

2009 / 2010 Annual Report to the Membership



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Agenda

2010 Annual Meeting

January 21, 2010

6-6:30 pm Social Time

6:30 – 7:30 pm Buffet Dinner

7:30 pm Business Meeting

1. Welcome – Dan Young
2. Introductions (all attendees give their name and business or organization)
3. Introduction of Chamber Board & Officers
4. Annual Report to the Membership – Dan Young & Karen Wintrow
5. Finance Report – Elise Click
6. Plans for 2010 – Karen Wintrow
7. Door Prize Drawing

9:00 pm Adjournment

Thanks to all of you for attending and for your continued support of the Yellow Springs Chamber of Commerce.

2009

Annual Report

2009 proved a banner year for the Chamber and the entire community of Yellow Springs. We continued our path of national recognition as a popular destination that started with the Budget Travel designation as one of the “Ten Coolest Small Towns”. Indianapolis Monthly featured Yellow Springs in their Great Small Town edition in July, 2009, immediately followed by Outside Magazine’s Best Adventure Small Towns in August and articles in the Cincinnati Enquirer and National Geographic Traveler. The culmination came with the selection by Ohio Magazine as one of the Best Hometowns in Ohio for 2010.

Nobody can deny the popularity of Yellow Springs as a destination and the Chamber worked hard in 2009 to promote Yellow Springs locally and regionally. The Chamber is lucky to have a place that is so attractive to visitors, a walk-able downtown with delightful shops, wonderful restaurants and some of the best people-watching around. Glen Helen, our own 1000 acre woods beckons to those who want to relax in a beautiful setting or hike the 25 miles of trails. Nearby John Bryan State Park adds yet another destination for outdoor lovers.

At the Chamber we have the distinct pleasure of being in the heart of one of the top destination attractions for the community with our home in the Train Station on the Little Miami Scenic Bike Trail. Anyone who has worked in the office, whether as staff or a volunteer, can attest to the traffic we get on a daily basis from spring through the Holiday season. And for many hardy souls, the weather isn’t even a factor.

This year, the Miami Valley Regional Planning Commission conducted it’s first ever Region-wide Trail Count in Greene, Montgomery and Miami Counties so we now have some real statistics to verify our observations of the popularity of the trail. Perhaps not surprisingly, Yellow Springs and the Little Miami Scenic Trail had the highest count of users on over 200 miles of trails. The survey reinforced the attraction level of the trails and their economic impact. Extrapolating the numbers from the two day count, MVRPC conservatively estimates the regional trail user count at around 1 million visits per year. The data on equipment purchases connected to trail usage, soft goods purchased on the trail and overnight stays estimates the annual economic impact of the trails to be between \$13.5 million and \$14.9 million, region-wide.

Beyond the incredible physical attractions of Yellow Springs and Miami Township that bring visitors, events have been a major draw giving visitors a reason to spend the day or the weekend. Collaboration between the Chamber, Arts Council, YS Kid’s Playhouse, Artist Studio Tour and many local businesses and organizations have resulted in the development of new events and the expansion of existing events.

Third Friday Flings finished their 2nd full year and have become an anticipated event by villagers and visitors alike. Local businesses and organizations have taken advantage of the Fling brand and advertising by scheduling their own events like the beer and wine tastings at Main Squeeze, Black Bean Nachos at Current Cuisine and the art openings at Arts Council's Art Space. We expanded the advertising for Flings to encompass the entire weekend because many merchants observed that the Flings were focused more on entertainment than shopping. We also made the decision to confine Flings to our prime visitor months of May through December.

After a long hiatus, the Yellow Springs Criterium and the Tour the Township Road Race happened again this year on the third weekend in May. With the help of a cycling promoter, the Chamber, Miami Township Fire & Rescue, Village, Bicycle Enhancement Committee and several other volunteers, this exciting two day event found its way back to Yellow Springs. The organizers feel that these two events showcase Yellow Springs as a cycling community and have committed to continuing this event in 2010.

The Yellow Springs Street Fair could be considered the premier event in the community, bringing tens of thousands of visitors on the 2nd Saturdays in June and October. Not only is Street Fair an economic boon for downtown merchants and restaurants but also for local vendors and non-profits that use the opportunity to be seen by more customers than any other venue would bring them. The Chamber continues to refine and improve Street Fair to make it a more enjoyable event for attendees and to showcase the community in the most favorable light possible. We want our guests to remember their experience and return often.

Summer in the Springs was another great success this year thanks to the cooperative programming and promotion of the Arts Council, YS Kid's Playhouse and the Chamber. There were events nearly every weekend from Street Fair through the 3rd Friday in August including popular annual events like Art Stroll, Art on the Lawn, YS Kid's Playhouse performances and new events like D.J. JuJu's Dance Piazza at 100 Corry St., music in the gazebo at King's Yard and Soul Fire Tribe performances.

Summer turns into Fall and the activity in the community and work by the Chamber doesn't stop. Starting with the AACW Blues Fest and ending with Halloween, fall rivals summer in the number of visitors with the opportunity for beautiful hikes in the Glen, harvest activities at our local farms like Young's Dairy and Peifer Orchard and the arts showcased during the Art Stroll and Artist Studio Tour.

The year culminated with Holiday in the Springs from the 3rd Friday in November through the New Year's Eve Ball Drop. With the financial support of the Community Information Project and the James A. McKee Group, many local businesses were able to install lights on their rooftops adding a very festive touch to downtown and all of the holiday festivities. With our authenticity, unique shopping and wonderful dining options, Yellow Springs remains a popular destination for holiday shopping and events. Downtown merchants report that they were able to weather this current financial storm with many having increased sales over 2008. Strong support from Villagers buying local for the holidays provided a substantive boost to their sales.

2009 CHAMBER GOALS

On January 23, 2009, the Board and Staff of the Yellow Springs Chamber of Commerce met for a goal-setting retreat, for the 3rd year facilitated by Fred Bartenstein and held at Young's World Headquarters. This year the meeting included the Village Manager and Arts Council liaison for broader input from local stakeholders.

The Board quickly determined that the three over-arching goals developed in 2008 continued to resonate as what the Chamber should be pursuing in 2009. Those goals are:

1. Market the Village as a Destination
2. Provide leadership in Economic Development
3. Build awareness, support and image of the Yellow Springs Chamber of Commerce

What follows is a brief review of activities that went toward achieving those goals.

Goal 1: Market the Village as a Destination

The previous section of the Report focused on the Village as a destination; this section will focus on the actual marketing efforts. The Cooperative Marketing Plan, begun in 2008 continued in 2009 with several refinements. The Plan combines resources into a single fund to allow for the development of a coordinated advertising plan to expand the reach of our advertising. The Plan included 32 participants in 2009 and a total budget of \$30,000; \$10,000 from the Chamber and an additional amount of \$3,000 from our media partners, WYSO and the Yellow Springs News. Participants in the plan came from all areas of business including retailers, small and large business, arts and non-profit organizations, educational institutions, hospitality, and professional service providers.

In 2009, the Marketing Committee, headed by Lisa Hunt, worked with consultant Kathy Kralovic to write a Plan that maximized regional reach by negotiating beneficial media contracts. The advertising continued to be events-focused: twelve 3rd Friday Flings, Bike the Springs, two Street Fairs, Summer in the Springs, AACW Blues Fest, Fall for the Springs, Artist Studio Tour and Holiday in the Springs.

The website remains one of the best tools for communicating information about events and activities in Yellow Springs. Tracking recent web statistics gives some insight into how heavily used the website has become. In the last 3 months, there were 928 requests for pages every day on average. There were a total of 6,382 different "viewers" in the last 5 weeks with some 1,709 in the last 7 days. In summary, we have had nearly 1000 page views every day and that number increased daily in the last year.

Goal #2: Provide Leadership in Economic Development

The Chamber and Community Resources Boards met quarterly to share what each was doing and to continue to work together on economic development. There was collaboration on two

projects including the CUPA Retention and Expansion Survey of local businesses and the upgrade of the CR website to be focused on attracting businesses to Yellow Springs.

Developing tighter connections with regional economic development organizations and efforts also continued in 2009. The Chamber joined the Dayton Development Coalition, a Miami Valley economic development organization, and the Executive Director attended several events that drew people from around the region. The Executive Director was also deeply involved in a Marketing Committee responsible to develop a brand identity for Greene County as well as quarterly Greene County Retention & Expansion/Economic Development Board meetings. Most recently, the Greene County Chamber Executive Directors have created a lunch group to share strategies for improving Chamber operations and member services.

Attracting new business is often the focus of economic development but existing businesses are our strongest source of economic development and need to be nurtured. The Chamber continued working with the Village of Yellow Springs and Greene County Department of Development in the regional Business First Retention and Expansion Program, scheduling nine meetings with local businesses to learn about the current status and needs of local business and to pledge our support toward their success.

Goal #3: Build Awareness, Support and Image of the Yellow Springs Chamber

Membership increases in 2009 nearly met our goal for the year with 47 new members, 28 local and 19 non-local. Total membership growth continues to remain lower than desired as we're more diligent about removing non-renewing members from the list so that only our members are able to receive the benefits of Chamber membership. Thanks to the work of the Membership Committee with specific outreach to businesses in the Red Book, we were able to increase total membership by 15 bringing membership to 274 at the end of 2009.

The Chamber continued its work to better define and explain benefits programs available to our members that offer broad-based discounts and give businesses access to low cost and no-cost employee benefits. Our benefits come through two sources, the Southern Ohio Chamber Alliance, a consortium of small Chambers and through the direct efforts of the Yellow Springs Chamber to supplement those benefits with other local and regional opportunities.

Benefits offered to Chamber members through SOCA include group health and dental insurance discounts; a Worker's Compensation group rating program; discounts on Cintas Document Shredding; and vision, prescription drug and hearing aid discounts for all full and part time employees and organization members.

Several local members have also extended special discounts and offers to Chamber members as detailed on the Chamber Benefits sheet in this report.

Office Depot offers a great discount program to our members but their follow through and service has not been as high as expected. We now have a direct connection with our sales

representative and a new packet that explains the benefits and simplifies the registration process. We strongly encourage our members to register for this great program because not only does the program offer great discounts and service to the users, but the Chamber receives royalties from the sales that go through the program as long as you sign up as a Yellow Springs Chamber member. This is a painless way for the Chamber to bring in revenues.

We also began a partnership with the email marketing company Constant Contact that provides additional services to the Chamber while also extending discounts to our members. We're now using Constant Contact for all of our email blasts to present a more cohesive appearance and we're also using their Event and Survey services. The event service was used for the invitation for the Annual Meeting and many of you used the automatic registration feature. Also, we used the Survey function to poll the members on what kind of meetings would be most beneficial to our members.

Admittedly, this was the goal that proved the most difficult for the Chamber in 2009. The Chamber continued to be recognized and well-regarded in the community for the work that was being done to market the Village and attract visitors but we weren't as satisfied with the direct benefits and services we were providing our members. As a result, at the end of the year and after much discussion, the Board and Staff went through an operational realignment to allow us to function more effectively. This is the focus of the next section of the report.

2010 Plans and Programs

By the end of 2009, it became increasingly apparent to the Chamber Board and Staff that in order for the Chamber to function more effectively, we needed to restructure Chamber operations. The Chamber has been functioning at a high level since the total renewal of the organization in 2006. In those 4 years, the Chamber has dramatically increased its operational capacity including the addition of monthly 3rd Friday Flings, expansion of Street Fair, implementation of the Marketing Plan, collaboration on Summer in the Springs and increased collaboration and promotion of many other community events.

The Chamber first and foremost is a business organization. Our primary role is to support and enhance the businesses of Yellow Springs. Our mission statement best illustrates that: *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.*

Because Yellow Springs is a destination for recreation, entertainment, shopping and dining, we also serve as a visitor's bureau. That role fits within our mission since so many of our members depend upon visitors to financially support their businesses. The dual role of the Chamber is dramatically influenced by the office location in the Train Station which also serves as a Visitor Center for distribution of information about Yellow Springs. During the peak visitor and event season from April through December, the time devoted to visitor inquiries, event planning and marketing allows little time for the staff to deal with anything else.

In restructuring of the Chamber, it seemed most logical to segment the Chamber by these dual roles as a business organization and a visitor's bureau. The Executive Director's role should align with the business functions of the Chamber including membership, member benefits and services, business retention and expansion, policy issues, finances, meeting scheduling and coordination, development of the Marketing Plan, Street Fair oversight and staff supervision.

The Chamber made a strong commitment to the restructuring by bringing Krystal Luketic in as a full-time (30 hours) Marketing & Events Coordinator responsible for the visitor's bureau functions of the Chamber including Street Fair and additional event planning, development and distribution of marketing materials, visitor inquiries, web calendar updates and social media.

The Chamber's number one responsibility is to serve its members by helping them operate more profitably. To achieve that objective, we must offer services that impact their bottom line like employee benefits, service and merchandise discounts, co-op advertising programs, educational seminars, networking opportunities and advocacy.

To provide a better service to our businesses who are stretched to the limit in the current economic climate and can't afford to spend their time at meetings that don't have a positive impact on their profitability, we're refocusing monthly meetings to become solely educational and networking events called Chamber Chats, Success Seminars and Business After Hours, with each one held once quarterly.

Chamber Chats are casual get-togethers to share pertinent business information and simply to talk about ideas that might be mutually beneficial. The kick-off event will be on February 18 at 9 am called Support Our Businesses, specifically addressing "What do local businesses need from the Chamber, the government, each other and the community to be successful?" Success Seminars will feature topics that will have a positive impact on member businesses conducted by business professionals with a proven track record for training. Business After Hours remain as an important networking event that allows our members to showcase their business.

The Chamber will enhance networking for our members by expanding membership recruitment outside the area to offer opportunities to meet and do business beyond Yellow Springs. There will also be increased collaboration with regional Chambers and other organizations that can offer benefits and opportunities to our members. The first collaborative event is a morning of Power Networking, hosted by Clark State at Antioch University McGregor on February 5.

An additional focus to increase our capacity to serve our members will be on enhancing the member benefits package by soliciting local and regional businesses to offer specific discounts and opportunities for our members. We're currently exploring a benefit from Sam's Club that offers a \$10 gift card with a renewal of your Sam's Club membership.

In collaboration, the Village and Chamber will undertake some long overdue improvements to the Train Station and Chamber office including interior painting, landscaping, signage and

furnishings for the office. We've already received grants from the Morgan Family Foundation and Greene County Foundation. A Saul Young Grant from the Yellow Springs Community Foundation will go toward the improvements along with the hopes of another grant that is currently before YSCF awaiting approval.

As the financial report following indicates, the Chamber has reached its financial capacity with our current revenue structure and is again presenting a budget shortfall for 2010. We will not be increasing the membership investment in 2010 because we don't want to add an additional burden in the current economic climate. We plan to increase membership revenue by expanding our membership numbers. There is also a significant revenue increase projected from the anticipated royalties from the Office Depot program.

Other strategies to increase revenue include Annual Meeting and Street Fair sponsorships with Street Fair having an opportunity to attract regional sponsors as well. Additional revenue is anticipated from advertising made available to members on our website, in Constant Contact email blasts and on Facebook. The Chamber has a valuable commodity in these tools with the website receiving more than 1000 hits daily, our Facebook page with nearly 7000 fans and our email list of 700, all growing daily. Members will now have the opportunity to support those efforts at the same time they receive the benefit of wide exposure.

Bottom line, we must not only increase current funding sources but develop alternative funding sources in order for the Chamber to continue to offer the same high level of service to its members and the community. We hope for the support of our members to do that.

Prepared by:

Karen Wintrow, Executive Director, Yellow Springs Chamber of Commerce

Krystal Luketic, Marketing & Events Coordinator, Yellow Springs Chamber of Commerce

Dan Young, President, Yellow Springs Chamber of Commerce Board of Directors



2009

Financial Report

As you may recall the budget for 2009 planned for a deficit of \$12,070. I am happy to announce that we finished the year ahead of budget by \$5,701. As planned we were able to cover the deficit with excess funds previously held in the operating budget. Expense reduction was a primary focus for meeting and beating the budget this year.

In 2009 we had a goal to increase membership income. This was accomplished by increasing membership, revising the membership structure and more diligently tracking renewals. Thanks to the efforts of staff, the membership committee and the support of our members this goal was not only met but surpassed. The increase in membership income from 2008 was nearly 65%. Other areas that income was ahead of plan included miscellaneous income and Street Fair.

The Marketing Plan in 2009 had receipts of \$21,625 plus the Chamber contribution of \$10,000. Expenses for the marketing fund were \$31,235 placing the Fund at break even as is anticipated.

2010 Budget

For 2010, we have continued to refine the budget process. We believe that this budget is more reflective of actual income and expenses. As we continue our efforts to expand membership we have planned for an increase in membership income, by increasing membership numbers, not fees. Street Fair continues to be a primary source of income for the Chamber and we have planned for an increase in income primarily through sponsorships.

In 2010, we have expanded the role of weekend staff to that of Marketing & Events Coordinator, a 30 hour/week position. This salary adjustment along with one for our Director is reflected in the budget expenses. Another noted change is an increase in the marketing budget.

The budget as approved shows a deficit of \$2,350. The Chamber will be able to manage this through interest income and current operating funds but the Board recognizes that we can't continue to operate with a deficit budget. In order to continue to provide a high level of service to our members and the community, we must find ways to increase revenues while not adding to the current economic strain on our members. One of the ways the Chamber will be increasing revenue is by expanding advertising and sponsorship opportunities, giving members a tangible benefit for their increased investment.

Respectfully Submitted
Elise Click, Treasurer

2:50 PM
01/18/10
Cash Basis

YS Chamber of Commerce

Profit & Loss Budget Overview

January through December 2010

	Jan - Dec 10
Income	
40050 · Advertising Receipts	0.00
40200 · Donations	500.00
40250 · GCCVB	5,000.00
40400 · Interest Income	0.00
40450 · Marketing Plan	25,000.00
40451 · Marketing Plan - Chamber	0.00
40500 · Meeting Receipts	3,000.00
40550 · Membership Fees	25,000.00
40600 · Miscellaneous Income	6,500.00
40650 · Street Fair Income	85,000.00
40750 · WE Staff Grant	0.00
Total Income	150,000.00
Expense	
60050 · Accounting & Tax Preparation	4,800.00
60100 · Advertising	3,000.00
60200 · Bank Fees	120.00
60300 · Cleaning	0.00
60350 · Computer Web	3,600.00
60400 · Dues & Subscriptions	600.00
60450 · Equip-Furn	3,600.00
60700 · Holiday Open	3,000.00
60750 · Insurance	2,000.00
60800 · Marketing Plan Expenses	35,000.00
60801 · Marketing Plan Expense-Chamber	0.00
60850 · Meals & Entertainment	200.00
60900 · Meeting Expense	2,000.00
60950 · Miscellaneous Expense	500.00
61000 · Office Supplies	1,200.00
61050 · Ohio Sales Tax	100.00
61150 · Postage	1,200.00
61200 · Printing Publ	3,600.00
61250 · Rent Expense	3,600.00
61350 · Staff Ben-Ins	3,600.00
61400 · Staff Development	500.00
61450 · Staff Salary	35,000.00
61550 · Staff Travel & Meals	700.00
61600 · Street Fair Expenses	18,000.00
61650 · Telephone	1,200.00
61690 · FUTA tax	330.00
61700 · SUTA Tax	380.00
61750 · Utilities	0.00
61800 · Weekend Staff	20,000.00
61850 · Workers Compensation Insurance	220.00
62500 · Payroll Tax Expense	
60560 · FICA Expense	4,300.00
62500 · Payroll Tax Expense - Other	0.00
Total 62500 · Payroll Tax Expense	4,300.00
62550 · City WH	0.00
62600 · Ohio WH	0.00
62650 · School District Income Tax WH	0.00
62700 · Federal Income Tax WH	0.00
62750 · FICA WH	0.00
Total Expense	152,350.00
Net Income	-2,350.00

2010

Board of Directors

Following are the officers and at-large members of the Chamber Board of Directors.

Jacki Mayer - President; Director of Business Operations and Development for WYSO, Alum of Antioch College & McGregor. Currently pursuing a Master's degree in the Conflict Engagement and Analysis program. Serving 3rd term beginning in 2010.

Dan Young - Vice President; Lifelong resident and promoter of the Yellow Springs area and Chief Ice Cream Dipper of Young's Jersey Dairy. Serving 2nd term beginning in 2009.

Elise Click - Treasurer; Banking Center Manager, WesBanco Bank, CRA Chair for WesBanco Springfield/Dayton Region. Serving 2nd term beginning in 2010.

Benjamin Smith - Secretary; Vice President of Operations and Custom Publishing for Ertel Publishing. Background and skills include editing, advertising sales, marketing, and management. Serving 2nd term in 2010.

Anthony Barry - Graduated from Antioch College in 2006. After working at Dark Star Books for a number of years, he and his co-worker Thatcher Cleveland opened Super-Fly Comics & Games in 2007. Serving 1st term beginning in 2009.

David Boyer - Employed at WPAFB for over 25 years. Currently Chief of Staff for the 88th Air Base Wing, the Installation Command wing. A Yellow Springs resident since 1985. Board member for Community Resources. Serving 2nd term beginning in 2010.

Lisa Goldberg - Local potter and one of the organizers of the Artist Studio Tour. Serving 1st term beginning in 2009.

Rick Kristensen - Realtor for RE/MAX Victory, The Chris K Group. Skills include engineering, sales and marketing. Lifelong resident of Yellow Springs. Serving 1st term beginning in 2010.

Susan Miller - Employed 22 years at YSI, most recently as President of the YSI Foundation. 42 year resident of Yellow Springs. Serving 2nd term beginning in 2010.

Roger Reynolds - Retired in 1997 as the Executive Director of the AF Security Assistance Center. Adjunct Faculty at the University of Dayton until 2006. Active in several local non-profit groups. Serving 1st term beginning in 2009.

Membership Benefits

Educational & Networking Events

- Chamber Chats quarterly on the 3rd Thursday of the month at 9 am
- Business After Hours quarterly on the 3rd Thursday of the month at 5:30 pm
- Success Seminars quarterly on the 3rd Thursday of the month at 12 pm

Promotional Opportunities

- Cooperative advertising plan opportunities
- Advertising opportunities on the Chamber website, Facebook and event email blasts
- Website links from the Chamber site to yours

Discounts on Products and Services

- Street Fair discounts and preferred registration
- Office Depot
- Constant Contact email marketing
- Arthur Morgan House Bed & Breakfast
 - Member Guests receive corporate rate of \$80/night single plus tax, Sunday thru Thursday.
- Donna Haller- Creative Memories Consultant
 - 10% off any Creative Memories traditional scrapbooking, digital products or custom framing
- Curves
 - No service fee to join with a monthly EFT or annual pre-paid membership
- Ertel Publishing
 - 20% discount on Design Services for printed items including brochures, newsletters, etc.
- Lori Harris, Consultant - Arbonne Swiss Skin Care & Health & Wellness Products
 - Receive 25% discount on personal orders
 - Receive \$350 in products for every \$350 in orders from a show or skin care class
- WYSO
 - Discounted rates on underwriting packages
- Group and Healthcare for One Plans (SOCA)
 - Discounted group premiums
- Dental Care Benefits with Superior Dental Care (SOCA)
 - 2 or more employees; Orthodontia & voluntary options available.
- Worker's Compensation Group Program (SOCA)
 - Group Rating Plan with Hunter Consulting & CorVel MCO
- Vision Discount Program with Eye Med (SOCA)
 - No fee card for full & part-time employees and non-profit organization members
- Prescription Drug Discount Card (SOCA)
 - No fee card for all full & part-time employees and non-profit organization members
- Hearing Aid Discount Program (SOCA)
 - No fee card for all full & part-time employees and non-profit organization members
- Cintas Document Destruction (SOCA)
 - Discounts up to 35% for on or off site destruction of documents

For more information, contact the Chamber Office at 937.767.2686 or visit the website at www.yellowspringsohio.org. For information about the SOCA benefits visit www.joinsoca.com or contact Toni Weideling at 937.395.4533 or via email at tweideling@joinsoca.com.

2010 Chamber Events

All Chamber events are on the 3rd Thursday of the month; time as noted

Date	Type	Time	Location	Topic
1/21	Annual Meeting	6 – 9 pm	Antioch McGregor	2009 in Review; 2010 Plans
2/18	Chamber Chat	9-10 am	Bryan Center A&B	Business Support; "What do local businesses need from the Chamber, the government, each other and the community to be successful?"
3/18	Success Seminar	12-1 pm	Bryan Center A&B	TBD
4/15	Business After Hours	5:30-7:30 pm	TBD	
5/20	Chamber Chat	9-10 am	Bryan Center A&B	TBD
6/17	Success Seminar	12-1 pm	Bryan Center A&B	TBD
7/15	Business After Hours	5:30-7:30 pm	TBD	
8/19	Chamber Chat	9-10 am	Bryan Center A&B	TBD
9/16	Success Seminar	12-1 pm	Bryan Center A&B	TBD
10/21	Business After Hours	5:30-7:30 pm	TBD	
11/18	Chamber Chat	9-10 am	Bryan Center A&B	TBD
12/16	Success Seminar	12-1 pm	Bryan Center A&B	TBD

Membership Investment

BASIC MEMBERSHIP INVESTMENT

Non-Profit Organization with no paid staff \$40

Individual Citizen \$50

Business or Organization with paid staff

- One to two employees \$50
- Three to five employees \$75
- Six to fourteen employees \$100
- Fifteen to forty-nine employees \$175
- Fifty or more employees \$300

All Members of the Yellow Springs Chamber of Commerce receive the following benefits:

- Group Health Insurance Discounts
- Dental Insurance Discounts
- Prescription Drugs, Eye Care and Hearing Aids Discounts
- Workers Compensation Group Rating Plan Discounts
- Office Depot Discounts
- Constant Contact Email Marketing Discounts
- Cintas Document Management Discounts
- Member to Member Discounts
- Membership Referral Services & Networking
- Monthly Chamber events, including Chamber Chats, Success Seminars and Business After Hours
- Email updates and e-newsletters
- Online directory listing under one category with direct link to your website
- Listing in Member Directory
- Highlighted listing for members included in Visitor's Guide
- News releases and events included in ChamberNews and on the Chamber Calendar
- Membership decal to post in your place of business
- Brochure and business cards displayed in Chamber Office in the Information Station
- Chamber member address labels - \$25
- *Certificate of Origin* for companies shipping internationally
- Exhibits support of community & offers credibility to businesses

ENHANCED MEMBERSHIP OPPORTUNITIES

Basic Upgrades

- Up to two additional business categories and links - \$25 each
- Additional business locations - same business name - \$25 per listing
- Advertising on the Website, Event Blasts and Newsletter - Yearly \$500; Monthly \$50

Cooperative Advertising Program

Basic Package -\$250

- Listing in the online GetawaYS Guide to include name, address and web link
- Upgraded online directory listing
- Periodic posts to Chamber Facebook page and its 7000+ fans
- Special offers & events listed on printed promotional flyers
- Opportunity to participate in additional group advertising opportunities throughout the year

Partner Package -\$500

- Business name in a unique “frame” in every ad and flyer.
- Enhanced listing in the online GetawaYS Guide include name, address, web link and photo.
- All benefits of the Starter Package.

Champion Package - \$1000-Best value for your investment

- Print ad and web sponsorship for a key weekend event with your logo in every print and web ad
- All benefits of the Starter & Partner Packages.

SPONSORSHIP OPPORTUNITIES

Annual Dinner

All sponsors receive name recognition on printed materials and in meeting slide show

Key Sponsor - \$1000; includes table for 8

Platinum Sponsor - \$500; includes table for 4

Gold Sponsor - \$250; includes 2 dinners

Silver Sponsor - \$100; includes 1 dinner

Awards Sponsor – Door Prize Donation

Street Fair

Extensive benefits are explained in detail in the sponsorship packet.

Festival Sponsor - \$5,000+

Music Festival Sponsor - \$4,000

Performance Sponsor - \$2,500

Non-Profit Underwriting Sponsor - \$1,000

Contributing Sponsor - \$500

Thanks to Sponsors & Donors

The Chamber would like to extend thanks to all of these businesses who so generously supported our Annual Meeting.

Dessert Bar Sponsors:



Appetizer Bar Sponsors:



Wine Donated by:



The Wind's Wine Cellar



Door Prizes Donated by:

Laptop Bag – Randy Gifford with **Reichley Insurance**
4 Tickets to Little Art Theatre - **Millworks Development**
YS Logo T-Shirt - **Yellow Springs Chamber**
YS Logo Glassware - **Yellow Springs Chamber**
\$15 Gift Certificate - **Chen's Asian Bistro**
\$25 Glen Garden Gift Certificate - **Friend's Care Center**
\$25 Gift Certificate - **Brother Bear's Café**
2-Dayton Dragons tickets – Tom Clune with **Sanderson Insurance**
Curves 1 Month Membership - **Curves Yellow Springs**
Greene County Gift Basket - **Greene County CVB**
\$50 Visa Gift Card - **WesBanco**
I-Home for the I-Pod - **Springs Motel**
2 Wine Glasses - **YSI**
Rain Umbrella & Tote - **YSI**
Hat & Bag - **YSI**
Waterman Pen - **YSI**
Subscription or E-Edition - **Yellow Springs News**
Tote & Hat - **WYSO**
World Café Volume 28 CD - **WYSO**
Book, Julia's Kitchen Wisdom - **WYSO**
Book "You Bet Your Tomatoes" - **WYSO**
Alice Waters Cookbook - **WYSO**
Solar-powered Weather Radio - **WYSO**
\$20 Gift Certificate - **Current Cuisine**
\$20 Gift Certificate - **Current Cuisine**