

CONWAY CENTER  
for FAMILY BUSINESS

15th ANNIVERSARY

# Communicator

A Publication of the Conway Center for Family Business

SUMMER 2013

*You're Invited*

to the 10th Annual  
**Family Business Tour  
and Networking Event**  
**August 22 – 4:00-6:30 p.m.**



**Donatos Pizza HQ**  
935 Taylor Station Rd  
Columbus, OH 43230

**Come out and celebrate with us!**

The Conway Center for Family Business will host its 10th Annual Family Business Tour and Networking Event at Donatos Pizza this summer. Founder Jim Grote and his daughter and Chairman of the Board Jane Grote Abell will be there to greet you and share details about **Donatos' 50-year history** and how it has grown from one location to 154 restaurants and entertainment venues.

You can even take a special behind-the-scenes tour of the Donatos bakery – it's so top-secret that you'll have to sign a non-disclosure waiver! Don't miss this opportunity to learn how Central Ohio's favorite pizza is made and check out the famous Peppamatic (invented by Jim Grote) in action. There will be lots of great food and refreshments - including pizza – original and gluten-free options, subs, and more!

**To RSVP** - contact Deana Gordon at [Gordon@FamilyBusinessCenter.com](mailto:Gordon@FamilyBusinessCenter.com) or 614-253-4820.



# Awards PROGRAM DETAILS

## Who can be nominated?

Any family-owned business located in Central Ohio is eligible.

## Who can nominate?

Self-nominations or nominations from customers, vendors, clients, employees, friends, or family members will be accepted.

## Entry process:

### A. Nomination form:

Nominations can be made online at [www.FamilyBusinessCenter.com](http://www.FamilyBusinessCenter.com), e-mailed to [Gordon@FamilyBusinessCenter.com](mailto:Gordon@FamilyBusinessCenter.com), or mailed to Conway Center for Family Business, 1216 Sunbury Road, Columbus, OH 43219. **Deadline for nominations is July 26, 2013.**

### B. Application form:

Once nominations are reviewed, accepted nominated businesses will receive an Application Form from the Conway Center. **Applications must be submitted by August 23, 2013.**

## First Ever Family Business Expo!

Friday, November 1, 2013  
10:00 a.m. – 2:30 p.m.

Conway Center Family Businesses and Service Providers will be showcased before and after the annual awards program.

Tables are just \$150

if purchased by September 15, 2013.  
(includes two luncheon tickets).

**Reserve your place now!**

Contact: [Coordinator@FamilyBusinessCenter.com](mailto:Coordinator@FamilyBusinessCenter.com)

# CELEBRATE FAMILY BUSINESS SUCCESS!

15th Annual

## Family Business Awards Luncheon and Expo

Friday, November 1, 2013

Luncheon: 11:30 a.m. – 1:30 p.m.

Expo: 10:00 a.m. – 2:30 p.m.

Aladdin Shrine Center  
Columbus, Ohio

### Tickets:

\$40 for members, \$70 for non-members

### Tables of 8:

\$275 for members, \$475 for non-members

RSVP by October 18 to Deana Gordon,  
[Gordon@FamilyBusinessCenter.com](mailto:Gordon@FamilyBusinessCenter.com)  
or 614-253-4820

Sponsorship for this outstanding event provided by:



## CALL FOR NOMINATIONS:

# Nominate a Deserving Family Business Today!

Celebrating the successes of family businesses in Central Ohio and recognizing their accomplishments is vital to the mission of the Conway Center for Family Business. We want to honor family businesses that have completed a succession plan or successfully transferred leadership of their company from one generation to the next, found a unique solution to a complex business problem, developed a successful communication strategy, made a contribution to our community or gone above and beyond the call of duty to help an employee, customer or vendor.

Does your family business, or one that you know, deserve to be recognized for a significant accomplishment in one of these areas? Are you celebrating a milestone this year? If so, we want to know! Your family business success could inspire, enlighten or motivate others.

### Family businesses being honored will:

- Be featured in a special family business insert in *Columbus Business First*
- Receive four complimentary seats for this event (Additional tickets may be purchased for \$40 each)

## Family Business Award Categories:

- **Communication** – for developing tools or strategies for effective communication within a family business or with family members regarding the business.
- **Community Engagement** – for a significant contribution to the Central Ohio community.
- **Lifetime Achievement** – for family business leaders who have made a significant contribution to their industry or the Central Ohio business community.
- **Milestone Achievement** – for family businesses celebrating a significant milestone during 2013 (longevity, business, or other significant achievement).
- **Re-Invention** – for successfully adjusting business strategy or focus to address a changing business climate or societal demands.
- **Succession Planning/Implementation** – for development or completion of a succession plan or transferring leadership.
- **Support of a Family Business** – for organizations or individuals that have shown support or demonstrated a commitment to the strength, success or longevity of a family firm.



## Awards Nomination Form

**NOMINATIONS DUE: JULY 26, 2013**

**COMPLETED APPLICATIONS DUE: AUGUST 23, 2013**

Nominations can be made online at [www.FamilyBusinessCenter.com](http://www.FamilyBusinessCenter.com), e-mailed to [Gordon@FamilyBusinessCenter.com](mailto:Gordon@FamilyBusinessCenter.com), or mailed to Conway Center for Family Business, 1216 Sunbury Road, Columbus, OH 43219.

Nominator Name \_\_\_\_\_ Nominator Company \_\_\_\_\_  
Nominator Address \_\_\_\_\_  
Nominator Phone \_\_\_\_\_ Nominator E-mail \_\_\_\_\_  
Family Business Nominated \_\_\_\_\_  
Family Business Contact Name \_\_\_\_\_  
Family Business Address \_\_\_\_\_  
Family Business Phone \_\_\_\_\_ Family Business E-mail \_\_\_\_\_  
Award Category \_\_\_\_\_  
Reason for Nomination \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Please attach a separate sheet if you need more space.

## FOOD FOR THOUGHT

### Peer Group Opportunities That Satisfy Your Appetite For Knowledge

#### What is a Peer Group?

Peer groups are small gatherings of 6-12 participants who meet regularly with a facilitator to discuss matters of business and personal interest. Peer groups provide a confidential environment for idea exchange, family business education, and personal growth. They present an opportunity to learn by seeking advice from peers and professionals who have "been there, done that" and are willing to share their experiences and knowledge. Any employee of a Conway Center member business is welcome to attend!

"My participation in the Conway Center Next Generation Peer Group was extremely beneficial to both my personal and professional growth...Being able to discuss specific issues with others who may have had similar experiences and that I could not necessarily discuss "in house" was a major benefit."

--Tim Gast

Second-Generation Leader, Owner,  
Regal Beverage Concepts

## Menu



## Entrees

*Open Registration – Attend as your schedule permits*

#### Business Development:

Learn how to grow your business – from qualifying leads, to closing a sale, to tradeshow know-how – each month presents new, tangible opportunities to improve your family owned-business!

#### Online Strategy:

Get practical, up-to-the-minute tips on how to navigate and harness the power of the Internet.



#### Marketing/Sales:

Participate in hands on, reflective learning opportunities that give you and your team a springboard to implementing dynamic and powerful marketing campaigns.



#### Women's Peer Group:

Join a lively group of women who discuss pertinent family business issues and share their experiences and success stories.



## Specials

*Limited Registration - Commit to a series of programs*

#### CEO Peer Group:

Consult with other CEOs and seek input and advice on executive level business issues. Please note: An additional annual fee applies to attend this group.



#### Next Generation Leaders:

Up and coming family business leaders ages 21-40 learn leadership skills and address challenges. Please note: A new group forms each December for the following year.



**NEW!**  
Coming  
Soon!

#### Two New Peer Groups for Members!

- Human Resources
- Succession Planning

# Family Business Advisors/Service Providers

These professionals have built their reputations by understanding the unique needs of family businesses.



**Jim Bechtel**  
614.221.1120  
www.gbq.com

ACCOUNTING



Norman Jones Enlow & Co.  
Certified Public Accountants  
& Management Consultants

**Nancy Watts, CPA**  
614.228.4000  
www.nje.com

ACCOUNTING



**Hans J. Kronsbein, CFP®, CPWA®**  
614.222.9082  
www.plantemor.com

ACCOUNTING



Commerce  
National Bank  
The Bank for Business™

**Tom Dunson**  
614.583.2200  
commercenationalbank.com

BANKING



**Mike Kramer**  
614.718.5558  
www.firstmerit.com

BANKING



Unlock your possibilities

**Eric Sideri**  
614.460.3433  
www.keybank.com

BANKING



**Bill Kleven**  
614.228.9026  
www.parknationalbank.com

BANKING



**Tim McDaniel, CPA/ABV, ASA, CBA**  
614.923.6532  
www.reacpa.com

BUSINESS VALUATION



**Tom Flynn**  
614.944.5760  
www.focuscfo.com

CFO SERVICES



REALTY ADVISORS

**Steven L. Heiser, J.D., M.A.**  
614.545.3998  
www.psb-realty.com

COMMERCIAL REAL ESTATE



**Nicole Evans**  
614.251.4725  
www.ohiodominican.edu

EDUCATIONAL INSTITUTION



**Kyle J. Pifher**  
614.458.1869  
www.findleydavies.com

HUMAN RESOURCES



**Scott P. Rider, CLU, CFBS, AEP**  
614.876.7044  
www.riderfinancial.com

INSURANCE



**Robert E. Beymer**  
614.326.4716  
www.willis.com

INSURANCE



**Tony Kington**  
614.334.6141  
www.taftlaw.com

LAW : BUSINESS & ESTATE PLANNING



**Sarah Chambers**  
614.469.3251  
www.thompsonhine.com

LAW : BUSINESS & ESTATE PLANNING



**Bea Wolper**  
614.414.0888  
www.emenswolperlaw.com

LAW : BUSINESS & ESTATE PLANNING



**Edward Kim**  
614.221.1216  
www.fishal hass.com

LAW : LABOR & EMPLOYMENT



**Kelly Borth**  
614.885.7921  
www.greencrest.com

MARKETING ADVERTISING PR



**Kari Palmer**  
937.244.9187  
www.Oxiem.com

INTERACTIVE MARKETING



**Amy Marshall**  
614.291.8456  
www.fathomdelivers.com

INTERNET MARKETING



**Ted Lape**  
614.221.1701  
www.lazearcapital.com

MERGERS & ACQUISITIONS



**Donna Kanoski**  
614.220.5416  
www.ColumbusBusinessFirst.com

PRINT MEDIA



**Eric Collet**  
614.623.2951  
www.definitypartners.com

TRAINING / COACHING



**Ken Ackerman**  
614.488.3165  
www.warehousingforum.com

TRAINING / COACHING



**Jim Budros, CFP®**  
614.481.6900  
www.b-r-r.com

WEALTH MANAGEMENT



**Joel J. Guth, Financial Advisor**  
614.460.2633  
www.morganstanleyfa.com/guth  
Morgan Stanley Smith Barney LLC, Member SIPC.

WEALTH MANAGEMENT



**Peter Reist, CPA/PFS, AIF**  
1.800.722.2289  
www.ofgltd.com

WEALTH MANAGEMENT

# LIST OF FAMILY BUSINESS MEMBERS BY CATEGORY:

## Advertising & Media

RevLocal  
TriAd Marketing & Media  
Up Your Market

## Arborists/Lawn, Tree & Yard Care

Ahlum & Arbor Tree Preservation  
Buckeye Power Sales Co., Inc.  
Grove City Tree Service

## Automotive & Marine

A.D. Farrow Co. Harley-Davidson  
Bowden Motors, Inc.  
Buckeye Automotive Group  
Lindsay Honda/Acura  
Ricart Automotive  
Shope's Tire Service  
Sutphen Corporation  
W.W. Williams

## Banks/Bank Equipment Suppliers and Service

Hamilton Safe Products Co., Inc.  
Heartland Bank

## Beverage Distributors

G&J Pepsi Cola Bottlers, Inc.  
Regal Beverage Concepts

## Business & Professional Services

BEST Courier Inc.  
Cott Systems, Inc.  
Earman & Wood CPAs  
Integrated Leadership Systems  
Murray Associates  
O'Brien & Associates, Inc.  
Ohio Mobile Shredding  
OPOC.us  
Safex Inc.  
Sequent, Inc.  
Service Pro.net  
Small Business Payroll Services  
Spirit Services

## Cleaning Services

Columbus Window Cleaning  
Werner Services

## Computers & Telecommunications

Amaxx  
EasyIT  
Integrated Building Systems

## Construction: Companies & Contractors

Brexton Construction, LLC  
The Columbus Coal & Lime Co.  
Construction One Inc.  
Di Cesare Company  
Dublin Building Systems  
George J. Igel & Co.  
Humble Construction Co.  
Kirk Williams Company Inc.  
Kokosing Group, Inc.  
Lincoln Construction  
RICOP Construction Company

## Construction: Equipment & Related Services

Anderson Concrete  
Capitol Tunneling  
Columbus Equipment Company  
Crane Group Co.  
Heiberger Paving  
Martin Painting & Coating Co.  
McKee Door Sales  
Ohio Power Tool  
Reitter Stucco & Supply  
Strait & Lamp Lumber Company

## Educational Resources

Century Resources  
Highlights for Children

## Electric & Energy

Claypool Electric  
Converse Electric  
Mid City Electric  
Roberts Electrical Construction Co.

## Engineering/Architecture

Andrews Architects  
ms consultants

## Environmental Resources

CycleMet Inc.  
Hina Environmental Solutions  
Rent-A-John  
Rumpke Consolidated Companies

## Finance

Broad Street Financial Company  
The Marlenko Group, Inc.

## Funeral Services & Suppliers

Diehl-Whittaker Funeral Service  
Modlich Monument Co., Inc.  
Schoedinger Funeral & Cremation Service

## Health Care

Courtesy Ambulance  
Crestview Manor Nursing Home  
DASCO Home Medical Equipment  
Luebbe Hearing Services  
Quantum Health, Inc.

## HVAC

Atlas Butler Heating & Cooling  
Command Heating, Inc.

## Industrial Supplies & Services

Barney Corporation  
Kimball Midwest  
Mid-State Bolt & Nut Co., Inc.  
Rotary Products Inc.  
Rudolph Brothers & Company  
Vista Industrial Packaging

## Insurance/Warranties

ABC Home Services  
Brower Insurance Agency  
Insurance Agencies of Ohio  
Molino & Associates  
Overmyer Hall Associates



# Join the Conway Center Today

The Conway Center is Central Ohio's resource for educational programs, resources and networking opportunities that support the growth and success of family-owned businesses.

## Member benefits include:

- Access to family business leaders and national and local professionals with years of experience and special expertise regarding family-owned businesses
- Admittance for four members of your company to nine monthly educational programs held at Ohio Dominican University
- Eligibility for representatives of your family business to participate in Conway Center peer groups for: Business Development, CEOs, Human Resources, Marketing/Sales, Next Generation Leaders, Online Strategy, Succession, and Women in Family Business
- Invitations to attend the Annual Family Business Tour and Networking Event, Family Business Night at the Columbus Clippers, and Family Business Awards Program

## BECOME A MEMBER

You can sign up today by using this form, apply online at [www.FamilyBusinessCenter.com](http://www.FamilyBusinessCenter.com), or contact Associate Director Deana Gordon at 614-253-4820 or by email at [Gordon@FamilyBusinessCenter.com](mailto:Gordon@FamilyBusinessCenter.com).  
Investment: Just \$385 per year per Family Business.

Family Business Name: \_\_\_\_\_

Number of Employees: \_\_\_\_\_ Year Founded: \_\_\_\_\_

Number of Years in Central Ohio: \_\_\_\_\_

Principal Product or Service: \_\_\_\_\_

Primary Contact:

Name

Title

E-mail address

Family Member

Company Address: \_\_\_\_\_

Telephone: \_\_\_\_\_

Website: \_\_\_\_\_

Mail with \$385 membership fee to:  
Conway Center for Family Business, 1216 Sunbury Rd., Columbus, OH 43219

### Logistics/Moving/Transportation

Golf Car Company  
ODW Logistics  
Spartan Logistics  
Two Men and a Truck  
V.A.T., Inc. (School Buses)

### Manufacturing, Production & Wholesale

Advance CNC Machining  
ALNI  
Auld Technologies  
Buckeye Boxes  
Gummer Wholesale  
Hague Quality Water  
Jet Container Company  
Laser Reproductions  
Peerless Saw Company  
Wilson Bohannon Company

### Office Furniture, Design & Equipment

The Bradley Co.  
Corporate Interior Concepts  
Dupler Office  
Fortner Upholstery and Fine Furnishings  
Mid Ohio Strategic Technologies  
MT Business Technologies

### Personal Services

The Charles Penzone Salons  
Dublin Cleaners Inc.

### Promotional Products & Printing

Artina Promotional Products  
Capitol Citicom  
Hollywood Imprints  
ProForma Graphic Impressions 2 LLC  
Robin Enterprises  
Skyline Exhibits

### Property Management

Robert Weiler Co.  
Williams & Henley Management Company

### Real Estate

Preferred Living

### Restaurants, Food & Catering

Anthony-Thomas Candy Company  
AVI Foodsystems Sanese Division  
Cuzzins Yogurt  
Donatos Pizza LLC  
Happy Chicken Farms  
Katzinger's Delicatessen  
Velvet Ice Cream  
White Castle

### Specialty Retail

Carmen's Vacuum Sales & Service  
Lair's Hallmark Centers  
Leo Alfred Jewelers Inc.  
Lombards Fine Furniture

### Signs

Advance Sign Group  
Columbus Sign Company  
DaNite Sign Company

### Travel & Lodging

Inn and Spa at Cedar Falls  
Uniglobe Travel Services



Non-Profit Org.  
Us Postage  
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Columbus, Ohio  
PERMIT #798

LOOK INSIDE FOR:  
Family Business Awards & Expo  
Nominate a Family Business  
by July 26!

## Upcoming Educational Programs and Roundtables



### Educational Programs: 7:30-9:00 a.m. at Ohio Dominican University Alumni Hall

- September 19** Transforming Your Family Business With Engaged Employees And Enlightened Leaders
- October 17** Preparing Future Family Business Leaders Today For Tomorrow's Challenges
- November 21** Succession Scenarios: What Do You Do If Your Successors Aren't Ready, Willing Or Able To Lead?
- December 12** Warning Signs: Signals That Your Family Business May Be In Trouble



### Roundtables: 8:00-9:00 a.m. at Ohio Dominican University Griffin Student Center

- July 18** Ins and Outs of Bringing Non-Family Executives into the Family Business
- November 12** Year-End Tax Planning

*Conway Center Educational Programs Graciously Hosted by Ohio Dominican University*



## Conway Center Mission:

To help family businesses continue to be successful ▪ To assist family-business owners with transitioning their business to the next generations ▪ To celebrate the accomplishments of outstanding family businesses in our community ▪ To increase awareness of the positive impact family businesses have on the Central Ohio economy.

*The Conway Center is a 501(c)(3) organization established in 1998.*