

**2014**  
**Annual Report**  
**to the**  
**Membership**

**Y**SCHAMBER

**YELLOW SPRINGS CHAMBER OF COMMERCE**

enterprising ideas + meaningful support

# 2014 ANNUAL REPORT

## The Local Business Climate

2014 saw a great deal of construction in Yellow Springs. The Village itself undertook several major infrastructure projects including the completion of the streetscape work on the east side of Xenia Ave except for trees to be planted in the spring; sidewalks around Mills Lawn; water, sewer and electric extensions along E. Limestone; a new water line on Cemetery St; continuation of the road paving program including the long awaited Fair Acres project and upgraded baseball diamonds at Gaunt Park. And while not a Village project, the the Richard P. Eastman Hyde Park Memorial Bridge, dedicated this summer, was a large investment by the State of Ohio and Greene County that benefitted Yellow Springs, Miami Township and the Little Miami Scenic Trail.



The first large downtown project in years, Mills Park Hotel, at the corner of E. Limestone and Xenia Ave, broke ground in late spring with plans for a summer 2015 opening. To highlight Yellow Springs' arts culture, owner Jim Hammond worked with YS Arts Council to install a special Art Fence with large panels from local artists replacing the typical construction fence.

Antioch College continued their own construction

boom with the completion of an \$8 million renovation of the Wellness Center in September, the installation of a 1 MW solar array on the golf course and expansion of the geothermal plant. They also welcomed Melanie & Edward Ricart with the Children's Montessori Cooperative to the former WYSO space.



The Wellness community expanded in 2014 with the addition of many new practitioners including Optometrist Todd McManus on Southgate, Dr. Donald Gronbeck opening YS Primary Care as the first new tenant in the 888 Dayton St Building and Rose Mary Shaw opening the Mindfully Well Center for Ayurveda, yoga, massage and counseling. Finally, Victoria Rush Haren opened her holistic health practice in the 2nd floor of the King Building.

When Monica Hasek was named the Director of the Antioch College Wellness Center, an unfortunate result was the closure of Yoga Springs Studios as teachers and classes relocated to other studios and the Wellness Center. The space was quickly taken by a beautiful and expanded showroom for Design Sleep.

Other changes in the downtown retail landscape included a return of Epic Books to the space behind Emporium Wines; Dirty Fabulous Boutique on Dayton St. featuring an eclectic collection of vintage clothing and accessories; a new venture from Sam & Miriam Eckenrode, Elements Bath, Body & Gifts in the space next to Sam & Eddie's Open Books and The Smoking Octopus in the Oten Gallery building.



Atomic Fox expanded into the much larger Center Stage space when Blokhedz left their Dayton St. location to concentrate on their production business at 888 Dayton St. An unfortunate development was the closing of Sweet Sanaa Shoe Boutique on Dayton St in late December.

New restaurants also came our way in 2014. Lucky Dragon Chinese Restaurant opened on Dayton St. and Aleta's Café in the Oten Gallery building serving healthful salads, soups, sandwiches and Naan pizza. A ballot issue passed to allow alcohol sales in the former KFC space and Villagers are anxiously awaiting the arrival of Dona Margarota's Mexican Grill.

EnviroFlight continued to grow and make national news with articles in Inc Magazine and a feature on CNN. Construction of a new and much larger greenhouse to serve as a hatchery was completed this year with more expansion to come in 2015. Also at Millworks, S&G Artisan Distillery expanded their offerings by adding several types of rum and specialty liquors. Finally, Yellow Springs Brewery added new brewing equipment, rolled out several new beers and began bottling specialty beers for individual sale at the brewery. Planned in 2015 will be a canning line for broader distribution.



All in all it was another positive year for business in Yellow Springs with 2015 looking to be even more exciting.

## Attractions, Activities & Events in Yellow Springs



Yellow Springs continues as a popular destination for day and weekend trippers 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. Recreational attractions like Glen Helen and John Bryan are major attractions for outdoor enthusiasts. The Little Miami Scenic Trail, part of the largest network of paved, off-street trails attracts thousands of bikers, hikers and walkers from around the country.

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. We work with Glen Helen to promote their hikes, lectures and events, the Yellow Springs Arts Council to promote their gallery openings and other events and Little Art Theatre to promote movies and their growing array of special events.

We also support and promote events organized by other local organizations and businesses including Village Artisan's Art on the Lawn, Dark Star Books & SuperFly Comics Book Fair along with the many activities at Young's Jersey Dairy that bring hundreds of thousands annually.

The Bronze Sculpture Trail was unveiled in a special ceremony June 3, 2014. The trail is the culmination of the National Bronze Sculpture Symposium in October of 2013 and an incredible addition to the robust public art scene in Yellow Springs. Locations include Mills Lawn, YS Credit Union, Dayton Street public wall and Mills Park Hotel.



The Cyclops Fest, created by DJ and Justin Galvin of Urban Handmade with the co-sponsorship of the Chamber, WYSO, and Dayton City Paper continues to grow. With the theme of "handmade goods, music, culture and DIY wonderfulness," Cyclops attracts a younger crowd interested in saving resources with recycled and repurposed goods. Food trucks, music and a craft beer garden round out this family-friendly event.

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.



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 arts projects coordinated by Glen volunteers with the Chamber providing carriage rides to transport folks from the Little Art Theatre to the Glen. The Little Art strongly supported Holiday in the Springs by featuring special movie matinees every weekend.

## 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 serve our members and the community. 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.

Our sponsors continue to make Street Fair a huge success. Greene Memorial Hospital and Soin Medical Center stepped up to be presenting sponsors of Street Fair along with sponsors of the free shuttle service. In 2014 Wagner Subaru celebrated their fourth year and Antioch College their third year as Festival Sponsors. Peach's Grill sponsored the Music & Beer Fest with Christine and Don Beard handling the entire operation and donating the proceeds to the Chamber. New business Mills Park Hotel sponsored the acoustic stage across the street. 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. The closure of Dayton Street continues to be a positive by improving traffic flow and safety and bringing the Dayton Street merchants into the mix and energy of Street Fair.

Of course, an event of this size would not be possible without the generous dedication of our volunteers, from early morning set up, to staffing 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 seventh year, the Cooperative Marketing Plan is an incredible tool to attract visitors to Yellow Springs. 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 2014, 22 participants invested from \$250 to \$3000 for a total budget of nearly \$18,500. Participants in the plan were primarily destination businesses who have the greatest opportunity to benefit from our advertising and social media outreach.

Social media is the major focus in our marketing efforts. Facebook grew from 30,000 to over 41,000 fans in 2014. Twitter continued to grow in 2014 bringing the totals since inception of 1690 followers receiving 3670 tweets, primarily focused on music, weekend events and the Little Art Theatre. Finally, weekly Destination emails were sent to over 3600 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 24,914 visits, 64,800 page views with 2.6 pages per visit. 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 in Yellow Springs. The new website format allows large feature banners and smaller side banners to promote the events and activities of our marketing partners.

## 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 an ex officio board member to complement CR ex officio representation on our Board.

Regional collaboration includes the Greene County Economic Development Council, the Dayton Chamber's Leaders and the Greene County Convention and Visitor's Bureau board.

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 decreased slightly in 2014 from 375 to 350 because of fewer members taking advantage of the BWC group rating program through Hunter Consulting.

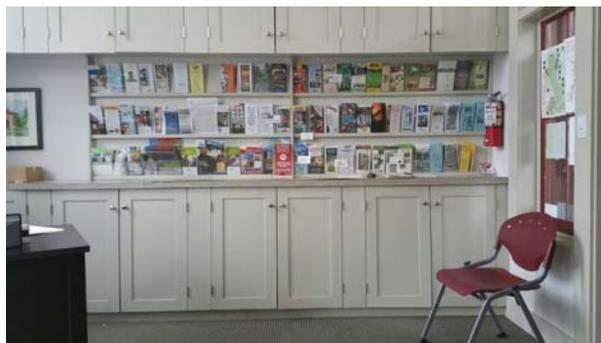
Chamber Chat topics included Business Plans, Business Finance, Social Media and Constant Contact. Business After Hours hosted by Curves of Yellow Springs and the Antioch College Wellness Center. Our holiday celebration at Yellow Springs Brewery was sponsored by Chamber member Anderson-Williams Insurance Agency and one of their carriers, Erie 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. Benefits are offered by local businesses as well as through the Southern Ohio Chamber Alliance (SOCA). Every year, we host a Member Benefits lunch with SOCA with all of the benefits providers in attendance to provide information to existing and future Chamber members.

## 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, 25,000 of which were distributed in 2014. 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 eighth year in 2014. Unfortunately, Marketing and Events Coordinator Holly Simpson moved on to another job in Dayton after working with us for five years and nine Street Fairs. Susan Gartner is also a valuable resource updating our events calendar. Weekend staff in 2014 included local artist and YS Arts Council Gallery Coordinator Nancy Mellon and former Antioch College Miller Fellow working with the YSAC, Alex Scott.

In 2015, we will be hiring an Events Coordinator primarily tasked with running Street Fair but also responsible for Cyclops Fest and collaboration on other community events. Alex Scott has also been named Administrative Assistant and will be working part time on special projects, coordinating with downtown businesses and general administration.



# 2015 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** – Sheila Dunphy Pallotta (Chair), Roger Reynolds, Emily Fine

**Membership Committee** - Craig Mesure (Chair), Randy Gifford, Sheila Dunphy Pallotta, Bruce Grimes, Lisa Goldberg

**Marketing & Events Committee** – Molly Lunde (Chair), Sherryl Kostic, Jeannamarie Cox, Ann Simonson, Krystal Luketic, DJ Galvin

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

**Street Fair Committee** – Krystal Luketic (Chair), Anita Brown, Ann Simonson, Susan Miller

**Community Outreach Committee** – Anita Brown (Chair), Bruce Grimes, Susan Miller, Molly Lunde, Nick Gaskins, Craig Mesure

Two new committees were added; Street Fair to provide support and oversight to staff for the largest Chamber event and Community Outreach to support our desire to give back including our Scholarship program, Shred It Day and other community-based projects. Board members chair 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 Street Fair Committee will be busy as the Chamber takes over all aspects of the Street Fair Music & Beer Fest including running the Beer Garden and booking the entertainment. They will also provide support until a new Events Coordinator is hired and in the transition period as the new staff member becomes familiar with the details of this large event.

The major goal of the Membership Committee in 2015 will be to engage our members in an exploration of how we can better support and serve them. Through surveys, one on one discussions and networking events, the committee will take the pulse of the membership on what they value about the Chamber and ask for recommendations on programs, events or benefits that would help them and their business function more effectively and efficiently. The committee will also analyze how to better connect the membership dues structure to the services and benefits desired by members.

The Marketing & Events Committee will be exploring new options for outreach to those we wish to communicate with including visitors, potential residents, existing and new businesses. Changes to Facebook have dramatically reduced the reach of what was our primary communication tool and other forms of social media are much more popular with a younger generation. Also, chair Molly Lunde is interested in reconvening the Merchants United group to increase the collaboration and communication between destination businesses, the Chamber and the Village of Yellow Springs.

Prepared by:

**Karen Wintrow**, Executive Director, Yellow Springs Chamber of Commerce

**Anita Brown**, President, Yellow Springs Chamber of Commerce Board of Directors

# FINANCIAL REPORT

## 2014 Highlights

Net income was less than we budgeted but we ended 2014 with positive cash flow even with fewer members and increased expenses. The increased expenses included a significant investment by the Chamber in two new websites as well as the first annual YS Chamber High School Scholarship award, both unbudgeted. Also contributing were increased costs to improve Street Fair including bringing the Events & Marketing Coordinator on as a full-time staff member but those increases were offset somewhat by increased revenues. Marketing Plan expenditures are lower than income to maintain funds for expenditures that will extend into late Spring, 2015.

## 2015 Budget

The 2015 budget is conservative and nearly identical to 2014. Attention will be paid to increasing membership revenue through efforts to increase the value of membership thereby strengthening renewals and encouraging new members to join. We will also be looking for opportunities to increase non-dues revenue from our benefits partners and from ancillary services like our Copy Center.

## 2015 Budget & Four Year Financial Analysis

	<u>2011 Actual</u>	<u>2012 Actual</u>	<u>2013 Actual</u>	<u>2014 Actual</u>	<u>2015 Budget</u>
<b>INCOME</b>					
Grant Income	5,000	5,000	5,000	5,000	5,000
Membership Fees	23,875	25,666	31,687	26,240	26,000
Events - SF, Cyclops, Meetings	98,185	116,737	141,870	146,146	142,170
Marketing Plan	21,060	25,340	18,285	17,000	20,000
Misc Income	<u>4,550</u>	<u>5,492</u>	<u>7,330</u>	<u>3,974</u>	<u>4,312</u>
Total Income	152,670	178,235	204,172	198,360	197,482
<b>EXPENSES</b>					
Professional Fees	4,800	4,800	3,503	1,090	3,600
Advertising, Design, Web, Printing	12,100	13,387	11,322	24,487	11,800
Events - SF, HITS, Meetings	35,891	38,255	59,250	70,821	68,600
Community Outreach/Scholarship	-	-	-	2,000	2,000
Insurance, Liability/D&O	2,253	2,088	2,302	2,302	2,302
Marketing Plan Expenses	26,207	25,800	19,378	13,224	18,500
Misc Expense	1,506	1,735	2,996	2,437	1,445
Office Supplies/Equipment	4,122	3,775	4,025	3,884	3,100
Payroll, Taxes, Benefits	61,071	70,163	66,191	69,528	66,720
Rent, Phone, DSL	<u>5,327</u>	<u>5,443</u>	<u>8,743</u>	<u>7,434</u>	<u>8,520</u>
Total Expenses	<u>153,277</u>	<u>165,446</u>	<u>177,710</u>	<u>197,207</u>	<u>186,587</u>
<b>Net Income</b>	<b><u>(607)</u></b>	<b><u>12,789</u></b>	<b><u>26,463</u></b>	<b><u>1,153</u></b>	<b><u>10,895</u></b>

Respectfully Submitted,  
**Sheila Dunphy Pallotta**, Treasurer

# **BOARD OF DIRECTORS**

**Anita Brown, President** - 6.5 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.

**Susan Miller, Vice President** - Employed 24 years at YSI. Active in local non-profits and serves on the YSCF and TLT Boards. 47 year resident.

**Sheila Dunphy-Pallotta, Treasurer** - More than 20 years of consultative sales and marketing. Realtor with Dunphy Real Estate and co-owner of Dino's Cappuccinos.

**Craig Measure, Secretary** - Owner of Burly Man Cleaning, LLC., as well as a Realtor associated with Coldwell Banker Heritage Realtors Beaver creek office.

**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.

**Bruce Grimes** – Owner of Grimes Pottery and Development Officer of The Nehemiah Foundation in Springfield, OH. Previously held faculty and staff positions at five universities.

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

**Krystal Luketic** - Director, John Bryan Community Pottery. Former Marketing and Events Coordinator for the YS Chamber and Events Manager for the Downtown Dayton Partnership

**Molly Lunde** - Owner of Asanda Imports with husband Lee Kibblewhite. Also a Yoga instructor at the Wellness Center and in her recently opened studio Yellow Springs Ashtanga at Union Schoolhouse.

**Ann Simonson** - Project Manager for Glen Helen Nature Preserve/Antioch College handling Management of Events, Facilities Rentals and Volunteers.

## **Ex-Officio Members**

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

**Dave Boyer** - Chief, Readiness Br, Logistics Readiness Div., 88<sup>th</sup> Air Base Wing (WPAFB)

**Nick Gaskins** - Bing Design (YS Arts Council)

**Lisa Goldberg** - Lisa Goldberg Ceramics, Artist Studio Tour, Art & Soul (Former Board President)

**THANK YOU** to outgoing Board Members for serving the Chamber for six years:

**Lisa Goldberg**, President

**Roger Reynolds**, Treasurer

# **2014 MARKETING PLAN PARTNERS**

## **Premier Level - \$2500-\$3000**

Greene County Career Center  
Young's Jersey Dairy

## **Champion Level - \$1500**

House of Ravenwood  
Yellow Springs Brewery  
Clay+Stan Design (media trade)  
WYSO (media trade)

## **Destination Business Level - \$750**

Baldwin Properties (Kings Yard)  
Brandeberry Winery  
Clifton Mill  
Corner Cone/Jailhouse Suites  
Current Cuisine  
Village Artisans  
Peach's Grill

## **Destination Non-Profit Level - \$637.50**

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

## **Budget Level - \$500**

Asanda Imports  
John Bryan Community Pottery  
"would you, could you" In A Frame

## **Basic Level - \$250**

Mindfully Well Center  
Yellow Springs Pottery

# **2014 STREET FAIR SPONSORS**

## **Presenting Sponsors:**

Greene Memorial Hospital  
Soin Medical Center

## **Festival Sponsors:**

Antioch College  
Wagner Subaru

## **SF Partners:**

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

## **Media Sponsors:**

WYSO  
Dayton City Paper  
Columbus Alive  
Cincinnati City Beat

# **2014 CHAMBER MEETING SPONSORS**

## **Member Benefits Meeting**

Southern Ohio Chamber Alliance

## **Chamber Holiday Party**

Anderson Williams Insurance Agency  
Erie Insurance Group  
Yellow Springs Brewery

# **2015 ANNUAL MEETING SPONSORS**

## **Presenting:**

Soin Medical Center

## **Platinum:**

Antioch University Midwest  
Greene County Career Center  
WesBanco YS Banking Center

## **Gold:**

Friends Care Community  
Reichley Insurance  
YS Federal Credit Union

## **Silver:**

US Bank

These benefits from our partner organization Southern Ohio Chamber Alliance 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. There is a 1.4% premium tax savings available. Two plans for groups from 2-300.
- Provided by these YS Chamber Members:  
McGohan Brabender (937) 293-1600  
Montgomery Insurance (937) 372-7646  
Reichley Insurance (937) 429-0655

### Superior Dental Care

- Plans for sole proprietors & groups of 50 or less eligible employees offering discounts up to 11%.
- EyeMed Vision Care Access Plan D
- Accepted by this YS Chamber Member:  
Brite White Dental (937) 233.6500
- Provided by these YS Chamber Members:  
McGohan Brabender (937) 293-1600  
Montgomery Insurance (937) 372-7646  
Reichley Insurance (937) 429-0655

### Prescription Drug Discount Card

- Enjoy average savings of 19-20% on brand name drugs and average savings up to 79% for generics! Cards can also be used for the purchase of diabetic equipment, vision expenses, and hearing aids. Available to you and your employees for FREE!

### Workers Compensation Group Rating

- Comprehensive claims administration & consulting for 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 this YS Chamber Member:  
Infintech; Brian Tinker (513) 338.8466

### Shred-It Document Destruction

- Discounts up to 35% on destruction of confidential records in a professional, timely and secure manner.
- Contact Alex Spidare (330) 554-9482

### Bannockburn Global Forex LLC

- Boutique capital markets trading firm specializing in foreign currency; payment, settlement, hedging, and advisory services. Bank neutrality, Chamber Member Preferred Pricing & No Transaction Fees
- Contact John Schuermann (513) 745-9866

### Mike Albert Fleet Solutions

- Complimentary Fleet Analysis
- Discounted Fleet Maintenance Management Program
- Discounts on car rentals
- Contact Jason Henning (800) 886-5828 ext. 22755

### Trak-I Background Screening

- Up to 12% discounts on background screening for employees, renters & volunteers
- 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](http://YSChamber.org)

# YSCAMBER

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.*

---

## Discount Programs (Savings from these programs can more than pay for the cost of your membership)

- **SOCA** Discounts as detailed on the back side of this sheet
- **Arthur Morgan House B&B** Corporate rate, \$80/night single + tax, Sunday-Thursday (937.767.1761)
- **Auto-Owners Insurance** Business and personal insurance (Montgomery Insurance, 937.372.7646)
- **Black Pug Bike Repair** 10% discount on service (Christopher Worrell, 937.206.0980)
- **Clark State Community College** 10% discount on Workforce Development (Toni Overholser, 937.431.7164)
- **Clay + Stan** Graphic Design & Branding Package Program (Justin Galvin, 937.319.6049)
- **Constant Contact** Email Marketing Program 25% discount for pre-payment (constantcontact.com, 866.289.2101)
- **Curves** No joining fee to join with a monthly EFT or annual pre-paid membership (937.767.3700)
- **Ertel Publishing** 20% discount on Design Services for printed brochures, newsletters, etc. (937.767.1433)
- **Jailhouse Suites Business Traveler's Perks** - discounts on rooms, food & other perks (937.767.2461)
- **Montgomery Insurance & Investments** 10% off Tax Preparation (Montgomery Insurance, 937.372.7646)
- **Moore Than Massage** \$15 discount on a 90 minute Shiatsu Massage (Julie Moore, 937.397.3716)
- **Office Depot** Office supplies, technology, furniture and copy/print services (James Cook, 855.337.6811 x 12728)
- **PayChex** Payroll and HR services; 10% 10 employees & under, 15% over 10 employees (Jeff Fourman, 937.284.2042)
- **US Bank** Up to \$100 off first check order for any new business account (YS Branch Manager, 937.767.6620)
- **WesBanco** Perks at Work program provides employee benefits valued at up to \$200 (937.767.2606)
- **YS Street Fair** \$10 discount and preferred registration (937.767.2686)
- **YS Chamber Copy & Printing Service** B&W and Color printing, copies, laminating, paper cutting.

## 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 (25,000 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, Business After Hours & the Annual Meeting.
- **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 & Sponsorships

The Chamber has developed 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 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 to reach your customers by joining the Marketing Plan.

