Sep. 10th meeting of the Conference Committee, chaired by Dan Yahraus (Bryan).

A Policy Summit on Restoring Prosperity to Ohio

September 10, 8:00 a.m.-4:30 p.m., Greater Columbus Convention Center



Creating new prosperity and opportunity for Ohio is the subject of this summit hosted by the Brookings Institution and the Greater Ohio Policy Center. **The Restoring Prosperity to Ohio Public Policy Summit** is part of a multi-year research, policy development, and networking effort to revitalize Ohio's core communities, create new opportunities for the people of Ohio, and reinvigorate the state's economy.

Plenary presentations and breakout sessions will engage participants in review, evaluation, and refinement of recommendations and goals for moving Ohio forward in areas such as economic development, transportation investments, workforce development, and neighborhood revitalization. Speakers include Governor Ted Strickland, Lieutenant Governor Lee Fisher, and Bruce Katz, Vice President and Director of the Brookings Metropolitan Policy Program, as well as other business, education, and political leaders.

The Summit will be a valuable opportunity to elevate this important discussion to center stage in Ohio and to impact the way we conduct business to create Ohio's future prosperity. The Summit is free. Registration, however, is required because space is limited. **Please register now** through the Greater Ohio website or directly at www.regonline.com/restoreprosperity.

For more information on the Restoring Prosperity Initiative or to download a copy of the Brookings report, "*Restoring Prosperity: The State Role in Revitalizing America's Older Industrial Cities*," please visit www.greaterohio.org or contact Ann Seller, 614.258.6200x33, aseller@greaterohio.org

CAN YOU SAY "NO"?

Keeping the Main Thing the Main Thing

By Mick Fleming, President, ACCE - mfleming@acce.org



Did you ever have to make up your mind? Say yes to one and leave the other behind? It's not always easy and not often kind. Did you ever have to make up your mind?

Those not-so-memorable lyrics from John Sebastian epitomize the circumstance many chamber leaders find themselves in these days. No, they're not selecting one steady date over another (at least in most cases), but they are finding it necessary to make hard choices about where they spend their resources. They are being forced more than ever by financial and volunteer resources to say "yes" to the real priorities of the organization and to leave the other stuff behind.

The chamber leaders who can't make such hard choices will be in trouble in the coming years. The "other guy's" priorities, which impose on a chamber's life every day, simply can't receive the attention they may have benefited from in the past. You know what I mean. Those obviously worthwhile causes that are dying for the support, endorsement, attention and commitment of the chamber, even though they aren't on any goal or strategic plan task list your board has ever seen. Often, however, these distractions come from directors and former chairs, rather than from casual acquaintances. And that makes them even harder to resist... but resist you must. ***With the growing missions and stretched resources you're facing, spending time, money and worry over anyone's priorities but your own is no longer an option.***

"Easy for you to say, Fleming!" I know how hard it is to say "no" to a good idea. I know how hard it is to avoid all of the focus-stealing initiatives that walk in the door and how ungrateful and guilty you can feel when you tell a former chairman, or a pastor of the downtown parish, or the party chairman, or the United Way that you can't help them at this time. And, I realize that expecting partnership-level commitment of others means that you must deliver it yourself at times. Such tactical choices must be made with the larger strategies in mind. Being a nice guy is nice... but the job is the job.

When I deliver my "Deathbed Confessions" speech around the country, I tell the stories I've accumulated from chamber leaders who have left their jobs—by choice and otherwise. Among those who are leaving involuntarily, ***the number one reason they give for their demise (other than blaming unreasonable chair-elects) is that they and the organization lost their focus.*** They were pulled in too many directions and failed to *keep the main thing the main thing*.

In times of economic uncertainty, political upheaval and demographic change, chambers of commerce are both more vital and more vulnerable. Your communities and members need you more than ever, and they need you focused on the things that matter most to them, as determined by board deliberation. For a while, the other guy's priorities will have to wait and even with your own "wanna do" list, you'll have to say "yes" to some and leave the others behind.

Onward.

Mick

(Re-printed with permission as published in the Summer 2008 issue of Chamber Executive Magazine.

For more information about ACCE, go to www.acce.org

MEMBERS' NEWS & TIDBITS

Columbiana County Chambers Launch Joint Website

Seven of the chambers in Columbiana County, (Calcutta, Columbiana, East Liverpool, Leetonia/Washingtonville, Lisbon, Salem & Wellsville), plus the Chester/Newell Chamber (WV) are discovering new ways of working together to strengthen their collective impact & relevancy to the business community. The most recent example is the development of a Columbiana County Chambers website.

The Columbiana County Port Authority contributed to the effort, and a grant from the Governor's Office of Appalachia was secured to pay for the creation of the site which is still in its early stages of development. You can check it out at www.columbianacountyareachambers.com/chambers

Medina Chamber Purchases Building

On Tuesday, July 8, 2008, the Greater Medina Chamber of Commerce purchased the building and property the Chamber currently occupies at 139-145 N. Court St. This purchase represents over 20 years of planning and saving for a permanent home for the Chamber.

The Chamber has occupied the current facility for 14 years when the previous owners, Ted and Margaret Fauber, renovated the gas station to meet the Chamber's needs.

The Chamber Board of Directors and past CEO, W. Eugene Morris, started the building fund in 1987 using proceeds from the Medina Oktoberfest. Over the years the Golf Outing and other investment and fund-raising projects diligently increased the Building Fund to prepare for the day that the Chamber would purchase the existing or another facility.

Chairman Jim Bigam said, “This is a great accomplishment for the Chamber. It has taken many years and responsible, conscientious planning to get to this point. The Chamber is proud to make an investment in our community beyond our service and to be a part of the historical, central business district of the greater Medina community.”

The Chamber serves businesses, member investors and promotes business interests through economic development, business advocacy and member services within the greater Medina area. This year the Chamber celebrates 70 years of Leading Businesses, Leading Communities.

CCEO Website
Useful Tips & Hints



About CCEO – Membership & Benefits – Conferences & Events – Newsletters – Members Only

Looking for something on our website, but don’t know where or how to find it? Here are two simple ways to go about it:

- Bring your cursor over “About CCEO” and select “Site Map” at the bottom of the drop down menu. Up pops a user-friendly list of all web pages in the public section of our web site with a direct link to each page.
- The “Members Only” section has three parts: **Membership Directories** in Microsoft Excel format, current **Job Postings**, and the **Resource Library** with samples of Programs, Policies, Guidelines, and much more. To access any of these you must first log in as a member. Once you have done that, here’s a simple way to find stuff in the Resource Library: Bring your cursor over “Members Only” and select “Site search” at the bottom of the drop down menu. Now enter one or a few key words and click “Search”. All documents in the Resource Library that contain the key words will appear along with links to where they are located.

MEMBER UPDATES

New Members (June 13 – Aug. 10, 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.

Kert Radel	President/CEO	Fairfield	President@FairfieldChamber.com	(513) 881-5500
Jacquelyn Barlage	Dir. of Communications	Lima/Allen County	jbarlage@limachamber.com	419.222.6045
Lisa Maslotti	Executive Director	Parma Area	Lisa@parmaareachamber.org	440-886-1700

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 Partners. (In the “Membership & Benefits” section of our website, go to “Hot Links” where you will find their logos linked directly to each of their websites.)

Consulting

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Database Applications for Chambers

ChamberMaster	www.chambermaster.com	Doug Hennem, President Ward Thompson, Sales Mgr.	doug@chambermaster.com ward@chambermaster.com	866.847.4592
reMEMBER by CompuSol, Inc.	www.dfw-compusol.com	Kevin McCann President Christie Thornton CEO	kevin.mccann@dfw-compusol.com christie.thornton@dfw-compusol.com	800.318.7333 817.373.7322

Human Resource Assistance

www.HRTwentyFour	www.HRYwentyFour.com	Matt Rosen, CEO/Founder Cindy Davis, VP/COO	mrosen@hrtwentyfour.com cdavis@hrtwentyfour.com	614.439.6005 740.289.2071 x 365
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Office Supplies, Furniture, Design, and Promotional Products.

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Printed & Electronic Directories, Community Profiles, Maps & more.

Hampton Publishing	www.hamptonpublish.com	Mike McNeil, President Angie Fallon Marketing Director	mike@hamptonpublish.com angie@hamptonpublish.com	800. 837-1444
Journal Communications	www.jnlcom.com	Ray Langen, Exec. VP	rlangen@jnlcom.com	800.333.8842 x 255
NovoPrint USA	www.novoprint.com	John Limbach, CEO/Publisher Tommy Thompson, VP Bus. Dev., OH Linda Shapona, IOM Consultant	Tommythompson1@msn.com novoprintlinda@cox.net	937.475.4597 937.475.4597 734-812-6522
Village Profile.com, Inc.	www.villageprofile.com	Gayle Bohman, Ohio Acquisition Manager	broadcast49@comcast.net	610.999.4788

Resource Development

Resource Development Group	www.rdgusa.net	Rob Radcliff, Principal	rob@rdgusa.net	866.734.5660
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Speakers

Professional Speakers Bureau International	www.terrificspeakers.com	Thom Lisk, CEO/President Taylor Miller Customer Service	thomlisk@terrificspeakers.com speak@terrificspeakers.com	800.705.0081 800.705.0081
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Website Services

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

Workers Compensation Group Programs & Services

Compensation Consultants (CCI)	www.cciworkerscomp.com	Mike Dove, V.P. & Melinda Ulery, Gp. Supp. Supervisor Theresa Passwaters, 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	Genny Hart, Assoc. Acct. Exec. Randy Jones, Dir. Assoc. Services	genny.hart@sedgwickcms.com randy.jones@sedgwickcms.com	614.760.8145 614.760.8145

Great Truths We Learn As Adults

- 1) Raising teenagers is like nailing jelly to a tree.
- 2) Wrinkles don't hurt.
- 3) Families are like fudge...mostly sweet, with a few nuts.
- 4) Today's mighty oak is just yesterday's nut that held its ground.
- 5) Laughing is good exercise. It's like jogging on the inside.
- 6) Middle age is when you choose your cereal for the fiber, not the toy.