



**Fairborn Area**  
Chamber of Commerce

12 N. Central Avenue  
Fairborn, OH 45324

Ph: 937-878-3191  
E-mail: chamber@fairborn.com

**Officers:**

Bill Richard, President  
 Deb Leonard, President Elect  
 Pam Gayheart, Vice President  
 Ellen Farthing, Past President  
 John Stroup, Secretary  
 Mike Foy, Treasurer

**Directors:**

Karen Huelsman  
 Don Knoth  
 Tom Koogler  
 David Kushner  
 Terrie Miller  
 Jeff Miller  
 Eric Murray  
 John Siehl  
 Eldon Smith

**Ex-Officio Members**

Debbie McDonnell,  
*Fairborn City Manager*

David Scarberry, Supt.  
*Fairborn City Schools*

Dan Schroer, Supt.  
*Greene County Career Center*

Col. Daniel Semsel,  
*WPAFB Rep.*

Bob Hickey,  
*WSU Rep.*

Paul Newman  
*Executive Director*

**FEBRUARY CALENDAR**

- 1 8am Ambassador Meeting  
8:30am Executive Meeting
- 2 Groundhog Day
- 9 7:30am Board Meeting
- 10 Fairborn Night at WSU
- 14 Valentine's Day
- 20 President's Day—Chamber Closed

**The Chamber Update**

**February 2012**

**Mission Statement:** *To serve, represent, and be the leading advocate for the interests of our members in ways that enhance the business environment, quality of life, and well-being of our unique community.*

**WSU's Fairborn Night To Start One Hour Later at 6:30pm  
Attendees Will Receive Candy or Wine and a T-Shirt**



The Chamber's annual Fairborn Night at Wright State University Chat will start at 6:30pm, on Friday, Feb. 10th, one hour later than traditional chats because of a delayed 9:00pm start of the Raiders' basketball game due to a live telecast by ESPN that will be viewed nationally. Hosted by WSU President Dr. David Hopkins, the Valentine's Day themed event will take place in the Nutter Center's

Berry Room with all in attendance receiving a box of Esther Price candy or a bottle of wine made possible through Chamber member donations. Attendees will also be treated to a free Fairborn Night Raiders' tee-shirt.

The 36th Annual Fairborn Night Chat program will get underway with a 7:30pm appearance by Raiders' Basketball Coach, Billy Donlon, followed with a welcome by the University's President David Hopkins and then a "spirit session" by the Wright State cheerleaders along with their mascot. The evening will also feature presentations to Chamber President Bill Richard and Fairborn Mayor Tom Nagel during the first timeout of the Raiders Horizon League contest with Green Bay.

Tickets can be purchased for only \$10 with a Fairborn ID and early parking for the Chat will be available in Lot 1.

**Jack Huelsman Civic Award Nominations**

The Fairborn Area Chamber of Commerce is now accepting nominations for the Annual Jack Huelsman Civic Award. Nominations should be submitted to the Fairborn Area Chamber of Commerce, Jack Huelsman Civic Award Selection Committee, 12 N. Central Avenue, Fairborn. Listed attributes should be aspects such as honors, awards, special recognition, community involvement, or charitable endeavors. (Be specific on the details).

Nominees may be involved with the Chamber, but membership is not a mandatory requirement for selection. Nomination forms are available at the Chamber office please call 878-3191. The nominee selected will be announced at the Annual Banquet on May 4th. Deadline for nominations is Monday, April 2nd.

Last year's honoree was Greene County Sheriff Gene Fischer.

**Chamber Teams With Office Depot and DP&L for Reduced Rates**

The Fairborn Area Chamber of Commerce has entered into agreements with Office Depot and DP&L that will provide Chamber business members with reduced prices for office supplies and electric power.

Business members can receive a 15-30\$ discount off the top 100 office supply items purchased most by Chamber business. There is no contract obligation and purchasing can be made online with free delivery of in stock item orders over \$50. Purchasing cards are provided for in store shopping.

Interested? Contact the Chamber Office Supply rep, Sheila Ballard at 239-9033 or [sheila.ballard@officedepot.com](mailto:sheila.ballard@officedepot.com).

DP&L is offering two discount packages to Chamber businesses. Option one is a 6.3/KWH fixed rate price offer until May 2014 while Option two is a 17% discount on the regulated price through December 2012. (Members must bear in mind that through this plan the regulated price may increase but the 17% reduction would still apply).

Sign up forms are available in the Chamber office and can also be emailed to members. Any previous contract with DP&L can be terminated with NO penalty.

**City of Fairborn Update**

Economic indicators point to an improved business environment as compared to previous years. However, access to capital is still a serious issue for the business community and is expected to continue to be so for the next few years. In response, the Ohio Department of Development recently received more than \$55 million from the U.S. Department of Treasury for the State Small Business Credit Initiative (SSBCI) to leverage private lending to increase the amount of credit available to small businesses.

The Ohio Department of Development administers the following state-run financing programs utilizing SSBCI funds to help finance small businesses and manufacturers that are creditworthy, but are not receiving the financing they need from the private sector to expand and create jobs:

[Collateral Enhancement Program \(CEP\)](#)

Provides lending institutions with cash collateral deposits to use as additional collateral for loans made to eligible for-profit small businesses. Under the CEP, the Ohio Department of Development will open an interest bearing account with a Lender and deposit up to 30 percent of the loan amount where there is a collateral shortfall as determined by the Lender and the Ohio Department of Development (up to 50 percent of the loan amount for minority-owned businesses or businesses located in a Historically Underutilized Business Zone).

[Ohio Capital Access Program \(OCAP\)](#)

Supports small business lending by establishing a loan "guarantee" reserve pool at a lending institution that participates in the OCAP. The OCAP can provide financing to for-profit and nonprofit businesses that are having difficulty obtaining business loans through conventional underwriting standards. The state, the Lender, and the Borrower each pay a small contribution fee into the pool. The reserve pool is available to the participating Lender for recovery of any losses on any loan they have enrolled in the OCAP.

[Targeted Investment Program \(TIP\)](#)

Supports the growth and expansion of targeted small businesses within Ohio's manufacturing, production, and logistics value chains. TIP offers debt instruments tailored to the specific needs of the company at or below market interest rates. TIP targets small businesses that have received first or second round equity. If you are interested in learning more about these programs or have additional questions concerning resources for your business please contact Chris Wimsatt, Community Development Director for the City of Fairborn at 937-754-3056.

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**Membership Renewals**  
*We thank the following members who have renewed their membership.*

William and Jane Arnold  
 Belton-Stroup Funeral Home  
 Chantilly Cream Dessert Shop  
 Diamond K Homemade Ice Cream  
 Dick Gould, CPB  
 Eric's Barber Shop  
 Fairborn AMVETS Freedom Post 444  
 Fairborn Daily Herald  
 Flatter Insurance  
 Hampton Inn Hotel  
 Holiday Inn Fairborn  
 Homewood Suites  
 McMillan Investments, LP  
 Patriot Ridge Community  
 Pyramid Design, inc.  
 J.R. Remick, Inc.  
 Skyway Properties, LLC  
 STADCO Automatics  
 Adolfo Tornichio  
 Waste Management of Ohio, Inc.  
 Vernon R. Watkins  
 Jerry E. Williams  
 Nancy Yantis

**NEW MEMBERS**  
 The Chamber would like to welcome and introduce our newest members

**HRI COMMERCIAL REALTY**  
 2288 Grand Hall Road  
 Beavercreek, OH 45432  
 Ph: (937) 429-4344  
 Contact: Mr. Tony Miller  
*Recruited by: Staff*

**LEGACY FITNESS**  
 7617 Dayton Springfield Road, Suite E  
 Fairborn, OH 45324  
 Ph: (937) 340-6311  
 Email: mark@thelegacyfitness.com  
 Website: www.thelegacyfitness.com  
 Contact: Mr. Mark Woodring/Mr. JD Hill  
*Recruited by: Staff*

**Give a Chamber Gift Certificate For Valentine's Day**

Looking for a gift to give your friend or a family member (think Valentine's Day)? Why not stop by the Chamber office and get a thoughtful gift certificate which can be awarded in any amount and redeemed at a variety of Chamber businesses.

A list of participating businesses is provided on the back of the certificate where the "gift award" can be used. Participating eateries include Chantilly Cream, Tickets, Roush's, Bob Evans, Foy's, Giovanni's, Expressions, The Flying Pizza, Tropical Smoothie Café, TJ Chumps, Domino's, The Inside Scoop, Cousin Vinny's, Daniel's Donuts and Cakes For All Occasions.



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Fairborn, OH 45324  
(937) 878-3191  
Email: [chamber@fairborn.com](mailto:chamber@fairborn.com)  
Website: [www.fairborn.com](http://www.fairborn.com)

**February 1**

*8am Ambassador Club Meeting*

*8:30am Executive Committee Meeting*

**February 2**

*Groundhog Day*

**February 9**

*7:30am Board of Directors Meeting*

**February 10**

*Fairborn Night at WSU/Chamber Chat—  
5:30-6:50pm*

**February 14**

*Valentine's Day*

**February 20**

*President's Day—Chamber office closed*

**January Chat Wrap-Up**

The Fairborn Community Center, located in the Fairborn Plaza served as the host site for January's Chamber Chat with Center Director Jen Lyman welcoming the attendees and thanking both the Chamber and the Chamber members for the support given to the Fairborn Christmas Project. "Our mission is helping people and particularly those in need," said Lyman. "Your generosity for our Christmas Project certainly played a major role in allowing us to continue this vital role," she continued.

Chamber members generated over \$2,400 in raffle ticket proceeds at the Chamber's annual Christmas Open House in December which was converted to gift certificates that were distributed to needy Fairborn families for food, toys and other presents for children of all ages. The certificates were redeemable only at Chamber businesses guaranteeing that the dollars would return to Chamber members.

**MARCH CHAMBER CHAT**

**Thursday, March 15th  
5:30-6:00pm**

Hosted by:  
**Jeff Schmitt Auto  
Group**

Location:  
Jeff Schmitt Auto Group  
(Broad Street, Fairborn)

*Those wishing to donate door prizes should  
drop them off no later March 14th.*

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