

**And the Winner is...Find Out at MACC's 102nd Annual Meeting**

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**2016-2017**  
**New Member Sponsor**  
Green Meadow Veterinary Hospital



WOW! Our keynote speaker, Larry Winget, sure is generating a lot of interest for MACC's 102nd Annual Meeting Dinner. Tickets are selling fast, but there is still time to order yours. Just call MACC at 740-373-5176 or info@mariettachamber.com.

While we are certainly looking forward to listening to Mr. Winget, it is also an evening of honoring a few of our local business & community members with awards, including: Gabe Zide Citizen of the Year, Washington County Agriculture Award, Zonta Woman of the Year and MACC's own Business Leader of the Year. Above are a few memories of last year's amazing evening.

*MACC's 102nd  
Annual Meeting Dinner  
Monday  
March 13, 2017  
Doors open at 5 pm*



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

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# Chamber

**O** Historic Marietta, Ohio, the place we do business. The place we go to work. The place we send our kids off every day to a safe school. The place that has four seasons. The place we all know is rich in history. The place we call home! Last month we were honored with a visit from the Small Business Revolution Team. Marietta was selected as a top 8 finalist from 14,000 applicants from all over the United States.

The SBR Team visited our small town and hopefully next week we will also see that they fell in love with our town and will name Marietta as one of the top four to six finalists. If that is the case; stay tuned. Marietta Main Street, Marietta/Washington County CVB and MACC will be flooding our networks with the information you need on how to vote online. Vote, share the information with your friends, family and loved ones. Share it with people outside of the area who also love Marietta. SBR will have voting open for a week beginning on February 9.

Cristie Thomas and Sarah Arnold, Marietta Main Street and Jeri Knowlton, CVB, and a huge amount of volunteers have done tremendous work thus far. It has been amazing to witness our downtown supporting and working together as a team for the betterment of our amazing town—Marietta. The \$500,000 prize to the winner would do amazing things for Marietta, however, I feel we have already

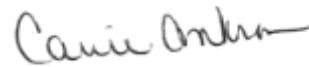
won. To be noticed and named a finalist out of 14,000 other amazing small towns says something about us, the area and our Marietta.

2017 has started out with a bang! Continue the momentum and join us for the 102nd MACC Annual Meeting. It is the region's largest gathering of business men and women.

This year's dinner features Larry Winget. Larry is a professional motivational speaker, bestselling author, television personality and social commentator. Winget markets himself as "the trademarked 'Pit-bull of Personal Development' and 'World's Only Irrigational Speaker'".

Tickets are \$60 per person and includes appetizers, wine and beer, dinner, program, networking at its best and honoring some of our best in the area!

I hope to see you at the dinner on Monday, March 13!



MACC President/CEO  
Ankrom@mariettachamber.com



**2017 Keynote Speaker  
Larry Winget**

bestselling author, television personality, social commentator and internationally acclaimed speaker.

*RSVP Today!  
MACC's 102nd Annual Meeting*

*The Mid-Ohio Valley's Largest Social Gathering!*

*Monday, March 13, 2017  
5-6:15 Social Time  
6:30 Dinner and Awards  
740-373-5176*

*info@mariettachamber.com*

**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**  
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**Terry Rataiczak**  
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Accounting/Special Programs Manager

**Charlotte Kuehn**  
RSVP Volunteer

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



# Mid Ohio Valley Safety Council

**Save the Date!**

March 8-10, 2017

**Ohio Safety Congress and Expo 2017**

Greater Columbus Convention Center

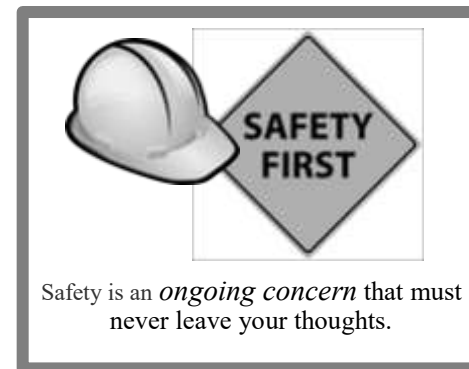
Plan to attend the largest safety conference in the Midwest.

BWC's Ohio Safety Congress & Expo is the largest and longest-running occupational safety, health and workers' compensation event in Ohio. Six thousand representatives from businesses, organizations and government entities attend the three-day event. They learn techniques for injury and illness prevention, rehabilitation, return-to-work and cost savings. They also shop for services, industrial supplies, safety equipment and gear in the Expo Marketplace.

OSC17 offers more than 200 educational sessions, 225 exhibitors and free continuing education credit. By attending the safety congress, you will learn to:

- Prevent workplace injuries and illnesses;
- Achieve better outcomes for injured workers;
- Reduce workers' compensation claims costs;
- Keep Ohio's work force healthy and productive.

To register go to [www.OhioBWC.com](http://www.OhioBWC.com).



## OSHA Final Rule to Update General Industry Walking-Working Surfaces and Fall Protection Standards

Falls from heights and on the same level (a working surface) are among the leading causes of serious work-related injuries and deaths. OSHA has issued a final rule on Walking-Working Surfaces and Personal Fall Protection Systems to better protect workers in general industry from these hazards by updating and clarifying standards and adding training and inspection requirements.

The rule updates general industry standards addressing slip, trip, and fall hazards (subpart D), and adds requirements for personal fall protection systems (subpart I). OSHA estimates that these changes will prevent 29 fatalities and 5,842 lost-workday injuries every year.

Most of the rule will become effective 60 days after publication in the Federal Register, but some provisions have delayed effective dates, including:

- Ensuring exposed workers are trained on fall hazards (6 months)
- Ensuring workers who use equipment covered by the final rule are trained (6 months)
- Inspecting and certifying permanent anchorages for rope descent systems (1 year)
- Installing personal fall arrest or ladder safety systems on new fixed ladders over 24 feet and on replacement ladders/ladder sections, including fixed ladders on outdoor advertising structures (2 years)
- Ensuring existing fixed ladders over 24 feet, including those on outdoor advertising structures, are equipped with a cage, well, personal fall arrest system, or ladder safety system (2 years)
- Replacing cages and wells (used as fall protection) with ladder safety or personal fall arrest systems on all fixed ladders over 24 feet (20 years).

For more information go to: <https://www.osha.gov/walking-working-surfaces/index.html>

## MOVSC Upcoming Meetings

**Wednesday, February 15**  
*"Sleep Deprivation and Its Effects in the Workplace"*  
Featured Speaker:  
**Raphael Perez, Sleep Technician**  
Memorial Health System

**Half Day Seminar**  
**Friday, February 17**  
*"CPR Certification"*  
Featured Speaker:  
**O'Brien's Safety Services**  
(See attached flyer for registration information)

**Wednesday, March 15**  
*"Writing a Policy on Medical Marijuana"*  
Featured Speaker:  
**Gloria Williams**  
Managers Resource Group

**Wednesday, April 19**  
**MOVSC Awards Banquet**  
*"BWC Update"*  
Featured Speaker:  
**Administrator Sarah Morrison**  
**Ohio BWC**  
Sponsored By:  
Trademark Solutions

**Wednesday, May 17**  
*"The New Nutrition Plate"*  
Featured Speaker:  
**Kelly Glass, McDonalds**  
Meeting Sponsorship Available

**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](mailto:info@mariettachamber.com)

# Hall Financial Advisors, LLC

## The Heightened Importance of Beneficiary Naming

No one enjoys thinking about the day when they or a loved one will pass away. But if you care how your estate will be dispersed after you're gone, it's a topic you need to consider.

Fortunately, there's a way to ensure that your intention to leave your assets to your partner are honored—regardless of where you live or your relationship status:

**Clearly name your beneficiary.**

### How to take action

If you're concerned about your account beneficiaries, the following are a few steps you can take for increased peace of mind.

#### #1) Talk to your bank about making your accounts pay-on-death (POD).

You can choose to make any banking account — typically checking, savings, and certificates of deposits (CDs) — a POD account. This step ensures that the only person to receive the assets from your accounts after your death is the person you name as the POD beneficiary. It's a straightforward process that involves completing a bank-provided form. Usually, there are no fees for this and no limitations on the amount of money that can be designated POD.

#### #2) Contact your Financial Advisor about transfer-on-death (TOD) securities registration.

Nearly every state has adopted a law based on the federal Uniform Transfer-on-Death Securities Registration Act. Like the POD process, this allows you to name the person you want to inherit your brokerage accounts, stocks, and bonds.

Your Financial Advisor can guide you through TOD registration. Then, be sure to regularly review your beneficiaries to determine if changes are

needed. That review is especially important since TOD or POD beneficiaries trump any distribution that might be listed in a will.

The TOD option may not always be the right strategy. This option should be addressed with your estate planning attorney, who can discuss your goals, net worth, types of assets, and specific beneficiary needs. It's always important to coordinate estate planning documents, asset titling, and beneficiary designations.

#### #3) Check your retirement accounts.

When you first opened your retirement accounts, such as a 401(k) or IRA, you probably completed a beneficiary designation form. However, this step can be overlooked, particularly during retirement plan account transfers between employers. So it's essential to review all paperwork to make sure it's complete. If you need to make a change, notify the account administrator.

It's also a good idea to stay abreast of changing beneficiary designation rules. In some states, if one partner in the marriage wants to leave a 401(k) or pension to a non-spouse beneficiary, such as a child from a previous marriage, the current spouse must provide written consent.

#### #4) Reach out to experts.

Inheritance rights can be a complex That's why it's a good idea to reach out to financial professionals who have studied the nuances. An excellent resource is our company's team of Financial Advisors. To further safeguard your interests, it's also important to:

- **Create a written will**, which legally defines who should inherit your property and other assets that do not have beneficiary designations.
- **Execute durable powers of attorney** for financial matters and healthcare decisions. These documents give whomever you choose the legal power to act in your place for financial and healthcare issues should you become unable to — especially critical if you are not legally married. You should also consider executing a living will, outlining your wishes for life-sustaining medical treatments.

*Hall Financial Advisors, LLC does not offer legal or tax advice.*

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*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.*

**Investments in securities and insurance products are: NOT FDIC-INSURED/NOT BANK-GUARANTEED/MAY LOSE VALUE**



**Members of the Advisory Team**  
(Front Row L to R): Brett Bronski, Ashley Brown, Chris Hall – Managing Principal (Back Row L to R): Rob Beardmore, Rob Blasczyk, Jeremiah Kuhn



## Holistic Investment Planning for a Bright Future

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# Get the Chamber Connection

**Ask SCORE:  
Managing Your Time**  
Edited by  
Bob High, SCORE Counselor

### Paperwork efficiency

Forget everything you've read about the "paperless" office, paper is still very much with us.

New projects, financial reports, receipts from sales and expenses, or reminders of upcoming appointments need to be retained and categorized, then filed accurately. Minutes spent looking for a particular item can add up, especially if you're pressed for time. And how often are you distracted by other items during your searches?

Try following these **DRAFT** guidelines:

**Discard:** If it's something you'll never retrieve again, trash it, don't file it.

**Refer:** If someone else needs the information or can handle it for you, pass it along.

**Act:** If it requires action by you, do it now - don't handle it a second time.

**File:** If it's important and you will need it later, file it in a proper filing system.

**Table:** If it's something you'll need in the near future, place it in a simple follow-up system for easy, quick access. Some people call that the "Too Hard Box".

Then follow up with a planning tool, either digital or on paper. This makes it easier to prioritize - and use a format that allows deletions, and additions. Consider adding related phone numbers and key words for the file name.

Be sure to maintain a filing system for critical information such as contacts, phone numbers, formatted letters, standard proposals and marketing phrases.

If you would like to discuss this topic or business planning, business growth strategies or a specific business issue, contact the Marietta SBDC at 740-373-5150 and ask for a SCORE business counselor.

If you would like to discuss this subject or any another business issue, contact SCORE at [www.score.org](http://www.score.org)

### Business After Hours Thursday, February 9

Join us for February's Business After Hours hosted by **Undo's on the Pike!**

5-6:30pm

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

### Boost Your Business Tuesday, February 14

"Getting the Media to Love You"

Featured Speaker:  
**Drew Tanner, Peoples Bank Theatre**

8am-9am

Huntington Bank  
226 Third Street



### Professional Women's Roundtable

Wednesday, February 22

### "Cyber Security"

Featured Speakers:  
**Hannah Gifford & Scott Edwards, Netranom**

11:45am-1pm

daVinci's  
215 Highland Avenue, Williamstown

\$10 Special Member Rate  
\$15 General Admission



### MACC Coffee Chat Friday, February 24 8:30am-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](http://www.mariettachamber/events).

### Welcome New MACC Member!

**Oriana House, Inc.**  
27830 State Route 7  
Marietta  
(330) 535-8116

*Jennifer Turnes, Program Manager*



### December Ambassador Visits!



MACC Ambassadors with  
Larry Slotter, owner of  
Busy Bee Restaurant.



MACC Ambassadors with  
Courtney Knoch, owner of  
Silver Linings.



MACC Ambassadors with  
Laura Pytlik, owner of  
Wit & Whimzy.



### Marketing Options with MACC

**Morgan Brown**  
Member Services

Are your services and products used mostly by other businesses? You can use mass media to reach your audience OR you can try the Chamber.

MACC offers print, email and online advertising at an affordable rate! It costs just \$35 to reach 1,000 people with this magazine.

- B&W Business card inside is \$35 for a single month.
- Outside front cover color banner ad is \$100.
- Flyer insertion is \$150 and you supply 1,000 copies.

An ad in Monday's weekly e-newsletter has costs beginning at \$35.

Personalized e-blasts are available for \$75.00 and are sent to 1200 e-mails through Constant Contact and an added post on our Facebook page. Please note that e-blasts are sent any day except Monday, and unless an e-blast is already scheduled.

As a member of MACC you have a free listing on our website, [www.mariettachamber.com](http://www.mariettachamber.com), that you can enhance with pictures and videos that can then be linked to Google, your Facebook and LinkedIn accounts!

The MACC Facebook page & Instagram accounts are free to advertise on as well!

For more details and to reserve space, just call me at 740-373-1883 or email [Brown@mariettachamber.com](mailto:Brown@mariettachamber.com).

#### Marietta Bucks Give-Away

Too bad Amy Drobina, Peoples Bank-Lowell Office, was not at January's BAH. She missed winning \$100 in Marietta Bucks gift certificates!

Join us on February 9, 5 to 6:30pm when Undo's on the Pike hosts Business After Hours for another chance to win \$200 in Marietta Bucks.

**YOU MUST BE PRESENT TO WIN!**

## Ely Chapman Education Foundation Hosts BAH in January



Alice Chapman and her team at Ely Chapman Education Foundation warmly welcomed chamber members and guests to our first BAH of 2017. The weather was unseasonably warm and extremely rainy but many still came out to learn what Ely Chapman is all about.

Pictured above on the left are Robert Kirkbride ~ Marietta Ventures and Dr. Bradley Ebersole ~ Washington State Community College enjoy some tasty snacks.

Above on the right Courtney Smith and Kristen Lord, Copperleaf Interior Design Studio, enjoy the wide array of books from the Ely Chapman Book Give-away.

Below left: Miss Alice herself takes the stage to speak about the many opportunities at the foundation.

Below right: Drew Tanner, Peoples Bank Theatre, and MACC Board Chairman Dan Harrison, Harrison Construction, enjoy the evening.



Your Chamber can help you save money on your **workers' comp. premium**. We partner with CareWorksComp to offer our chamber members savings through a workers' compensation group rating program. You may be able to save BIG money on your workers' comp. premiums. To see how your company can benefit, you must complete an AC-3 (Temporary Authorization to Review Information).

To request quotes, please contact CareWorksComp toll-free at 1-800-837-3200. Be sure to mention you are a member of MACC so that you can gain access to the Chamber's group rating programs. Over 100 MACC members take advantage of this money saving plan!

## What You can Expect with Your MACC Membership

- 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 products and services and seek ways to help you succeed.
- The Chamber will encourage your positive participation and support of Chamber programs, committees and events. Members who are engaged with MACC report a positive impact on their business.
- The Chamber will work to provide the best possible services to benefit your business, whether it be through networking, meetings, publications, affinity programs or business seminars.
- The Chamber staff will respond in a speedy and appropriate manner to any requests you may have, using the resources available and exhibit a professional knowledge of business issues which may affect Chamber members.
- At least once a year, a Chamber staff member or Ambassador will personally visit you at your place of business to gather your input and ensure that the Chamber is living up to your expectations.
- When dealing with customers who have a complaint or inquiry about your business, and when referring customers to Chamber member businesses, the Chamber will follow a strict policy of integrity, confidentiality and fairness.



Our Mission:

*To represent business by providing leadership that proactively influences government and the community and creates resources, education, networking opportunities and outreach for business.*

## Ribbon Cuttings



Congratulations to Washington Electric Co-Op! Despite the snowy weather, Washington Electric and Buckeye Power celebrated the start of the OurSolar program with a ribbon-cutting ceremony! Co-op members, employees, trustees and friends gathered in front of the 50-kilowatt solar panel array located at the co-op's facility near Marietta. More information about the OurSolar program can be found at [oursolar.coop/washington](http://oursolar.coop/washington)



Congratulations to Lashley Tractor Sales on their ribbon cutting! Lashley Tractor Sales of Quaker City has expanded, opening a new branch in Marietta. After 25-plus years of serving Marietta and the surrounding areas, Hurst Tractor & Garden Equipment They are located at 1200 Pike Street in Marietta.

### Let Us Help You Celebrate!

Are you opening a new business, expanding at your current location, relocating, or celebrating a milestone anniversary? Let the Marietta Area Chamber of Commerce help you celebrate!

A Ribbon Cutting ceremony is an important part of your overall marketing and advertising plan and is a great way to kick off a grand opening or relocation of a business.

For more information or to schedule your ribbon cutting contact Morgan Brown at our office 740-373-5176.



## MACC Member News

- Happy 1st Anniversary to **Peoples Bank Theater**.
- Happy 3rd Anniversary to **Bella Via Salon!** They are located at #7 Tiber Way in Marietta.
- Happy 35th Anniversary to **Oopsa-Daisy Florist!** They are located on Route 7 in Newport, Ohio.
- **The Betsey Mills Club**, welcomes Jocelyn Adelsperger, their new Executive Director!
- Duke Energy is now **Dynergy**.

Do you have news about your business you would like to share? Email Morgan at [brown@mariettachamber.com](mailto:brown@mariettachamber.com). It's a free member benefit!



### Congratulations on a Great Move!

Perry & Associates relocated its Marietta office in January to its new location at 313 Second Street (across from the Marietta Court House) in downtown Marietta.

This move represents an over \$2 million downtown renovation project for the City of Marietta.

With the expansion of office space, Perry & Associates plans to hire several more accountants, auditors, and accounting staff throughout the year.

This new expansion in downtown Marietta will allow all of Perry & Associates' Marietta staff to be housed under one roof allowing for more efficiency within their multi-state accounting firm.

We congratulate Perry & Associates on their restoration of a historic building and persevering Marietta.

In celebration of their new location they will host a grand opening on Tuesday, February 14 from 5pm-7pm for businesses in the community.

