



## MONTHLY MESSAGE APRIL 2006

From Dick Emens, Executive Director & Becky Blatt, Associate Director

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This Month...

The Family Business Center of Central Ohio presents  
**TAKE OUR DAUGHTERS AND SONS TO WORK® DAY**

**Thursday, April 27, 2006**

8:30 - 11:00 am.

Alumni Hall at Ohio Dominican University

Don't miss this opportunity! Bring the kids, the grandkids, the nieces and nephews to the Family Business Center's special event on Thursday, April 27, 2006, from 8:30 a.m. – 11: 00 a.m. in conjunction with the nationally recognized Take Our Daughters and Sons to Work® Day.

We will use interactive activities and panel discussions as we show younger family members the benefits and opportunities of working in a family business. As part of our panel discussion, *Chelsea Penzone of Charles Penzone* will share stories of working for her dad's family business beginning at the age of nine and the path she took to become the company's Director of Marketing. Cousins *Michael and Randy Schoedinger of Schoedinger Funeral and Cremation Service* will talk about working with each other, their teenage experiences of working for their family business and when it became known to them that employment in the family business was a career option they could consider. *Kyle Lucus of Capitol Tunneling* will share memories of working for his father as early as he can remember and the events that led him to become president of the company.

Children will be given time to interact with other future leaders of Central Ohio's family businesses and will learn more about what their parents and grandparents do during the work day. Adults will gain information about Family Councils and learn strategies for beginning discussion with younger family members about future opportunities within the family business.

Many school districts in central Ohio offer excused absences from school to encourage students to participate in the Take Our Daughters and Sons to Work® to learn more about career options and occupations.

Continental Breakfast will be provided and door prizes will be given to all children attending. Free for FBC members. \$35 per adult/child pair if not a member of the Center. No cost for additional children. All children must be accompanied by an adult to participate. The event is being held in Alumni Hall at Ohio Dominican University. To register for this special program please visit [www.familybusinesscenter.com](http://www.familybusinesscenter.com).

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## THANK YOU

Those who were present at last month's Roundtable were touched by the family business story shared by Kyle Lucas, CEO of Capitol Tunneling. His words were powerful, his presentation heartfelt. We appreciate Kyle's honesty and candor and for making some of our family businesses better and stronger today because of the lesson we learned from the experiences he shared. To Kyle and to Bea Wolper of Chester Willcox and Saxbe, who contributed significantly to the educational component of this presentation, we appreciate your time and your willingness to further the Center's mission to provide education to the leaders of Central Ohio's family businesses.

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### Coming in May...

The Family Business Center Welcomes  
Craig Kutz, CEO, The HoneyBaked Ham Company  
**Strategic Planning: Keeping the Brand in the Family**

Craig Kurz, third generation family member of The HoneyBaked Ham Company, will share secrets of his company's success at our Educational Program on **Thursday, May 18, 2006 from 8:00 a.m. – 11:00 a.m.** in Alumni Hall at Ohio Dominican University.

The HoneyBaked Ham Company was established in 1957 by Harry Hoenselaar in Detroit, Michigan. Harry invented and patented the first spiral-slicing machine and process, creating a revolutionary product of its time along with a unique curing and cooking/smoking procedure for a one-of-a kind, high quality, bone-in smoked ham which quickly became a local hit. In 1966, Harry's daughter and son-in-law opened a second store in Parma, Ohio and during the next twenty years, the family expanded the company to other Ohio cities and key markets outside of the state. Grandson Craig Kurz became employed full time with his family's business in 1984. Today there are four divisions operating across the country, each one run by one of the four Kurz brothers, (Harry's grandsons) with more than 350 retail stores nationwide. As the current President of The HoneyBaked Ham National Board of Directors, Craig Kurz brings strong strategic planning, business building, consumer insight and branding experience to his family business.

Mr. Kurz, a 2003 Entrepreneurial Fellow in the Thomas C. Page Center for Entrepreneurship at Miami University and a trained brain at Eureka Ranch in Cincinnati, a think tank that provides Fortune 100 companies with inventing, training, success forecasting and consulting services, will offer insight on the value of risk taking, suggest tools for encouraging open communication among family members and employees, recommend strategies for knowing your customers and will stress the importance of seeking opportunity without diluting your brand.

Join us on May 18<sup>th</sup> as we welcome Craig Kurz to Columbus.

**Thursday, May 18, 2006**  
*8:00 a.m. - 8:30 a.m. Networking*  
*8:30 a.m. - 11:00 a.m. Educational Program*  
Alumni Hall at Ohio Dominican University

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## NEW MEMBERS

### **CONSULTANT DEPOT**

**Adam & Carrie Purgason**, P.O. Box 21519, Columbus, OH 43221 Phone: 614.876.8818 Fax: 614.876-9915 Email: [Info@consultantdepot.com](mailto:Info@consultantdepot.com)

Consultant Depot provides a unique outreach resource, specializing in customized direct mail distribution. Owners Carrie and Adam Purgason combined their backgrounds in public relations, marketing, business, and computer science to build a company founded to provide quality, affordable direct mail options to Avon sales representatives. Discovering a need for their services, they designed a secure pay-as-you-go service. From database management to incentive and reward programs to online support, Consultant Depot clients not only save money, but benefit from increased sales, happy customers, and more personal time. Clients also have the opportunity to give back to their community by partnering with Consultant Depot's charity effort. Consultant Depot has mailed over 110,000 pieces of mail since 2002, supporting sales representatives in all 50 states and Puerto Rico. Consultant Depot is the perfect compliment to personalized customer service. Direct mail for direct sales -- Consultant Depot delivers! For more information, visit their website at [www.consultantdepot.com](http://www.consultantdepot.com).

### **NATIONAL CITY BANK**

**Nicole V. Callam**, Assistant Vice President, Corporate Banking, 155 East Broad Street, Columbus, OH 43215, phone: 614.463.8069, Fax: 614.463.6770 e-mail: [nicole.callam@nationalcity.com](mailto:nicole.callam@nationalcity.com)

**Damian J. Sciulli**, Vice President, Small Business Banking, Ohio Central Area Sales Manager 155 E. Broad, Columbus, Ohio 43215, Phone: 614.463.8239 Fax: 614.463.8046 e-mail: [Damian.sciulli@nationalcity.com](mailto:Damian.sciulli@nationalcity.com)

National City Corporation (NYSE: NCC), headquartered in Cleveland, Ohio, is one of the nation's largest financial holding companies. The company operates through an extensive banking network primarily in Ohio, Illinois, Indiana, Kentucky, Michigan, Missouri and Pennsylvania, and also serves customers in selected markets nationally. Its core businesses include commercial and retail banking, mortgage financing and servicing, consumer finance and asset management. For more information about National City, visit the company's Web site at <http://www.nationalcity.com>.

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## MEMBER NEWS

- You can order chocolates in time for Mother's Day (May 14<sup>th</sup>) online from Anthony Thomas candy company at <http://www.anthony-thomas.com/store/index.php?cPath=24>
- The Utica Old Fashion Ice Cream Festival will be held on May 27, 28, 29 on the property of Velvet Ice Cream Company. More information about the 31<sup>st</sup> annual festival can be found at <http://www.velveticecream.com/uticafest.php>
- Family Business Center member Miles-McClellan Construction Co. is part of the Pizzuti Solutions' team which has been hired by the Franklin County Commissioners to construct of the county's \$ 100 million Hall of Justice.
- Family Business Center Executive Director Dick Emens will be a speaker at Franklin University's

2006 Raymond E. Mason Leadership Symposium being held on Thursday, April 27 at the Hyatt Regency.

- Hennessy Landscaping received the 2005 Angie's List Super Service Award for the 7<sup>th</sup> year in a row.
- On February 15, 2006, BlackRock, Inc. and Merrill Lynch & Co., Inc. entered into an agreement to merge Merrill Lynch Investment Managers and BlackRock to create a new independent company that will be one of the world's largest asset management firms with nearly \$1 trillion in assets under management (based on combined assets under management as of December 31, 2005). The transaction is expected to be completed in the third quarter of 2006, subject to necessary shareholder and regulatory approvals and other customary closing conditions, with the full integration of both firms' operations shortly thereafter. The new company will operate under the BlackRock name.

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## FAMILY BUSINESS IN THE NEWS

Source: Family Firm Institute, March Update E-Newsletter

"Changing your business clans," ITP Business, March 2006

[http://www.ffi.org/images/nletter/06mar\\_dubai.pdf](http://www.ffi.org/images/nletter/06mar_dubai.pdf)

"Making succession a success," Kansas City Star, March 2006

[http://www.ffi.org/images/nletter/06mar\\_kansas.pdf](http://www.ffi.org/images/nletter/06mar_kansas.pdf)

"Milwaukee's founding families," M Magazine, March 2006

[http://www.ffi.org/images/nletter/06mar\\_milwaukee.pdf](http://www.ffi.org/images/nletter/06mar_milwaukee.pdf)

"Family businesses should look overseas for new markets," Khaleej Times, March 2006

[http://www.ffi.org/images/nletter/06mar\\_saudi Arabia.pdf](http://www.ffi.org/images/nletter/06mar_saudi Arabia.pdf)

"Inside the Todd empire," New Zealand Herald, March 2006

[http://www.ffi.org/images/nletter/06mar\\_todd.pdf](http://www.ffi.org/images/nletter/06mar_todd.pdf)

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## TAX-WISE WAY TO PAY MEDICAL COSTS

### *Compliments of Sequent*



**There's a relatively new option to pay for out-of-pocket health costs.** It's called a Health Savings Account and it provides individuals and businesses a tax-advantaged vehicle to pay medical bills. Best of all, unlike flexible spending accounts that have a "use it or lose it" feature, you don't have to spend all the money in the account every year. You can carry over any unused portion to the next year. Here's a rundown of what individuals and businesses can expect from these innovative

accounts.

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## REDUCE YOUR OHIO WORKERS COMP BILL

Source: Ohio Bureau of Workers Compensation Website

The Ohio Bureau of Workers' Compensation began offering a premium discount for participation in safety councils in 2004. Last year, the bureau provided a 2-percent discount, which saved businesses more than \$6.8 million in premium costs. This year the BWC has made available a 4-percent discount for employers

who actively participate in Ohio safety councils.

To receive the discount, employers must:

- Enroll in a safety council by Sept. 30, 2006;
- Send a representative to at least eight meetings between July 1, 2006 and June 30, 2007;
- Have senior management attendance at the safety council CEO event;
- Submit semiannual reports for the 2006 calendar year.

Safety councils work with BWC's Division of Safety & Hygiene to increase safety awareness. They also provide a local forum for occupational safety and health issues that are unique to certain industries and areas of the state. Safety councils are available to all employers in all parts of Ohio to help increase safety and reduce workers' compensation costs.

To find out more information about your area safety council and whether enrolling in this discount program could save your family business money call 1-800-OHIOBWC or visit [ohiobwc.com](http://ohiobwc.com).

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## REMINDERS

A **FBC Advisory Board Meeting** has been scheduled for **Thursday, May 4, 2006** at the home of Thaddeus O'Brien, 47 W.Third Avenue in Victorian Village.

**Women In Family Business Peer Group Meeting** has been scheduled for **Tuesday, May 16, 2006** from 7:30 a.m. – 9:30 a.m. at the Family Business Center Office.

A **Service Provider Meeting** has been scheduled for **Thursday, May 26, 2006** from 5:00 p.m. – 7:00 p.m. at the German Village Guest House, 748 Jaeger Street, Columbus, Ohio 43206. All Service Provider Members are invited to attend. Please plan to join us.

**June 30, 2006** is the deadline for submitting material to ODU to be considered for the **Maish Family Business Scholarship** for the 2006-2007 school year. For more information see your March edition of the *Monthly Message* or contact Becky at [blatt@familybusinesscenter.com](mailto:blatt@familybusinesscenter.com)

If you haven't paid your 2006 member dues yet, please remit payment or e-mail Darci Congrove at [dlc@gbq.com](mailto:dlc@gbq.com) for a copy of your 2006 invoice statement.

If you would like to donate items with your company logo on them to be included in the gifts bags given to students attending the April 27<sup>th</sup>, Take Our Daughters and Sons to Work Day Program, please contact Becky Blatt at 253.4820 or [blatt@familybusinesscenter.com](mailto:blatt@familybusinesscenter.com) to arrange for a pick-up. Our thanks to GBQ, Setterlin Building Company, Hennessy Landscaping, Ohio Dominican, Highlights for Children and Sequent for their donations.

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*“A family business is like wrestling with a bear...the only problem is that it's half grizzly and half teddy.”* Adrian Pressly, Transus

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## FBC DATES FOR YOUR CALENDAR

**Thursday, April 27, 2006 – 8:30 a.m. to 11:00 a.m.**

in Alumni Hall at Ohio Dominican University  
*Take Our Daughters and Sons To Work*  
Educational Program

**Tuesday, May 16, 2006 – 7:30 a.m. – 9:00 a.m.**

at the Family Business Center Office  
*Women in Family Business Peer Group Meeting*

**Thursday, May 18, 2006 – 8:00 a.m. to 11:00 a.m.**

in Alumni Hall at Ohio Dominican University  
*Strategic Planning: Keeping the Brand in the Family*  
Educational Program

**Thursday, August 17, 2006 – 4:00 p.m. – 7:00 p.m.**

**Family Business Connection: Tour and Networking Event**

Hosted by R.W. Setterlin Building Company at the Ohio Fire Academy  
8895 E. Main Street, Reynoldsburg, OH

**Thursday, September 21, 2006 – 8:00 a.m. to 11:00 a.m.**

in Alumni Hall at Ohio Dominican University  
*Transition the Leadership of your Family Business into an Integrated Management Team*  
Educational Program

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