

**SMALL  
NATION**

NEWSLETTER  
FROM YOUR FRIENDS  
AT SMALL NATION



# MAIN STREET

## MARKETING NEWS

WHERE SMALL MARKETING IDEAS CAN ADD BIG  
DOLLARS TO THE BOTTOM LINE

Q4 2023

## Quality Email Marketing Works



Being a busy business owner, it's hard to know where to put your time and dollars, but I wanted to share this example and result.

One of my mentors said to be consistent in your emails and the most important thing is to just show up.

In December, I sent out an email that you probably received asking for help from you - I highlighted a featured property available for lease in Downtown Bellefontaine. It's a highly visible storefront with huge windows. In

[>> turn to page 2](#)

## Coworking in Small Towns

People are still working from home, according to a report by Axios a couple of weeks ago. Many have speculated that as we move to a post-COVID world, people will begin returning to the office, but that hasn't really been the case so far. Remote working skyrocketed in 2020 and peaked in 2021 - with around 18% of workers doing so from home. The number was only slightly down, 15.2% nationally, last year.

In rural communities like Logan County, working from home can be a big challenge as good

internet can be hard to come by. But, with big challenges come big opportunities, so challenges like these are ones that Small Nation has worked to solve with BUILD Cowork + Space in Downtown Bellefontaine. Our state-of-the-art coworking facility provides PeakFiber internet to our members, the fastest around, as well as many other quality amenities.

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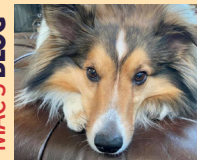


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## Is the Sky the Limit in 2024?

MAC'S BLOG



Folks, 2024 is the year I'm finally going to talk my old

pal Elon Musk into letting me travel into outer space.

What's that? Oh, SpaceX founder Elon and I first met at a convention when I suggested he could make satellites communicate even better by programming them to sniff each other. (Apparently he has to triple-check a stack of legalese before he gets back to me on that brilliant idea. Yeah, that's it.)

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*A little about Mac: Mac is Jason's 6-year old active Sheltie who loves veggies - green beans to be exact, but he eats all kinds of other vegetables too. Mac is a little dog with a lot of confidence. He loves to play soccer and run outside, especially if he can corral other dogs in the neighborhood. He also enjoys stealing and hiding socks. Mac wanted to write a blog post, and we didn't have the heart to say no. We take no responsibility for the goofy things he comes up with. He does love to receive letters, though.*

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## Mac's Blog *...cont'd from Page 1*

Sorry for the name-dropping. I come by it naturally. Jason has said, "Drop that!" so often, names prove to be pretty slippery, too.

I haven't decided yet exactly what sort of space adventure I want (suborbital flight, docking with the International Space Station, etc.) but reaching space has been my dream since I was a pup. (Let's not confuse it with the dream where I'm standing in front of a large audience fully clothed! Wish I could leave that "adorable" Christmas sweater drifting with the space debris!)

I'll admit Elon always sounds skeptical about my ambitions. He blathers on and on about the importance of "conditioning," but I'm sure I can write off my shampoo on my taxes!

Elon wanted to know how many G's I can handle. That must mean Pat Sajak and Vanna White are going along on the flight! I won't know how many G's I can handle until I find out whether buying vowels is tax-deductible.

I admire the way Elon has revolutionized the economics of space flight by developing reusable rockets. I'm something of an expert on reusable objects myself. ("Honest, Jason! That heirloom vase is reusable, once you glue together the million pieces I broke it into.")

I also give Elon a run for his money as a "launch service provider." I've launched many a human with a strategically placed cold nose.

I'm excited about the flight, but I also eagerly anticipate the tranquility. ("In space, no one can hear you run the vacuum cleaner.")

Don't bother waving as I pass over. My grandpa taught me not to look down on anybody and the lesson is hard to shake.

Let me know if you think of a catch-phrase for me. Maybe "To the end of my retractable leash -- and beyond" or "That's one small butt-scoot for a dog ..." (But not "Houston, we have an accident.")

Remember: keep in my orbit so you'll hear all the updates!

## Quality Email.....from Page 1

In addition to this property, I listed other properties that we currently have available ranging from storefronts, a medical office, barber shop and a great place for a coffee or food service business.

That one email was sent out to about 4,000 people and generated 14 replies, two calls, three texts and new leads for half of the properties on the list. They are amazing leads too. Replies included comments like "I never knew that property was available," "I didn't realize how affordable rent was at that location," and "I'm considering opening a second store and would love to see if this property could work."

Don't just assume your customers know your offerings. Find ways to be helpful to them, share advice, good information and business will come. I am excited to report that after that email, 110 E. Court is LEASED and a new destination retail store is coming soon.

## Coworking.....from Page 1

The demand for coworking in our small town has been greater than we imagined, which is why we expanded with our Opera Suites by BUILD annex location in the Historic Opera Block. These spaces are beautifully renovated, with the original wooden floors from 1880 refurbished and more amazing BUILD amenities.

These beautiful new office suites are now available for rent! Know someone needing an office or creative space? The Opera Suites have a full kitchen and shared bookable conference rooms. All utilities are included and tenants get full membership benefits to all other BUILD locations. Just email [info@buildcowork.com](mailto:info@buildcowork.com) if you're interested!

Additionally, coming soon is our newest BUILD location in Uptown Marysville. These spaces are moving along quickly - secure your space today!

**Axios citation:** <https://www.axios.com/local/cleveland/2023/10/16/working-from-home>



# Small Nation Recognized at Heritage Ohio Annual Conference

October 11, 2023 – On Tuesday, October 10, at the Heritage Ohio Annual Conference, Small Nation was recognized with an honorable mention award for Best Downtown Placemaking for their Historic Walking Tour of Downtown Bellefontaine project. Founder & CEO Jason Duff was in attendance to accept the award at the historic Dayton Arcade.

The Best Downtown Placemaking award is presented for efforts that enhance a downtown's appearance with the intention of creating public spaces that promote health, happiness, and well-being through a program of streetscape improvements. The Historic Walking Tour was completed by Small Nation in October of 2022 to preserve the city's rich history and share it with others. With the Historic Walking Tour program, the story of downtown Bellefontaine is displayed through its proud, historic structures.

Spanning architecture styles from the 1850s through brand new construction, the downtown's buildings tell the tales of its people, its dedication to growth, and its vision for the future. Throughout the downtown, 14 bronze plaques were created and are displayed on the fronts of the buildings. The plaques show a historical image of the building juxtaposed with the current day building right behind it, with the original name of the building and historical information on the place.

Small Nation worked with the Logan County History Center to research images and information about the buildings and write accurate descriptions to be used on the plaques. A walking tour guide was produced that visitors can find at the Visitors Bureau office or elsewhere throughout the downtown. With these printed guides, interested people or people on waits at downtown restaurants can enjoy learning about the history of the downtown. Learn more about the Historic Walking Tour and

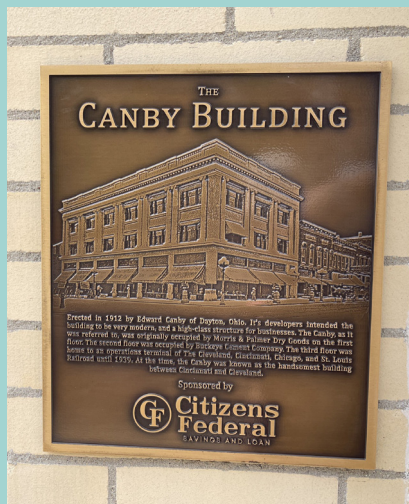


view the guide on the Downtown Bellefontaine website.

Buildings on the Historic Walking Tour include the Historic Opera Block, the former Wissler Building now home to Six Hundred Downtown, the former G.C. Murphy Building now home to the Main Street Marketplace, and eleven other historic properties.

"We are so honored for our project to be recognized by Heritage Ohio as one of the Best Downtown Placemaking projects in the state," said Jason. "This project was a significant accomplishment for our team and Downtown Bellefontaine, and it is a very valuable tool for people to learn more local history, walk around and explore new parts of our downtown, celebrating what makes our community special."

Small Nation is working on a phase two of the project with the goal of adding more buildings and working with additional building owners in the downtown. Interested parties can learn more by emailing [info@smallnationstrong.com](mailto:info@smallnationstrong.com).





# Cintas: Elevating Your Workday Through Safety, Sustainability, and Inclusion

In a fast-paced business world, staying a step ahead of the workday is crucial. Cintas, a leading provider of business solutions, understands this challenge and offers a comprehensive range of services designed to keep your business safe, clean, and professional. With a commitment to excellence spanning nearly a century, Cintas has become a trusted partner for over one million customers in the U.S. and Canada.

## Ready for Anything with Cintas

Cintas recognizes the importance of a professional and secure work environment. The company's array of services encompasses everything from uniforms and work apparel to facility services, first aid and safety, fire protection, and more. By choosing Cintas, businesses can focus on what matters most while relying on reliable people, products, and experiences that keep them ready for any challenges that may arise.

## Uniforms & Work Apparel

Cintas takes workwear to the next level by offering flexible fits that prioritize comfort and convenience. The uniforms and work apparel are designed with features that underscore the significance of the job, ensuring that employees can perform at their best while projecting a professional image.

## Facility Services

From restroom and hygiene solutions to training and compliance programs, Cintas provides hands-on help with



**READY FOR THE WORKDAY®**

the details of your workday. The company's commitment to excellence extends to every aspect of your business environment, maintaining cleanliness and efficiency.

## First Aid & Safety

Cintas understands the importance of keeping your team safe and moving forward. The company offers proven first aid and safety products tailored to meet your facility's specific needs. From comprehensive training programs to reliable safety gear, Cintas has you covered.

## A Legacy of Excellence

Founded in 1929 during the Great Depression, Cintas has evolved into a powerhouse in the business solutions industry. With more than \$7.85 billion in revenue, over 43,000 dedicated employee-partners, and a vast distribution network, Cintas stands as a beacon of reliability and innovation.

Cintas doesn't just focus on business solutions; the company is also deeply committed to environmental and social sustainability. With a strong foundation rooted in principles of recycling, reducing, and reusing, Cintas continues to evolve its business lines while maintaining a focus on sustainability.

**A Vision for a Greener Tomorrow**  
Cintas is embarking on a bold sustainability journey, aiming to achieve Net Zero greenhouse gas emissions by 2050. The company's commitment to environmental stewardship involves evaluating operational processes and exploring new technologies to reduce its ecological footprint.

Additionally, Cintas recognizes the strength that comes from diversity. The company's commitment to diversity, equity, and inclusion goes beyond traditional boundaries, including recruiting military veterans and employees with differing abilities. Cintas enriches its offerings by partnering with a diverse supplier network, ensuring economic inclusion and innovation.

## Partner Business Resource Groups (PBRGs)

At Cintas, partners are considered the best resource. The company fosters integration and professional development through Partner Business Resource Groups, designed to enhance leadership skills, expand cultural awareness, and promote diversity.

Simply put, Cintas stands as a steadfast partner for businesses seeking excellence in safety, sustainability, and inclusion. With a rich history, a commitment to innovation, and a vision for a better tomorrow, Cintas is more than a service provider—it's a partner in shaping a better workday for businesses across North America.



# JobsOhio Funding Opportunities



Small Nation presented with JobsOhio in September at the American Planning Association Ohio Conference in Columbus about some important programs that JobsOhio offers to smaller and mid-sized communities in the state. Economic development isn't just for the big cities and suburbs - JobsOhio recognizes that small, rural communities need resources too that help them attract private investment

and create new opportunity. Two of these programs include their Planning Grant and Vibrant Communities Grant.

The Project Planning Grant program helps offer targeted technical assistance to address gaps in capacity and expertise. This grant is a matching grant up to \$20,000. We at Small Nation have previously used this grant for our Historic Opera Block project, using the funds to work with our architecture partners Revival Design Collective to develop a feasibility study that has now led to over \$2 million in private investment.

The Vibrant Community Program helps distressed communities implement economic development projects that are catalytic in nature to attract even more private investment and create new jobs. This matching grant up

to \$1 million is specially made for small and medium-sized communities throughout the state.

These are invaluable resources offered by JobsOhio that are worth pursuing if your community qualifies. Shout out to Lori Minnich of Riverside Ohio and Phil and Chad Downing of Downing Community Advisers, for sharing some amazing work and to Kristi Tanner and Hannah Baumgartel of JobsOhio for doing a great job organizing this panel. Contact JobsOhio for more info.



## Podcast Season 2

The Small Nation Podcast is now into Season 2! Over the past 15 months, we have shared conversations with entrepreneurs and economic development experts, marketing professionals, real estate developers, architects, and even government leaders, all featuring stories, tips, and guidance about small business, economic growth, and revitalization in small towns. We've completed 50 value-filled episodes and are getting ready to move forward with an even better Season 2.

The Small Nation Podcast listener base is a unique, niche group of people who have an interest in small towns

and small business success. They listen to our podcast to gain valuable insights from our experiences and our guests' expertise. By discussing our combined stories, we can help others learn and grow in theirs and bolster the success of small towns in the process.

As one of the fastest-growing podcasts in the small business category, the Small Nation Podcast can also bring value to advertisers like you. By becoming a sponsor, you can join our mission to help small towns succeed, and your brand will be exposed to thousands of potential customers.

We have several sponsorship packages available, with options to meet any budget and marketing goals. Our goal is to create a long-term partnership with our sponsors that will lead to meaningful success for both parties.

If you'd like more information about becoming a Small Nation Podcast sponsor, please reach out to [ethan@smallnationstrong.com](mailto:ethan@smallnationstrong.com)! Thank you for considering sponsorship and for helping small towns grow!



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# SMALL NATION™



# PODCAST

The Small Nation Podcast is available on



and other major podcast platforms.

# SPONSOR THE SHOW

## TITLE SPONSORSHIP

Sponsor a season of the Small Nation Podcast. A season consists of 50 full length episodes. Sponsor's branding will appear in podcast art such as thumbnails and cover images. The sponsor's name will also be included in the show's intro for that season (ex. The Small Nation Podcast brought to you by -).

## SPONSORED EPISODE

Want to come on the show? Send us what you would like to share with our audience. Upon approval, a representative of the sponsor will be scheduled as a guest for a dedicated episode around a themed topic or offering.

## AD SPOT

30 second host-read ad. Each episode will have up to two 30 second ad spots. Ad can be written by sponsor for approval by Small Nation.

## STUDIO RENTAL

The Small Nation Podcast is filmed in Opera Suites by BUILD in the Historic Opera Block. This space is available for rent for other podcast or content creation.



**Jesse Lear**  
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**Cally Lange**  
Founder & Principal  
Architect at Revival Design

**To sponsor the Small Nation podcast**  
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# Behind the Scenes of Rainbow Row with Revival

Recently, Small Nation had the honor of chatting with members from Revival Design Collective—specifically, CEO + Principal Architect, Cally Lange, and Digital Design + Media Manager—to discuss Downtown Bellefontaine's Rainbow Row project, and how their team helped to bring it alive.

**Small Nation:** How did you come to work on the Rainbow Row project?

**Revival:** Revival and Small Nation have collaborated on dozens of projects over the past several years. We have such a fun and efficient working relationship, so partnering on this project was a natural fit.

**Small Nation:** Why did you want to be a part of this project?

**Revival:** We all love a good underdog story, and that's exactly what the Rainbow Row building in downtown Bellefontaine was. This architectural beauty, one of the oldest structures in the area, had fallen into a sad state until Small Nation saw its potential. We were particularly excited about the vision for it—to create a creative-focused environment that would revitalize the neighborhood on West Chillicothe. This was a departure from the restaurant, workplace, and loft projects we executed with Small Nation in the past, as it was entirely focused on creatives. It aimed to create maker-centered retail environments and fun, funky short-term rental apartments above for people to enjoy themselves downtown.

**Small Nation:** Can you please describe the work you did for this project?

**Revival:** We started this three-year journey by designing a strategic renovation plan for the building. We aimed to maximize the 8,000 square feet by efficiently laying out the five commercial storefronts and seven short-term rental lofts. Revival was involved in every aspect of the planning, from the floor plans to the finish selections to the signage design, ensuring we kept the building's historical charm intact. We also created a brand identity system for the entire structure, resulting in design cohesiveness and giving it a greater sense of place and personality in the neighborhood. When construction began, we also took on the task of construction administration.

**Small Nation:** What were some of the most rewarding, exciting, and challenging parts of this project?

**Revival:** This project was a vital part of bringing vibrancy to West Chillicothe. The area is a major pedestrian thoroughfare, with a public parking lot situated behind the main street storefronts. Many people visiting to eat, shop, or work downtown have passed this dilapidated



structure with so much potential for decades. But now, as part of their journey from the public parking lot to Main Street, they see this amazing building and can pop in the shops along the way. It was incredibly exciting for us to take this historical gem and use paint to highlight the intricate details that went unnoticed. Our color palette was also a deviation from the norm for historic downtown buildings. The level of trust and guts that Jason (Duff) had to paint this building with so many wild colors speaks volumes—not too many clients would say yes to such a bold idea. The risk paid off! We'd also like to note that the branding (one of our hidden talents) was vital in shaping a new personality for Rainbow Row. Being creatives ourselves, the challenge of crafting a non-traditional, out-of-the-ordinary brand with creatives in mind was something we connected with. Our main goal was to bring the community together, and we felt that through branding, we helped bring liveliness and inclusivity to the area. We're proud of the work we did in shaping Rainbow Row's unique identity, and we're excited to see how it continues to positively impact the community. Some of the more challenging parts of this project centered around accessibility, flexibility, and structural issues within the building. The bones needed work—in addition to addressing water damage to the roof and floor framing, every window and door needed to be replaced, along with all the roofing, just to get the building sound. We also had to address a huge accessibility challenge, resulting in creative problem-solving for the storefront entries. The building originally had teeny-tiny steep concrete stairs to reach each storefront—not ideal for retail—plus, the public sidewalk out front was narrow. So, our team created the concept of combining all five storefront entries into an elevated front porch with one handicap-accessible ramp

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## — Behind the Scenes *from Page 7*

shared by all storefronts. This required a huge amount of collaboration between the city of Bellefontaine, Small Nation, and Revival.

**Small Nation:** What does Rainbow Row mean to Revival?

**Revival:** Rainbow Row is the quintessential example of a project we are passionate about. We love to bring life, excitement, and optimism to communities. This project has been one of our most ambitious collaborations with Small Nation, not just because of the number of tenants but also because of its poor state before we took it on. However, it has been incredibly transformative for the West Chillicothe area of downtown. We aim to guide this kind of development. Our services are valuable for Small Nation and other real estate developers as we help determine the highest and best use of oftentimes complex historic downtown buildings. With projects like Rainbow Row, we assess the location, evaluate potential code challenges, brainstorm to identify the best uses, consider the community, layout, and the type of people who would benefit from the space, and explore how it could change and improve the entire town. We help discover the profitable possibilities for the developer, the tenants, and the community. Rainbow Row is just the start. As it and the brands within it grow and evolve, the building will become an integral part of the community.

We hope it will be a symbol that encourages everyone to come together in new ways, express themselves, and inspire togetherness. Rainbow Row is now part of an incredibly creative, inclusive corridor on West Columbus Street in Downtown Bellefontaine.

**Small Nation:** What do you hope for the residents of Bellefontaine, as well as out-of-towners, to get from Rainbow Row?

**Revival:** We hope that locals feel the impact of this revitalization in their everyday lives. Rainbow Row storefronts are the perfect size for creative entrepreneurs searching for an affordable space with a small footprint. We also hope there's a greater connection between locals and the downtown area—to know the history of the building and to walk in the footsteps of the people who built, lived, and worked in these structures creates a sense of belonging and pride for the community. Throughout this project, we tried to keep in mind how we could create a welcoming and inclusive environment for locals and visitors alike. Anyone can see the richness revitalized historic structures can bring to their community, and it doesn't have to be a one-size-fits-all solution. The unique and bold brand is meant to make it a place where everyone feels accepted and valued—there's an experience waiting for everyone at Rainbow Row.

# Rainbow Row Bellefontaine Recognized with Excellence in Design Award

November 13, 2023 - Revival Design Collective, Small Nation's architecture and design partners, were recognized by the American Institute of Architects – Dayton chapter with a Merit Award for Rainbow Row Bellefontaine on November 10, 2023. The Focus on Design Awards Celebration, hosted at the Steam Plant in downtown Dayton, was established to promote and focus attention on architecture firms producing high quality and high-performance design.

Rainbow Row Bellefontaine is a five-storefront historic building in downtown Bellefontaine purchased by Small Nation in August 2021. After emergency and structural repairs were completed, Small Nation partnered with Revival to lead the architecture and design work for the project, paying homage to the original Rainbow



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## — Rainbow Row from Page 8



Row in Charleston, South Carolina. Construction on the project was completed by Level MB Construction in August 2023 and now features five new businesses and seven new short-term rentals upstairs. Small Nation and Revival have also teamed up on projects such as the Syndicate and the Flying Pepper Cantina, both of which have also been recognized by AIA – Dayton.

The American Institute of Architects recognizes projects based on its Framework for Design Excellence. Rainbow Row Bellefontaine was designed under the principles for economy and integration. Once a building sitting empty, it is now full of businesses in versatile and adaptable street-level storefronts with short-term rental units encouraging growth and tourism in the community. The color palette is distinguishable but cohesive, reflecting the uniqueness of each business. The porch railing design adds pineapple finials on the rail caps, reflecting the hospitality and city symbol of Bellefontaine.

“The concept of downtown revitalization may traditionally describe the long-term efforts and planning required to make incremental improvements in the streetscape of dense metropolitan areas and urban cores but feels equally appropriate for characterizing the transformation achieved in a single intervention by the design team behind Rainbow Row,” said Evan Sack of AIA Central Oklahoma and Chair of the award selection committee. “The bright color palette is striking in its vibrance, tasteful in the selected accent color pairings for each section, and still reverent to the historic bones beneath. While the exterior is impressive in its own right, the

transformation achieved is made even more compelling on review of the pre-construction existence of this once neglected piece of Americana main street. The new life given to this historic structure, and the downtown of Bellefontaine is a testament to the vision, determination, and passion of the Rainbow Row design team.”

In the street level spaces, four new retail businesses have opened in Rainbow Row including the Craft Emporium, a craft beer and wine shop, Candy Craze, a fun and colorful candy store, Rush Creek Art Studio, offering classes and supplies for all skill types, and Eden Haus, a unique and diverse plant store. The Salty Swan Studio also opened as a luxury tattoo studio. Upstairs, the Flats at Rainbow Row, seven fully-

furnished and beautifully-curated short-term rentals, are available to rent on Airbnb and VRBO.

“The Rainbow Row Bellefontaine project is a Small Nation and Revival collaboration at its best, striking just the right balance between paying homage to the past while injecting new life and creative energy on West Chillicothe, ensuring a prosperous future for downtown Bellefontaine,” said Cally Lange, Owner and Principal Architect of Revival.

Revival Design Collective is headquartered in Coldwater, Ohio. In March 2022, they opened a second office in the Historic Opera Block of downtown Bellefontaine.

Jason Duff, Founder and CEO of Small Nation, joined the Revival team in attendance on Thursday.

“It was an honor to celebrate this achievement with Revival last Thursday night,” said Jason. “This is a juried competition for national architects and a huge recognition for such a unique historical revitalization project. Thank you to Cally and Tim Lange, Lauren Knapke, and the whole Revival team for their contributions in making the project possible. Thanks also to our amazing contractors who made our plans happen.”

Rainbow Row Bellefontaine is located on W. Chillicothe Ave. in downtown Bellefontaine. To learn more about the project and its businesses, visit [www.rainbowrowohio.com](http://www.rainbowrowohio.com) or [facebook.com/RainbowRowBellefontaine](https://facebook.com/RainbowRowBellefontaine).

# Small Nation Recap 2023

We had another year for the books at Small Nation, with new businesses, completed projects, travels around the country, and more in 2023. As we look ahead to 2024, we'd like to take some time to look back at all of our team's successes over the past year.

🔦 This year, we welcomed **13 new businesses** to Downtown Bellefontaine. These businesses found new homes in Rainbow Row Bellefontaine, the Historic Opera Block, and more throughout our town. A big congratulations and welcome to:

**The Craft Emporium**  
**Honestly Clean**  
**Rush Creek Art Studio**  
**Candy Craze**  
**The Flats at Rainbow Row**  
**The Salty Swan Studio**  
**Hodson Energy**  
**Indigo and Lace Photography**  
**One-Eyed Cookie Lab**  
**Decode Zone**  
**Eden Haus**  
**The Naked Goat Bath & Body**  
**Triple Moon Design Studio**

🔦 Our outdoor advertising division, COMSTOR Outdoor, built **4 new billboards**. These new faces are high visibility and are located at the perfect location on US-33 outside Lakeview, Ohio. While they are all sold right now, we are currently holding spaces on a waiting list for anyone who may be interested in a Spring marketing campaign.

🔦 The Small Nation team hosted our **first annual Small Nation Golf Scramble!** This team building



activity brought the whole team together, which doesn't happen very often, for a day of sharing company updates, comradery, and, of course, golf. Congratulations to the team of Jason, Dale, Nick B., and Nick D., for winning the trophy!

🔦 In June, our team traveled to Washington, D.C., **to advocate for small businesses** in Bellefontaine and around the country. We met with the Small Business & Entrepreneurship Council, U.S. Chamber of Commerce, both the House and Senate Small Business Committees, and more as we pushed for small business-friendly policies in our nation's capital. We did some great sight-seeing as well, as many of our team members were visiting for the first time!

🔦 We welcomed **2 new team members** to Small Nation this

year. In January, Nick Bozman joined our sales team. Over the summer, Zak Wirick joined the maintenance team. They have both been invaluable members of the company and we are thankful to have them!

🔦 **Speaking engagements** have brought us to:

Naples, Florida, for the Touchstone Energy NEXT Conference

Columbus, Ohio, for the American Planning Association - Ohio Annual Conference

Brandon, South Dakota, for the Sioux Metro Annual Growth Summit

Dayton, Ohio, for the I-70/75 Economic Development Association Annual Meeting

And many more!

— cont'd to Page 11





Our consulting division has been working to share our Small Town Success Formula across the state and country, working in:

**Somerset, Ohio**  
**Germantown, Ohio**  
**Mt. Sterling, Illinois**  
**And more!**

Small Nation projects have won 2 awards this year! The Downtown Bellefontaine Historic Walking Tour program was awarded an honorable mention by Heritage Ohio for Best Downtown Placemaking. Our architecture and design partners at Revival Design Collective were recognized by the American Institute of Architects – Dayton chapter with a Merit Award for Rainbow Row. We are so honored for these recognitions!

The Small Nation Podcast has reached over 56 episodes! I never imagined I'd get one episode out, let alone this many. Season 2 has already begun and you can listen to new episodes at [smallnationstrong.com/podcast/](http://smallnationstrong.com/podcast/)

And finally, working with our amazing partners, contractors, and team members, we have officially completed Rainbow Row Bellefontaine and the Opera Suites by BUILD! These two projects are both beautiful in their own right and are amazing assets to have in Downtown Bellefontaine.

We at Small Nation have so much to be thankful for and that starts with you - our tenants, vendors, partners, and friends who continue to help and support us as we work to make our Downtown Bellefontaine community and communities around the country a better place.

## TRUSTED BUSINESS PARTNERS

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# Office Notes

## MAIN STREET MARKETING NEWS

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