

INTRODUCING BILL RANCIC

**2015 Annual Meeting
Keynote Speaker**

Not slowing down since becoming Donald Trump's original *Apprentice*, Bill Rancic can be seen on the A&E channel in *We Mean Business*. He regularly appears in the Board Room on the popular NBC prime time show *The Apprentice*. Rancic has been a premier guest on NBC's *Today* show, *The Tonight Show with Jay Leno*, *CNBC*, and quoted in many major national and daily newspaper outlets.

His second best-selling book, *Beyond the Lemonade Stand*, was written to help educate and motivate young people around the world about the value of money and how to leverage their skills, talents and abilities at an early age. All proceeds from the sale of this book have gone to charity.

Beyond the Lemonade Stand is the follow up to the 2013 best-selling book titled *You're Hired: How To Succeed in Business and Life from the Winner of The Apprentice*, which chronicled Rancic's successful life, experience, and proven advice. In 2010, Rancic 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.

Rancic founded the successful



company, Cigars Around the World, in a 400 sq. ft. studio apartment. Today, it is a thriving multi-million dollar national operation. The son of educators, he is a true entrepreneur, who originally earned his way through college by starting a boat wash and wax business in the Chicago area.

In 2012, Giuliana and Bill opened the upscale Italian restaurant RPM Italian Restaurant in Chicago, which offers an innovative menu including dishes inspired by Bill's mother-in-law "Mama DePandi".

Rancic is involved in many charities and is an active board member for the Mercy Home for Boys and Girls.

In his spare time, Bill Rancic has competed in marathons and triathlons and travels extensively speaking to businesses and universities around the country. He is also the star of the Style Network's *Giuliana and Bill*, a reality show about his marriage to E! news host Giuliana Rancic and in 2012 started co-hosting the television show *America Now* alongside Leeza Gibbons.

Thanks to our Early Sponsors:

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- Local Union 168**
- Washington Electric Cooperative**
- YMCA**

Call 740-373-5176 and ask for Carrie to find out how your company can be a sponsor and exhibitor at the 100th Annual Meeting. Last year more than 800 people attended—a great showcase for your products and services.

Will You Be in the Picture?

We'll be looking for YOU at the biggest celebration in chamber history when we celebrate our 100th Annual Meeting Dinner on March 9, 2015.



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From the Corner Office

Here's our January puzzle: What is 128 years old as a continuously operating business association? This same organization is celebrating a 100th Anniversary in 2015. So what happened to those missing 28 years?

From my office, it's really quite simple, but even ourboard members are a bit confused.

In 1887 the astute business men of Marietta formed the Board of Trade. That's 128 years ago—that's a long history of serving the area businesses. The Board of Trade held annual meetings of its board and members.

At the 1915 annual meeting of the Board of Trade, the membership voted to change the name and the legal structure of the Board of Trade to the Marietta Chamber of Commerce. The mission then, as it remains to this day, is to support and promote business activities.

On March 9, 2015 we will celebrate our 100th Anniversary of Chamber Annual Meetings with a dinner, keynote speaker and expo of

our area businesses. In 1987 the Chamber invited Julie and David Eisenhower to be the keynote speakers. This year we invited Bill Rancic, a young entrepreneur, who was plucked from his normal life to appear on the reality program "The Apprentice."

Through weeks of challenges on air, Bill's skills enabled him to win and he became the First Apprentice. He has since parlayed his skills and new-found fame into a successful career with multiple ventures.

We hope you will join us for our 100th Anniversary Annual Meeting on March 9—we promise an evening full of opportunities to have fun, to meet and mingle with other business folks (and family and friends) plus listen to Bill's inspiring story.

Charlotte Keim

keim@mariettachamber.com
740-373-6256

From the Archives...1940

Less than two years after Marietta's sesquicentennial, the Chamber of Commerce published a 36-page booklet entitled "Marietta Does It with These—A Picture of Industry and Enterprise That Make Marietta." Here are a few of the Chamber member companies listed from 1940—how many do you remember?

American Bisque (pottery)
Atlas Chemical (auto & allied trades)
Bessey Granite (monuments)
Bob's Drug Co. (medicines)
Brickwede Brothers (furniture)
Broughton's Farm Dairy
Carsolac Corporation (carbon solvent)
Chesney Explosive (high explosives)
Crescent Supply (paint, auto oils, greases)
Crystal Dairy Products
Crystal Spring Beverage
Dragon Manufacturing (valve & pump cups)
Elston Lumber (lumber, millwork)
Hall Grindstone (industrial grindstones)
Imperial Ice Cream Company
Marietta Apparatus (lab equipment)
Marietta Chair Company (furniture)
Marietta Concrete (silos, burial vaults)
Marietta Fruit Package & Lumber Co.

Marietta Paint & Color
New System Bakery
No-Dust Inc. (cleaning compounds)
Ohio River Sand & Gravel
F.W. Palmer Cigar Factory
Pattin Brothers (gas engines, compressors)
Remington Rand steel office furniture)
George Rigaux (gazing globes)
Sewah Studios (metal signs)
Steadman Manufacturing (aluminum toilet seats)
Strecker Brothers (harness, saddlery)
Vanguard Paints (paper coatings, paints)

Like the long-gone glass works, bicycle rims works, shipbuilding companies of prior years, some of these are no longer here. The good news is that we continue to have a strong base in manufacturing and industrial suppliers.

A new Industrial Guide is now available at the Chamber, free for members.

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

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740-373-5176; Fax: 740-373-7808
www.mariettachamber.com



Mid Ohio Valley Safety Council



Save The Date!

March 31-April 2, 2015

Ohio Safety Congress and Expo 2015

at the Greater Columbus Convention Center

Plan to attend the largest safety conference in the Midwest.

Benefits of attending:

- Find solutions for worker safety.
- Learn from Worker's compensation & rehabilitation sessions.
- Visit Equipment and services expo.
- Free registration and CEU's.

This year's theme is:

IMAGINE your purpose
INNOVATE the process
INSPIRE success

Join 5,000 representatives from Ohio businesses, associations and government to find realistic solutions to:

- Education for 35 industries, including new sessions for physicians and environmental specialists
- Expo Marketplace with products to keep workers safe, healthy and on-the-job
- Live rescue demonstrations
- Safety Innovations Competition
- Free continuing education credits

Registration opens in January. Admission is free.

www.ohiosafetycongress.com

Safety Is Not Expensive, It Is Priceless!



Rebate Eligibility Requirements

To receive the workers comp premium rebate, remember these requirements must be fulfilled:

- Membership in the Mid-Ohio Valley Safety Council for the current year
- Attend a minimum of 10 meetings
- CEO must attend one meeting and sign the attendance sheet
- 1st & 2nd half semi-annual reports must be completed and returned by the specified deadlines



It Is Reporting Time!

It is time for the Safety Council semi-annual report. The report covers July 1-December 31, 2013. Semi-Annual Reports were emailed on January 10, 2014 to the primary contact for their company. **Please return your completed form ASAP!**

This information is needed for the awards recognition and must be provided to be eligible for the incentive program.

If you have any questions call Carrie at 740-373-1884.

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.

MOVSC Upcoming meetings

Wednesday, January 21

"Office Ergonomics"

Featured Speaker:

Gene Mallett

Thermo Fisher Scientific

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

Pre-Paid Program 2015

The MOVSC Pre-Paid Program is \$168 This covers your attendance at 12 safety Council Monthly Meetings in 2015. Extra safety seminars throughout the year are not included.

Benefits of participation include:

- No need to RSVP for a meeting.
- Special Registration table where your nametag will be waiting.
- No more collecting an invoice at the meeting to take back.

Invoices were emailed to all participants in December. If you would like to be in the pre-paid program it is not too late. Call MACC to get enrolled—740-373-5176.

Preparing for 2015

Brought to you by Peter J. Keim
In conjunction with Lincoln Financial Securities, a registered broker/dealer*

Your friends at Keim Financial join you in welcoming 2015, a year that brings both promises and challenges.

As the New Year begins, we pause to thank the individuals, families and businesses we assisted last year. We worked together on developing customized solutions to your securities, investment, life insurance and other financial needs. Our client centric approach benefits you, our customers, and has helped Keim Financial achieve wonderful business milestones.

Keim Financial is pleased to welcome two Marietta College students who will be interning with Keim Financial.

We are pleased to introduce: Ian Coverdale-McCord, a senior, and Kate Reid, a junior. These interns gain valuable work experience during their internships and will be assisting with website improvements, managing our social media, identifying and documenting process improvements, and working along Peter in matching quality and viable solutions with the needs of clients.

While we can help you with many of financial needs, Keim Financial is proud of our reputation as a Retirement Specialist providing:

- Estate Strategies
- Financial Solutions
- Life insurance strategies
- Long-term care and disability plans

A few tips as you prepare for the New Year and your future:

- Compare your 2014 budget plan with

actual results.

- Create your 2015 budget
- Use a variety of measures to analyze your 2014 and prior year's results.

Some measures would include: :

- The time it takes to double an asset=actual % of return / 72.
- Compare your net after fee growth to the current inflation rate.

As you conduct this review, ask if the current rate of growth will enable me to meet my financial goals. Will my assets provide for my life expectancy? Should a catastrophic event occur (death of spouse, need for long-term care services, ongoing medical expenses), what impact will it have on my savings and investments?

Are my current investments overly burdened with taxes and/or high fees? Your financial advisor is available to assist you with this annual analysis. Astute investors know that monetary success is achieved by spending less than you earn by making smart investment choices, and by monitoring your investment portfolio regularly.

Best wishes to you and your family in 2015!

May you have many blessings, good fortune and health and plentiful opportunities this year. All of us at Keim Financial truly appreciate the trust our clients have given us and we look forward to another successful year as we continue to grow our business in the Mid-Ohio Valley.



Keim Financial Services



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www.keimfinancial.com

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LFS-1083198-121914

Ask SCORE:
Is Successful Growth One of Your New Year's Resolutions?
Edited by
Bob High, SCORE Counselor

Is successful growth one of your New Year's Resolutions? If so, be sure to:

Consider growth a constant – many business owners reduce special sales at the first sign of an economic storm, or overspend when the outlook seems rosy. Long-term success depends on a consistent approach.
Seek out sound advice - you know your business inside and out, but that doesn't make you an expert at running every part of it. Smart business owners know what they don't know. Don't be afraid to ask for advice and then take it.

Communicate with your supporters – keep them apprised of what's going on. A good investor group can provide mentoring and other resources, so keep them involved.

Watch your money - use qualified people to help you analyze your cash flow, and make projections. Lack of strong finance skills can impede growth.

Know how to persevere - stick to your mission. (Have you even written it out?) Focusing on your goals will help develop your strategy - don't let obstacles stop you.

But, recognize when to change direction - using your business plan (what business plan?) to chart your progress will give you a clearer picture of what will or won't work.

Keep cash on hand – as you grow, meet with lenders proactively to see if there are opportunities to restructure debt, payment terms, etc. Having cash on hand is critical for staying afloat and continuing to grow.

Also, create a cash reserve - securing a line of credit while you still have money in the bank gives you the ability to negotiate a larger line and better terms and it allows you to have access to cash as needed.

For help with adapting to any trend affecting the future of your small business, contact SCORE at the Small Business Development Center, 305 Front St., 740-373-5150. Also the website, www.score.org provides training, and free, confidential counseling from business experts.

Small Business Development Center
308 Front Street, Marietta, OH
www.score.org

Get the Chamber Connection!

Welcome New
MACC Member

Anytime Fitness Marietta
(740) 373-2407
223 Captain D Seely Mia Drive
Marietta, Ohio
David McIntyre, Owner

Full service gym that is open 24/7!



Business After Hours
Thursday, January 8

Quality Inn
Co-hosts
Red Roof Inn
Prime Steak and Seafood

700 Pike Street
Marietta, Ohio 45750

5-6:30pm

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



Professional Women's Roundtable
January Meeting

Wednesday, January 28

Speaker: Laura Miller, Memorial Health System

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 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 to reserve your seat!

Bringing a laptop is encouraged.

The intermediate class for PowerPoint is scheduled for Tuesday, January 13th.

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.

Start 2015 Off Right by Maximizing Your Membership with MACC!

Chamber Benefit Checklist

Start 2015 off the right way by taking a minute to complete the checklist to see if your organization is receiving all the benefits of your Chamber membership! You may be surprised at the opportunities you're missing.

- ___ I regularly submit Member News and/or promote my organization by advertising in the Chamber newsletter. MACC reaches nearly 1,000 decision makers.
- ___ I've updated my member listing on the Chamber's website by adding a detailed description of my business, photos and logos.. Call and find out how easy it is to enhance your directory listing—all at no extra cost!
- ___ I've showcased my organization by hosting a Business After Hours. A few spots are open in 2015.
- ___ I sponsor and participate in the Annual Dinner Meeting. Where else can you meet 700+ area business men and women?
- ___ I actively participate in the monthly networking opportunities such as PWR, MOVSC & BAH.
- ___ I have explored the benefits of being a member of the Mid-Ohio Valley Safety Council.
- ___ I save money by enrolling in the group health insurance plan or the Worker's Comp. group rating plan .

Networking Opportunities	Are You "In Group?"	Safety Council
<p>Business After Hours – BAH</p> <p>Hosted by a MACC member, BAH is an after work gathering of business people for networking and fun. Usually held on the second Thursday of the month, the location varies as we showcase a Chamber member at their business site.</p> <p>Host business provides a flyer invitaiton, the site and the refreshments. Door prizes are also expected and we encourage our members to use fellow members for catering, beverages and door prizes.</p> <p>Cost to attend is \$5 for members and \$10 for general public and members wanting to be invoiced.</p> <p>Professional Women's Roundtable - PWR</p> <p>Women in business face challenges and with hectic schedules, don't always have time to share ideas and concerns with other businesswomen.</p> <p>PWR meets the 4th Wednesday of the month at da Vinci's from 11:45am-1pm. Come and join in the conversation!</p> <p>Cost is \$10 for Chamber members & \$15 for general public.</p>	<p>The Group Rating Plan potentially lowers a company's operating costs by providing lower Workers Compensation premiums. Group ratings permit employers in the same or a similar industry to group their claims experience for rating purposes. By pooling companies with good experience, the group will attain a better rate than the individual rates of its members.</p> <p>TMACC sponsors two different choices for your workers' comp needs. MACC has been a partner with CareWorks Consultants for decades. Last year we began a relationship with Frank Gates</p> <p>Approximately \$200,000 was saved by MACC members through these plans.</p> <p>To enroll with CareWorks, call our rep at 1-800-837-3200 ext. 7228 or visit www.careworksconsultants.com/groupratingapplication/Marietta.</p> <p>To enroll with Frank Gates, call our reprat 1-800-395-4119 or visit http://www.frankgates.com/workers-comp/group-rating/.</p>	<p>The Mid-Ohio Valley Safety Council is a program of the Marietta Area Chamber of Commerce, co-sponsored by the Ohio Bureau of Workers' Compensation Division of Safety & Hygiene.</p> <p>Safety Council Goals:</p> <ul style="list-style-type: none"> • To provide a forum for businesses and industries interested in occupational safety and health. • To examine and resolve potential and existing safety and health problems. • To inform participants of new safety and health techniques, products and services and to provide a thorough knowledge of these services. • To encourage safety programs through a Safety Campaign. • Membership to Safety Council is open to representatives of business and industry in the Mid-Ohio Valley. You do not have to be a Chamber member to join Safety Council. Annual membership fee is \$50 per company. <p>Monthly meetings are open to any MACC member. Safety Council meets the 3rd Wednesday of the month at the Marietta Shrine Club from 11:30-1pm.</p> <p>Cost is \$15 per meeting, and & includes a buffet lunch.</p>

Legislative Info

Stay informed on pending and enacted legislation that impact business through MACC.

We inform you about proposed bills. As well as new laws and rules. Each year we provide a forum for you to ask questions of the candidates running for office.

We also will speak out on issues that will help or hinder your business activities. Our Business Advocacy committee works closely with local government to foster a business-friendly climate.

Our Customer Pledge to Our Chamber Members

- You will get a friendly greeting when you contact the Chamber by phone or when you walk through the door.
- The Chamber staff will strive to get to know you as an individual, become familiar with your business and seek ways to help you succeed.
- When dealing with customers who have a complaint or inquiry about your business, and when referring customers to Chamber member businesses, we will follow a policy of integrity, confidentiality and fairness.
- The Chamber staff will respond in a speedy and appropriate manner to any requests you may have, using all resources available, and exhibit a professional knowledge of business issues which may affect Chamber members.
- The Chamber will work to provide the best possible services to benefit your business, whether networking events, marketing your business, conducting business seminars and more.
- The Chamber will encourage your positive participation and support of Chamber programs, committees and events. This gets you invoved and connected to the rest of the business community.
- A Chamber staff or Ambassador will visit you at your place of business (within a 50 mile radius of Marietta) to gather your input and ensure that the Chamber is meeting your needs.

Group Health Insurance Plan

Anthem Blue Cross/Blue Shield has partnered with members of MACC to provide a quality comprehensive medical insurance program at reduced costs. The Chamber Plan offers healthcare protection which can be customized to fit specific needs.

MACC members who participated in this program saved over \$100,000 on the group health insurance plan.

As a chamber member, your company can save on Anthem group health plans and still work through a local agent.

Better options lead to better decisions. Only you know which type of plan best fits your company, and only your employees know which doctor or hospital best fits their personal needs. Anthem provides plenty of choices for both.

Visit the MACC website
www.mariettachamber.com

for a complete listiof Chamber insurance agents who can assist you in taking advantage of this important benefit or call (888) 506-1574, or visit www.chambersaver.com/cocc.

Constant Contact

With your MACC membership you are eligible for a discount with Constant Contact. They are well known for many things ,with their email marketing being the most popular. Their website states, "Email connects you to people; email marketing software helps you understand your audience's response, so you can plan your next marketing move. Our email marketing is easy, affordable, and proven to get results; that's why we're ranked number 1 in Website Magazine's list of the top 50 email marketing solutions."

To receive your discount simply call Constant Contact and let them know you are a member of MACC!

Advertising Opportunities

- Flyer insert that reaches over 1,000 people each month. Your ad can be single or double sided and can even include a coupon. All you have to do is supply us with 1,000 copies of your flyer. No cardstock, please.
- Cost: \$150 per month
- All other advertising in the newsletter ranges from business card size ads to full page ads. The cost ranges from \$35-\$200 per issue. Please call MACC for more details!
- E-blasts are a great way to market your company and events electronically. All you need to do is send us an advertisement in .jpeg format and we will send it out to our email list of over 1,000 people. E-blasts must be scheduled to send out in advance.
- Cost: \$65 per blast
- Our weekly e-newsletter is a great way to get our business card out to the entire Marietta area. Call MACC for more details and pricing!
- MACC Radio Program airs every Monday morning on WMOA/WJAW AM 1490. The show runs from 8:40-9am and features a Chamber member every week. This is FREE for all Chamber members! What a great way to advertise your business! Call Morgan at 740.373.1883 to schedule your show.
- A couple of other free advertising options include our "Member News" section in our monthly newsletter and our Facebook page. If you have good news, we want to hear about it!



*Morgan Cochran Brown
Member Services*

Call me directly 740-373-1883 or send me an email at Cochran@mariettachamber.com