



# Chamber Letter

January, 2006  
Vol. XXII, No. 1

The Greater Hamilton Chamber of Commerce:

- Business advocate
- Leader for positive economic development
- Provider of cutting edge membership services

[www.hamilton-ohio.com](http://www.hamilton-ohio.com)

A Monthly Publication of the Greater Hamilton Chamber of Commerce

## Chamber Upcoming Events

### 96th Annual Meeting

The Chamber and Presenting Sponsor **Mohawk Fine Papers** invite you to the 96th Annual Meeting of the Greater Hamilton Chamber of Commerce. The event will be held on Friday, January 27th at The Hamiltonian Hotel



Thomas O'Connor, Jr.

with cocktails beginning at 6:00 p.m. and dinner being served at 7:00 p.m. The keynote speaker will be Thomas O'Connor, Jr., Chairman & CEO of Mohawk Paper Mills, Inc.

O'Connor, who joined the company in 1986 as Manager, Customer Services, represents a third generation of the

**MOHAWK** O'Connor family closely identified

with the family-owned business. The members of the O'Connor family oversee a highly successful operation with over 370 employees and manufacturing capacity of over 100,000 tons of premium printing paper per year.

Mohawk Paper Mills, Inc. is a leader in the manufacture of premium printing and imaging papers, which are distributed across North America and in all major international markets. A leader in environmental stewardship, Mohawk is one of the first large-scale production facilities in the U.S. to use non-polluting, wind energy to manufacture paper. Several

### Business After Hours at Fort Hamilton Hospital

Please join us on Wednesday, January 18th from 5-7pm for a BAH hosted by the Fort Hamilton Hospital to celebrate the dedication of the Ralph Rogan Carruthers Intensive Care Unit. This exciting project is the culmination of a community-based capital campaign to raise \$16.2 million to build the 42,000 square addition to Fort Hamilton Hospital. The new 16-bed ICU is a state-of-the-art facility boasting the latest in technology and hospital design and will increase the ICU capacity by 33% providing an additional 1,500 patient days per year.

Enjoy refreshments while networking with Chamber members at this complimentary event. Please make reservations by calling the Chamber at 844-1500.

of Mohawk's recycled products have been certified by the Forest Stewardship Council [FSC] and Green Seal. Mohawk recently purchased Hamilton's Beckett Paper Mill from International Paper.

O'Connor graduated from Northeastern University in Boston, Massachusetts and has participated in Executive Management programs at Harvard Business School, Rensselaer Polytechnic Institute and Duke University's Fuqua School of Management.

The evening will also include welcoming new Board members and officers. And the Chamber will join *The JournalNews* in presenting the 2005 Citizen of the Year Award. Sponsors of the event are **Butler Tech, First Financial Bank, Fort Hamilton Healthcare Corporation, Miller Brewing Company, US Bank, and Noonan's**. The cost to attend is \$45 per person or \$400 per table of ten.

This event sells out early, so make your reservations today! For more information or to make reservations, please call the Chamber at 844-1500.

## Red Carpet Luncheon



Join the Chamber, Hamilton Rotary, and Lindenwald Kiwanis of Hamilton for the January Red Carpet Luncheon which will be held Thursday, January 19 at 11:45 a.m. at The Hamiltonian Hotel. The topic of the luncheon will be the State of the Schools and will feature Janet Baker, Superintendent, Hamilton City Schools; Daniel Hall, Executive Director, Miami University Hamilton; Frank Margello, Principal, Badin High School; and Bob Sommers, CEO, Butler Tech.

This event is sponsored by **Butler Tech**. The cost to attend the luncheon is \$15 per Chamber member (\$25 per non-member). Call the Chamber to make your reservations today! 844-1500.

## Small Business Breakfast Forum



### Groundhog Economic Forecast Breakfast

The 6th Annual Groundhog Economic Forecast will be held Thursday, February 2 at 7:30 a.m. at The Hamiltonian Hotel. A forecast of the future will be the focus of the event, which will also feature the **Certified Development Company of Butler County's** annual Banker Recognition Awards.

The featured presenter will be David P. Kelly, Ph.D., Managing Director and Economic Advisor at Punman Investments. In this role, he develops and communicates Putnam's view on the economy and markets to financial advisors serving individual investors nationwide. He is a frequent keynote speaker at national investment conferences and is editor of *Capital Ideas*, a monthly newsletter focusing on the investment implications of an evolving economic environment. Dr. Kelly is a frequent guest on CNBC and other networks and is often quoted in the financial press.

Before joining Putnam in 1999, David worked as Senior Economist and Strategist for SPP Investment Management in Greenwich, CT. He has also worked as a Senior U.S. Economist at Lehman Brothers, DRI/McGraw-Hill, and Primark Decision Economics. Dr. Kelly's appearance is sponsored by **First Financial Wealth Resource Group/First Financial Capital Advisors**.

Registration and breakfast are at 7:30 a.m. with the program beginning at 7:45 a.m. The cost to attend is \$15 for Chamber members and \$25 for non-members. Sponsors for the event are: **Fifth Third Bank, First Financial Bank, Lebanon Citizens National Bank, and US Bank.**



David P. Kelly



# Kenny's Comments

## HEALTH CARE CHALLENGES FOR 2006

Happy New Year and welcome to our first edition of the ChamberLetter for 2006. Like many of your businesses, the Chamber must face specific challenges this year. The rising cost of health care continues to be a major hurdle for the Chamber and our many business members. As we consider our approach to this challenge, let's look at some solutions which may be applicable to your business.

While the years of double-digit increases in health benefit costs may be over, no one is happy with the rising health costs that continue to outpace inflation. In our region, employers saw a 9.7 percent increase in health care costs in 2005 with an estimated 6.5 percent increase in 2006. While these average increases are lower than the past few years, health care costs are still a major challenge for our members and the Chamber. The Chamber has proactively offset our health care premium increases. This year Chamber employees will see an

increase in their co-payments and deductibles. With this change we will see little increase in premium rates. We believe this change will encourage each employee to more carefully manage his own health care. It will also allow us to invest more dollars into our core business which is providing you with the best return for your investment in the Chamber.

While the above states the Chamber's approach to our own health care costs concerns, there are other approaches that may be more appropriate for your business. Be sure to talk to your health care insurance provider about the advantages of a health savings account (HSA). An HSA is a tax-exempt trust or custodial account that you set up with a qualified HSA trustee to pay or reimburse certain medical expenses you incur. There are several benefits of establishing a HSA. First, you can claim a tax deduction for contributions you make to you HSA. Second, contributions made to your HSA by an employer may be excluded from your gross income. The interest or earnings on the assets in the account are tax free. Finally, an HSA is "portable" so it stays with you if you change employers or leave the work force.

Talk to your health insurance provider for an analysis of whether an HSA is the best direction for you and your business.

The Chamber has endorsed a study currently under way by Butler County known as HealthShare. This concept is still in the evaluation stage. It is not an insurance plan. The goal of HealthShare is to

provide access to reasonably limited healthcare coverage for the working uninsured in Butler County. The concept of HealthShare involves a community partnership made up of stakeholders from within the county's business, health care providers, and wage earner populations. We'll let you know more about this when the county introduces the specifics of this program.

The Chamber is currently working with a third party to study the feasibility of pooling our members to form categories which would allow businesses to group with other like businesses to band together to purchase affordable coverage. We'll relay our conclusions from this study by the second quarter of the year.

Finally, don't forget that the Chamber already offers a health care insurance discount to members. This discount is offered through Anthem! Discounts vary from business to business. Call the Chamber today to learn more about this plan offered by your Chamber!

The Chamber is no different from your business when it comes to the challenge of controlling health care costs. We've taken some steps to keep our costs down while evaluating various programs that may help you in managing your health care programs. We know that health care costs remain a massive distraction and a competitive problem for businesses. We'll continue to offer suggestions to this challenge throughout the year. We're in this together!

Happy New Year and thank you for your participation in the Chamber.

### Our Members Are Talking About... The Greater Hamilton Leads Networking Meetings:

*"An opportunity to network with other business people at a convenient time and place. It is a friendly group that truly welcomes any business person."*

Carolyn Hamlin  
Edward Jones Investments

### Hold the Date Notice

## Golf Classic

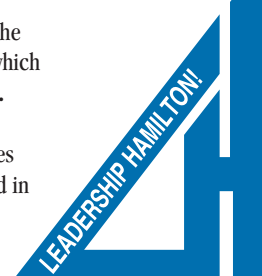
Please mark your calendar for the Chamber's Golf Classic XXIII which will be held on **June 5, 2006**.

The Golf Committee will be contacting members about sponsorship opportunities and prize donations. If you are interested in either, please call Nancy O'Neill at the Chamber 844-1500.



We are accepting Booth Registrations and Sponsorships for the 16th Annual Business Expo 2006. Expo will be held on Thursday, August 10th at Vora Technology Park, 101 Knightsbridge Dr., Hamilton.

Expo is an opportunity for businesses to showcase their products or services to other businesses and general public. Expo 2005 was sold out with over 80 businesses participating. For more information about Booth Registration or Sponsorship, contact Laura at the Chamber 513-844-1500.



Leadership Hamilton Class 15 checked out a Russian MiG during their tour of the Butler County Regional Airport. The tour was part of Regional Issues Day which was held jointly with the West Chester Chamber's SEBC Leadership 21 class.



# New Members & Renewals

(As of December 13, 2005)

## APPLEBEE'S

Joe Saliba, General Manager  
700 NW Washington Blvd.  
Hamilton, OH 45013  
868-9400 fax: 868-7918

## RESTAURANTS

## BUTLER WATER SYSTEMS, LLC

Art Friedrich, Owner  
4851 Pleasant Ave.  
Fairfield, OH 45014  
863-5700  
[art@butlercountywatersystems.com](mailto:art@butlercountywatersystems.com)  
[www.butlerwatersystems.com](http://www.butlerwatersystems.com)  
WATER FILTRATION SYSTEMS

## Renewals

Advanced Transportation  
Al's Farmers Market  
Alcohol and Chemical Abuse Council  
Amstan Logistics  
Automation Irrigation Systems  
B & F Concrete Pump, Inc.  
Baker Concrete Construction, Inc.  
Louis L. Barich, M.D.  
Best Cable Contractors  
Bob Evans – Main St.  
Brackett Builders, Inc.  
Brink's Home Security, Inc.  
Robert Brown Construction Co., LLC  
Buffalo Wings & Rings  
Butler County Commissioner,  
Chuck Furmon

Butler County Dept. of Job & Family Services  
Butler County Mental Health Board  
Don Cisle Contractor  
Clark, Schaefer, Hackett & Co.  
Cleveland Avenue Mini-Warehouse  
Coach House Tavern & Grille  
Daniel Cohen Enterprises, Inc.  
David Delaney  
Dixie Animal Clinic  
Fairfield Township  
Fetters-Thien Incorporated  
Fidelis Productions, LLC  
Fiehler Motors, Inc.  
First Financial Bank  
James Fitton  
Rebecca Fitton  
Vaden Fitton  
Forensic & Mental Health Services  
Fort Hamilton Healthcare Corporation  
Glenn J. Ruff, Inc.  
Gordon Food Service Marketplace  
Hamilton Brass & Aluminum Casting Co.  
Howard and Jane Rose Green  
Ellen Gushurst  
Hamilton City Federal Credit Union  
Hamilton Living Water Ministries  
Hamilton-Fairfield Jaycees  
Hare's Pharmacy  
William Hartford  
Hoelle Construction and Maintenance  
Indian Springs Family Medicine  
International Brotherhood of Electrical Workers  
Interstate Warehousing  
Jackson Hewitt Tax Service  
Jim's Tire & Auto Service Center

Jolly's Erie Drive In  
Kelly & Carpenter Roofing & Sheet Metal, LLC  
Lynn Kinkaid  
Kleentek Express Plus  
Kroger  
Majestic Mold Making  
Mercy Franciscan at Schroder  
Miami Cabinet Company, LLC  
Monster Wash  
Parson & Prows, Inc.  
PCC Internet Group  
Pepsi-Cola Bottling Company  
Peter Towne Physical Therapy  
Pyramid Hill Sculpture Park & Museum  
Quality Review Services, Inc.  
Resolutions; Community Solutions  
Ringel's Hamilton Furniture, Inc.  
Joel Schmidt  
Seasongood & Mayer  
Carl Sippel  
Sprint  
State Farm Insurance – Barney Riesbeck  
Steed Hammond Paul, Inc.  
Stephenson & Warner  
Taft Place Medical Center  
Triangle Sign  
US Bank  
Vickers Wrecking, Inc.  
Wal-Mart - Hamilton  
Weaver, Wallace & Conley, D.D.S., Inc.  
Webb-Noonan Funeral Home  
Robert Weber  
Westover Retirement Community  
YWCA

# Ambassador of the Month

Congratulations to **Shaun Higgins** - he is our Ambassador of the month! Shaun works with THE GROWTH COACH, which is business coaching for small to medium size business owners who are trying to reach their potential in business and in life. He is a member of the Hamilton Rotary Club and does the morning news on WPFB 105.9 FM. As an Ambassador, Shaun enjoys meeting new people and learning about their business.



Many thanks to **JACKIE PARRISH** a community volunteer and great supporter of the Chamber for serving on the Ambassador Committee for over 25 years. Thank You!!

## Spotlight on Business

# Samson Gym

Samson Gym provides a full service gym with two floors of free weights, nautilus, universal and cardio equipment. A 20 year old fitness center, Samson Gym offers a variety of fitness classes taught by certified instructors. "Anything from 40 and Over morning classes, to Dance, Pilates, Rebounding, Kickboxing, Weight Training and Spinning. We have great instructors!" The gym offers a variety of

rates and membership packages. Everything is pay as you go with no contracts. The rates range from daily through annual. Stop in and visit Samson Gym at 1188 Hamilton-Cleves Rd. (between HairBiz Salon and Allstate Insurance) or contact them by phone at 513-867-8222. Samson Gym looks forward to meeting you and taking care of your fitness needs.

## Member 2 Member Discount

### Applebees Restaurant Hamilton

Offering 10% discount off of all meals, *excluding alcohol.*

Contact Joe Saliba, Manager.

## Kudos to Members

Congratulations to **Ferguson Metals** which was recently named to the Cincinnati Business Courier's 2006 "Fast 55." They were recognized as one of the fastest-growing companies in the Greater Cincinnati area.

**Greater Hamilton  
Chamber of Commerce  
SUSTAINING MEMBERS**

**GOLD**

Butler County Medical Center  
Butler Tech  
Cincinnati Bell  
Fifth Third Bank  
First Financial Bank  
Fort Hamilton Healthcare Corp.  
Lebanon Citizens National Bank  
Lorenz+Williams  
Meijer  
Mercy Hospital Fairfield  
Miller Brewing Company  
Mohawk Paper Mills, Inc.  
Porter Advertising  
Seasongood & Mayer

**SILVER**

Hamiltonian Hotel  
Integrated Network Systems  
*JournalNews*  
KeyBank  
National City Bank  
Ohio Casualty Group  
PCC Internet Group

*For more information on how you can become a Sustaining Member, contact your Chamber at 844-1500.*

**Greater Hamilton  
Chamber of Commerce  
MISSION STATEMENT**

*The mission of the Greater Hamilton Chamber of Commerce and Hamilton Economic Development Corporation is to be the business advocate, a leader for positive economic development, and the provider of cutting edge membership services.*



**Chamber Clicks**

*Thanks to our members who stopped by  
the Chamber's Open House!*



*Brian Coughlin and Tony Traub*



*Jane Rose Green, Neil Coben and Howard Green*



*Mayor Don Ryan and Tim Bigler*



*Tami Walton, Nancy O'Neill and Vickie Ryan*



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