

MACC Board of Directors

2016-2017 MACC Board of Directors

Dan Harrison, Chairman of the Board
Harrison Construction

Executive Committee

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Settlers Bank

David Bricker, Advocacy/Education
Hampton Inn

Kathy Schalitz, Member Services
The Pioneer Group

Terry Rataiczak

Communications & Technology

Kinetic Networking

Steve Smith

Board Treasurer

Selby Hospital

Michael Beardmore

Industry/Shale Development

Michael Bradley

Directors

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Marietta College

Dr. Bradley Ebersole
WSSC

Kristopher Justice

TheisenBrock

Mark Morris

J.D. Byrider

Gary O'Brien

O'Brien's Safety Services

Deborah Rhoades

Peoples Bank

Joan Zoller

Trademark Solutions

The Chamber's Board of Directors represents the many segments of the business community in the Mid-Ohio Valley. Each year we announce our officers and those directors newly elected or entering a second term.

Congratulations and thank you to Dan Harrison, Harrison Construction who will continue as Chairman. Mark Morris ~ JD ByRider, Michael Beardmore ~ Michael Bradley Apparatus, Steve Smith ~ Selby Hospital, and Brad Ebersole ~ Washington State Community College, will serve second three-year terms.

We are pleased to introduce our newest board member Deborah Rhoades from Peoples Bank. Deborah was previously appointed to fill a vacated seat and will begin a full term on March 1, 2016.

As Manager of the Peoples Trust & Investment Services division, Deborah is responsible for the day-to-day operations and coordination of efforts for the comprehensive line of financial services offered by the bank. Deborah has more than 22 years of experience in the financial services industry. She earned her Bachelor of Arts degree from West Virginia University and holds FINRA licenses 6, 7, 63 and 65 as well as an insurance license for Life and Health.

She also has completed the American Banking Association's Trust School where she earned the designation of Certified Trust and Financial Advisor. Deborah is located at Peoples Bank's Putnam Street office in Marietta and can be reached at 740-376-7577.



Deborah Rhoades
Peoples Bank

Deborah is a member of Altrusa, an international non-profit organization focused on community service and a member of PEO which is a philanthropic organization promoting the advancement of education for women. She is also active in the Humane Society of Parkersburg.

Please help us in thanking or returning board members and welcoming Deborah Rhoades to the Marietta Area Chamber of Commerce Board of Directors.

Last Chance!

Purchase your tickets for MACC's 101st Annual Meeting & Dinner. Monday, March 7, 2016, Dyson-Baudo Recreation Center - Marietta College

Keynote Speaker: Frank Abagnale
Renowned Cybersecurity And Fraud Prevention Expert,
Bestselling Author & Subject of *Catch Me If You Can*

Reservations may be made by calling MACC at 740-373-5176. Tickets are \$60 per person.




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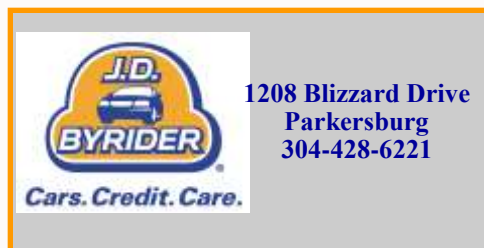


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Save money on health benefits **Anthem**

As a chamber member with 2-50 employees, you can get a discount on any health plan from Anthem Blue Cross and Blue Shield — including industry-leading HSAs, HRAs and HIAs.*

Call the MACC for more details - 740-373-5176



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O'Brien's Safety Services



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Member Appreciation Week!

Our 1st Member Appreciation Week was held February 8-12. It was a great opportunity to express our appreciation to our members. The weeklong celebration allowed us to survey members, to offer professional head shots and showcase the United Way with a spectacular Business After Hours. Our intention is to continue and expand this special week in the upcoming years and add some new and exciting elements. Thank you to all who participated and we welcome your input for future events. MACC would not exist without the support of our members and although we appreciate you every week of the year, we hope to carve out some unique opportunities to express our appreciation again in the coming year.



Laura Miller, Glenwood Community, has her professional head shot taken by Carrie Ankrom, MACC



Barb Close, Huntington Bank; Stacey Hall; Evy Bryant, United Way Campaign Chairperson

Shauna Cornwell, United Way Marketing Specialist; Kay Shanda, United Way Intern; Margaret Price, 2-1-1 Intern; Diana Zhan, United Way Volunteer.



The crowd listens as names are drawn for door prizes & \$300 in Marietta Bucks.



Peggy Byers, BoPeg & Kelly Goedel, Humane Society of the Ohio Valley network at BAH.



Charlotte Kuehn, MACC Volunteer talks with Lisa Huck, the Sweet Stop over a buffet of sweets.



Laura Miller, Glenwood Community, presents the 2016 sticker to Audrianna Wellspring, Edward Jones - Mary Segrest



Skuttle IAQ proudly displays their 2016 sticker



Kathy Lough, Century 21 Full Service Realty, took advantage of the free professional head shot day!



Mid Ohio Valley Safety Council

6 Sobering Facts on Workplace Safety

It's possible that you have heard the phrase "workplace safety" to the point of overexposure. That does not mean that the underlying purpose behind the phrase isn't important. Here are 6 reminder facts about workplace safety violations:

- 1. The average OSHA fine is just over \$1,000.** This average fine levied against businesses in violation of OSHA regulations in 2015 was \$40,000.
- 2. About a quarter of workplace injuries are due to overexertion.** Manual labor can be strenuous injuries that are result of pushing, lifting, pulling, carrying, and/or holding cost businesses a combines \$12.75 billion annually, about 25% of costs related to workplace injuries.
- 3. Almost 3/4 of people who use illegal drugs are employed.** Out of the 7.2 million adults who used drugs almost 13 million of them or 74.8%, held either full or part-time jobs.
- 4. Hazardous materials lead to 10% of skin cancers.** Hazardous materials kill almost 440,000 employees annually, according to the International Labour Organization.
- 5. Workplace safety programs can reduce injuries by half.** Be advised you reduce injuries by 50% if you add one of these programs.
- 6. Every day, 6,000 people die due to workplace injury.** According to the International Labour Organization about 6,000 people will die because of workplace-related diseases or accidents.

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, March 16

"Sitting is the New Smoking"

Featured Speaker:
 James Beadle
 The Ohio State University
 Sponsored By:
 The Continuous Gutter Pros

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



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

Connecting with Your Financial Advisor

Some of the most important conversations you may have will be with your Financial Advisor. That's why he or she will want to get to know you as a person, not just as a client. Your advisor must understand your financial needs so he or she can help you reach your goals.

So talk. Listen. Share experiences and questions. Keep in mind a conversation with your Financial Advisor is not a one-time event. You should have the kind of relationship that allows you to talk regularly about life changes and how to best manage day-to-day needs while staying on the path toward your long-term goals.

Set the stage. We want to make the process of working with an advisor as simple and smooth as possible. Here are some tips on how to nurture a positive relationship and set the stage for working together toward your goals.

Disclose all of your goals and objectives. Be as detailed as possible about what you want to achieve and by when. It's also important to discuss what you're willing (or not willing) to sacrifice financially in order to make each goal a reality. Discuss what financial changes or challenges could exist that may impact your ability to reach your goals.

Establish expectations. Every relationship is unique, and the one you have with your Financial Advisor is no exception. To make the advisor-client relationship successful, both client and advisor must agree to truly listen to and hear one another. Additionally, clients and advisors should agree upon how often they wish to meet and the best way to communicate — whether by email, over the phone, or in person — at the very start of the relationship.

Understand the fee schedule. To avoid any surprises, make sure you understand the fee schedule and how your Financial Advisor is compensated. Some advisor fees may be deducted directly from your portfolio, while others may be billed directly.

Always agree to next steps when you meet or communicate. Your doctor or dentist usually ends your appointment by scheduling a specific date and time for a follow-up — the same approach can work well with your Financial Advisor. In addition to scheduling your next meeting, it's also important that your advisor communicates with you in lay terms that you can comprehend. Make sure that you leave every meeting with an understanding of everything that was discussed.

Keep your advisor informed. Life includes unexpected twists and turns — and many impact your finances. Make your advisor aware of your life changes — including the birth of children, death of a loved one, job changes, marriage, and divorce — as quickly as possible, and not just during agreed-upon meeting times. This knowledge will help you and your advisor better respond to events as they occur and shape the advice your advisor can provide.

Our commitment

As your relationship with your Financial Advisor progresses, you will find a high level of commitment on his or her part to helping you reach your investment goals. Your advisor will:

- Take the time to build your relationship and get to know you and what matters in your life.
- Help you build a holistic financial picture, even with money invested elsewhere.
- Understand your lifestyle, financial needs, and goals.
- Build your relationship based on your preferences and work style.
- Provide transparency about fee structures and services.
- Create an individualized plan optimized to help you reach your financial goals.
- Help you stay on track with your plan that includes financial planning benchmarks, asset allocation, account performance, and risk tolerance.
- Provide you with leading strategies and research applicable to your unique situation.
- Be there throughout your entire financial journey.

Not only will your Financial Advisor honor your relationship, he or she will be fully invested in your success.

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:

When It Comes to Leads, Quality Trumps Quantity

Many new sales begin with a lead, so try to generate as many prospects as possible.

Learning as much as you can about each contact can help you better separate promising prospects from dead ends, resulting in a more focused sales effort. Focus on narrow, targeted prospect definitions rather than large, sweeping markets; concentrate on your company's compelling advantage

Your best leads are those that know you or are referred by a trusted source.

You can make the most of each sales lead by using the opportunity to learn about your market. Invite recipients to send feedback to your company about their current and future needs, and whether they'll be interested in learning more about your product or service. This information will help you tweak your sales approach and product/service to the needs of your potential customers.

Participate in web-based surveys using a process and questions from the recipient's point of view. Nobody likes to take time out to complete a cumbersome survey. Make sure your email message is as personalized as possible.

Don't look at leads as "either/or" outcomes. If you contacted someone who sounded interested in your product/service but wasn't ready to buy, follow up periodically with a call, email, or a brochure. Do not add them to an email newsletter or promotion unless they specifically request it.

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



Professional Women's Roundtable
 March Meeting
Wednesday, March 23

"How to Market Yourself Online for Success"
Speaker: Kristin Meeks, WV Social Media Consultants

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

\$10 Special Member Rate
 \$15 General Admission



MACC Coffee Chat
Friday, March 25

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.

Did You Know.....

Marietta Money Saver Books are in! Stop by the Chamber and pick up a Money Saver Book today. The books cost \$20.00 and include many of the area's businesses in Washington/Wood County.

There are great offers from places such as Jeremiah's Coffee House, Whit's Frozen Custard, A Unique Flower and Gift Shop, and much more. If you are in the mood for outdoor recreation, check out the many golf packages that are offered too. If you are interested in purchasing one contact us at (740) 373-5176.

Welcome New MACC Members!

Business Systems
 (304) 295-4151
 46 Glendale Road, Vienna
Amber Harman, Manager

Washington Co. Farm Bureau
 (740) 425-3667
 100 Colonel Drive, Barnesville
Betsy Anderson, Organization Director

Walker Rentals
 (740) 423-2057
 1 Leota Court, Belpre
Clifford Walker, Owner

Marietta Boot Camp
 (740) 350-6883
 1100 Pike Street, Marietta
 www.mariettabootcamp.com
Jennifer Deem, Owner



Member News!

- Welcome Christie Thomas, the new Executive Director of **Marietta Main Street!**
- Congratulations to Tina Adams, **Settlers Bank**, who was promoted to Vice President & Security Officer!
- Congratulations to **Teri Ann's** on the launch of their new website, www.terianns.com!
- **Undo's on the Pike** is now open for lunch!

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.



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Platinum Level:



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Silver Level:



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Bronze Level:



2015 New Member Sponsors:

