



MONTHLY MESSAGE NOVEMBER 2006

HAPPY THANKSGIVING!

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

Upcoming Roundtable...

SUCCESSION PLANNING: ENSURING THE CONTINUITY OF THE FAMILY LEGACY

Thursday, December 7, 2006

7:30 a.m. – 8:00 a.m. Networking

8:00 – 9:00 a.m. Program

Alumni Hall at Ohio Dominican University

We can't think of a better way to wrap-up the year than by spending the morning of Thursday, December 7th with family business leader, Kent Johnson, CEO, of Highlights for Children, to learn more about how this family business has maintained family leadership and a family commitment for five generations and over sixty years.

Highlights for Children, Inc. was founded in 1946 by Garry C. Myers Sr. and his wife, Caroline who were the editors. Their son, Garry C. Myers, Jr. and his wife, Mary, developed the business foundation until their untimely deaths at age 38 in 1960. For the next 20 years the founders other children, Betty Brown and Jack Myers served, with their parents, as editors and Dick Bell, a non-family member served as President to manage the business and the marketing. From the 1970's to the present, two grandchildren of the founders provided leadership for the company, Kent Brown as editor and Garry C. Myers, III, as CEO. At Garry III's death in 2005 at the age of 59, Kent Johnson, the great-grandson of the founders, became CEO.

The family of Highlights founders Caroline and Garry C. Myers has grown to include over 70 members. Four family members currently work for company, which employs over 700 people. Come and learn how this family keeps commitment and interest of their many non-employee family members. Their Family Council, which meets annually at the founders homestead, their rotating board seat program for family members, and an internship program for high school and college-age family members are a few of the tools this family uses to keep Highlights for Children a priority among family members.

Kent Johnson will share his personal experience as a fourth generation family member. Learn how

his career path was influenced by his participation in the programs his family established to introduce young family members to the business. Learn why Kent, who has a Ph.D. in physics from Harvard, decide to move from a career in science to a career leading his family business and how was he was mentored for his current position by his predecessor and cousin, Garry III. Kent will share his perspective on what the transition was like for the company and his family.

Join us on Thursday, December 7th at 7:30 a.m., in Alumni Hall at Ohio Dominican, as the Family Business Center of Central Ohio welcomes Kent Johnson, CEO of Highlights for Children, as our roundtable speaker. This is a member only event you do not want to miss. Register online at http://www.familybusinesscenter.com/contact_eventreg_new.htm or by responding to this e-mail to let us know if you will be joining us.

THANK YOU TO OUR OCTOBER SPEAKERS

If you missed our October meeting, you missed the opportunity to hear what the experts are predicting about the stock market and our economy. Chip Elliott of Mellon, Bill Calvert of Merrill Lynch, Herb Chen and Susan Bottiggi of National City, and Duke Bitterman of First Merchants Trust did an outstanding job of discussing where the U.S. economy is going and investment tools, ideas, and products their companies offer to help family business owners develop assets outside their business, plan for their retirement and provide for their families and their futures. Our sincere thanks to Chip, Bill, Susan, Herb and Duke for this valuable information and for sharing their time and expertise.

EXECUTIVE DIRECTOR INSIGHT

“Work ON your Family Business”. This is advice given by Family Business Center Board Member Tom Maish to the Ohio Dominican University Family Business and Entrepreneurship class which we teach. I heartily concur with Tom’s advice.

What does it mean to “Work ON your business, not just IN your business?” It means that you, as a family business owner and/or leader, need to set aside specific times to plan - - to think about how does our business become more profitable, better serve our customers, beat the competition - - and the other elements of a SWOT analysis (Strengths, Weaknesses, Opportunities, Threats). Too often we continue to hear family business owners and leaders say “I’m too busy working to have time to plan.” We urge you to also “Work ON your family business”. If this message isn’t clear and you would like to talk about it, give me a call - - you’ve paid your annual Family Business Center dues, so there is no additional charge. –Dick, 614.205.3028

Congratulations to the following outstanding Central Ohio family businesses honored at our 2006 Family Business Award Luncheon earlier this month...

Archer Meek Weiler
Blue Chip Manufacturing and Sales
Columbus Showcase
Converse Electric
Courtesy Ambulance

Donatos Pizza
Laser Reproductions
More Time For You
Pistachio
Sanese Services
Twin Horizons Travel
Vargo Material Handling
Yesteryear Acres

Dick Emens, Executive Director, Family Business Center of Central Ohio

2007 DATES FOR YOUR CALENDAR

Below you will find the dates and times for the Family Business Center Programs in 2007. Put the dates on your calendar, update your blackberry, share them with others in your organization and pass them on to your assistant so the time will be held on your '07 schedule. In next month's Monthly Message we expect to identify the topics that will provide educational information valuable for family businesses leaders we will present at each of these meetings. In the meantime, hold the dates on your calendar so you can spend time with us working ON your business in 2007.

Thursday, January 18th: 7:30 a.m. – 9:30 a.m.

Thursday, February 15th: 7:30 a.m. – 10:00 a.m.

Thursday, March 15th: 7:30 a.m. – 9:00 a.m.

Thursday, April 26th: 8:30 a.m. – 11:30 a.m. 2nd Annual Take Our Daughters and Sons to Work

Thursday, May 17th: 7:30 a.m. to 10:00 a.m.

Thursday, September 20th: 7:30 a.m. – 9:00 a.m.

Thursday, October 18th: 7:30 a.m. to 10:00 a.m.

Friday, November 2nd: 11:30 a.m. – 1:30 p.m. 9th Annual Family Business Awards Luncheon

Thursday, December 6th: 7:30 a.m. – 9:00 a.m.

CENTER COMPILING FAMILY BUSINESS STATISTICS

From time to time The Center is contacted by the press, Family Business Centers leaders from across the country or business consultants for information or statistics regarding family business in Central Ohio. We would like your assistance helping us compile a figure for the number of people employed by Central Ohio family businesses. Please e-mail blatt@familybusinesscenter.com with a total number of employees your company employs on a full time basis. Once compiled, we will share this information with our members. Your participation is valuable and appreciated.

REMINDERS

The next meeting of the **Women In Family Business Peer Group** will be held on Tuesday, January 23, 2007, from 7:30 a.m. – 9:30 a.m. at the Family Business Center Office on the campus of Ohio Dominican University. Discussion topic: Strategies for more effective communication in the family business.

FAMILY BUSINESS NEWS

Brothers Dan and Joe Lorenz, founders of Performance Site Co. and Pro-Terra Environmental Contracting Co., respectively, have come together to form Performance Site Environmental LLC.

Laser Reproductions recently announced that Jerry Bordner will serve as Chairman of the Board and CEO and son Paul Bordner will serve as president.

R.W. Setterlin Building Company was recently chosen as a recipient of the Better Business Bureau's 2006 Integrity Awards.

GBQ Consulting, the consulting arm of GBQ Partners LLC, has acquired Commonwealth Business Advisory Group. Commonwealth's clients are primarily closely held, family-owned businesses that generate annual sales of as much as \$50 million.

Family Business Center Members, Mark, Mike, J.T. and Steve Schmitt of Jet Container Company, have been selected as the 2006 Small Business Leaders by the Columbus Chamber of Commerce and its Small Business Council at their annual awards event on November 15th.

Family Business Center Members Chip and Rebecca Chapman and Rebecca West of The Knowledge Group have written a book, to benefit Juvenile Diabetes Research, which profiles 88 Central Ohio leaders including several Central Ohio family business leaders. More information about *Leadership Within Reach*, scheduled for release early in December, can be found at www.leadershipwithinreach.com

SEEKING LOCATION FOR SUMMER OF 2007 FAMILY BUSINESS TOUR AND NETWORKING EVENT

The Family Business Center of Central Ohio has been fortunate to visit and tour three central Ohio family businesses during the past three summers--Anthony Thomas Candy Company, Laser Reproductions and Setterlin Building Company's expansion project at the Ohio Fire Academy, as part of our summer networking event called *Family Business Connection*.

We would like to continue this tradition and are looking for a family business willing to host the event during the summer of 2007. We'd like to hold the event on a weekday evening from 4:00 – 7:00 p.m. during June, July or August. If you would be interested in welcoming our members and their families to your business, please contact Becky Blatt at blatt@familybusinesscenter.com to learn more about our summer networking event or to express your interest in hosting The Family Business Center of Central Ohio for our 4th Annual *Family Business Connection*. The location of next summer's event will be determined by the Family Business Center Advisory Board and announced in February.

GAIN EMPLOYEE LOYALTY WITH COMMUTING TAX BREAKS

Compliments of Sequent



The tax law allows your company to help employees get to work by providing tax-free transportation. Click "Full Article" to read about a fringe benefit that can result in appreciation from your staff members and a reduction in payroll taxes.
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2006 FBC DATES FOR YOUR CALENDAR

Thursday, December 7, 2006 – 7:30 a.m. – 9:00 a.m.

In Alumni Hall at Ohio Dominican University

Succession Planning: Ensuring the Continuity of the Family Legacy

Breakfast Roundtable

Family Business Center of Central Ohio

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