

*Welcome to Our 2013 MACC Board of Directors*

**Donn Schafer, MACC's Chairman of the Board**

Donn joined the Chamber Board in 2008 and has been our Board Treasurer.

Donn is a Marietta native and a graduate of the Ohio State University. He returned to Marietta and joined Settlers Bank in 2002 and last fall was named President and CEO.



He and his wife Melissa have two sons, Maxwell and Jacob.

Many thanks to **Colleen Cook, Attorney with Theisen Brock**, who ably served this past year as our Board Chair. Her insights and leadership contributed to a successful year.

It is always with a tinge of sadness that we bid adieu to:

**Tom Betz, Peoples Bank, 2005—2013**  
 served most recently as our Past Chairman.

**Steve Porter, The Career Center, 2008-2013**  
 served on Exec Committee - Member Services/Benefits

Other directors who are leaving the Board include:

- **DeeAnn Gehlauf, Memorial Health System, 2007-2013**
- **Marty Hansel, Skuttle Manufacturing, 2009-2013**
- **Wally Kandel, Solvay Specialty Polymers, 2007-2013**
- **Mike Williams, Documents Solutions, 2008-2013**

*Thank you!*

For the full list of the 2013-2014 Board, please see page 2.



PLATINUM LEVEL  
 SUSTAINING MEMBER

Call the Chamber for more information about our Sustaining Member Package.



MACC's 98th Annual Meeting Dinner is March 11, 2013! Here's a photograph of just a small portion of the crowd in attendance. It's been described as the Who's Who of the Mid-Ohio Valley Business Community. Hope to see you there!

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**David Bricker**  
 GM, Hampton Inn  
 Microtel Inn and Suites

David has lived in Marietta since 2005. David is active in Noon Rotary and is a club past president. He is a graduate of Otterbein College with a BA in Liberal Arts. He and wife Sharon are quite busy with their family of ten children.

**Dr. Bradley Ebersole**  
 President  
 Washington Stat Community College

Brad and his wife Gail live in Marietta. He also serves on the Southeastern Ohio Port Authority Board. His Ph.D. and M.A. are from University of Maryland, B.S.-Virginia Commonwealth U., and A.A.—Catonsville Community College.

He lives in Marietta with his wife .



**Stephen P. Smith**  
 President, Selby General Hospital

Steve joined Selby and the Memorial Health System in 2008. Prior experience was at Sistersville and Camden-Clark Memorial. He has his undergraduate degree in Finance from West Virginia University and his MBA from Marshall University.



**Richard Stafford**  
 EVP of Sales & Marketing, Peoples Bank

Rick resides in Marietta with his wife Lisa and teenage daughter Kendall. He earned his BBA Management—Adrian College, an MBA—Walsh College, and attended the ABA Graduate School of Banking at Georgetown University.



**Mark Morris**  
 Vice-President & General Manager  
 JD Byrider

Mark attended Middle Tennessee State majoring in Biology & Indiana Wesleyan University majoring in Business. He is a Marietta Morning Rotarian and also on the ReStore Marietta board, now serving as the past president.



## From the Corner Office

March Madness hits your Chamber every year as we prepare for the area's largest business party.

March 11 is the date of our 98th Annual Meeting Dinner of the Chamber. Truth be told, we actually have a few more years of annual meeting history if we go back to our founding in 1887 as a board of trade. While I can't tell you what the atmosphere was like back in the early 1900's, I do know that this event is the largest gathering of business people in the Mid-Ohio Valley and one of the top five largest in Ohio.

Recently, a Congressional aide described the dinner as a gathering of the "Who's Who" in southeastern Ohio. We agree!

We are all excited about our Don Mann, our keynote speaker. He is humble, enthusiastic, and clearly a man who lives life to its fullest and a man who is a true American patriot and hero.

The new health care reform law is already impacting the benefits landscape, but some provisions will not take effect until 2014. There are steps companies can take now to better position for these changes. The Chamber is pleased to offer you an opportunity to learn about the new rules and regulations and what you need to do.

### HEALTHCARE REFORM SEMINAR WHAT EMPLOYERS NEED TO DO NOW

Friday, March 1, 2013  
3 pm-5 pm

Washington State Community College  
Main Building—Community Room

**Featured Speaker: Mark Schwendeman, Schwendeman Agency**

SPECIAL MACC Member Benefit—A fantastic Constant Contact discount.

If you prepay for six months you receive a 20% discount; if you prepay for a year you save 25%. Already using Constant Contact, you still qualify for a savings. Send an email to [info@mariettachamber.com](mailto:info@mariettachamber.com) and we'll send you the link to sign up.



It's also the night when we honor community members for their achievements and service. It's such fun to surprise these dedicated men and women.

Thanks to the MACC members who are helping make this evening successful through their sponsorships. Surrounding the track inside MC's Dyson-Baudo Rec Center you will find more than forty business exhibits. This is a chance to find a new customer, a new supplier, a new product or service, or just a chance to catch up with a few friends.

The MACC team and our volunteers are working hard to make this a wonderful evening and we look forward to seeing you on March 11.

*Charlotte Keim*  
740-373-6256  
[keim@mariettachamber.com](mailto:keim@mariettachamber.com)

#### 2013-2014 MACC Board

**Donn Schafer, Chairman of the Board**  
Settlers Bank

#### Executive Committee

**Colleen Cook, Past Chair**  
TheisenBrock

**Kin Brewer, Treasurer**  
Food 4 Less

**Dan Harrison, Business Advocacy**  
Harrison Construction

**Beth McNally, Education**  
Marietta College

**Terry Rataiczak**  
**Communications & Technology**  
Kinetic Networking

**Terry Tamburini**  
**Economic Development**  
Southeastern Ohio Port Authority

#### Directors

**Ken Bowen**  
Americas Styrenics

**David Bricker**  
Hampton Inn

**Dr. Bradley Ebersole**  
WSCC

**Mark Morris**  
JD Byrider

**Rob Schafer**  
Schafer Leather

**Steve Smith**  
Selby Hospital

**Rick Stafford**  
Peoples Bank

**David Vandenberg**  
Microbac Laboratories

#### MACC Staff

**Charlotte Keim, CCEO-AP**  
President

**Carrie Ankrom**  
Program & Events Manager  
MOV Safety Council Manager

**Cody M. Frye**  
Member Services Manager

**Crystal Thomas**  
Administrative Assistant

**Candi Heiss**  
Better Bookkeeping Services

**Charlotte Kuehn, RSVP Volunteer**



# Mid Ohio Valley Safety Council

## BWC offers safety services at no additional cost

*Offerings included in your Ohio workers' comp premiums*

Looking for additional safety resources to help protect your workers in Ohio?

The Ohio BWC provides workplace safety services and programs *at no additional cost* to your company – they're included in the premiums you already pay for Ohio coverage.

From training to on-site consulting services and safety programs to grants, our Division of Safety & Hygiene is available to help you prevent workplace accidents and injuries. We have a veteran staff of safety and health, industrial hygiene and ergonomics professionals who provide consultation and training for your company, either on-site or at a BWC office near you. In the end, your company can save money and, more importantly, save lives.

Also, our annual **Ohio Safety Congress & Expo** – the foremost occupational safety and health event in the Midwest – is coming to the Greater Columbus Convention Center **April 9-11**. This event features informative speakers, more than 150 educational sessions and a dynamic Expo Marketplace.

### Did you know...

Ohio law mandates that the workers' compensation liability of any non-complying subcontractor is transferred to the general contractor.

To avoid assumption of liability, BWC reminds you to ensure each subcontractor you use has valid Ohio workers' compensation coverage. Doing so protects your company from unexpected claims and premium billings for subcontractors without coverage, and it's the right thing to do for workers.

### You Are Invited To Attend The 2013 Safety Training and Expo

Wednesday, March 27, 2013  
7:30am-4:15pm

John Glenn High School  
13115 John Glenn School Road  
New Concord, OH 43762  
(740) 826-7641

- Attending half day OCOSSH sessions can earn you half day loss prevention activity credit for BWC's Industry Specific Safety Program (ISSP).
- Attendance at both half day presentations could earn your company one activity credit.
- Attendance at these two sessions will also help your company meet BWC EM Cap (March 31 deadline) and One Claim (June 30 deadline) program requirements. Ask your assigned BWC rep with questions.
- Attend two one-hour sessions to meet the two hour group rating credit.
- Members of safety councils may earn one external training credit in the BWC Safety Council Rebate Program. Maximum of one external training credit per company.

Cost is \$30 for Participants and \$95 for Exhibitors.

Contact the Cambridge Area Chamber of Commerce at 740-826-7641 for more information.

### Mark Your Calendars for the Upcoming MOVSC Meetings

Wednesday, March 20  
Topic:

**"What To Do In An Emergency  
Until Help Arrives"**

Speaker:  
**Marietta Fire Department**

Sponsored By:  
**Washington State Community  
College**

Wednesday April, 17  
Awards Banquet

Topic:  
**"Drug Use: How it Affects the  
Community"**

Speaker:  
**Chief Deputy Mark Warden,  
Washington Co. Sheriff's Department**

Sponsored By:  
**Thermo Fisher Scientific**

**Location For All Meetings:**  
Marietta Country Club  
705 Pike Street, Marietta, OH  
Registration: 11:30 am  
Program: Noon to 1 pm

Cost: \$12 includes lunch  
RSVP: 740-373-5176  
Email: [info@mariettachamber.com](mailto:info@mariettachamber.com)

**Safety Is Not  
Expensive,  
It Is Priceless!**



**Ohio Safety Congress & Expo 2013**  
**April 9 to 11**  
Greater Columbus Convention Center

## Insurance: Planning for Your Funeral Costs

Insurance – it protects our homes, our cars, our health, our lives and even our deaths. There are policies for nearly every life event. Insurance has you covered, right? Maybe.

We seldom review our coverage against what we need today compared to years or decades earlier when we first took out a policy. This year let's resolve to review some of the types of insurance many of us have: life insurance, funeral trusts, disability, and long-term care insurance.

My brother, Bill, lived and worked in Connecticut until his retirement. While raising their family, Bill took out a life insurance policy while his wife Sheila took out a pre-paid funeral package to help with their final expense.

Years later Bill and Sheila have moved several times and are now living in Texas near their daughter and grandchildren. The life insurance policy and pre-paid funeral policy most likely are not the best method for covering those final costs. Bill's life insurance carrier usually will require a copy of the death certificate. Sometimes it may take weeks to obtain a death certificate, which delays payment.

A better policy for Bill is a funeral trust policy, which is generally electronically payable within 48 hours after receiving a phone call from the agent.

Sheila's prepaid funeral package is only good at the funeral home in Connecticut, so the family will incur additional costs to return to Connecticut to use that pre-paid package.

Advantages of the funeral trust include:

- (a) Eliminate the cost and trouble of having to transport the deceased person to where the services were purchased;
- (b) Speedy payment to the funeral home plus your ability to select another funeral services provider should the original not be in existence when you need them;
- (c) Any funds not needed for the final arrangements will go to the named beneficiaries.

Some issues need to be clarified if you desire a funeral trust. First, verify with your estate attorney and insurance agent if your potential policy will qualify with Medicaid "spend down" requirements concerning one's assets; and, secondly, determine if the revocable or irrevocable funeral trusts best meets your needs.

Buying the right coverage starts with sharing with your agent your goals. Your insurance agent will lead you through an analysis of your family financial needs and answer your questions. The policy goes through an underwriting process with the insurance provider to establish the final premium offer. This process is your opportunity to understand exactly what the policy will cover and will help you determine how much and what type of policy best meets your needs, today and tomorrow.

It is wiser to find out than to suppose.

— Mark Twain

### QUIZ:

#### Do you know who owns US Taxable Fixed Income Market?

US Investors directly and indirectly (i.e., 401k/funds) own 18%; The FED and foreign owners account for almost 40% of ownership; and Insurance Firms, Banks and defined benefit plans own the rest.  
(source: BlackRock Feb. 2013).



## Keim Financial Services



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## Business Tips: Looking for Good Employees?

Ask SCORE article, abridged by SCORE Volunteer Bib High

Nearly two-thirds of new jobs are generated by small businesses. Consider these tips for both your hiring goals and strategy for achieving them.

### Is adding staff cost-effective?

Reformulating processes or rearranging current employee responsibilities may be all that's necessary, for the short term, without overburdening your current workers. Ask your employees for ideas!

**Assess alternatives** - Creating part-time positions may provide added flexibilities. Temp agencies can help with doing the screening work for you. Independent contractors and outsourcing may also be the answer.

**Define the job** - Carefully consider the job's direct and associated responsibilities. Be careful with general titles such as administrative assistant or sales clerk. Be reasonable about your expectations. Too stringent, and you limit your available talent pool; too low and you may be deluged with unqualified applicants.

**Compensation counts** - People still expect a fair wage for a fair day's work. Your local Chamber of Commerce, employment bureaus, and professional associations can help determine appropriate wages and benefits. Also study comparable jobs in the area to determine prevailing wage rates.

**Attract attention** - Go to where the potential candidates are. Options include advertising in the local newspaper, websites, signs in your store, around the neighborhood, or at nearby schools and colleges. For jobs requiring specialized skills, consider trade magazines, industry-specific job banks, employment agencies, suppliers, customers and your current employees.

For more ideas, call a Mid-Ohio Valley SCORE volunteer at: 740-373-5150, or visit [www.score.org](http://www.score.org)

## Get the Chamber Connection!

### Welcome New MACC Members

**Stonegate Construction**  
1378 Way Road  
Belpre, OH 45714  
740-423-9170

**Alan Littman, Primary Contact**

**Puzzle Piece Quilt Shop**  
212 Front Street  
Marietta, OH 45750  
740-374-6650

**Carol Hill, Primary Contact**

**McClinton Chevrolet Rep. Donna Dolbow**  
204 Coventry Road  
Marietta, OH 45750  
740-885-0337

**Sleep Green Ohio Valley**  
207 Walnut Drive  
Marietta, OH 45750  
740-706-9572

**Steve Ragan, Primary Contact**



**An Extra Business After Hours!**  
Thursday, March 21  
5—6:30 pm

**House of Wines**  
4339 State Route 60, Marietta

\$5 Special Member Price  
\$10 General Admission



Professional Women's Roundtable

Wednesday, March 27  
11:45am — 1 pm

**"Stress Reduction"**  
with Dr. Jennifer Dennis  
Back 2 Back Chiropractic  
and Wellness Center

Location: daVinci's  
\$10 Special Member Rate  
\$15 General Admission

NetStorming:

Interested in Hiring an Intern?

Panel Discussion to Help Area Employers Find & Work with Interns

Tuesday, March 5  
Noon—1 pm

Over the Moon Pub and Pizzeria  
\$5 per plus your meal.

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# MACC's 98th Annual Dinner Meeting!

## Platinum Sponsor



## Media Sponsors



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## LAST CALL...to get your tickets for our Annual Meeting Dinner on March 11, 2013!

Where else can you meet over 500 business & community leaders in the Mid-Ohio Valley? Don't miss out on the largest business event of the year!

Call Today to RSVP 740- 373-5176.

### Bronze Sponsors

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- Grae-Con Construction
- Hampton Inn
- Heartland
- Horizon Telecom
- Marietta Family YMCA
- Marietta Occupational Health Partners
- Marietta/Washington County Convention and Visitors Bureau
- Marietta Wine Cellars
- Moran Construction
- Noe Office Supply
- Pepsi Bottling Company
- Pickering Associates
- Rumpke
- SMC Communications
- Swiss Valley Associates
- Triad Engineering
- Washington County Career Center
- Washington Electric Cooperative

### New Member Sponsors

- daVinci's
- Branch Banking & Trust
- Grande Point Conference Center
- Hicks Outdoor Advertising
- Jennifer Garrison, LLC/Southeastern Ohio Landowners Associations
- Marketeers
- MedExpress
- Olde World Rug Washing Company
- Skuttle Fabricating
- Thrive Café and Catering

## MACC Ambassadors Visit!

The MACC Ambassadors were out and about in February visiting businesses in the Mid-Ohio Valley:

- American Red Cross
- Berdine's Auto Service
- The Betsey Mills Club
- Colegate Woods Veterinary Hospital
- Material Difference
- Schultheis Insurance Agency
- Stoked Coffee

Want to see more Ambassador pics? Check out our Facebook page!



Roberta Haight, owner of Colegate Woods Veterinary Hospital (Center) is flanked by MACC Ambassadors Denise Thacker, Sharon Hoffee, David Sams and Mona Barrett.



Linda Lewis, Executive Director of the Betsey Mills, (Middle Right) is surrounded by MACC Ambassadors Neil Parsons, Joan Zoller, and Dr. Jennifer Dennis.

## Members Explore Campus Martius Museum At February's BAH

MACC members and friends enjoyed a delightful Valentine's Day at the Campus Martius Museum. It was networking plus a chance to view the many exhibits. Guests enjoyed visiting the Rufus Putnam House.

Looking for a unique venue for your next event, try the Museum. Call 373-3750 to make arrangements.



Julie Berger, Mancan, savors a chocolate covered strawberry.

Yummy appetizers were from the Valley Gem—thanks to JJ Sands!



Jean Yost, board director at the Museum, welcomes BAH guests Roy (United Rentals) and Beth Marshal.



Above: Steve Ragan, new MACC member, takes a moment to explain his business, Sleep Green Ohio Valley

Left: Randall and Patty Perry of Perry & Associates with Larry Hall, Baker & Baker.

### HARRIS WINS BIG at BAH!

Sandy Harris, Noe Office Equipment, was all smiles when we called his name at February's BAH. He won a door prize first and stayed around to hear his name again and collect the jackpot of \$500 in Marietta Bucks! Sandy recently returned to the Mid-Ohio Valley from duty as an Army Reservist—we can't think of a more deserving fellow.

At the March 21st BAH at the House of Wines, the jackpot will be \$100 of Marietta Bucks.



**Marietta Bucks encourage shoppers to buy at our local stores. Give Bucks as incentives at work!**