



# Horizons

## New for June



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## 15<sup>th</sup> Annual Chamber Golf Outing in August

Mark your calendar! The 15th Annual Logan-Hocking Chamber of Commerce Golf Outing is set for **Saturday, August 14th** at the Brass Ring Golf Club. The Chamber Golf Outing is open to Chamber members and non-Chamber members. Skins games, 50/50 drawing, skill prizes, and door prizes will be available. Lunch will be provided to participants.

Four-person teams or individuals are invited to participate as well as Chamber businesses interested in sponsorship—please see the enclosed Chamber Golf Outing entry and sponsorship forms

## Welcome New Members

The Logan-Hocking Chamber of Commerce would like to welcome the following new Chamber Members:

- Vernon Barrell
- George Seymour Surveying
- Lanning Mechanical
- Hina Environmental Solutions

As always, we encourage you to support fellow Chamber members!

## Washboard Music Festival

The Washboard Music Festival will celebrate its 10th Anniversary in 2010 with a very special kick-off concert Thursday evening, June 17 featuring Central Ohio's legend, Arnett Howard and his Friends. This exciting opening will be followed by two days and nights (Friday & Saturday) of toe-tappin' music including Dixieland Jazz, Cajun Zydeco, Celtic and Skiffle music performed by bands from all around the country, Canada and even from as far away as England. Enjoy our wholesome family entertainment, great food, quality craft vendors and many special events including our festive Saturday evening parade, antique tractor and hit 'n miss engines, street performers and lots more. We have a tremendous kid's area filled with FREE carnival rides, live stage entertainment and games.

This year Logan, Ohio will be the host town for the annual Greater Ohio Bicycle Adventure ([www.goba.com](http://www.goba.com)) with cyclists from all over the country arriving Saturday to enjoy the festivities before beginning their five-day ride throughout Southeast Ohio on Sunday. Hundreds of cyclists dressed in costume will add to the spectacle of our Saturday evening parade.



Logan-Hocking Chamber of Commerce  
4 East Hunter Street  
Logan, OH 43138  
Phone: 740-385-6836  
Fax: 740-385-7259  
EMAIL: [lo-hockchamber@hocking.net](mailto:lo-hockchamber@hocking.net)  
WEB: [www.logan-hockingchamber.com](http://www.logan-hockingchamber.com)  
Bill Rinehart, Executive Director  
Erin Gibson, Office Manager  
Carol Martin, Website Administrator

*The Community & Economic Development Council coordinates events, such as the Logan Santa Parade. Chamber members are encouraged to attend and participate at monthly meetings.*

## Business Development

### Safety Council

The Appalachian Regional Safety Council meets on the third Wednesday of each month at the Olde Dutch Restaurant from 11:30 a.m. to 1:00 p.m. (unless otherwise stated).

- The CEO must attend at least one Safety Council meeting (see meeting schedule below) and indicate CEO on the sign in sheet within a reporting period to qualify for the BWC discount (no “CEO Event”).
- Businesses are required to attend 10 (rather than 8) safety council events. Safety council events include regularly-scheduled Safety Council meetings (see meeting schedule below) and other specified eligible events.

### Small Business Development Center (SBDC) News

The Appalachian Regional Entrepreneur Group (AREG) and the Voinovich Center at Ohio University offers a full range of business consulting services for existing and start-up, small or middle market businesses. AREG offers services to all 29 Appalachian counties in Ohio at no charge.

Lissa Jollick, a Business Consultant with AREG/SBDC, meets with clients at the Logan-Hocking Chamber of Commerce office by appointment, only. Please call 740-593-0473 to schedule an appointment.

### Logan-Hocking Chamber of Commerce Endorsement Policy

The Logan-Hocking Chamber of Commerce Board of Directors have a very strict policy concerning using their name to endorse a company or product. No company can claim a LHCOC endorsement without the Executive Committee’s approval. If any company solicits an ad from your business please contact the LHCOC to see if they have received permission to use the LHCOC’s name. The LHCOC Board of Directors informs all Chamber members if they take action to endorse a company by publishing such information in the newsletter and by e-mail. If you have any questions regarding this policy please contact Bill Rinehart, Executive Director at (740) 385-6836 ext.24.

### Health Plan Endorsement

The Logan-Hocking Chamber of Commerce (LHCOC) Board of Directors endorsed Anthem Blue Cross and Blue Shield as a provider of group health insurance.

With membership to the Logan-Hocking Chamber of Commerce, businesses have access to a variety of Anthem health plans and life products at discounted rates. In addition to lower costs, health plans through the Chamber offer small business employers preventive coverage, disease management programs and health education.

Contact Mike McGhee, Logan Insurance Agency, Inc., at (740) 385-8575

**A Kind Reminder**

*A kind reminder to Chamber members to return items borrowed from the Chamber in a timely manner.*



## Networking Opportunities

### Chamber Monthly Events

#### ***Business After Hours***

Business After Hours will be held on July 22nd and October 21st from 4-6 PM during 2010. We will book two businesses per scheduled event on a first come first serve basis. If interested in hosting s Business After Hours please contact Erin Gibson, Office Manager, at (740) 385-6836, ext. 21.

#### ***Hocking County Lunch & Learn—June***

The Logan-Hocking Chamber of Commerce, SBDC and Hocking College Energy Institute will be hosting a Lunch & Learn on June 8th 2010 from 11:00—1:00p.m. The speaker will be Tara Brown, the Small Business Liaison for the Ohio Attorney General Richard Cordray's office. The program will focus on learning how to protect your business from scams or fraudulent behavior.

Registration is free and lunch will be provided by the Business Systems Solutions, Inc.

#### **Save the Date!**

The Logan-Hocking Chamber of Commerce Candidate's Night will be held on September 29, 2010 at Chieftain Elementary. More information will be sent detailing the event at a later date.

### Logan Town Center (LTC)

Thursday, June 3—8 a.m. (please note the time change)

**LTC meeting**—at the National City Bank Building - lower level - 11 W. Main Street. The June 3rd meeting will occur at 8 a.m. Meeting time has been changed on a trial basis in order to accommodate interested parties that are unable to attend afternoon meetings. Everyone welcome. Visit the website - [www.logantowncenter.com](http://www.logantowncenter.com) - for a list of downtown events and to view the 2010 Action Plan in process.

Contact Rick Webb, President (740) 603-1926 for agenda or other information not listed on the website.

### **Volunteer Energy Services Endorsement**

The Logan-Hocking Chamber of Commerce Board entered into an agreement with Volunteer Energy Services, Inc. to offer natural gas at reduced prices to Chamber members and their employees within the Columbia Gas service area.

Volunteer Energy Services, Inc. is a private energy supplier specializing in the supply of natural gas at competitive rates. Special tax-exempt programs are available for businesses using natural gas for production, such as restaurants, bakeries and pizza shops. To learn more, please see the enclosed flyer from Volunteer Energy Services,

## **New *Legal* Reasons Why All Businesses Need and E-mail Archiving & Management System**

### **It's a classic he-said, she-said case that ends up in court on a daily basis...**

Widget buyer Ms. Robinson testified that Mr. Smith, the Widgets Corp. sales manager, told her that if she put her order in immediately, the price would be discounted by 20 percent. Mr. Smith argued that that was not what he said. According to his testimony, he agreed to give a 20 percent discount only if Ms. Robinson ordered at least one million widgets, which she did not. The widgets were manufactured and delivered, and the client was billed for the full amount. The client is refusing to pay the full amount and the manufacturing company is throwing it to a collection agency. If brought into a court of law, who would be right?

Provided that neither party can produce a signed contract to back up their case, there is no way of knowing who is right.

However, let's suppose Ms. Robinson produces an e-mail she sent to her boss copying Mr. Smith that says, "I made a deal with Mr. Smith, the sales manager at Widgets Corp., to get a 10 percent discount for 500,000 widgets ordered." Let's also suppose Mr. Smith cannot produce any e-mails, contracts, or memos to the contrary. Now the chances of Ms. Robinson winning her case go up exponentially. When faced with two credible witnesses whose recollection of an event or agreement are in dispute, the court is most likely to favor the person who has corroborating documentation to support their side of the story.



### **E-mail has Become the Primary Means of Communication and Negotiation**

In the not too distant past, business people would communicate primarily through face-to-face meetings, telephone conversations, faxes, and the occasional paper document. When a "my word against your word" dispute arose, a court case could be awarded to the person who seemed more confident or credible.

Nowadays, e-mail has become the default mode of communication. It's very common for a buyer to communicate to a seller entirely by e-mail. Transactions are done without the two ever meeting and in some cases, never speaking. As a result, the "my word against your word" conundrum becomes more of a contest between e-mails, as opposed to a competition between the memories of the people involved.

The upside of this situation is that if you can produce an e-mail that supports your version of the facts, you have a leg up if it goes to court. The downside is that most people are careless about what they say in an e-mail. They don't think about it ending up as an exhibit in a courtroom under close scrutiny leaving them with the only explanation, "I know that's what I said, but that's not what I meant."

### **Food Service Company Awarded \$2.5 Million Thanks To A Few "Innocent" E-mails**

\*Example: A food service company was contracted to provide all meals at 48 nursing homes. Ultimately, the food service company claimed that it was underpaid over \$2 million and sued in federal court. The president of the nursing home company claimed that the food service company had made certain oral cost guarantees that were not honored, thereby justifying the underpayments. However, a

## **New *Legal* Reasons Why All Businesses Need and E-mail Archiving & Management System, Continued**

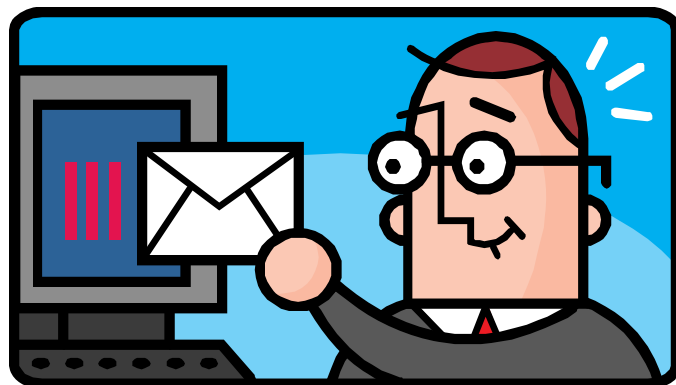
detailed review of the nursing home company's internal e-mails revealed that its executives had "privately" expressed substantial doubt about the supposed oral guarantees. The e-mails were given to the jury, which awarded the food service company \$2.5 million.

### **What Should You Do To Protect Yourself?**

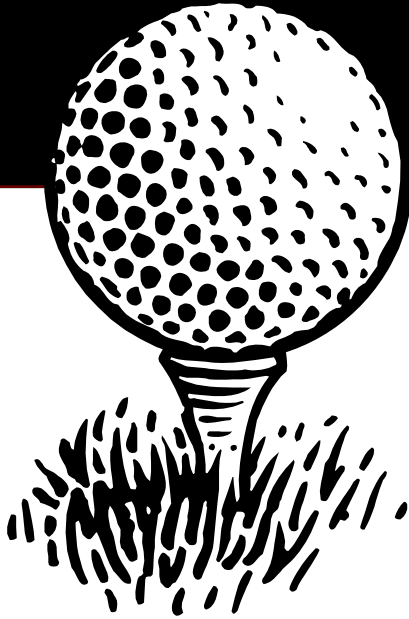
The most important thing you can do is think twice before hitting "send." If you are a manager or employer, train your employees to be careful about what they communicate via e-mail and constantly remind them of the dangers. Once an e-mail is sent, you cannot get it back. Another good practice is having a system for archiving and managing e-mail communications. This goes double for certain companies because of regulations like Sarbanes-Oxley Act for publicly traded companies, Gramm-Leach-Bliley Act for banking, securities and insurance companies; PCI covering credit card transactions and HIPAA covering medical data.

\*Story reprinted from How E-Mail Is Revolutionizing Litigation – and What You Should Be Doing About It by Michael G. Trachtman, The Corporate Counselor, [www.law.com](http://www.law.com)

Diana Spurgus, President, MBA, MCP, CITP CPA of BSSI contributes computer/technology articles to the Lancaster Eagle-Gazette. BSSI's goal is to "Make Information Technology easy for you and your organization!" BSSI can be reached at [ask@bssi.biz](mailto:ask@bssi.biz).



# Golf Outing



**Attention golf enthusiasts!** Join fellow duffers for our fifteenth annual golf outing. You are invited to enter 4-person teams (or the LHCOC will pair up individuals) for this scramble format outing. You **NEED NOT** be a Chamber member to join in the fun!

The cost of registration includes **18 holes of golf, shared cart, buffet lunch and neat prizes!**

Proceeds from the outing will go to various charitable organizations in our community.

**Date:** Saturday, August 14

**Place:** Brass Ring Golf Club

**Time:** 8:30 a.m. shotgun start

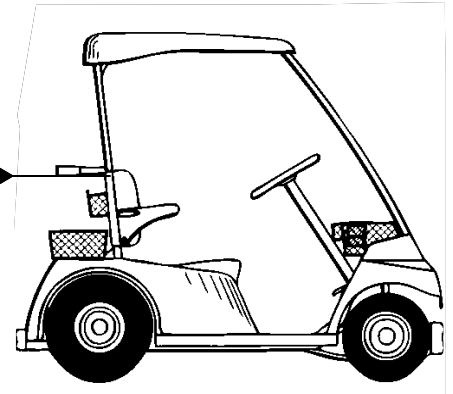
**Cost:** \$75 each (\$300 per foursome)

**Format:** 4-person scramble. Teams may be all men, all women or coed: each team will have a captain who will serve as a contact person.

**Entries:** Make your check payable to the Logan-Hocking Chamber of Commerce and mail along with your entry form to: *Logan-Hocking Chamber of Commerce, P.O. Box 838, Logan, Ohio 43138*

You may, of course, drop off your entries at the Chamber office, located at 4 East Hunter St., across from the Post Office. **QUESTIONS?** Call 740-385-6836 for more information

**Space is Limited!  
Registration Deadline  
Is August 6th.**



## Logan-Hocking Chamber of Commerce Golf Outing Entry Form

Make checks payable to Logan-Hocking Chamber of Commerce, P.O. Box 838, Logan, OH 43138

Team Name \_\_\_\_\_ Phone \_\_\_\_\_

Team Captain \_\_\_\_\_

Player 2 \_\_\_\_\_

Player 3 \_\_\_\_\_

Player 4 \_\_\_\_\_

Non golfers welcome for lunch buffet at \$15.00 per person. Number of non golfers lunches \_\_\_\_\_ X \$15.00 \_\_\_\_\_

**Entry fees are \$75.00 per player (\$300.00 per foursome). Please submit your 4 individual checks or one team check along with this form to secure your registration. Non Chamber members can receive a 10% discount on registration if you join the Chamber when entering the outing!**



# Sponsor Form

Since its beginning in 1996, the Logan-Hocking Chamber of Commerce Golf Outing has raised over \$40,000.00, which has helped support various charitable organizations and activities in the Logan-Hocking community. Recipients of funds have included historical markers, downtown banners, Holiday at Home Celebration, the John Saving 'Time is Eternal' clock, and downtown revitalization and beautification projects.

We are calling on you, our members, to continue your support of this worthwhile (and fun!) Chamber event. To make a contribution, simply indicate your level of support on the form below. Thank you!

## LEVELS OF SUPPORT

**Door Prize Donation.....Pickup available**

Contributor's name appears in the outing program and is recognized at the awards luncheon

**Friend of the Chamber.....A gift of \$50**

Contributor's name appears on the large "friends of the Chamber" sign, in the outing program and is recognized at the awards luncheon

**Hole Sponsor.....A gift of \$75**

Sponsor's name appears on an individual hole sign, in the outing program and is recognized at the awards luncheon

**Beverage Provider.....ServiceMaster of the Hocking Hills & Century National Bank**

Sponsor's name appears on the beverage cart sign, in the outing program and is recognized at the awards luncheon

**Luncheon Sponsor.....Sands Decker CPS**

Sponsor's name appears on two luncheon signs, in the outing program and is recognized at the awards luncheon

**Charter Sponsor.....The Citizen's Bank**

Sponsor's name appears on multiple Sponsor signs, in the outing program, is recognized at the awards luncheon, receives a free team entry in the outing

**Event Sponsor.....Walmart Supercenter**

Sponsor's name appears on multiple Sponsor signs, in the outing program, is recognized at the awards luncheon, receives a free team entry in the outing, and photo and media coverage in the Logan Daily News

Contributions are tax deductible as a business expense. Please make your check payable to:

Logan-Hocking Chamber of Commerce

P.O. Box 838 Logan, OH 43138

Questions? Call the Chamber office at (740) 385-6836

Contact Name \_\_\_\_\_ Telephone \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Name as it is to appear on all recognition \_\_\_\_\_

**Thank you for your support!**

# CARLETON REALTY

## ROBERT C. KUTSCHACH

### PRESIDENT/BROKER

Specializing in: commercial, farm lands and industry and to include residential property

E-Mail: [rkutsc@carletonre.com](mailto:rkutsc@carletonre.com)



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Fax: (740) 277-5070  
826 N. Memorial Dr.  
Lancaster, OH 43130  
[www.VernBarrell.com](http://www.VernBarrell.com)  
Fax: [vernc@carletonre.com](mailto:vernc@carletonre.com)

## Call

## CARLETON REALTY

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Ask about listing your:

Commercial property

Farm lands property

Residential property

Industry property

## CARLIN ESTATE

CONDO 25 Carlin Drive, Logan, Ohio 43138



1. Location 25 Carlin Drive, Logan, Ohio 43138
2. Square Feet 1162 sq.ft. not including Garage (264' sq.ft.) and back porch (120 sq.ft.)
3. Two baths
4. Two bed Rooms
5. Heat pump
6. Cable
7. Telephone
8. Condo fees \$127.00 per month—Covers the following: all insurance on building-maintenances on exterior condo & mechanical interior (electric-water-sewerage-heat pump)—grass-trash-snow.
9. Dining area-kitchen-fring room area



1. Porch 6' x 8'
2. Master Bedroom 13'8" x 12'4"
3. Master Bath 6' x 8'
4. Guest Bath 6' x 8'
5. Guest bed room 10'7" x 11'
6. Living Room 13.5' x 17'
7. Dining Room 8.5' x 8.5'
8. Kitchen 9.5' x 8.5'
9. Utility Room 12.8' x 8'
10. Garage 22' x 12'
11. Back Porch 12' x 10'

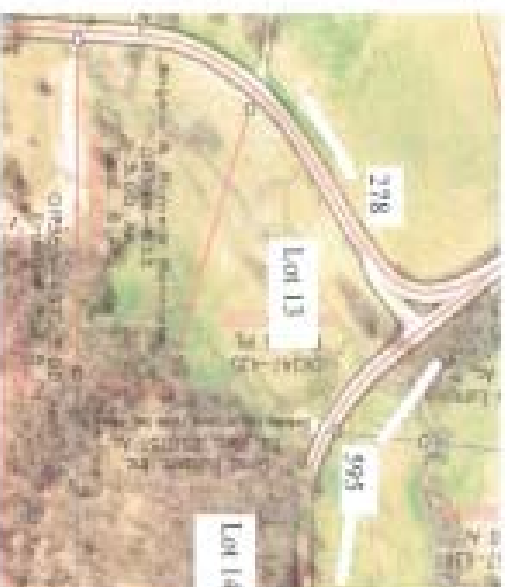
## Newly listed lots!

Three Lake Moor building lots!

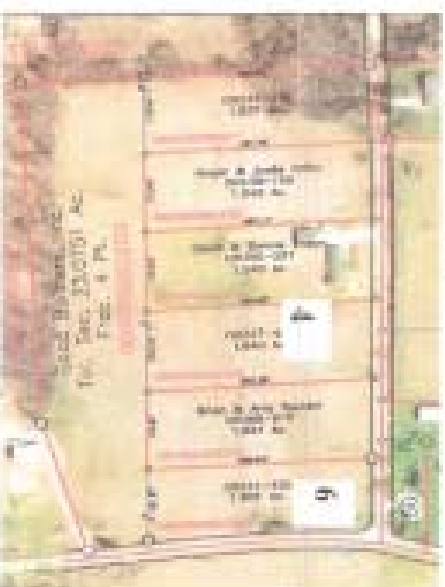
Three lots in Wynstone Points on Buena Vista Road, Good Hope Township, Rockbridge, Ohio 43139

**\$16,900 to \$35,900**

Lot 13 is open area and located at the intersection of Rt.595 and Rt.278 and Lot 13 is wooded and located on Rt.595. Has a shared drive.



Common Subdivision : Lot 6 and lot 4 are for sell for \$29,000.00 and top fee of \$2,000.00. These lots are located on Piethurge and Dawley Road, Logan, Ohio 43138





**Three parcels!  
FOR SALE**

(OR)

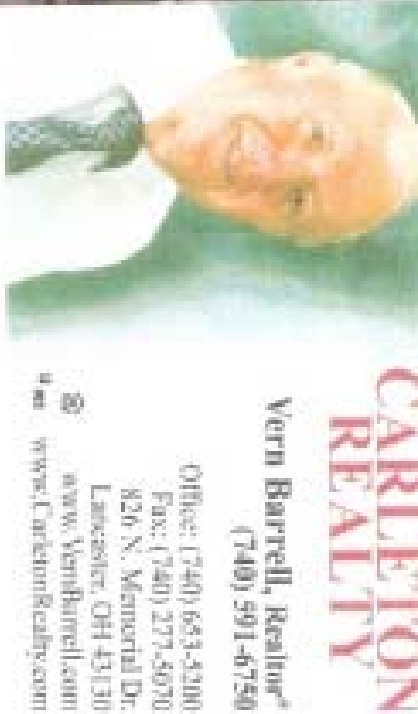
1. Steel building: Total 7,800 sq. ft. retail space, six offices, ware house with two bay doors.
2. Second Steel Building with Three sections with 9800 sq ft Front section is office and a warehouse space. Middle section is About 1,600 sq ft shop area and small office space. Third section has a mechanical shops. Land site 1.91 acres acre site.
3. Third section is a building site of 4.11 acres.

**Call**

**CARLETON REALTY**

FOR APPOINTMENT AND  
ASK FOR VERN AT

**653-5200 OR 591-6750**

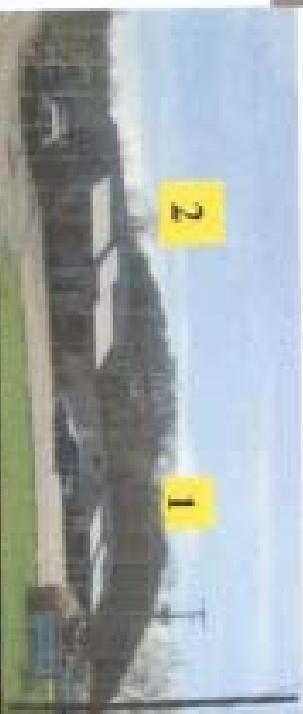


**CARLETON  
REALTY**

Vern Barrell, Realtor  
(740) 591-6750

Office: (740) 653-5200  
Fax: (740) 277-5070  
826 N. Memorial Dr.  
Lancaster, OH 43130  
www.VernBarrell.com  
www.CarletonRealty.com

vbarrell@roadrunner.com



**Auction for Open House**  
Inventory June 5th  
June 12th June 12th  
10:00 a.m. June 19th  
10:00 to 13:00 each Day

**We have four sites:**

**Conner's lots on Rt. 595 & 278**

**(Two 5 acres lots & two 1.83 ac. lots)**

**LAKE MOOR**

**(three building lots Lot 70 & 71 also lots 39 & 40)**

**BUENA VISTA**

**(Two 1.83 acre lots \$35,900 LOT 4 & LOT 5 and one 4 acre lot \$ 29,900)**

**CARLIN ESTATE**

**(3 lots for condos). \$32,000 EACH**

**You choose interior design and**

**we will build the Condo.**

**Cost range of**

**\$142,000.00 to \$189,000.00.**

**GOOD BUILDERS**

**FORSALE.**



**\$595,000 with 8 acres.**

# Get \$1,000 If We Can't Beat Your Current Processing Costs\*

**PNC CFO**  
cash flow options

## Proactively Improve Your Cash Flow

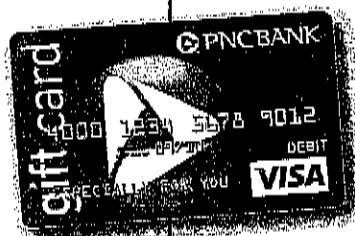
Your CFO: Cash Flow Options from PNC can help you speed up the collection of your receivables and give your business the competitive edge.

## Accelerate Your Receivables

With a PNC Business Checking account working together with a PNC Merchant Services<sup>®1</sup> account, we'll help you put incoming funds to work faster with next-day funding of credit card transactions posted to your PNC Business Checking account.<sup>2</sup> You'll also benefit from a portfolio of customized solutions to manage all of the ways your customers want to do business with you.

\*Issued as a \$1,000 PNC Visa<sup>®</sup> Gift Card.

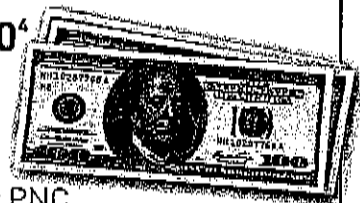
## Take Advantage of These Offers Today!



We'll beat your current payment processing costs – or give you a \$1,000 PNC Visa<sup>®</sup> gift card if we can't.<sup>3</sup>

## Plus, Get \$250<sup>4</sup>

when you open a select new PNC Business Checking account with a new PNC Merchant Services account.



### For More information Contact:

>Jeani Leidecker

>740-687-1885

>rhonda.leidecker@pnc.com

>Jill Taylor

>614-306-0138

>jill.taylor@pnc.com



1 Merchant Services provided by PNC Merchant Services Company and are subject to credit approval. 2 Next-day funding on Visa<sup>®</sup>, MasterCard<sup>®</sup> and Discover<sup>®</sup> payment processing transactions when deposited to your PNC Bank Business Checking account. 3 Merchant processing cost comparison based on all merchant services processing charges shown on a recent processor merchant statement. Offer not available for merchants processing over \$2 million in Visa<sup>®</sup> and MasterCard<sup>®</sup> volume annually; merchants with all inclusive flat rate monthly pricing; merchants with franchise or association pricing; and merchants using an internet gateway or virtual terminal for processing. Businesses currently processing with PNC Merchant Services, former National City Merchant Services customers, or Elavon customers (associated with the former National City Provident branches in the Cincinnati area) are also not eligible for this offer. Limit of one Visa gift card per merchant, regardless of the number of business locations. Gift card will be issued within 60 days of the cost comparison analysis. Offer fees may apply. Offer may be extended, modified or discontinued at any time without notice and may vary by market. Contact 1-800-742-2108 for more details. Offer available through July 31, 2010 and not valid with any other Merchant Services offer. 4 Offer requires the opening of a new PNC Bank Business Basic Checking, Business Enterprise Checking, Analysis Business Checking, Retail Businesses Checking, Healthcare Professionals Checking, Manufacturers Checking or Non-Profit Checking account as your primary card-processing account in conjunction with a new PNC Merchant Services account by July 31, 2010, and activation with an initial sales deposit to the new PNC Merchant Services account within 60 days of the PNC Merchant Services account opening. \$250 cash bonus will be credited to your new PNC Bank Business Checking account within 90 days of the date of meeting the account opening and activation requirements. One \$250 cash bonus per merchant regardless of the number of locations or agreements, and not available to existing PNC Business Checking or PNC Merchant Services customers. Elavon customers (associated with the former National City Provident branches in the Cincinnati area) are not eligible for this offer. Offer may be extended, modified or discontinued at any time without notice and may vary by market. Not valid with any other Merchant Services offers. ©2010 The PNC Financial Services Group, Inc. All rights reserved. PNC Bank, National Association. Member FDIC 129795



VOLUNTEER ENERGY

**Volunteer Energy &  
Logan-Hocking Chamber of Commerce  
Natural Gas Savings Program  
Usage Request Form**

Please (1) complete this form, (2) include a photocopy of the front and back of your last natural gas bill, and then (3) fax it to Volunteer Energy at (614)-328-2939 to receive a free, confidential and no-obligation cost savings analysis.

Company Name: \_\_\_\_\_

Your Name: \_\_\_\_\_ Date: \_\_\_\_\_

Telephone Number: \_\_\_\_\_ Fax: \_\_\_\_\_

Utility Company for Natural Gas: \_\_\_\_\_

Do you have a contract with another supplier: Yes  No

If Yes, what is the contract expiration date?: \_\_\_\_\_

Account #: \_\_\_\_\_ Service Address: \_\_\_\_\_

For more information, please contact Fred R. Holmes, Volunteer Energy Representative, at (614)-328-2938 or (740)-503-1093.

# June 2010

June 2010						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

July 2010						
S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Monday	Tuesday	Wednesday	Thursday	Friday	Sat/Sun
	June 1	2	3	4	5
					6
7	8	9	10	11	12
	11:00am Lunch & Learn (Hocking College Energy Institute)				13
14	15	16	17	18	19
Flag Day	12:00pm CIC Executive (Chamber)	8:00am Chamber Board Meeting (HCEI) 11:30am Safety Council (Olde Dutch)	Washboard Music Festival		
					20
					Father's Day
21	22	23	24	25	26
Summer Begins					27
28	29	30			