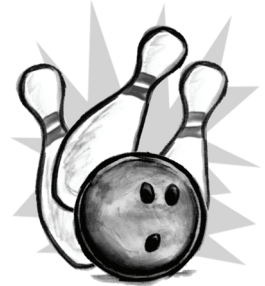




BCA of Ohio News



www.bowloho.com

Volume 27, Issue 6

October 2009

UPCOMING EVENTS

November 7, 2009

Bowling Council HOF Banquet

Embassy Suites, Columbus

November 11-12, 2009

Fall Meeting & Seminar

Embassy Suites, Columbus

January 21, 2010

Executive Board Meeting

Embassy Suites, Columbus

January 23-27, 2010

BPAA Bowling Summit

Arlington, Texas

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BCAO Fall Seminar & Meeting November 11 & 12, 2009 ~ Embassy Suites, Columbus

Your leagues are floored, your staff is trained. Let someone else answer the phones and join us in Columbus for FREE educational seminars that will give you more information on making your center a success.

Many centers around the state took part in the remarkable Kids Bowl Free program this summer. But what do you do now? Darin Spindler will address that subject Wednesday morning at 10:00 a.m. to let you know what to do with your Kids Bowl Free database and how to market to those kids and families now that summer is over. Even if you didn't run the Kids Bowl Free program this past summer, you can still utilize Darin's information and apply it to your own summer youth program. Learn to use your current database for market-

ing, and find new ideas and tools to make your center successful year round.

We have heard your questions to others bowling proprietors at dinners and in hospitality rooms: "What's the best way to make and sell pizza?". We are going to help. We've brought in an expert! James Catalino will address members Wednesday afternoon regarding theory, equipment and process of pizza making in your center. James' goal is to let each member leave with their own opinion of what's right for your situation. He will guide members to make their own decisions in regards to pizza making in their centers.

Have you tried loyalty cards yet? Several centers around the state have and they have had success! We will have an informal discussion on

Wednesday regarding how they've worked for others. Bring your story or your curiosity. Find out proven methods that WORK for Ohio bowling center operators.

As always, there is no charge for BCAO members to attend the seminars on Wednesday and lunch will be provided to all attendees.

Thursday morning will begin at 9:30 with David Corey's legislative update followed by the BCAO General Meeting.

Wednesday evening's hospitality room will be sponsored by Ohio Proprietors Insurance.

Room rates at the Embassy are \$112. Please call the state office (937.433.8363) or e-mail Pat (pat@bowloho.com) to reserve your spot at the seminars and/or a sleeping room for Wednesday night.

Do we have your e-mail address?

For BCAO updates, send your e-mail to pat@bowloho.com

PBA Tournaments Roll Into Ohio

By Debbie Juniewicz

Long hours and loads of work, but Sequoia Pro Bowl proprietor Tim Voss doesn't mind a bit.

"Hosting a PBA stop is quite the major undertaking," Voss said. "The PBA brings the players to town but it's our job to market the event, spread the word and do pretty much everything else.

"But it fits perfectly with the plans we have for Sequoia. We are geared to the competitive bowler and what better way to show our commitment to that than to bring the pros in here."

This season will mark Sequoia's fourth Lumber Liquidators PBA Tour event in as many years as the Columbus center hosts the Don Johnson Eliminator March 1-7, 2010. The finals will be telecast live on March 7 at 2 p.m. on ESPN.

Ohio is no stranger to PBA events as Capri Lanes, in Kettering, has hosted the PBA Senior Dayton Classic for the three past years. The Senior Tour will return for the fourth time April 17-20, 2010.

"I've been bowling most of my life and these are the guys I grew up watching," Capri Lanes proprietor Mike Irwin said. "Being around the best-of-the-best every year at this tournament is pretty incredible."

The Ohio tournaments do bring in the best-of-the-best.

Chris Barnes, the 2008-09 overall PBA Tour points leader, will be going for a three-peat at the upcoming Don Johnson Eliminator after winning the event the past two years. Barnes has tallied 12 PBA Tour titles and, most recently, helped the Team USA men's team sweep all six gold medals at the 2009 Pan American Bowling Confederation Championships.

It has also been a banner year for PBA Senior Dayton Classic champion Ron Mohr. The bowler from Eagle River, Alaska defeated Hall of Fame bowler Tom Baker to clinch his third title of the season at the PBA Senior Dick Weber Open in August. Mohr, whose second career professional win was at Capri Lanes, was just named PBA Senior Tour Player of the Year.

But no sooner do the pros roll on to their next tour stop and the proprietors planning next year's event.

"You're always looking to find more advertisers and more sponsors, anything to improve upon the event," Irwin said.

Irwin has done his part to add to the excitement by offering a \$50,000 bonus to a bowler who can roll a 300 game in the final match. No one, however, has been perfect yet.

Five months and counting until his PBA event and Voss was already working away on his direct mail pieces, a task

that suits him well after spending several years working for Spalding.

"I worked with NBA and NFL promotions so this gives me the opportunity to stay actively involved in professional sports," Voss said. "It's a great fit for me."



Don Johnson Eliminator

When: March 1-7, 2010

Where: Sequoia Pro Bowl
5501 Sandalwood Blvd,
Columbus

Information: www.pba.com or
www.sequoiaprobowl.com

Defending champion:

Chris Barnes

Field size: 64

Misc.: Live ESPN televised
finals March 7 at 2 p.m.

PBA Senior Dayton Classic

When: April 17-20, 2010

Where: Capri Bowling Lanes
2727 South Dixie Drive
Dayton

Information: www.pba.com or
www.capribowlinglanes.com

Defending champion:

Ron Mohr

Field size: 160 maximum

PBA Charity Events Go Along With Ohio Stops

By Debbie Juniewicz

For proprietors Mike Irwin and Tim Voss, bringing the pro tour to their respective bowling centers is not simply about their profession – it's personal.

Irwin and Voss have both partnered with local charities to ensure that the tournament champions aren't the only winners when their events come to a close. In 2010, the PBA Senior Dayton Classic will officially begin its partnership with the Alzheimer's Association Miami Valley chapter and the Don Johnson Eliminator will, again, raise funds to help children with juvenile diabetes. The Columbus stop on the Lumber Liquidator's Tour has raised more than \$70,000 over the past two years. For both proprietors, the fundraising effort hits home.

PBA Senior Dayton Classic and the Alzheimer's Association

The symptoms started long before anybody noticed.

There was occasional forgetfulness and confusion, but most times Carolyn and her family attributed her grandmother's behavior to her age. Frances Blick, after all, was quite self-sufficient, living alone until she was in her late 80s. But the eventual diagnosis of Alzheimer's disease was still a difficult one.

"Luckily for us, several people in my family are in the healthcare profession so we all had an awareness about Alzheimer's and we were able to make a lot of plans for her as

the disease progressed," Carolyn Irwin said. "It can be very tough on families, that's why it's so nice to have a resource like the Alzheimer's Association."

Carolyn Irwin's personal connection with the disease that affects as many as 5.3 million Americans was one of the reasons her husband Mike, proprietor of Capri Lanes in Dayton, has partnered with the Alzheimer's Association for the upcoming PBA Seniors event in Dayton, April 17-20.

"I've been pretty blessed in my life and I think it's important to give back to the community," Irwin said. "I have a connection to Alzheimer's through my wife and I also think it is a good fit for the Senior Tour since that is the group that is most impacted by this disease."

According to the Alzheimer's Association, age is the greatest risk factor in developing the disease and Alzheimer's is now the fifth-leading cause of death for those over the age of 65.

"It's so tough on families and it's important for them to know there are resources, facilities and options available to them," Carolyn Irwin said. "Events like this do more than raise money, they raise awareness."

ALZ Stars Bowling for Alzheimer's will kick off the PBA Senior Dayton Classic, in its fourth year, with a special reception and a charity pro-am tournament with familiar faces such as PBA Hall of Fame bowler Johnny Petraglia.

"I've had a great response from the pros I have spoken to," Irwin said. "I think this is going to be a great event that just gets bigger and better every year."

Don Johnson Eliminator and juvenile diabetes

Sequoia Pro Bowl proprietor Tim Voss doesn't just know about type 1 diabetes, he lives with it every day.

Voss was diagnosed with the condition also known as juvenile diabetes in 1990 at the age of 30. While type 1 or juvenile diabetes is usually first diagnosed in children or teenagers, people may develop type 1 diabetes at any age.

"So there's a lot of meaning for me in an event to raise money for kids with juvenile diabetes," he said.

According to the Juvenile Diabetes Research Foundation International, the autoimmune disease affects as many as 3 million Americans. Symptoms may include extreme thirst, frequent urination, drowsiness, lethargy, increased appetite or sudden changes in weight or vision. Type 1 diabetics are dependant on injected or pumped insulin for life.

(continued)

After self-administering insulin for several years, Voss now uses an insulin pump.

“Life has become so much more flexible for me because of the pump, it is so much more manageable,” he said.

All of the money raised through the “Carnibowl” fundraiser helps buy insulin pumps for young people with juvenile diabetes. The event, which kicks off the Don Johnson Eliminator tournament, March 1-7, includes a trick shot exhibition by the pros as well as an opportunity to meet and bowl with some of the biggest names on the PBA Tour. Last year’s event raised more than \$38,000.

“Everybody has a good time at the ‘Carnibowl’ but it is more than that,” Voss said. “The charity piece is hugely important because it really does make a difference to people with juvenile diabetes.”

Alzheimer’s Disease at a Glance

- In 2009, it is estimated that there are as many as 5.3 million people living with Alzheimer’s disease in the United States. This includes 5.1 million people age 65 and over and 200,000 people under age 65 with younger onset Alzheimer’s disease.

- Every 70 seconds, someone in America develops Alzheimer’s disease and by mid-century someone will develop Alzheimer’s every 33 seconds. Age

is the greatest risk factor for Alzheimer’s.

- By 2010, there will be nearly a half million new cases of Alzheimer’s each year and by 2050, there will be nearly a million new cases annually.

- The 85 years and older population currently comprises nearly 50 percent of the individuals with Alzheimer’s disease, or about 2.7 million people. By the time the first wave of baby boomers reaches age 85 years old (2031), there will be an estimated 3.5 million people age 85 and older with Alzheimer’s.

- Alzheimer’s disease is the seventh-leading cause of death for people in the United States; and the fifth-leading cause of death for those over the age of 65.

(Information from the Alzheimer’s Association, www.alz.org)

Juvenile (Type 1) Diabetes at a Glance

- * Type 1 diabetes is an autoimmune disease in which the body’s immune system attacks and destroys the insulin-producing cells of the pancreas. Scientists believe that both genetic factors and environ-

mental triggers are involved.

- * As many as 3 million Americans may have type 1, or juvenile diabetes.

- * More than 15,000 children are diagnosed with diabetes in the United States annually, or approximately 40 children per day.

- * While insulin allows a person to stay alive, it does not cure diabetes or prevent eventual conditions such as kidney failure, blindness, nerve damage, amputations, heart attack, stroke and pregnancy complications.

(Information from the Juvenile Diabetes Research Foundation International, www.jrdf.org)

Several BCAO Member Centers host PBA Regional as well as Senior PBA stops.

Dates and locations will be published on www.bowloho.com as we receive the information.

For more information on upcoming stops: Visit www.pba.com

The PBA returns to ESPN October 25th at 1:00 p.m. with the broadcast of the PBA World Championship.

Workers' Compensation Group Rating Saves Significant Premium Dollars

Now is the time of year for you to begin planning for your workers' compensation future. Many companies are probably sending you information about their programs. While they may be able to save you money in the short term, they often lack the quality comprehensive customer service and program stability that helps to ensure continued long term group rating discounts. Through the Buckeye Workers' Compensation Alliance, CareWorks Consultants Inc. (CCI) offers a level of service and satisfaction unmatched by any other third party administrator (TPA) in the industry.

If you are currently in another group rating program, you should compare your savings and program quality to the Buckeye Workers' Compensation Alliance group rating program administered by CCI.

The CCI Difference – Consistency and Service

Stability – CCI, Ohio-owned and operated, is the leading third party administrator in Ohio serving over 26,000 Ohio employers.

Service – As a result of our best-in-class service, CCI has consistently maintained a 97% client retention rate – one of the highest in the industry.

Return on Investment – In 2008, for every dollar spent on fees, CCI clients saved \$16.06 – a 1,600% return on investment.

Growth – Our focus on stability, service and return on investment has resulted in unprecedented growth for CCI. Over an eight year period, CCI has increased group participation by 160%, eight times as much as any major competitor.

Find out for yourself why organizations choose and remain with CCI. If you have not yet received application information and would like to apply for group rating, please call CCI directly at 1-800-837-3200 and ask to speak with someone in the group sales department. You may also visit CCI's website to apply for group rating online at www.careworksconsultants.com/groupratingapplication.

The deadline to make a decision will approach quickly. Don't be left wondering what to do about your workers' compensation future! Call CCI at 1-800-837-3200 to discuss your potential savings. Choose a partner with a record of not only savings, but incredible service.

BCAO Office In Need of A Few Good Women or Men

BCAO Award Nominations

Please consider nominating a deserving individual for a BCAO award. Nominations will be accepted by the BCAO office until March 15th. Nominate someone today for The Mike Hennessy Meritorious Service award, Certificate of Achievement, or the Sam Levine award. Awards will be presented during the BCAO Convention and Trade Show, May 17-19, 2010 at the Holiday Inn, French Quarter in Perrysburg. A nomination form is enclosed in this newsletter, and may be faxed or mailed to the BCAO office.

BCAO Officers

Elections for state officers will be held at our annual meeting in May. Open spots include: Sergeant-At-Arms and BPAA Regional Director. If you are interested in serving the association, please contact the state office.

BPAA CORNER



The new International Bowling Campus will be unveiled to the world on January 25, 2010. In conjunction with BPAA's Bowling Summit, the Grand Opening of all facilities, ribbon cutting, and a celebrity-packed bowling classic will take place in Arlington. Attendees will have the chance to experience the new, state-of-the-art, International Bowling Hall of Fame and Museum as well as the 20 lane International Training and Research Center. The Campus will house leading industry organizations such as BPAA, USBC, IBPSIA and BBIA.

The annual Fall League Survey is now available at www.bpaa.com. Log onto the website to take part in the survey. The results help members understand how league floorings are progressing and provide a benchmark to evaluate performance. All answers are confidential and will only be reported in combination with all other centers.

The 2008-2009 PBA rookie of the year, Jason Belmonte will take his show on the road in upcoming weeks with four events at BPAA member centers. The 26 year old bowler will showcase his unique two handed delivery in Detroit (Oct. 31), Chicago (Nov. 1), Houston (Nov. 7) and Dallas (Nov. 8). Each event will include on-lane instruction, bowling ball demonstrations and a question and answer period. For more information, please visit www.bpaa.com, or www.bowl.com

REMINDER: Music Licensing Fees Due to BPAA by December 15th

SUPPORT THE 2010 USBC BA STATE TOURNAMENT

An Editorial from BCA of Ohio President – Linus Hartings

As the President of the BCA of Ohio, it is not my job to give you my opinion on how to run your business. But, right now, there is a situation that I feel I must address and offer an opinion to encourage you to support the 2010 USBC BA State Tournament.

The situation developed in June when approximately 16 BCAO member centers received a letter from Glotek informing the centers that they *might* be infringing on a patent for Glow Bowling. Fred Borden is one of the patent holders. This situation has made its' way to internet forums that are encouraging bowlers to boycott the 2010 singles and doubles competition at Stonehedge.

I understand that this is an emotional issue pitting proprietor against proprietors; but, the real loser of a boycott will be your bowlers and the Ohio bowling industry.

If your bowlers do not bowl singles and doubles, they won't have a shot at all events. If they are not eligible for all events...why should they bother to bowl team? Why should they bother at all to drive to Akron just for the team tournament?

Boycotting any part of the 2010 State Tournament could possibly create a domino effect. If your bowlers skip this year, it will make it easier to skip the 2011 event...and on and on. Just take a look at what happens when a bowling center closes. It gives almost 50% of that center's league bowlers an excuse to quit bowling.

It is my sincere hope, for the good of the industry, that BCAO proprietors put this highly charged business issue aside and support the 2010 USBC BA State Tournament at both Midway and Stonehedge Lanes.

NOTE: Entry forms can be downloaded from www.ohiostateba.com . Reserve entries close on 12-9-09 and the final closing date is 12/29/09.

**RISKCONTROL360^o**

Group Retrospective Rating Basics A New Workers' Comp. Rating Option

For the first time, the Ohio Bureau of Workers Compensation (BWC) has established rules allowing qualifying associations to sponsor group retrospective rating plans, otherwise known as group retro. The benefit to participants is a premium refund based on the overall performance of the group. Group retro is not right for every employer but there are a number of employers as well as certain industries that will benefit significantly from this rating option. This year employers were not provided a great amount of time to become familiar with this option because the BWC rules were established only a short time before the start of the 2009 policy year. This article will help executives and managers determine if their organization should continue to evaluate participation in a group retro plan.

Group retro is right for an employer when they pay significantly more in premium during a year than is paid out by the BWC for the injuries that occur during that same year. The money paid out by the BWC for injuries includes medical expenses, indemnity and award payments to the worker as well as the reserves that are set by the BWC to account for the future cost of the claim. These expenses begin accumulating directly after a workplace injury occurs. The current premium an employer pays to BWC is essentially calculated based upon the money paid out for injuries that occurred between two to five years ago rather than the injuries that occurred recently or even one year ago. This concept is integral to understanding the potential benefits of group retro.

Group retro members will still pay premium based upon their individual past but will realize a refund if the group pays considerably more in premium during a year than is paid out by the BWC for the injuries that occur for all group members during that same year. Stated another way, the group retro rating option basically compares the collective premium paid by group participants during the policy year they participate to the total dollars paid by BWC for member injuries that occur during the same policy year. If the collective premium is considerably less than the collective injury costs paid out, group members divide up a refund. Each member's portion of the refund is determined by their percent contribution to the group premium pool.

Participating employers may receive up to three premium adjustments (refunds or assessments) for the one year they participate. These adjustments will occur three years after the participation year. If total injury costs exceed premium paid, the group members receive an assessment, which is the equivalent of an additional premium bill. Assessments are limited to a percentage of the original premium. This percentage is selected by the group sponsor and can range from 5% to 100%. The more risk of paying an assessment accepted by the group members the greater the refund potential. To realize the full refund potential, the group members must control their injury frequency and severity.

The theory behind the pooling of employers to spread risk is a sound insurance principle. However, the complexities of an Ohio group retro plan must be thoroughly evaluated and understood to minimize the risk of an assessment while maximizing the refund potential. Employers should be very cautious about joining a group retro plan unless they are confident that the association sponsor and the selected Third Party Administrator (TPA) are fully aware of and can simply explain the risk versus reward. For instance, there are considerably more details regarding how the group's injury costs are actually calculated and compared to the collective premium of the group members.

When first introduced to the group retro rating option, some employers do not find it attractive due to the time it may take to see an initial refund, which can be two or more years. The delay is because the BWC must provide sufficient time to allow injuries to play out before determining the group's true performance results. Employers cautious of participating for this reason should understand that their current rating plan also has inherent time lags before rewards or penalties are assessed. For instance, once an employer is disqualified from a classic group rating program, it can be three to four years before they might qualify for the group plan again. In group retro, once the initial waiting period is overcome, an employer participating in a good performing group could begin to realize refunds annually.

Another barrier to participating in group retro often voiced by employers is the fear that they will do well but the performance of the other group members will cause an assessment. This is a very legitimate fear. Employers should be cautioned against joining a group retro plan that has minimal safety and claims management criteria by which all members must abide. The group's TPA should also have methods to identify poor performing members and built in services that support the development of each member's safety program. A strict safety program evaluation process for joining a group retro plan would assure you that other group members would also be properly scrutinized and suited for participation.

A group retro rating option facilitates competition among group sponsors because groups that consistently deliver a refund will be more attractive for employers wishing to participate. In the near future, we will see groups advertising their track record of securing refunds and offering innovative incentives to attract members. An example of such an incentive might be a safety grant program administered by the group that uses a portion of the group refund to pay for safety equipment or safety services that are then directed to the members that need them the most, such as new members. Such incentives will facilitate good performance and better ensure that refunds will be issued year in and year out.

Employers participating in group retro cannot participate in the following BWC programs: individual retrospective rating, \$15,000 medical-only program, deductible program, one claim program, classic group rating, drug-free workplace program, & self insurance. State agency public employers are also not eligible for participation.

If you have been contacted by a TPA or association sponsor about participating in their group retro plan, beware and ensure that they understand and can easily explain the risks and are capable of managing the group to better ensure a refund.

For more information or details about how Ohio's group retrospective rating plan works or to discuss any other safety or workers' compensation topics, call Brad Hunt at 330-301-3262 or email at bhunt@riskcontrol360.com.

UPCOMING EVENTS

November 11-12, 2009	Fall Seminar & Meeting	Embassy Suites, Columbus
January 21, 2010	BCAO Executive Board	Embassy Suites, Columbus
January 23-27, 2010	BPAA Bowling Summit	Arlington, Texas
March 24-25, 2010	Spring Seminar & Meeting	Embassy Suites, Columbus
May 17-19, 2010	BCAO Convention & Trade Show	Holiday Inn, Perrysburg (Toledo)
September 23, 2010	BCAO Executive Board	Embassy Suites, Columbus

High School Bowling Update

October 2009



Invitational "Kick-Off" Tournament... The largest all-varsity high school team bowling tournament in the nation is again, "sold-out" for the sixth year in a row. It will feature 62 Ohio High School teams (34 boys/28 girls) on Saturday, December 5th at the Columbus Square Bowling Palace. A list of participating teams is posted on the website. Participants will represent the best teams from every corner of the state.

Let the big dogs roll!

State Tournament... BCAO-member *Shawnee Lanes* in Chillicothe has been selected by the OH-SAA as the site of the 2009-2010 state championships. The boy's state championships will take place on Friday, March 5th and the girl's on Saturday, March 6th. The schedule of events is posted at the OHSAA tab on www.ohiohighschoolbowling.com.

New Awards Announced... The Ohio High School Coaches Association (OHSBCA) is proud to announce 3 new awards that it will present to Ohio High School bowlers beginning this season. They are:

The Ebonite/OHSBCA District Senior Bowler of the Year Scholarship Award.

One senior boy and one senior girl in each district in Ohio that conducts an OHSAA sectional tournament will be awarded a SMART scholarship. Those districts are the Central, Northeast, Northwest, and Southwest. Bowlers from schools in the East and Southeast Districts will be eligible in the pool of bowlers in the OHSAA district in which they participate in a sectional tournament. Members of the Coaches Association will be able to nominate and vote on the recipients.

The OHSBCA Academic All-Ohio Bowler Award.

Any 11th or 12th grade Ohio High School bowler with a grade point average of 3.5 or higher (on a 4.0 scale) will be presented an award certificate and identified by the Ohio High School Coaches Association as an Academic All-Ohio Bowler. Nice resume builder, for sure.

The OHSBCA All-Ohio Bowling Team Award.

Members of the Coaches Association will be able to nominate bowlers to be identified as "All-OHIO" bowlers. A statewide 1st team, 2nd team, and an honorable mention team will be selected for both the boys and the girls. Team selection will be sent to the Associated Press for statewide recognition.

Details on these awards can be found by clicking on the *Coaches Association* tab on the website. **BCAO-member proprietors are eligible to join the Ohio High School Bowling Coaches Association.** The annual membership fee is only \$20.00 and give you a voice in activities.

Greg Coulles

Exe. Director

Ohio High School Bowling Association

greg@ohiohighschoolbowling.com

PS: See the direct consumer rebate offers on balls and bags from Ebonite enclosed in this newsletter. Make some copies and distribute to high school bowlers in your center. Thanks!

Vote “No” on Issue 3 2009 Casino Proposal – another Bad Deal for Ohio

Why is the 2009 Casino Issue (Issue 3) as bad as previous Casino issues that have failed?

- Cemented in the Ohio Constitution, which makes it very difficult (almost impossible) to change.
- Low, one-time license fee of only \$50 million (other states put license fees up for bid and secure \$300-\$400 million for each casino).
- Proposal is written by Casino developers, so of course it's going to be “one-sided”.
- Monopoly for two business owners to control four Ohio Casinos - forever.
- The 33% tax rate is one of the lowest tax rates in the country (most are around 50%).
- “Takes jobs away” from current employers (especially in the hospitality industry).
- Hurts long-standing, family-owned Ohio hospitality businesses by attracting people away from local restaurants, bars, bowling centers and other local entertainment venues.

Unfortunately, Issue 3 is just another poorly drafted, one-sided, ballot measure that ensures profits for two businesses forever.

Ohioans may want casino gambling in their state, but they're smart enough to once again see a “bad deal” like Issue 3.

A more fair approach would be to create an “Expanded Gaming Strategy” that will give the State, Ohioans and “Home-Grown” Local Businesses an opportunity to share the potential rewards of a structured, planned and well-developed gaming policy for the Buckeye State.

Bottom Line – Vote NO on Issue 3 on Tuesday, November 3rd!