

Date: March 9, 2015  
Time: 5 pm—9 pm  
Place: Dyson-Baudo Rec Center,  
Marietta College

Make your reservation and join us in  
welcoming:



**Bill Rancic**

**2015  
Keynote  
Speaker**

Successful entrepreneur Bill Rancic founded Cigars Around the World in a studio apartment. Today Bill is easily recognized as Donald Trump's first winner of *The Apprentice*.

Author of *You're Hired: How to Succeed in Business and Life* from the Winner of *The Apprentice* and more recently *Beyond the Lemonade Stand*, Bill and his wife Giuliana co-authored *I Do, Now What?*, with his wife, Giuliana Rancic offering suggestions on topics such as communication, trust and jealousy, quality time, friends and in-laws, fighting fair, and sex and romance.

Reservations may be made by calling MACC at 740-373-5176. Tickets are \$50 per person.

If your company would like to be a sponsor, please ask for Carrie to find out how you can support MACC and be an exhibitor at the 100th Annual Meeting. Last year more than 800 people attended—a great showcase for your products and services.

**1915—2015**

**Celebrate 100 Meetings of Your Chamber of Commerce**

What is 128 years old yet celebrating a 100th Anniversary?

The Chamber's roots go back to 1887 when the Board of Trade was founded. At the annual meeting of the Board of Trade on May 12, 1915, the members agreed to incorporate as a Chamber of Commerce. In 2015 the Chamber of Commerce will celebrate our 100th Annual Meeting Dinner.

You are invited to join us for this special evening honoring our past and looking forward to another year of promoting business interests in throughout the Mid-Ohio Valley. It will be a night to remember.

**Thanks To Our Platinum Sponsors:**

**Artex Oil Company**

**J.D. Byrider**

**Peoples Bank**

**Pioneer Group**

*A full listing of this year's sponsoring companies is on pages 4-5.*

**Local Citizens To Be Honored  
at MACC's 100th Anniversary Annual Meeting**

Each year individuals from our community are honored for their contributions. Last year George Broughton was named the MACC Business Leader of the Year for his business and economic developments success plus his contributions to improving Marietta for the youth.

The Gabe Zide Citizen of the Year award went to Charlie Schob, whose contributions to our youth and the beautification of our city would fill nearly an entire edition of this publication.



Shown with Charlie is Dave Haas, a past recipient of both the Business Leader and the Citizen of the Year awards.

Other awards announced at the Annual Meeting Dinner are the Betty Hadler ZONTA Woman of the Year and the Washington County Agriculture Award.

Come and find out who will be honored in 2015.

**Join in the Celebration!**  
**March 9, 2015—MACC's 100th Annual Meeting**



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MEMBER

## From the Corner Office

It was the summer of 2002 that I accepted the position as President of the Marietta Area Chamber of Commerce. My vague definition of a chamber was "an association of local businesses offering information about the community." I certainly did not know all the programs and services of a Chamber of Commerce.

Since then I've learned a lot more about the my role and about the role of the Chamber in our community. The daily job is all about our member businesses. It is providing phone numbers or confirming a storefront exists for those ordering online. We answer questions about which shop sells boots, where a group of 50 business people meet, or which realtor has listed a building on Colegate Drive. We answer questions about the population, the average annual income, tax rates, average rental costs, air quality, rail access and bus lines. We also get 500 inquiries annually from people or companies thinking about relocating to our region. Then there are the unusual inquiries about fishing conditions or the harvest date for local tomatoes.

Providing opportunities for area businesses to connect with each other is an active art of the Chamber. Why buy your supplies from a supplier in Iowa when there's a company in the Mid-Ohio Valley with the same goods?

Encouraging business-to-business transactions is important but so is encouraging shoppers to visit our local retailers. Over the past decade the Marietta Bucks program has kept nearly \$2 million in our local economy.

With cost-savings programs for healthcare, workers' comp and safety council discounts, the Chamber has a positive impact on the bottom line.

Most importantly, the Chamber speaks out for business interests. For building a stronger economy today and tomorrow. It is about building a community of business folks, who work through the Chamber to change the status quo, to collectively work on the needs of the area, whether it is education, transportation, legislation, the Chamber is strong because of its members.

The Chamber staff is proud to be working for our business members and for our community. We are focused on leaving this place better for the next generation. We appreciate all you do to help us help your business and many other businesses in this river valley.

*Charlotte Keim*

keim@mariettachamber.com  
740-373-6256

## From the Archives...1963

**Forward Marietta** proclaimed the Marietta Area Chamber in celebrating Marietta's 175th anniversary. The Chamber stated, "The order of today is Forward...into the world of tomorrow. We have come far in the time span between the sailing ship and the moon rocket. Today we are on the threshold of a new era which can most generously reward our dedicated efforts to build a better world for all. To the fulfillment of this bright promise, let us move forward with steadfast purpose and sustained confidence."

Board of Directors in 1963 were: William McKinney R. Hobart Morris, J.A. Palmer, James F. Williams, and Robert Edwards as officers.

Directors included John Barry, F. Graydon Bay, Neal Boyce, F. Leonard Christy, Charles Cummings, Max Farley, Richard Hill, S. Durwood Hoag, Robert E. Richardson, Hayward W. Strecker, Mark Templeton, Glenn White, Francis Weisend and Gabe Zide.

To these and the many others who have volunteered their time and talents on the Chamber Board, we acknowledge your good works and strive to continue forward with purpose and confidence.

### 2013-2014 MACC Board

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

#### Executive Committee

**David Bricker, Education**  
Hampton Inn

**Colleen Cook, Past Chair**  
TheisenBrock

**Dan Harrison, Business Advocacy**  
Harrison Construction

**Mark Morris, Member Services**  
J.D. Byrider

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

**Steve Smith**  
**Board Treasurer**

Selby Hospital  
**Rick Stafford**

**Industry/Shale Development**  
Peoples Bank

#### Directors

**Mike Beardmore**

Michael Bradley

**Ken Bowen**

Americas Styrenics

**Dr. Bradley Ebersole**  
WSSC

**Beth McNally**

Marietta College

**Gary O'Brien**

O'Brien's Safety Services

**David Vandenberg**

Microbac Laboratories

**Joan Zoller**

Trademark Solutions

#### MACC Staff

**Charlotte Keim, CCEO-AP**  
President/CEO

**Carrie Ankrom**

Program & Events Manager  
MOV Safety Council Manager

**Morgan Cochran Brown**  
Member Services Manager

**Tom Fulton**

Project Manager

**Candi Heiss**

Better Bookkeeping Services

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# Mid Ohio Valley Safety Council

## MOVSC Gives Back!



'Tis the season to give back!

The Mid-Ohio Valley Safety Council members did just that in November and December of 2013 and 2014. During these months, members volunteered to take "Giving Tree" tags listing needed safety items, that included safety glasses, safety vests, hard hats, and more. These items were then donated and presented to the Washington County Career Center students and Superintendent Dennis Blatt in mid-January by the MOVSC Board of Directors.

Dennis Blatt, Washington County Career Center Superintendent, said, "On behalf of the students, staff and administration it is my pleasure to thank the Safety Council for its generous donation of safety equipment. The Career Center appreciates the excellent work done by Safety Council. We are pleased that we were selected to receive this equipment. Please know that we will put this equipment to good use."

The Mid-Ohio Valley Safety Council is one of 81 safety councils in the State of Ohio and has been in existence since 1988. Each Ohio safety council has the same goal - to increase safety awareness. But developing and maintaining a safe workplace is no easy task.

That is why it must be a combined effort of local businesses and the community.

Pictured on the far left are MOVSC Board Members Christy Chavez ~ Condevco, Gene Mallet ~ Thermo Fisher Scientific, Joan Zoller ~ Trademark Solutions. Career Center students flank Dennis Blatt, Washington County Career Center Superintendent (sixth from the left) plus on the right are More MOVSC Board Members Alisha Longfellow ~ The Continuous Gutter Pros, Joe Wesel ~ American Producers Supply, Cindy Bennett, ~ Retired Kraton, and Ken Strahler ~ Ken Strahler Masonry.

With 120 active members in MOVSC, this group are working hard to bring safety into the work place and into the employees home.

MOVSC is co-sponsored by the Marietta Area Chamber of Commerce and the Ohio Bureau of Worker's Compensation Division of Safety and Hygiene.

## MOVSC Upcoming meetings

**Wednesday, February 18**  
"Disaster Drills and Planning"  
Featured Speaker:  
Chief Mark Wile  
Solvay Advanced Polymers

**Wednesday, March 18**  
"The Proper Use of Pesticides"  
Featured Speaker:  
Penny Britton  
Scott's Miracle Grow

**Meeting Information**  
Marietta Shrine Club  
Registration: 11:30 am  
Program: Noon to 1 pm  
Cost: \$15 includes lunch  
RSVP: 740-373-5176  
Email: info@mariettachamber.com

## Support Safety & Gain Recognition for your Business

Want an easy way to promote your business to 120 MOVSC members?

Be a sponsor of the next monthly meeting. All that is required is a giveaway for each person and a door prize. Contact Carrie for more information—740-373-1884.



**OSC 15**  
Ohio Safety Congress & Expo

**IMAGINE INNOVATE INSPIRE**  
➤ March 31 to April 2 Greater Columbus Convention Center

## Preparing for 2015

Author: Kenneth Strong, Jr.

Retirement Anxiety continues in 2015. Americans appear to be uneasy about our national economic “recovery” as it appears to have most helped our top 1% of citizens. *Financial Advisor* magazine (April 2014) reported “Only 52.4% of wage and salary workers ages 55 to 64 participated in an employer-based retirement plan in 2012.”

Let’s address a few steps one can take today to plan for tomorrow.

**Write, Review, and Update your Financial Plan.** One trait that many Americans share is our ability to procrastinate. Studies show that plans, both for businesses and families, enable one to often achieve superior results over mental plans. A written plan provides a concrete overview of where you are; what obstacles/challenges you face; action steps to take; and timeline perspectives. When was the last time a financial professional reviewed your financial plan?

**Contribute to your individual retirement account (IRA).** Remember you have until April 2015 to make your 2014 contributions. Setting aside funds each year is providing for your future. Growth is usually tax-deferred while reducing the current year’s income by the amount of your contribution. *Always consult a tax professional for your specific situation.*

**Participate in one employer sponsored retirement plans.** Whether you own or work for someone else, there are choices. Business owners, including one-person firms, are often amazed with the choices for starting a retirement plan. Keim Financial has a nice selection of vendors that can replace an existing plan and/or start a new plan.

**Prepare for unexpected catastrophic events.** Life includes the expected and the unexpected. Illness and accidents happen and may result in financial stress.

We suggest that you are best protected when effective solutions are already in place. Some ideas to consider are:  
**Life Insurance:** Forget what you see and hear in commercials on radio and TV! Seldom does one standard solution meet all the needs of a client. Consider a customized approach that matches your

family’s needs with the best possible product or group of products for a very effective solution. We consider factors such as age, sex, years of premium payments, health and the amount of coverage. Your solution might include one or more of these coverages: term; whole life; universal life and indexed universal life in our life insurance designs. Policies with a “cash value” can be designed for a large death benefit, a large cash value, or a mix of the two payouts. Today several insurers no longer require physicals for policies under \$400,000 in death benefit. A popular plan provides tax-free policy loans yet preserves a death benefit.

**Long-Term Care (LTC) Insurance:** Often called the missing link in retirement planning, LTC helps with those unexpected care needs. One option often recommended is a LTC policy rider with a whole life or universal life policy. If LTC is never needed, the family may receive a tax-free multiple of premiums paid based on today’s laws. Another benefit is savings on premiums by the issuance a joint policy covering either or both of the insured.

Tomorrow will be here before we realize it. Families who take time to prepare with quality planning are taking steps to best protect their families. These action steps are designed to help protect the family. Today is the time to research and develop a plan that covers our needs, current and future. Plans also need to be affordable—we don’t want clients who are cash-poor and insurance-rich.

The best time to put these policies in place is when we are healthy and our cash flow will support our plans.

Call Keim Financial Services today for a free consultation.

## Keim Financial Services



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Ask SCORE:  
**Build Customer Loyalty  
by Exceeding Expectations**  
Edited by  
Ed Osbourne, SCORE Counselor

Often, a new year’s trends are a continuation of factors that have been influential for some time. Though everyone hopes for continued progress in the nation’s economic recovery, conditions early in the year differ significantly from those experienced in December. Most experts foresee a year where consumers are more willing to spend, but expect greater value in return.

In many states and localities, January 1 is the effective date for new and modified business-related regulations and requirements. Depending on the law and the location, they could force changes in a small business’s operations.

It’s also important to remember that some trends could grow in importance down the road such as how customers get information or make decisions.

Social media sites and blogs are gaining use exponentially, with Americans spending more time on Facebook than any other website. The Nielsen report found that social networking’s growth is being driven by the 55-and-over crowd using Mobile Internet.

A related trend - online recommendations and reviews of businesses and services - found that today’s consumers are nearly **25 percent more likely to go online** to verify recommendations for big-ticket purchases (e.g. cars, large appliances).

The survey also found that negative online reviews are enough for four out of five consumers to change their minds about a purchase.

An excellent source of small business help is [www.SCORE.org](http://www.SCORE.org). You’ll find a wealth of information resources, training, and free, confidential counseling from more than SCORE 13,000 experts.

If you would like to discuss this subject or any another business issue, contact SCORE at the Small Business Development Center  
308 Front Street, Marietta, OH  
Tel: 740-373-5150  
**www.score.org**

## Get the Chamber Connection!

Welcome New  
MACC Member

**Springfield Financial Services**  
20 Acme Street  
Marietta, OH 45750  
740-373-1471  
**David Glover, Branch Manager**



**Business After Hours**  
**Thursday, Feb 12**

The Continuous Gutter Pros  
Take Rt. 60 toward Devola,  
Make a left turn on Masonic Park  
Road, then drive 1.7 miles to  
1781 Masonic Park Road

5-6:30pm

\$5 Special Member Price  
\$10 General Admission & those who  
wish to be invoiced.



**Professional Women’s Roundtable**  
February Meeting  
**Wednesday, Feb. 25**

**“Fast Decorating on a Budget”**  
Speaker: Cheryl Lang  
A Unique Flower and Gift Shop

11:45am-1pm  
Davinci’s  
215 Highland Avenue  
Williamstown

\$10 Special Member Rate  
\$15 General Admission

RSVP for All MACC Programs  
Call 740-373-5176 or go online at  
[www.mariettachamber/events](http://www.mariettachamber/events) to register



**Free PowerPoint Training  
Classes!**

Join Jani-Source’s Kurt Vogel for free training classes in PowerPoint!

Classes are held from noon-1pm  
at the Chamber.

Space is limited: Please RSVP to Morgan at [cochran@mariettachamber.com](mailto:cochran@mariettachamber.com) to reserve your seat!

Bringing a laptop is encouraged.

**The advanced class for  
PowerPoint is scheduled for  
Tuesday, February 10, 2015.**

INDUSTRIAL GUIDES now available at MACC—free for member businesses

NEW MARIETTA CITY AND WASHINGTON COUNTY MAPS also Available including the popular Industrial Map free for members and general public.

Stop by MACC at 100 Front Street and get your copy today.

Special Thanks to MACC's 100th Annual Dinner Sponsors!

**PLATINUM LEVEL**



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