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Community Action Committee of Pike County Welcomes New Executive Director, Gary Roberts

The Community Action Committee of Pike County, Board of Directors has named Mr. Gary B. Roberts to serve as the organization's Executive Director. Mr. Roberts has served as the Executive Director for the Pike Metropolitan Housing Authority, since the beginning of 2000. Prior to his appointment of Executive Director with the Pike Metropolitan Housing Authority, he was the Facility Administrator for the Community Action

Family Health Centers from 1983 through 2000.

Teddy Wheeler, Community Action Committee of Pike County Board President, said, "Roberts was selected based on his track record of leading a complex organization, as well as his strong executive and personal qualities."

"Community Action is one of the State's great organizations, with a proud history of innovation, outstanding talent, and

enviable positions in many areas of the programs lines and services. It's a great honor to join its leadership team and have the opportunity to build on its success." stated Gary Roberts.

Mr. Roberts took his position as Executive Director on April 2nd, 2012. He succeeds Ray Roberts, a 34-year veteran of the Community Action Committee of Pike County and prior Executive Director since 1988.

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Featured Business - Pike County Swim Club

The Pike County Swim Club is now accepting new single and family memberships for the 2012 season! The Swim Club is located at 522 E. 5th Street in Waverly, Ohio and will be open Memorial Day weekend through the weekend prior to the start of the 2012-13 public school year. The hours of operation will be Monday – Saturday, 11 a.m. – 7 p.m. and on Sundays from noon – 7 p.m. Anyone can purchase memberships and enjoy a summer of benefits with the Pike County Swim Club! A 2012 Single-person

season membership is \$250, while family season memberships are available for \$350. Senior citizens may also enjoy the pool at a discounted rate of \$225 per person for the entire 2012 pool season! Sponsorship packages are also available to area businesses!

For more information on memberships, summer parties, and business sponsorships, please call (740) 708-0751 or (740) 708-1064. Also "Like" us on Facebook and keep up on all the Swim Club activities!

Quarterly Quote!
 As a small businessperson, you have no greater leverage than the truth.

-John Greenleaf Whittier



Upcoming Training Schedule

May 16th

Microsoft Office Word Level 2:



You will create complex documents in Word 2010 and build personalized efficiency tools.

Price: \$90.00 (Full-day)

May 30th

Introduction to Personal Computers:



You will learn the basic skills necessary to operate a personal computer and perform introductory tasks.

Price: \$60.00 (Half-day)

June 13th

Microsoft Office Publisher



You will create, format, revise, and distribute publications using the Microsoft Office Publisher Program.

Price: \$90.00 (Full-day)

June 27th

Microsoft Office PowerPoint Level 1:



You will explore the PowerPoint environment and create a new presentation. You will format text on slides to enhance clarity.

Price: \$90.00 (Full-day)

July 11th

Introduction to QuickBooks:



You will use the basic features of QuickBooks to record and track your business transactions.

Price: \$90.00 (Full-day)

July 25th

Microsoft Office Excel Level 1:



You will create and edit basic Microsoft Office Excel 2010 worksheets, workbooks and basic formulas.

Price: \$90.00 (Full-day)

Please note that all listed trainings are full-day and typically run from 8:30 a.m. until 4:30 p.m., unless noted otherwise. All prices include textbooks, handouts & file CD's, which contain all data files used in the training. Participants who attend the full-day classes, will also be provided with a catered lunch. If you are interested in any of the above trainings, customized group trainings, or other workshops offered by the Business Development Program, please call us at (740) 289-2371 or toll-free at (866) 820-1185.

For Your Business - Developing Your Cash Flows

Successful business owners know how to manage the flow of cash coming into and going out of their businesses. They realize that even a profitable business can fail if no operating cash is available. Skillful cash-flow management results from proper planning. By making simple forecasts, you can appropriately project your expected cash-flow.

What is Cash Flow?

Cash flow, as the name implies, is simply the flow of cash coming into and going out of your business. You achieve positive cash flow when money comes into your business faster than it goes out. Because a business must have cash to operate, you must maintain positive cash flow in order to survive. Positive cash flow is simply a matter of timing. Managing your cash flow is a matter of proper planning.

Having Cash = Profits?

This concept is important to understand, because many small business owners believe that as long as they have cash in the bank, they must be making a profit. That can be a dangerous assumption. Having cash is not the same as being profitable. It is possible for a business to be operating at a loss and still have cash. For example, if you start your business with \$10,000 in the bank and you operate at a loss of \$1,000 each month, how many months



can you stay in business and have cash in the bank? It also is possible for a business to be making a profit and have no cash. For example, if you are operating at a profit and extending 60-day credit terms to your customers but paying your suppliers upon delivery, how long will you be able to keep operating before you run out of cash?

Projecting Cash Flow

As a business owner, you will probably face cash-flow management tasks daily. If you don't start with a plan, you'll spend a great deal of time reacting to instead of anticipating events. You may find yourself trying to placate suppliers, struggling to make loan payments, hoping for a miracle so you can make payroll, and losing sleep over how to keep your utilities from

being disconnected. The result is that you have even less time to make sales, produce products, provide services, and compete for customers-plus you will have strained important relationships with your creditors. In the long run, you create more stress for yourself if you don't manage your business. *Manage your business, or your business will manage you.*

Improving Cash Flow

There are two simple rules for improving management of the cash flow in your business:

- Schedule your cash to come in sooner.
- Hang on to your cash longer.

Some Strategies that may help you: bill frequently, check your customer's credit references, stay on top of collections, collect deposits, sell gift cards and gift certificates, sell service agreements, sell memberships, bundle products, offer low price specials; sell upgrades, offer discounts/incentives for early payment, don't pay your bills early, consider leasing instead of buying equipment, and carry a smaller inventory.

Projecting your cash-flow will take some educated guessing. The longer you are in business and the more experience you acquire, the better your guesses will be!

PORTSMOUTH AREA Chamber of Commerce



PO Box 509, 342 Second St.
Portsmouth, Ohio 45662
(740) 353-7647



The Portsmouth Area Chamber of Commerce has been serving southern Ohio since 1920. The Chamber is a voluntary partnership of business and professional people working together to build a healthy economy and to improve the quality of life in the community. While the organization's primary focus is empowering its members to achieve economic success, its broader focus is encouraging community involvement and pride. Simply stated, the chamber is business and professional people working together to make our community a better place for everyone to live and work. ***Dedicated to Making a Difference*** is not just the Chamber slogan; it's our goal.

Membership in the Portsmouth Area Chamber of Commerce is open to any individual, business, professional or organization that shares the desire to better the community. The Chamber Board of Directors determines policies and the goals of the organization. Lisa Carver, who has been with the organization since 1990, serves as Administrator. Wayne Kempf of PNC Bank is the current Chairman of the Board.

The Chamber is particularly proud of the various programs it offers to its members. They currently offer a group-rate workers compensation pool managed by CompManagement, one of the nation's leading third-party administrators. The Chamber also manages the Southern Ohio Safety Council, a program that is co-sponsored by the Bureau of Workers Compensation (BWC) Division of Safety and Hygiene that is designed to promote workplace safety. The BWC currently offers an incentive to participants and chamber members saved over \$325,000 on their last year's premiums.

The Chamber believes that the future of Scioto County depends on a well-informed and involved

leadership. One program that the Chamber is proud to facilitate is Leadership Portsmouth. Leadership Portsmouth is a community educational program established in 1990 to help build and enhance the community by developing the talents, tapping the energies, and harnessing the resources of our region's present and future leaders. The program runs each year from September to May and covers topics such as government, education, economic development, travel and tourism, arts and culture and healthcare.

The Portsmouth Area Chamber of Commerce also feels an obligation to the youth of our area. The Student Chamber Program targets high school seniors and is aimed at increasing their awareness of the community. The purpose of the Student Chamber Program is to assist area high school students in developing networking opportunities and contacts with area business and industry leaders while developing a better understanding and appreciation for the work that goes on in the area. The Chamber partners with Community Action in Portsmouth to make this program possible.

In addition to the various programs that the Chamber offers, they also facilitate ribbon cutting ceremonies and grand openings for new businesses. Members can also gather at monthly networking functions known as Business After Hours, to get acquainted with other members in a relaxed atmosphere. The Business After Hours are held at a different member location each month.

For more information on membership in the Portsmouth Area Chamber of Commerce or any of its programs, contact Lisa Carver at 740-353-7647 or by e-mail at Lcarver@portsmouth.org.

If you would like to include your business-related column, ideas and/or advertising within our newsletter, please email the Business Development Program at jcooper@pikecac.org or call 740-289-2371.

Ohio Valley Regional Development Commission

The Ohio Valley Regional Development Commission (OVRDC), located in Waverly, is a public regional planning commission that coordinates federal, state, and local resources to encourage economic and community development in 12 southern Ohio counties. Established in 1967, OVRDC serves as a Local Development District (LDD) for the Appalachian Regional Commission (ARC) and as an Economic Development District (EDD) for the U.S. Department of Commerce, Economic Development Administration (EDA). OVRDC is governed by a Full Commission of 177 members who meet semi-annually, including members from both the public and private sectors.

In its capacity as an LDD and an EDD, OVRDC works closely with political subdivisions and community-based organizations to prioritize development needs in its region. OVRDC also executes programs that allow the agency to provide critical assistance to its counties with the expansion and attraction of business by offering services to both entrepreneurs and local governments.



USDA Rural Community Development Initiative (RCDI)

In the summer of 2010, OVRDC began work on a USDA RCDI grant in order to facilitate entrepreneurial development in 14 communities in Pike, Gallia, Jackson, and Vinton Counties. This project has focused on building and developing the capacity of key local staff, officials and communities to provide entrepreneurial assistance to new and existing small businesses. OVRDC has coordinated trainings with local governmental entities in order to familiarize them with services

available for entrepreneurial support. Additionally, the agency has been able to utilize funds to promote sites available for business development and promote the various loan programs available to entrepreneurs on their website.

OVRDC Low Interest Gap Financing Revolving Loan Fund Programs

OVRDC offers direct assistance to entrepreneurs looking to start-up or expand businesses in the region through the OVRDC Revolving Loan Funds (RLFs) for gap financing. Monies for these loan funds are derived from two federal sources: the ARC and the EDA. Private for-profit businesses which are located or willing to locate and operate within the geographic boundaries of Adams, Brown, Clermont, Fayette, Gallia, Highland, Jackson, Lawrence, Pike, Ross, or Vinton Counties may be eligible.

For additional information on the Ohio Valley Regional Development Commission or these programs, please visit our website: www.ovrdc.org or call: (740) 947-2853.



941 Market Street, P. O. Box 799
Piketon, Ohio 45661

NON-PROFIT ORG.
U.S. POSTAGE
PAID
PIKETON, OHIO
PERMIT NO 20

Sponsorship Purchase

Date: _____

Business Name: _____

Contact Person: _____

Best Time To Contact: _____

Phone: _____

E-Mail: _____

What would interest you in joining a swim club?

- Swimming Senior Activities
Kids Activities Other:
Adult Activities _____

Yes, I am interested in receiving information regarding a:

- Gold Sponsorship
Silver Sponsorship
Bronze Sponsorship

Please mail this form and payment to:

The Pike County Swim Club, Inc.

P.O. Box 7

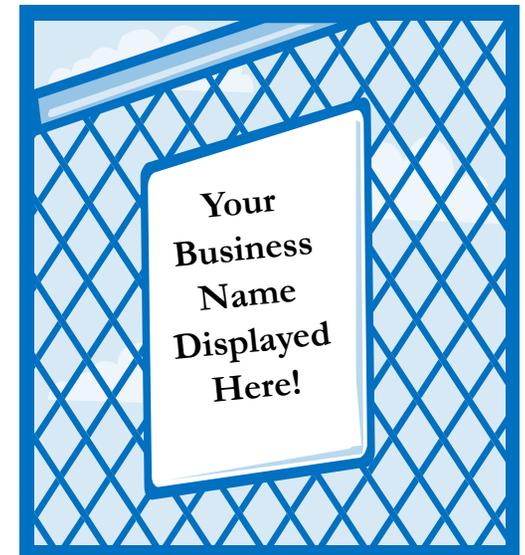
Waverly, Ohio 45690

(740) 708-0751 or (740) 708-1064

The Pike County Swim Club, Inc.
522 East 5th Street
P.O. Box 7
Waverly, Ohio 45690



Sponsorship Packages



The Pike County Swim Club, Inc.

522 E. 5th Street

P.O. Box 7

Waverly, Ohio 45690

(740) 708-0751 or (740) 708-1064



The Pike County Swim Club Sponsorship Program

Gold Club

- 3 X 4, highly visible sign with your business name and contact information.
- 2 Complimentary Family Memberships.
- A Complimentary pool event/party.

\$1,000 Sponsorship

Silver Club

- 3 X 4, highly visible sign with your business name and contact information.
- 1 Complimentary Family Membership.
- A Complimentary pool event/party.

\$700 Sponsorship

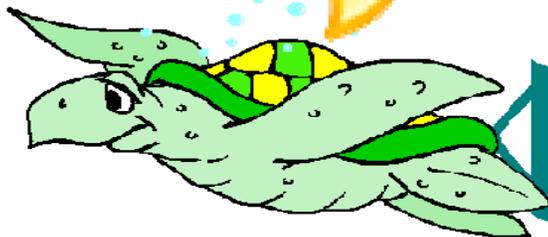
Bronze Club

- 3 X 4, highly visible sign with your business name and contact information.
- 10 Single Day Passes

\$300 Sponsorship

How can sponsorship benefit my business??

- Will place your business in the eyes of 400+ expected summer-long members.
- Will place your business in the eyes of an additional 500+ individuals who visit the pool through our various parties, events and single day patrons.
- Places your business in an elite group, that wishes to enhance not only our community but also the youth that rely on family oriented alternatives to help guide them into productive adults and leaders.
- Gold Club sponsors will be able to provide their 2 complimentary family memberships to high performing employees and/or clients.
- Gold & Silver Club sponsors will also be able to show their appreciation to their employees and/or clients with a complimentary 2 hour pool event.



*Support the Pike County
Swim Club*

**Make a Healthy Choice
Drink More PURE Water Everyday
Call Sunrush Water
877.563.0936**

only
\$5.00 For Your Office
For Your Home
For Your Family
per 5-Gallon
Bottle

First Month FREE
First 4 Bottles FREE

*Only \$28 set-up
for bottle deposits*



ZERO WASTE
*Reduce
Reuse
Recycle*

