

2013
Annual Report
to the
Membership

YSCHAMBER

YELLOW SPRINGS CHAMBER OF COMMERCE

enterprising ideas + meaningful support

Annual Meeting Agenda

February 20, 2014

6:00 – 7:00 pm **Social Time, Appetizers, Wine, Tastings**

7:00 pm

Program

Welcome – Lisa Goldberg

Introductions (all attendees give their name and affiliation)

Annual Report to the Membership – Karen Wintrow

Finance Report – Roger Reynolds

Marketing Plan – Holly Simpson

Chamber Scholarship Fund - Anita Brown

Keynote Address *Improving the Health of ~~Your~~ Our! Community Together*

Terry Burns, President Greene/Soin Hospitals

8:00 pm

Door Prize Drawing

Thanks to all of you for attending and for your continued support of the YS Chamber!

Annual Meeting Sponsors

Platinum Level



Gold Level



Food, Wine & Tasting Participants & Donors



2013 ANNUAL REPORT

The Local Business Climate

The Yellow Springs Chamber is pleased to report a continuing positive business climate in Yellow Springs as the regional and national economy continues on an upswing.

Downtown retail remained relatively stable again in 2013 but some exciting new additions enhanced our wonderful mix. A new women's and children's shoe boutique, Sweet Sanaa opened on Dayton Street. More new retail opened in July when Atomic Fox moved into the rear space at King's Yard featuring mid-century modern furniture and vintage collectibles. Finally, stylist Andrea Rhodes moved from Wavelength to open her own salon Sidedoor in the 108 Dayton St. Building.

There were a few unfortunate business closures including Chen's Asian Bistro, EcoMental, Ohio Vintage, No Common Scents and Artistic Delirium Tattoos but fortunately most of the empty spaces are being filled with new businesses that will open in spring of 2014.

The most dramatic change downtown was the complete renovation of the Little Art Theatre. The last 35 mm film shown at the Little Art Theatre in April followed by a nearly five month closure for major renovations. The brand new, beautiful Little Art Theatre reopened to rave reviews on September 28.

Basho Apparel was purchased by Jeannamarie Cox Peifer, JCox, An Apparel Services Company began production in their studio on Meredith Road featuring eco-friendly, sustainable screen printing with in-house graphic design and printing services.

Corporate management changes included Sandy Hollenberg being named as CEO of the YS Federal Credit Union after a few months as Interim CEO and five years as COO. Also in January, Internet-provider Servlet was back in the hands of founder Bruce Cornett.

There was news on the lodging front. Springs Motel got a new owner when Eric Clark made the decision to sell after 10 years. Kat Krehbiel purchased the property in the spring. The lovely and popular Arthur Morgan House went on the market in 2013. Finally, Jim Hammond purchased the Barr Property at the northeast corner of Xenia Ave. and Limestone St. for the construction of a 30 room hotel called Mills House Park. Planning Commission approved the project in November and groundbreaking is expected in the spring of 2014 with project completion expected by June of 2015.

At Millworks Business Center, Yellow Springs Brewery had their grand opening on April 13. Owners Lisa Wolters and Nate Cornett created an impressive production facility along with a beautiful taproom that has quickly become a popular village gathering spot and attracting visitors from the region. Another Millworks tenant, EnviroFlight was in the national news several times during the year including CNN, BusinessWeek and more. Owner Glen Courtright is growing the business and adding staff.

The Creative Memories building was sold in a bankruptcy auction in November to an investment group from California, Yellow Springs LLC, and they are anxious to find tenants to fill the available space. The Chamber is working with the owners in their promotional efforts and we are poised to provide whatever assistance we can in attracting new tenants.

Antioch College greeted their third class with 100 first years joining 70 second years and 30 third year students. Administration, faculty and staff grew to 135 full-time, part-time and adjunct positions. Facility

improvements included the completion of renovations to the Science Building and work starting on the new Wellness Center and Foundry Theater and North Hall receiving Leeds Gold Certification. Construction also began on a large geothermal system on the "golf course". The Miller Fellow program, administered by the YS Community Foundation, continue to provide local non-profits with interns. Most importantly, the agreement between the College and Antioch University, releasing the University's reverter rights to campus real estate, Glen Helen and the endowment was approved by the courts.

Finally in 2013, the Village continued the update of the zoning code, including public hearings before Planning Commission and Village Council with the final code adopted by Council on October 21. The new code is available in a user-friendly interactive format on the Village website, www.yso.com.

Attractions, Activities & Events in Yellow Springs

The popularity of Yellow Springs as a destination continues to grow, we believe in large part because of the work of the Chamber to promote Yellow Springs. A walk-able downtown with delightful shops, wonderful restaurants and some of the best people-watching around; Glen Helen and the Little Miami Trail prove year after year to be attractions that draw thousands.

Events continue to be a major draw giving visitors a reason to spend the day or the weekend. The Chamber continues to support local businesses and organizations with their special events throughout the year. Third Weekends continue to be a focus but we encourage activities year round and our expanded focus on social media promotions allows us to promote events happening at any time.

Thanks to the creative energy of Bob Swaney and the diligence of Brian Housh, one of the major endeavors of the year was the creation of YS-opoly, released at a community party on June 2 at Antioch University Midwest. With custom made game pieces, tie-dye logo and favorite Yellow Springs landmarks and businesses on the board, the game was quintessential Yellow Springs and a must have for current and past residents.

We also work closely with Glen Helen to promote their hikes, lectures and events throughout the year, one of the biggest being the Glen Helen Earth Day 5k in April. We also support and promote events organized by other local organizations and businesses including Corner Cone's Springs Sings, Village Artisan's Art on the Lawn, Dark Star Books & SuperFly Comics Book Fair, AACW Blues & Jazz Fest along with the many activities at Young's Jersey Dairy that bring hundreds of thousands annually.

June is National Pride Month and YS Pride became a major local event when the third weekend celebration grew from a quiet event in 2012 to a community-wide party in 2013. The uniquely Yellow Springs' Pridewalk Sidewalk Parade was followed by presentations and music at the Bryan Center and culminated with the Dayton-based, nationally-known Ruby Girls performing at Peach's Grill.

The Cyclops Fest, created by the owners of Urban Handmade with the co-sponsorship of the Chamber, WYSO, and Dayton City Paper had an incredibly successful 3rd year. With the theme of "handmade goods, music, culture and DIY wonderfulness," Cyclops attracted a hip, younger crowd interested in saving resources with recycled and repurposed goods. The event includes unique vendors, food trucks, live music and a craft beer garden that proved a successful fundraising endeavor for the Chamber. In May, Dynamite Soul 2: Block Party Edition, the annual Pre-Cyclops party was held in King's Yard.

October was a busy month starting with Street Fair and then the following weekend Art Stroll, the Yellow Springs Artist Studio Tour & Sale and Zombie Walk all of which have become popular events

attracting folks from throughout the region. This year, the National Bronze Sculpture Symposium took place over a two week period bringing three national artists and one local to the Antioch College Outdoor Foundry. Featuring the ancient, but rarely seen, “lost-wax” casting method, the two-week symposium invited the public to observe artists at work during the day, plus attend a free evening series of related lectures and presentations that will culminate in a live bronze pour at sunset on October 26. The works will be installed in a Public Art Trail in the summer of 2014.

Holiday in the Springs started with Lisa Goldberg’s *Art & Soul: A YS Art Fair* on the third weekend in November and ended with the New Year’s Eve Ball Drop. Our annual Holiday Fest on the second Saturday in December found an exciting new collaboration with Glen Helen and YSKP as the festivities centered there with Santa and recitals from several YSKP classes.

Street Fair

As the premier event for the Chamber and the community, Yellow Springs Street Fair brings tens of thousands of visitors on the Second Saturdays in June and October. Street Fair is an economic boon for downtown shops and restaurants, and the Chamber’s largest fundraiser, which helps us continue to keep our membership dues low. Local artisans and other vendors find Street Fair an excellent venue to sell their goods and services. We are pleased to provide non-profit organizations lower cost booth rates as an opportunity to both fundraise and provide awareness for their respective causes.

Partnerships with our sponsors continue to make Street Fair a huge success. In 2013 Wagner Subaru and WesBanco partnered with Street Fair for a fourth year as Festival Sponsors. We were pleased to have Antioch College back for their second year as a festival sponsor. Greene/Soin Hospitals generously stepped up their festival sponsorship this year by sponsoring our shuttles, enabling us to add busses and reduce wait times for festival goers. Peach’s Grill sponsors the Music & Beer Fest with Christine and Don Beard handling the entire operation and donating the proceeds to the Chamber. Media Sponsors were WYSO, Dayton City Paper, Columbus Alive and Cincinnati City Beat.

Local collaborations are critical to the success of Street Fair. The Village provides the public space and all of the necessary Village services to make the event happen. Miami Township Fire & Rescue provides booth inspections and first aid. Young’s Dairy and Yellow Springs High School provide shuttle parking. Mills Lawn provides space for the “Bulldog Bistro” Food Court. Jackson Lytle & Lewis hosts the food tent and acoustic stage at their location.

We continue to find ways to refine and improve Street Fair. In October it was recommended by the YS Police Department and Miami Township Fire & Rescue that we close Dayton Street to eliminate the danger of crossing to access the Music & Beer Fest. The addition of booths to Dayton St. improved the entire Street Fair footprint resulting in reduced pedestrian and vehicular congestion. Also the Dayton St. merchants benefitted from the extension of the economic boon of Street Fair to their businesses. Another improvement in October was closer collaboration with the Village, regional law enforcement and the Ohio Department of Transportation to better direct traffic into the village. The addition of digital signage suggesting alternate routes helped to reduce non-local traffic into the village.

Of course, an event of this size would not be possible without the generous dedication of our volunteers, from early morning set up, to manning the info booths, selling t-shirts and tear-down, the Chamber is fortunate to have some of the hardest working volunteers around, simply stated, Street Fair would not be successful without them!

Cooperative Marketing Plan

In its sixth year, the Cooperative Marketing Plan continues to be a successful program to attract visitors. The Plan combines resources into a single fund to allow for the development of a coordinated advertising plan to expand the reach of our communications. In 2013, 37 participants invested from \$100 to \$3000 for a total budget of over \$18,000. Participants in the plan came from all areas of business including retailers, small and large businesses, arts and other non-profit organizations, educational institutions, hospitality, and professional service providers.

Marketing efforts in 2013 included print media, an expanded use of social media and strong public relations. Advertising was event-focused: Street Fair, Art on the Lawn, AACW Blues Fest, Yellow Springs Artist Studio Tour & Sale, National Bronze Sculpture Symposium and Holiday in the Springs.

Social media is a growing focus in our marketing efforts. Facebook grew from 25,000 to over 30,000 fans in 2013. Twitter doubled in 2012 with over 900 tweets going out to 654 followers primarily focused on music, weekend events and the Little Art Theatre. Finally, weekly Destination emails were sent to nearly 2400 folks on our mailing list.

Print advertising was targeted to publications that fit our demographics including Yellow Springs News, Active Dayton, Oakwood Register, Columbus Alive and Cincinnati City Beat. The monthly Destination Yellow Springs 4-page insert with ads and story content continued in the Dayton City Paper. The Chamber printed and distributed thousands of event flyers locally, regionally and in visitor and relocation packets. WYSO continued as our radio partner and a Street Fair sponsor.

The website remains one of the best tools for communicating information about events and activities in Yellow Springs. A snapshot of web statistics for the busy month of October shows 25,671 visits, 20,482 unique visitors, with 71% being new to the site, 53,982 page views, 2.1 pages per visit with an average duration of 2.1 minutes. Combined with Facebook for timely content, the Chamber provides in depth, topical content for visitors looking to learn more about what there is to do, see and enjoy here.

Supporting Economic Development with Strong Relationships

The Chamber plays a strong role in local and regional business retention, expansion and attraction efforts and maintains contacts with all regional economic development agencies.

Locally, we continued a strong partnership with Community Resources (CR) with the Executive Director continuing as an ex officio board member to complement CR ex officio representation on our Board. Continued progress on the Center for Business and Education is a top goal of our joint efforts.

Developing tighter connections with regional economic development continued in 2013 with the Executive Director attending Greene County Economic Development Council and the Dayton Chamber's quarterly Leader meetings with regional Chamber directors. The YS Chamber has a permanent seat on the Greene County Convention and Visitor's Bureau board and the Executive Director served as President in 2013.

The YS Chamber maintains ties with the State of Ohio and the efforts of JobsOhio through their regional partners the Dayton Development Coalition and the Greene County Department of Development. Together we met with local businesses EnviroFlight and YSI Xylem to express our support and to see how we could assist expansion efforts.

Chamber Membership

Membership in the Yellow Springs Chamber increased in 2013 to 375 with 36 new members. We are happy to report that we have strong support from our local business community and the majority of new businesses coming to town join the Chamber.

Member events included monthly Merchants United meetings; a discussion of building, zoning and fire codes conducted; the Annual Benefits Lunch; and Business After Hours hosted by the Yellow Springs Library and Arthur Morgan House, Yellow Springs Brewery, WYSO and Grinnell Mill Bed & Breakfast. Our holiday celebration at Brandeberry Winery was sponsored by Chamber member Anderson-Williams Insurance Agency and one of their carriers, Motorists Insurance.

Membership benefits include discounts on a wide range of goods and services and access to low cost/no cost programs for your employees. The financial benefits alone will more than cover the cost of Chamber membership and the ability to offer these employee incentives is invaluable for employee attraction and retention. Those discounts include Office Depot, Constant Contact and Cox Media Group along with member to member discounts from Arthur Morgan House Bed & Breakfast, Clay+Stan, Curves, Dreamweaver Designs, Ertel Publishing, Jailhouse Suites, Montgomery Insurance/AutoOwners, Moore Than Massage, Paychex, US Bank, WesBanco Perks at Work and Yoga Springs Studios.

The Chamber is a member of the Southern Ohio Chamber Alliance (SOCA), a consortium of smaller regional chambers. SOCA provides the following discount programs: United Health Care group health insurance; Superior Dental insurance; Hunter Consulting Worker's Compensation group rating program; Cintas document shredding; Infintech credit card processing; Trak I employment screening; Bannockburn foreign currency trading; Mike Albert Fleet Solutions and vision, prescription drug and hearing aid cards. The Executive Director joined the SOCA Board in 2012.

Chamber Office & Staff

Yellow Springs Station is an extremely active and important information hub for the Village. Housing the Chamber office, public restrooms and an information display area, it is our local Visitor's Center with thousands of interactions annually. Whether via telephone, email, social media or personal inquiries, the staff directs visitors to local attractions, distributes visitor and relocation packets, responds to media inquiries and works with individuals interested in opening new businesses. The Greene County Convention and Visitor's Bureau (GCCVB) supports our efforts with an annual grant and by promoting Yellow Springs on its website and through advertising in regional, state and national travel publications.

Another critical service provided by the Chamber is to design and print Visitors Guides, 20,000 of which were distributed in 2013. The Visitors Guide and other marketing materials are displayed in Yellow Springs Station and at several local and regional locations, and included in GCCVB visitor packets distributed to tens of thousands of individuals and groups from around the world every year.

All of this work is accomplished by the Chamber staff with the help and support of the Chamber Board. Karen Wintrow, Chamber Executive Director began her seventh year in 2013 and Marketing and Events Coordinator Holly Simpson is in her fourth year and has been moved to a full-time salaried position. Although no longer with the Chamber, Brian Housh was weekend staff for much of 2013 and provided event support. Susan Gartner is also a valuable resource updating our events calendar.

2014 Plans and Programs

The Chamber looks to our mission statement for program guidance: ***The mission of the Yellow Springs Chamber of Commerce is to promote economic development and maintain and improve the prosperity of its member businesses and organizations, thereby improving the quality of life in the Yellow Springs area community.***

At the Board Retreat in January, the following committee assignments were made:

Finance Committee - Roger Reynolds (Chair), Randy Gifford, Jeannamarie Cox Peifer, Molly Lunde

Membership Committee - Craig Mesure (Chair), Anita Brown, Randy Gifford, Susan Miller

Marketing & Events Committee - Ann Simonson (Chair), Sheila Dunphy, Sherryl Kostic, Molly Lunde, Holly Simpson, DJ Galvin, Justin Galvin, Nick Gaskins, Karen Wintrow (ex officio)

Leadership Development Committee - Susan Miller (Chair), Lisa Goldberg, Sherryl Kostic, Dave Boyer

Board members are asked to serve on committees but we ask for the involvement of any Chamber member who would like to assist our efforts. If you are interested, contact the Chamber office.

The Board also made the decision to fold the Merchants United meetings into our regularly scheduled Chamber meetings to reduce the number of meetings folks had to attend. At the March 20, June 19, September 18 and November 20 Chamber Chats, the discussion will be focused on issues of interest to downtown and entertainment-oriented businesses and organizations. On March 26, we are participating in a joint Business After Hours with all of the Greene County Chambers hosted by the Greene County Career Center. The year will end with a celebration to thank our members.

The YS Chamber introduced a new logo in 2013 with a more professional look and messaging that speaks to the services we provide our members. The YS Chamber identity will be used for business aspects of Chamber operations. We also introduced a colorful new visitor logo with a distinctive YS mark and "Everyone's Favorite Place" tag line.

We've begun a total redesign of our website that will include a separate web presence for each of our functions with the YS Chamber business functions at **yschamber.org** and the visitor and event site at **yellowspringsohio.org**. Both sites will be mobile friendly and allow for enhanced opportunities for our members to promote their businesses and events.

The Cooperative Marketing Plan will continue in its seventh year but be completely revamped to coordinate with our new website and newsletter which will provide expanded opportunities for participant promotions. The Chamber will be playing a supporting role with events in 2014 as local organizations have done an excellent job developing, planning and executing great recurring events.

Prepared by:

Karen Wintrow, Executive Director, Yellow Springs Chamber of Commerce

Holly Simpson, Marketing & Events Coordinator, Yellow Springs Chamber of Commerce

Lisa Goldberg, President, Yellow Springs Chamber of Commerce Board of Directors

2013 Financial Report

2013 Highlights

The Chamber had a very successful year in 2013 thanks to increased receipts from Street Fair, Cyclops Fest and membership dues. We ended the year \$26,465 over the budget projection.

Expenses were higher than budgeted, most significantly, from Street Fair including more busses and portable toilets. As we make adjustments to improve the Street Fair experience we will see expenses increase but we also make sure there is a corresponding increase in income to offset those expenses

Credit card usage continues to increase in 2013 for membership, event fees and the Marketing Plan. The online membership application makes the process very easy and the information is forwarded immediately to the Chamber for tracking and response.

Marketing Plan receipts in 2013 totaled \$18,160 with expenses at \$20,338 placing the Fund at near break-even as planned. The Marketing Plan has been scaled down by a reduction in paid print promotion, more joint promotions and an increase in social media as a less expensive but more targeted way to invest our marketing dollars.

As you can see from the balance sheet comparison, increasing revenues provide an operational reserve and give us some flexibility to try new approaches when unexpected opportunities arise. The goal is to build a reserve fund that will cover approximately 50% of our budget needs for the year.

2014 Budget

The 2014 budget is slightly more conservative than our 2013 year end actuals. One large expenditure in 2014 will be a totally revamped website with separate identities for the visitor and member pages. It will be mobile-friendly and allow staff to do the updates. We will be seeking grant funding for this project.

There will be no fee increases in 2013 for either membership or Street Fair. We are able to keep our membership rates low and accessible to a wide variety of businesses and organizations in the community because of the revenue stream from Street Fair.

Membership revenue is rising as we concentrate on member retention and outreach to the region. We are pleased to boast extremely strong membership in Yellow Springs leaving the major opportunity for membership growth coming from new local as well as regional businesses.

Revenues from our copy service and the royalties we receive from several benefits partners are on a growth trajectory providing additional non-dues revenue to the Chamber.

The Chamber is continuing its commitment to member and visitor services with a full-time Executive Director and Marketing and Events Coordinator and seasonal weekend staff. Bookkeeping will be done internally with close oversight by the Treasurer to reduce expenses and provide easy access to data.

The Chamber has increased their commitment of staff time to administer the Marketing Plan including ad buys, social media management and development of all promotional pieces. All Marketing Plan income is spent on advertising and printing expenses for the Marketing Plan.

Respectfully Submitted
Roger Reynolds, Treasurer

2014 Budget & Four Year Financial Analysis

	2010 <u>Actual</u>	2011 <u>Actual</u>	2012 <u>Actual</u>	2013 <u>Actual</u>	2014 <u>Budget</u>
Income					
Grant Income	5,000	5,000	5,000	5,000	5,000
Membership Fees	23,005	23,875	25,666	31,687	30,000
Events - SF, Cyclops, Meetings	91,414	98,185	116,737	141,870	139,000
Marketing Plan	20,300	21,060	25,340	18,285	20,000
Misc Income	<u>8,417</u>	<u>4,550</u>	<u>5,492</u>	<u>7,330</u>	<u>6000</u>
Total Income	143,136	152,670	178,235	204,172	200,000
Expenses					
Professional Fees	4,700	4,800	4,800	3,503	4000
Advertising, Design, Web, Printing	8,393	12,100	13,387	11,322	14,000
Events - SF, HITS, Meetings, Marketing Staff	30,775	25,891	28,255	44,250	64,000
Insurance, Liability/D&O	1,918	2,253	2,088	2,302	2,300
Marketing Plan Expenses	29,551	26,207	25,800	19,378	20,000
Misc Expense	1,617	1,506	1,735	2,996	1500
Office Supplies/Equipment	10,910	4,122	3,775	4,025	4000
Payroll, Taxes, Benefits	65,786	71,071	80,163	81,191	66,000
Rent, Phone, DSL	<u>5,226</u>	<u>5,327</u>	<u>5,443</u>	<u>8,743</u>	<u>8,000</u>
Total Expenses	<u>158,876</u>	<u>153,277</u>	<u>165,446</u>	<u>177,710</u>	<u>184,800</u>
Net Income	<u>(15,740)</u>	<u>(607)</u>	<u>12,789</u>	<u>26,463</u>	<u>16,000</u>

2014 Board of Directors

Lisa Goldberg, President - Owner of Lisa Goldberg Ceramics. Produces Artist Studio Tour, Art & Soul: A YS Art Fair and the public art brochure. 3rd term, Jan. 2013.

Susan Miller, Vice President - Employed 24 years at YSI. Active in local non-profits and serves on the YSCF and TLT Boards. 45 year resident. 3rd term, Jan. 2012.

Roger Reynolds, Treasurer - Retired Exec. Director of AF Security Assistance Center. UD Adjunct. Active in local non-profits; on Little Art Theatre board. 3rd term, Jan. 2013.

Sheila Dunphy-Pallotta, Secretary - More than 20 years of consultative sales and marketing. Realtor with Dunphy Real Estate and co-owner of Dino's Cappuccinos. 1st term, Jan. 2012.

Anita Brown - 5.5 years at YSI Xylem as Executive Assistant to the General Manager and formerly the CEO. Previously the Executive Assistant to Lee Morgan at Antioch Publishing.

Jeannamarie Cox Peifer - owner of J Cox Apparel that services top national apparel retail brands featuring eco-friendly, sustainable screen printing with in-house graphic design and printing services.

Randy Gifford - An agent at Reichley Insurance since 1988. Partner in the corporation that manages Grinnell Mill B&B/Museum. 1st term, Jan. 2012.

Sherryl Kostic - owner of "would you, could you" In A Frame, long-term resident and former member of the Board of Directors. 1st term, Jan. 2013.

Molly Lunde - Owner of Asanda Imports with husband Lee Kibblewhite. Also a Yoga instructor at Yoga Springs Studio. 1st term, Jan. 2012.

Craig Measure - Owner of Burly Man Cleaning , LLC., as well as a Realtor associated with Coldwell Banker Heritage Realtors Beaver Creek office. 1st term, Jan. 2012.

Ann Simonson - Project Manager for Glen Helen Nature Preserve/Antioch College handling Management of Events, Facilities Rentals and Volunteers. 1st term, Jan. 2013.

Ex-Officio Members

Mario Basora - Superintendent, Yellow Springs Exempted School District (YS Schools)

Dave Boyer - Chief, Readiness Br, Logistics Readiness Div., 88th Air Base Wing (WPAFB, CR)

Nick Gaskins - Bing Design (YS Arts Council)

Rick Pridemore - Director of Satellite Operations, Greene County Career Center (GCCC)

Elise Click - Assistant to the Market President, WesBanco, Past Chamber Board President

THANK YOU to outgoing Board Members for serving the Chamber:

Elise Click (6 years)

2013 Marketing Plan Participants

Premier Level - \$2500-\$3000

Greene County Career Center
Young's Jersey Dairy

Destination Business Level - \$750

Baldwin Properties (Kings Yard)
Brandeberry Winery
Clifton Mill
Corner Cone
Current Cuisine
Jailhouse Suites
Village Artisans
Yellow Springs Brewery

Budget Level - \$390

Asanda Imports
Yellow Springs Pottery

Supporter Level - \$195

Chamber Music Yellow Springs
Craig Matthews, Attorney
Dino's Cappuccino's
Dunphy Real Estate
Miami Valley Pottery
Ye Olde Trail Tavern

Street Fair Sponsors**Festival Sponsors:**

Antioch College
Greene/Soin Hospitals
Wagner Subaru
WesBanco

Shuttle Sponsors:

Greene/Soin Hospitals

Champion Level - \$1500

Clay+Stan Design (media trade)
Peach's Grill
WYSO (media trade)

Destination Non-Profit Level - \$525

Glen Helen Association/GHEI
Little Art Theatre
Village of Clifton/Clifton Opera House
Yellow Springs Artist Studio Tour
Yellow Springs Arts Council

Holiday in the Springs - \$250

Ohio Silver
Sam & Eddie's Open Books
Sweet Sanaa

Holiday in the Springs - \$100

Dino's Cappuccino's
Emporium Wines/Underdog Cafe
IONA Boutique
Kismet
Tibet Bazaar
The Winds Cafe
"would you, could you" In A Frame

SF Partners:

Peach's Grill
Young's Dairy
Jackson Lytle Lewis
YS Schools

Media Sponsors:

WYSO
Dayton City Paper
Columbus Alive
Cincinnati City Beat

These benefits from our partner organization SOCA increase the value of your membership in the YS Chamber.

United Healthcare

- Small business health plans with a wide range of medical plans and customized benefit options to fit your needs. Average discounts are from 10-12% lower than comparable group premiums. Engages employees in activities designed to control health-care costs. Two plans for groups from 2-300.
- Provided by the following Chamber Members:
 - McGohan Brabender (937) 293-1600
 - Montgomery Insurance (937) 372-7646
 - Reichley Insurance (937) 429-0655

Superior Dental Care

- Options available to fit the needs of groups of 2-29 or sole proprietors. Up to a 5% discount on special benefit plans.
- Accepted by the following Chamber Member:
 - Brite White Dental (937) 233.6500
- Provided by the following Chamber Members:
 - McGohan Brabender (937) 293-1600
 - Montgomery Insurance (937) 372-7646
 - Reichley Insurance (937) 429-0655

Prescription Drug Discount Card

- Save up to 75% on brand & generic prescriptions. Available to all employees & volunteers FREE!

EyeMed Vision Discount Card

- Discounts up to 40% on contact lenses, annual eye exams, frames and lenses, LASIK/PRK
- Available to all employees FREE!
- Accepted by the following Chamber Member:
 - Greene County Eye Care (937) 376-4055
 - Todd McManus OD (937) 319-6376

Workers Compensation Group Rating

- Comprehensive claims administration and consulting in the area of worker's & unemployment compensation. Group Rating is designed to reduce your rates providing significant savings.
- Contact Hunter Consulting (800) 486.6652

Credit Card Processing Program

- Pre-negotiated credit card processing rates, transparent pricing, no long term bank contracts, bank neutrality, local service and support and discounted equipment prices.
- Provided by the following Chamber Member:
 - Infintech; Joy Kincaid (513) 395.9495.

Cintas Document Management

- Discounts up to 35% for document destruction
- Contact Brian Wilson (567) 204-1357

Bannockburn Global Forex LLC

- Boutique capital markets trading firm specializing in foreign currency; payment, settlement, hedging, and advisory services. Expert consultation, low-cost execution.
- Contact John Schuermann (513) 745-9866

Mike Albert Fleet Solutions

- Discounts on car rentals and fleet maintenance
- Contact Jason Henning (800) 886-5828 ext. 22755

Trak-I

- Discounts on employment background screening
- Contact Dave Klotz (800) 780-6407



Additional benefits are detailed on the reverse side. For more information about these benefits or to join, please contact us at 937-767-2686 or visit our website YSChamber.org

YSCHAMBER

YELLOW SPRINGS CHAMBER OF COMMERCE

enterprising ideas + meaningful support

The mission of the YS Chamber of Commerce is to promote economic development and maintain and improve the prosperity of its member businesses and organizations, thereby improving the quality of life in the Yellow Springs area community.

The YS Chamber supports business retention, expansion and attraction and promotes Yellow Springs as a place to visit, live and work. From our offices in Yellow Springs Station, we provide business support services, produce the Visitor's Guide and other materials and respond to thousands of inquiries about visiting, living and working in Yellow Springs.

The following benefits provide financial savings that can more than pay for the cost of your membership.

Financial Benefits through Discount Programs

- **SOCA** Discounts as detailed on the back side of this sheet
- **WesBanco** Perks at Work program provides employee benefits valued at up to \$200 (937.767.2606)
- **PayChex** Payroll and HR services; 10% 10 & under, 15% over 10 employees (Jeff Fourman, 937.284.2042)
- **US Bank** Up to \$100 off first check order for any new business account (Karen Kerns, 937.767.6620)
- **Office Depot** Office supplies, technology, furniture and copy/print services (937.239.9033)
- **Auto-Owners Insurance** Business and personal insurance (Montgomery Insurance, 937.372.7646)
- **Montgomery Insurance & Investments** 10% off Tax Preparation (Montgomery Insurance, 937.372.7646)
- **Clay + Stan** Graphic Design & Branding Package Program (Justin Galvin, 937.319.6049)
- **DreamWeaver Designs** 10% discount on website design/build services (Audra Shields, 234.736.7114)
- **Ertel Publishing** 20% discount on Design Services for printed brochures, newsletters, etc. (937.767.1433)
- **Dayton Daily News** \$200-\$400 credit on a single ad (937.225.2050)
- **Constant Contact** Email Marketing Program (constantcontact.com, 866.289.2101)
- **Arthur Morgan House B&B** Corporate rate, \$80/night single + tax, Sunday-Thursday (937.767.1761)
- **Jailhouse Suites Business Traveler's** Perks - discounts on rooms, food & other perks (937.767.2461)
- **Curves** No service fee to join with a monthly EFT or annual pre-paid membership (937.767.3700)
- **Moore Than Massage** \$15 discount on a 90 minute Shiatsu Massage (Julie Moore, 937.397.3716)
- **Yoga Springs Studios** Discounts on Class Pass (Monica Hasek, 937.767.9300)
- **Street Fair** \$10 discount and preferred registration (937.767.2686)
- **Copy & Printing Service** B&W and Color printing, copies, fax, laminating, paper cutting at Chamber office.

Promotional Benefits through Website & Print Media

- **Website** Listing for your business on the popular Chamber website with a link to your website
- **Visitor's Guide** Listing for Destination businesses (20,000 distributed/year)
- **Web Calendar** For posting member events
- **Information Distribution** Yellow Springs Station offers space for your brochures and business cards

Educational & Networking Benefits

- **Chamber Events** Including Chamber Chats, Success Seminars and Business After Hours.
- **ChamberNews & Destination Yellow Springs** E-newsletters with business and event information.
- **Business Resources** Research studies, mentoring, governmental and educational referrals.
- **Advocacy** For member businesses locally and regionally.
- **Membership Referral and Networking** Connecting members with products and services.
- **Visibility and credibility** For your business or organization.

Advertising Benefits through the Cooperative Marketing Plan

The Chamber creates a highly sophisticated, strongly branded regional marketing campaign and administers a pooled fund from participating members. Plan participants receive mentions of your business on the web, in social media and in print advertising at a cost far lower than could ever be achieved alone. Sponsorships are also available for Yellow Springs Street Fair and other events. Take advantage of the popularity of Yellow Springs and the marketing power of the YS Chamber in reaching your customers by joining the Marketing Plan.



YSCHAMBER

YELLOW SPRINGS CHAMBER OF COMMERCE

enterprising ideas + meaningful support

2014 Chamber Meeting Schedule

Date	Type	Time	Location	Topic
1/16	Business after Hours	5:30-7:30p	Curves YS	Tours & New Programs <i>Healthy refreshments & workouts</i>
2/20	Annual Meeting	6:00-8:00p	Antioch Midwest	2013 in Review; 2014 Plans <i>Heavy appetizers & wine bar</i>
2/26	Business after Hours	5:30-7:00p	Greene County Career Center	GCCC Regional Event <i>All Greene County Chambers</i>
3/20	Chamber Chat	9:00-10:00a	Bryan Center A&B	Merchant Meeting <i>Marketing Strategies</i>
4/17	Chamber Chat	12:00-1:00p <i>Lunch provided</i>	Bryan Center A&B	Chamber Benefits <i>With benefits provider reps</i>
5/15	Success Seminar	12:00-1:00p	Bryan Center A&B	Protecting Your Personal Assets <i>Attorney Craig Matthews</i>
6/19	Chamber Chat	9:00-10:00a	Bryan Center A&B	Merchant Meeting <i>State and local business financing</i>
7/17	Success Seminar	9:00-10:00a	Bryan Center A&B	TBD
8/21	Business After Hours	5:30 – 7:30p	Antioch College	Wellness Center Tours/Programs
9/18	Chamber Chat	9:00-10:00a	Bryan Center A&B	Merchant Meeting <i>Fall events</i>
10/16	Business after Hours	5:30 – 7:30p	TBD	
11/20	Chamber Chat	9:00-10:00a	Bryan Center A&B	Merchant Meeting <i>Holiday Events</i>
12/16	Business after Hours	5:30-7:30p	YS Brewery	Holiday Celebration (Tuesday)



Annual Meeting Supporters

Platinum Sponsors



Gold Sponsors



Food, Wine & Tasting Participants & Donors



Door Prize Donors

- **Antioch College** - hoodie & hat; tote, tee & journal
- **Antioch University Midwest** – Merchandise
- **Atomic Fox** - Gift Certificates
- **Current Cuisine** - (2) \$15 Gift Certificate
- **EnviroFlight** - Yellow Springs Select All Natural Plant Food & gift certificate for plants (2 each)
- **Greene County Convention and Visitor's Bureau** - Gift Basket
- **Grinnell Mill Bed & Breakfast** - 1 night stay
- **JCox Apparel Company** - artist-designed hoodie and tote bag
- **Live & Let Dye Salon** - \$50 Gift Certificate
- **Moon Rose Massage & Spa** (Deborah Fugett) - Facial
- **Moore Than Massage** (Julie Moore) - 90 minute Shiatsu session
- **Reichley Insurance** – backpack, (2) \$25 AmEx Gift Cards
- **S & G Artisan Distillery** - 1 bottle Apple Pie Moonshine
- **Soin Medical Center** - Gift Shop Merchandise
- **WesBanco** - \$50 Visa Card
- **WYSO** – tote, hoodie & CD
- **YS Arts Council** - Bronze Symposium Tee, YSOpoly & Arts Alive tickets
- **YS Brewery** - beer glass & t-shirt
- **YS Chamber** - (2) YS Street Fair t-shirts
- **YS Credit Union** - \$50 Gift Card
- **Young's Dairy** - (2) Family Fun Passport (\$30 ea); (2) \$10 Gift Cards
- **Zeller Insurance** – Wine Basket