

101st Annual Meeting & Awards



Mark A. Mondo
2016 Marietta Area Chamber of Commerce
Business Leader of the Year.
Pictured with wife, Judy Mondo



Mark Doebrich
Gabe Zide Citizen of the Year
Pictured with wife, Lynn Doebrich



K & S Farms
Larry & Joyce Schwendeman & Family
Washington County Council of Cooperatives
Agriculture of the Year



Terrie Lincoln
Elizabeth "Betty" L. Hadler
Zonta Woman of the Year



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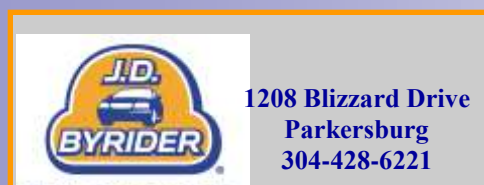


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March Ambassador Visits!



Undo's on the Pike



Edward Jones - Lafayette Plaza



Marietta Boot Camp



The Foam Garage



Peddler of Dreams Art Space



Healthy Start Nutrition



The Buckley House Restaurant

2016-2017 MACC Board

Dan Harrison, Chairman of the Board
Harrison Construction

Executive Committee

Donn Schafer, Past Chair
Settlers Bank

David Bricker, Advocacy/Education
Hampton Inn

Kathy Schalitz, Member Services
The Pioneer Group

Terry Rataiczak
Communications & Technology

Kinetic Networking

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Board Treasurer

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Industry/Shale Development

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Marietta College

Dr. Bradley Ebersole
WSCC

Kristopher Justice
TheisenBrock

Mark Morris
J.D. Byrider

Gary O'Brien
O'Brien's Safety Services

Deborah Rhoades
Peoples Bank

Joan Zoller
Trademark Solutions

MACC Staff

Carrie Ankrom
President/CEO

Morgan Brown
Member Services Manager

Kelsey Jeffery
Administrative Assistant

Candi Heiss
Accounting/Special Programs Manager

Charlotte Kuehn
RSVP Volunteer

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



Mid Ohio Valley Safety Council

REMINDER! External Training Credit Guidelines

- 2 out of the 10 required meetings can be an external meeting credit.
- No matter the number of people in attendance at an external training event or the length of the external training, a maximum of one external training credit can be earned per policy number;
- Safety training conducted at the employer's workplace, online courses or webinars do not qualify.
- The deadline for submission of external training certificates for FY15 rebate program eligibility is **Thursday, June 23, 2016.**



Look who we found at the Exhibitor Expo at the 2016 Safety Congress! MOVSC Board Member, Joe Wesel with American Producers Supply Company is greeted by Carrie Ankrom, MOVSC Manager.

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. Members **MUST** stay the entire meeting to receive meeting credit.
- 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.

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

MOVSC Upcoming Meetings

Wednesday, April 20
MOVSC Awards Banquet
"BWC Grant Information - How Members Have Utilized Grants to Enhance Their Companies"

Featured Speaker:

Dennis Apple
Ohio BWC
Sponsored By:
Trademark Solutions

Wednesday, May 18
Got Stress?? Working With Stress

Featured Speaker:

Kathryn Hem, Wellness Collective

Wednesday, June 15

"Call Before You Dig"

Movie Day

Featured Speaker:

Chuck Green, Ohio Utilities Protection Service

Safety Council Board Nominations

The Mid-Ohio Valley Safety Council is accepting nominations for the Safety Council Board of Directors. Elections will be conducted at the June 15th meeting.

Responsibilities of the Safety Council Board are:

- As a representative of the Mid-Ohio Valley Safety Council you will have the opportunity to communicate its purpose and goals to other business and individuals throughout the area.
- Actively participate in the planning of all Safety Council functions including monthly meetings, other programs, seminars and community events.
- Board terms are one or two-years.

Any person interested in a board position or nominating an individual to the board may contact any Safety Council board member or call Carrie Ankrom, Safety Council Manager, at 740-373-1884.



REMEMBER!
RSVP your extra guests for the April 20th Safety Awards Banquet.
We are expecting a full house!



Hall Financial Advisors, LLC

1101 Rosemar Road, Suite, Parkersburg, WV 26105
 416 Hart Street, Suite A, Marietta, OH 45750
 TOLL-FREE: (866) 865-4442

Investing vs. Paying Off Debt

The debt dilemma

The process for eliminating debt is anything but an easy-to-solve financial equation. Many people wonder if they should pay off their debt as quickly as possible or invest their money, letting debt payments run their course.

The answer depends on whom you ask. Theories about balancing investing with debt vary widely.

Some financial experts say freedom from debt is the most important goal. Others say it's more about the math: Your money should go toward investing if your investments earn a higher rate of return than your debts cost you. Still others focus on the emotional aspect: how comfortable are you with a certain level of debt?

Neither one nor the other

Better yet, perhaps, is a balanced approach to wealth management. If you're like most people, you'll need to manage finances for both present and future needs. That means paying off some debt today while simultaneously investing with an eye on the future.

Although your decisions should take into account your own needs and circumstances, consider the following guidelines for handling debt in light of investing goals:

Save for a rainy day. Before paying down debt (beyond required payments)

or settling on an investment strategy, make it your first priority to put funds aside for an emergency reserve. We recommend six months or more of living expenses; an absolute minimum is three months' worth. These funds should be in traditional savings or very short-term, highly liquid, non-volatile investments.

Your future first. As a general rule, your long-term investment plan should take priority over applying extra amounts toward debt. Be careful as well not to let "lifestyle creep," a tendency toward more expensive tastes and luxury consumption, impede your investment outlook.

By contributing to a long-term investment plan as early as possible, you may set yourself up for a brighter future. If paying down debt is also a priority, you'll want to examine your personal budget to decide how much to direct each month toward investing and how much toward debt repayment.

Just remember, there are no magic numbers. In general, the best advice is to make sure your investment strategy fits your financial expectations for the future.

Prioritize your debts. With an emergency fund in place and your investment strategy up and running,

extra money toward your debts is also a smart way to go. But how do you decide which debts to pay down first?

One approach is to start with the smallest debts first to eliminate at least some of your debt burden and interest payments in a timely manner. It also makes sense to pay off high-interest debts like private student loans and credit card debt more quickly.

Federal student loans and mortgages might be lower priorities, because their rates are often lower and their terms are longer. Vehicle loans might fall somewhere in the middle. Tax considerations might also come into play.

It's personal. As you divide and conquer debt, don't forget to consider the emotional side of your strategy. If paying off a certain debt will help you feel more secure, you might want to go with your gut feeling.

You'll enjoy a growing sense of financial freedom as you stay on course and get your debt under control. As it shrinks over time, you may find you have more funds available for enjoying the present and focusing on the future.

This article was written by Wells Fargo Advisors and provided courtesy of Chris Hall, Managing Principal, in Parkersburg, WV and Marietta, OH at (866) 865-4442.



Members of the Advisory Team
(left to right):

Rob Blasczyk,
 Brett Bronski,
 Ashley Brown,
 Chris Hall and
 Jeremiah Kuhn

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Get The Chamber Connection

Ask SCORE: Help Your E-Commerce Customers Shop, Not Drop

More than 8% of total U.S. retail sales were conducted on domestic e-commerce.

E-commerce is all about the customer and small business owners need to listen to what their customers say about their online shopping experiences, and adapt accordingly.

Frequently online shoppers abandon their carts due to high shipping costs, security concerns, and lack of convenience; the checkout experience must be as painless as possible. Inquiries can be converted into paying customers by offering conveniences such as multiple payment options, secure transactions, and features such as free shipping, coupons, and special discounts.

Here are some other ways to help your e-commerce site generate sales:

- Watch the competition. Tools such as Compete, NetPeriscope, and Hitwise can help you monitor the success of their e-commerce sites.
- Add customer reviews to your site; this will boost customers' confidence in your company and your product.
- Use keywords regarding consumer attitudes. Your site needs to reassure and comfort the consumer by using language that expresses good value.
- Test your templates. You can use this information to improve your site's performance without having to invest in a complete overhaul.
- Review your metrics regularly. Compare year-to-year information to assess your program's health and drive your marketing efforts.
- Optimize internal searches. Make sure less-popular items are as easy to find as top-sellers. Otherwise, prospective customers may abandon your site for a search on Google or other search engine where your business may not come up.

If you would like to discuss this subject or any another business issue, contact SCORE at the Small Business Development Center
 2163 SR 821 Bldg. 6-A
 Marietta, OH
 Tel: 740-373-5150
www.score.org

Business After Hours

Thursday, April 14

Peoples Bank Theatre
 222 1/2 Putnam Street
 Marietta

5-6:30pm

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



Professional Women's Roundtable April Meeting Wednesday, April 27

"Communicating Emotion at Work"

Speaker:
Dr. Alane Sanders
 Marietta College

11:45am-1pm
 daVinci's
 215 Highland Avenue
 Williamstown

\$10 Special Member Rate
 \$15 General Admission



MACC Coffee Chat Friday, April 22

8-9:30am
Join Us For:

- Coffee
- Meet the MACC Team
- Voice Your Interests
- Share Your Views, Concerns and News About Your Business.

To RSVP for All MACC Programs
Call 740-373-5176 or go online at
www.mariettachamber/events.

Welcome New MACC Members!

Riverside Artists Gallery
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 219A Second Street, Marietta
 www.riversideartistsgallery.com
Betsy Cook, Owner

Marietta Brewing Company
 (740) 373-2739
 167 Front Street, Marietta
 www.mbcpub.com
Tony & Dana Styer, Owners

Gant Bleakley Photography
 (304) 991-1959
 Williamstown, WV
Gant Bleakley, Owner



Member News!

- Congratulations to Laurie Strahler, **McDonald's of Marietta**, who received the *Owning the Community* award.
- **Trademark Solutions** announces the addition of their new Sales/Marketing Executive, Teresa Turner.
- **Contractors Building Supply** is now offering rental equipment!
- Happy 18th Anniversary to **Tampico Mexican Restaurant!**
- Best wishes and congratulations to Bill Stacy on his retirement from **Americas Styrenics!**

Share your news with us!
 This section is FREE to promote your good news with the MACC membership!

To submit information email
 info@mariettachamber.com.



101st Annual Meeting Highlights

“A real man loves his wife, and places his family as the most important thing in life. Nothing has brought me more peace and content in life than simply being a good husband and father,” stated Marietta Area Chamber of Commerce’s 2016 Annual Meeting Keynote Speaker Frank Abagnale. Abagnale is a renowned cybersecurity and fraud prevention expert, bestselling author and subject of the movie “Catch Me If You Can.” Abagnale captured the audience of 780 area businessmen, women and general public in attendance at the Dyson-Baudo Recreation Center – Marietta College with his quick wit and passion for family, taking risks and reclaiming his reputation.

Dan Harrison, President of Harrison Construction, welcomed guests and co-hosted the evening with MACC President, Carrie Ankrom. Harrison is the 72nd person to lead the Chamber in the organization’s 129 years.

Mark Doebrich was honored as the *2016 Gabe Zide Citizen of the Year*. Last year’s honoree Ken Schilling described Doebrich as truly dedicated to the City of Marietta and the children of our county as an exemplary volunteer.

Doebrich saw a need in the community for youth that extended beyond the school calendar. He assisted in forming the Right Path to meet the social and mental well-being of area youth. Doebrich is very active with downtown Marietta hanging flags or candy canes, working at the Sweet Corn Festival, Story Book Park, Halloween in the Park, and Broughton’s Ice Cream Social. Doebrich is an active Eagle Scout. He has been a leader, board member, committee member and has volunteered hundreds of hours within the Allohak Council and at Camp Kootaga. He was also active with the United Way for many years.

Doebrich is very active in Kiwanis. He assisted in the creation of Key Clubs in area high schools and was the advisor for the Marietta Middle School Builder’s Club.

At Marietta Middle School, Doebrich developed the youth guitar program High Schools That Rock. Doebrich has taught guitar, helped students with their vocals,

and encouraged them to write music. Doebrich does all of this as a volunteer, with assistance from his wife, Lynn, as the scheduler/promoter. High Schools That Rock may be seen and heard at many festivals, club events and around town.

Mark Schwendeman, last year’s honoree, introduced **Mark A. Mondo** as the 2016 *MACC Business Leader of the Year*.

Mondo has owned and operated businesses since 1981. He currently has three businesses. Mondo Building & Excavating employs over 50 people and is one of the largest industrial builders in southeast Ohio, offering turnkey construction from site clearing and excavation to finish work.

Mondo Polymer Technologies opened in 1995. Today, the company employs over 60 people, diverts millions of pounds of plastic from the solid waste stream, and leads the industry in manufacturing an innovative product used on our country’s national highway system.

Mustang Aerial Services formed as the result of a continuing need of the construction company. Today, Mustang Aerial is a union-based company with 10 cranes, ranging in lifting capacity from 15 to 180 tons. It has five of its own operators and hires operators from the union hall as well.

The *Washington County Council of Cooperatives Agriculture of the Year* was awarded to **K & S Farms – The Larry & Joyce Schwendeman Family**.

The “K” in K & S honors Raymond and Ruby Keller, who started the farm in 1941 with 135 acres, 10 dairy cows, some chickens, and a small flock of sheep. The “S” represents the Keller’s son-in-law and daughter, Larry and Joyce Schwendeman. K & S Farms was born in 1972 as a partnership between the two generations.

The farm expanded several times through the years. Today, the farm boasts 400 owned acres, 200 rented tillable acres, 300 head of cattle and a small flock of sheep.

Larry and Joyce have made countless contributions to the Washington County’s farming community. They have been

active in the Farm Bureau, where Larry was president for many years, and where both have served as membership chairs and youth advisors. They are members of St. Ambrose Church in Little Hocking. Larry served 10 years on the board of directors at Washington County Farmer’s Mutual Insurance, and has served for 18 years on the Washington Soil and Water Conservation District as a supervisor. K & S Farms is a two-time recipient of the Cooperators of the Year Award – Raymond in 1987 and Larry in 2007.

The 42nd *Elizabeth “Betty” L. Hadler Zonta Woman of the Year* was awarded to **Terrie Jean Lincoln**.

Terrie Lincoln grew up in Marietta, and although she moved to New York to pursue a career, she returned to Marietta to care for her father. Having a background in advocacy, she followed her passion to continue to help individuals.

She established a local group called Supporters of Disability Rights MOV to continue to advocate for those with disabilities. She did not stop there. She expanded her organization to develop an anti-bullying program called Sticks ‘n Stones, as well as a mental health program called Stomp the Stigma.

She spends hours writing to Ohio’s leaders for grants, organizing fundraisers and community events, and working on ways to better our community by making Marietta and the surrounding area more accessible for those with disabilities. She is currently involved in the project to build a fully-accessible playground called Pig’s Playground, in honor of her father. This playground will provide independence and safe access of play for children with physical disabilities. Additionally, Terrie was recently highlighted in the Marietta Times for her part in drafting Ohio Senate Bill 130 which passed unanimously in the Senate, and when passed in the House will designate October as Disability History and Awareness Month.

101st Annual Meeting Highlights and Comments



“WOW! What an amazing evening at the Marietta Area Chamber of Commerce 101st Chamber Dinner. Congrats to all the great winners of the many awards tonight. You all are truly leaders. Thank you to all of our wonderful chamber staff for all you do year round. Frank Abagnale delivered one of the best speeches I have seen in a long time. I thought he was to talk about the movie “Catch Me If You Can” which was based on Frank’s life, but his true message was so powerful. There were several tears at our table alone, myself included. So proud to be a Marietta business. Thank you from the team at Hyde Brothers Printing and Marketing!”

Steven Flaughers, Hyde Brothers Printing & Marketing



“Great job with the Chamber Annual Meeting tonight!!! Thanks for all the hard work.”

Ken and Janet Schilling

“It was an awesome night, absolutely wonderful speaker. Never in my life did I think he would speak like that. Wow!”

Janet Stacy, Stacy’s Family Farm



“I just wanted to say that we had a very enjoyable and fruitful time last night at the Chamber Annual Dinner. The networking hour was great!”

Laura Miller, Glenwood

