

MACC Welcomes New Board of Directors

The Chamber's Board of Directors represent 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.

Terry Rataiczak, MACC's Chairman of the Board



Terry joined the Chamber Board in 2011 and has been our Communications and Technology Committee Chair. Terry is the CEO of Kinetic Networking, an Advanced Information Technology Consulting firm based in Caldwell, Ohio dedicated to providing customized, innovative and effective solutions to a wide range of clients. This company was founded in June of 2004.

Terry is an active member in the Marietta Noon Rotary club for the past 9 years where he chairs the foundation committee. Terry resides in Caldwell, Ohio with his fiancé Trina and their children Megan, Madison, T.J., Rheanna, Sean, Taylor and Trenton.

Tina Adams, VP and Security Officer of Settlers Bank



has been a Marietta resident for 30 years. She is a graduate of Marietta College with her BS in Finance & Economics. She is also a graduate of the Ohio School of Banking. She is a Lifetime Member of the Economic Roundtable of the Ohio Valley. She is active with Rotary, and has served as a past board member and officer. She has also served on

numerous community boards over the years. When she is not thinking about financial numbers or volunteering, Tina and her husband Bill, a private pilot, enjoy flying, golfing, traveling, and spending time with friends.

David Schramm, President, Workingmans Store Inc.,



is a graduate of Marietta High School and Westminster College with a BA in psychology. He served in the U.S. Army for six years being discharged with the rank of Captain. Upon his return to Marietta he began working at the Workingmans Store. Dave has been instrumental in the continued growth and evolution of the business as well as the formation of the industrial sales division. Dave has been active in downtown Marietta, holding all the positions, including President, in the Marietta Area Merchants Association (MAMA), ReStore Marietta, and Marietta Main Street. He is very involved in community work, mainly through the Knights of Columbus and his Church. Dave and his wife Karen live in Lowell, OH and have two adult children, Joan of Westchester, OH and Gina of Marietta, OH.

Many thanks to **Dan Harrison, Harrison Construction**, who skillfully served the past two years as our Board Chair. His insights, support and leadership contributed to two more successful years. He will continue to serve as the past-chair for 2017-18.

Special thanks to **Donn Schafer, Settlers Bank**, who has dedicated his time, talents and expertise from 2008-2017 and most recently served as our Past Chairman.

Others who are serving a second term on the Board include:

- **David Bricker, Hampton Inn**
- **Gary O'Brien, O'Brien's Safety Services**
- **Michael Beardmore, Retired Businessman**
- **Joan Zoller, Trademark Solutions**

The MACC Board of Directors are local citizens and business people who live and breathe in the Marietta Area. They all serve on a volunteer basis. They truly are community leaders that care about the Marietta Area Chamber of Commerce and having piece of mind to know that they are actively working for the betterment of economic development in our area. If you have served or are currently serving as a MACC Board Member—thank you for your time and dedication. For a full list of the 2017-2018 Board of Directors, please see page 2.

Last Chance!

Purchase your tickets for MACC's 102nd Annual Meeting & Dinner.

Monday, March 13th,
Dyson-Baudo Recreation Center - Marietta College

Keynote Speaker: Larry Winget

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

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



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



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BAH– Undo’s on the Pike



Undo’s on the Pike hosted a very classy Business After Hours. The Fifth Street Quartet played beautiful music while guests mingled and nibbled on great food prepared by Undo’s. Did you know Undo’s on the Pike has their new line of wine available? Guests had the opportunity to taste the new line.

Special thanks to Jason Ware, Nick Sparachane, Beau Catalano and the staff of Undo’s on the Pike for a very nice winter evening of networking.



Above: Larry Shears, Englefield Oil Gathering, Bob Kyer and Toni Lang, Buckeye Bob/Chris Custer Fund, enjoy the evening.

Left: Barry Mullen and Russ Mercer, Marietta Office Supply, enjoy the tasty snacks.



Right: Bill McFarland, Washington County Auditor, and Tonya Tullius, Schwendeman Agency, relax and enjoy catching up on business life.



Marietta Bucks Give-Away

Too bad Kathy Ash, Buckeye Hills, HVRDD, wasn’t at February’s BAH. She missed winning \$200 in Marietta Bucks!

Join us on April 13 from 5 to 6:30 pm when WASCO hosts Business After Hours for another chance to win \$300 in Marietta Bucks.

YOU MUST BE PRESENT TO WIN!



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.

REMEMBER!

RSVP
your extra
guests for the
April 19th
Safety Awards Banquet.
We are expecting a full house!

Ohio’s Safety Council Members Save \$9.5 Million in 2016

Each Ohio safety council has the same goal to increase safety awareness. With more than 80 safety councils, the Ohio BWC reports the rebate to Ohio employers is \$9.5 million. Locally, our eligible MOVSC Members saved \$46,000 in the 2% Participation Rebate.

Not all members receive the initial 2% participation rebate. A large number of employers were enrolled in a group-experience rating program last year and are only eligible for the 2% performance bonus to be calculated and distributed in upcoming months. The 2% performance bonus is for those who reduced either frequency or severity by 10 percent or maintained at zero.

Group experience rating program employers who meet rebate eligibility requirements can earn a 2-percent performance bonus rebate only.

Group retrospective rating program employers who meet rebate eligibility requirements can earn a 2-percent participation rebate only.

NOTE: The rebate offer excludes self-insuring employers and state agencies.



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.

MOVSC Upcoming Meetings

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



Hall Financial Advisors, LLC

1101 Rosemar Road, Suite, Parkersburg, WV 26105
 416 Hart Street, Suite A, Marietta, OH 45750
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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

Boost Your Business Tuesday, March 14

Topic & Speaker: TBA
 8am-9am
 Huntington Bank
 226 Third Street
 Marietta

A Special Joint BAH with the MOV Chamber at Copper Leaf Interior Design Studio Tuesday, March 21

5pm-7pm
 415 Gilman Ave.
 Marietta



Professional Women's Roundtable

Wednesday, March 22

Topic:
 "Creating a Budget & Sticking to It"
Speaker: John Voorhies,
 Small Business Development Center

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

\$10 Special Member Rate
 \$15 General Admission



MACC Coffee Chat Friday, March 31

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!

A2A Body Shop
 610 Goose Run Road
 Marietta
 (740) 336-9729
Stephanie Angelo, Owner
www.a2absk.com

Alzheimer's Association MOV

1218 Market Street
 Parkersburg, WV
 (304) 865-6775
Susie Warman,
 Regional Coordinator
www.alz.org/wv

Barnes & Noble College Bookstore

206 Fifth Street
 Marietta
 (740) 376-4528
Jessica French, Store Manager

Malta Dynamics, LLC

210 13th Street
 Malta, Ohio
 (800) 494-1840
Damian Lang, CEO
www.maltadynamics.com



Member News!

- Happy 115th Anniversary to Peoples Bank!
- Happy 3rd Anniversary to Comfort Suites, Marietta!
- Save the Date for the second "Dancing with the Docs" Saturday, April 29 at Peoples Bank Theatre at 7pm. All proceeds go to the Strecker Cancer Center.
- You still have time to apply for the "Good Works Cruise" hosted by the Valley Gem Sternwheeler. Deadline is March 3. Valleygemsternwheeler.com for more information.



Special Thanks to MACC's 102nd Annual Dinner Sponsors!

Platinum Level



Gold Level



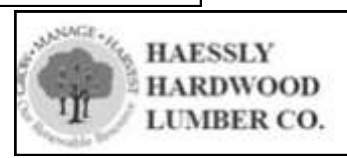
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Silver Level



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Bronze Sponsors



2016 New Member Sponsors



Annual Dinner Menu

This year's MACC dinner will served by Parkhurst Dining at Marietta College and feature:

Salad: A mixed green salad with bleu cheese crumbles, red onion, candied pecans and a house made poppy seed dressing.

Entrée: Grilled chicken breast topped with a Mango Chutney, Saffron Rice, Sugar snap peas and red bell pepper sauté or for a vegetarian option, Spinach and artichoke Lasagna

Dessert: Pavlova (berry and custard filled meringue) and Cheesecake with a berry topping

Parkhurst Dining at Marietta College is a leading regional hospitality company that provides sustainable, award-winning dining and catering services. Their expert staff and innovative chefs will work with you from start to finish customizing the perfect event featuring elegant, world-class food and service. Parkhurst-catered events have received numerous accolades in various regional publications. You can be assured that Parkhurst will exceed your expectations when they plan and cater your next special event! From small corporate functions to gala events, our extensive experience in catering and special event planning is what uniquely sets us apart. For more information, Please contact their Catering Director, Jason Legraen at 740-376-4434 or by email at Jlegraen@parkhurstdining.com.

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