



**BWC Administrator
Sarah Morrison Recognizes
Outstanding Achievements of
MOVSC Members!**



Congratulations to the following dedicated MOVSC Members in achieving the 100% Award. This award is given to each company that works the entire year (2016) without a lost-time injury or illness.

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

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- O'Neill Senior Center
- Pawnee
- Peoples Bank Theatre
- Pioneer Masonry Supply Company
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- United Construction Company
- Vogue-Swift
- Washington County Career Center
- Washington County Woman's Home
- Washington Electric Cooperative
- Water Energy Services
- Westbank Harbor Services
- Wetz Warehousing
- Wolf Creek Contracting
- Workingman's Store

It's All about Networking and Building Connections!

WASCO hosted April's Business After Hours. Guests enjoyed tours of the facility, an update of how their company can help fellow Chamber members and of course tasty snacks and door prizes!

WASCO's production room can handle many types of fulfillment projects for your business.

They are currently contracted by Thermo Fisher for sorting, collating, assembling, and packaging of materials vital to their production. They have the man-power to meet company production needs no matter how large or small, on a company business site or at their location, with a staff of trained reliable workers for high-turnover jobs. WASCO can provide solu-

tions for just about any production need to Ohio Valley businesses. Give them a call at 740-373-3418 and let WASCO help you find a solution to your time-sensitive jobs.

Thank you Joe, Tara and the staff at WASCO for your hospitality!



Joe Faires, WASCO CEO, and Teresa Porter, WASCO's Direct Service Professional, talk about the Thermo/WASCO partnership.



Above: WASCO Representative Tara Meeks led tours through the facility. Pam Holschuh, Copper Leaf Interior Design Studio and other guests enjoyed learning about the many programs and opportunities available.



Left: Clarence Carpenter, Thermo Fisher Scientific, enjoyed snacks and spoke about all of the great work coming from WASCO.

Benefits of Chamber Membership

As a new member you will receive business exposure, networking and referrals along with marketing, affordable advertising, website listings, and community and economic development which can all result in growth for your business. We offer many of the same benefits to our more established businesses.

Here's What We Can Do For You...

Connections and Business Exposure

- Grand Opening and/or Ribbon Cutting
- Information about your business in the Chamber News, MACC web site, and Facebook
- Display your brochures in the Chamber office
- Listing in the MACC Membership Directory – online and in print
- Participation in the Marietta Bucks Gift Certificate program supporting shopping locally

Advertising Benefits

- Advertise your business in the *Entrepreneur* through inserts or ads
- Post deals, job openings and more on our website
- Share information in weekly e-blasts, on our website, and through our Facebook page
- Sponsorship opportunities at Chamber events

Savings on Healthcare Insurance and Workers Compensation

Safety Awareness/Training offered by our Safety Council program

Networking Opportunities

- Business After Hours - held 10 times per year
- Professional Women's Roundtable - held 11 times per year
- Educational/Legislative Seminars - held several times each year
- Annual Meeting Dinner & Expo - held in early March
- Ambassadors Committee - meet monthly to welcome new businesses, help with events



Mid Ohio Valley Safety Council

Administrator Morrison is Greeted with a Warm Welcome at the MOVSC April Awards Banquet



April was full of awards and recognition for the Mid-Ohio Valley Safety Council members. The Annual Awards Banquet was held at the Marietta Shrine Club with featured speaker Administrator Sarah Morrison, Ohio BWC.

Ohio Governor John Kasich appointed Sarah Morrison Administrator/CEO of the Ohio Bureau of Worker's Compensation in May 2016. She leads an agency of more than 1,900 employees that serves more than 250,000 employers and administrators nearly 1 million open claims.

Morrison spoke on the continued efforts of improving safety throughout the State of Ohio.

She and BWC staff spent the morning at Marietta College. In 2016, the College purchased a towable personnel lift/boom that extends 50' into the air for maintenance work up to four stories in height. They also purchased a motorized dumpster caddy to move heavy dumpsters. These safety and efficiency efforts were purchased through a \$37,000 Safety Intervention Grant from Ohio BWC.

The Safety Intervention Grant Program is available to any Ohio state-funded or public employer who wishes to purchase equipment to substantially reduce or eliminate injuries and illnesses associated with a particular task or operation. The program is designed to work and partner with Ohio employers to establish safety intervention best practices for accident and injury prevention.

With the safety intervention grant, private and public employers are eligible for a 3 to 1 matching grant, up to a maximum grant award of \$40,000 for each eligibility cycle.

This means BWC gives \$3 for every \$1 the employer contributes.

In return, employers will submit to BWC eight prescribed, quarterly data reports and one case study with a cost benefit analysis one year after the date of the intervention.

The BWC then uses this information to determine the effectiveness of the intervention and share successes with other employers. To review the complete policy for the program go to www.bwc.ohio.gov/employer/programs/safety/empgrants.asp.



Paul Miller, Marietta College, is recognized by Administrator Sarah Morrison on his active safety efforts.



Above: Marietta College employees demonstrate the ease of transporting dumpsters through campus with the new dumpster caddy purchased.

Above Left: The boom lift provides a safer work platform than ladders steps.

MOVSC Upcoming Meetings

Wednesday, May 17

"Have You Lost Your Mind....Fulness?"

Featured Speaker:
Kelly Glass, McDonalds
Sponsored by
McDonald's of Marietta

Wednesday, June 21

"Concussion/Post Concussion Syndrome"

Featured Speaker:
Memorial Health System Neurology Department

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

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 21st 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 businesses 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.



FT 400 Top Financial Advisers 2017



March 30, 2017 – **Chris Hall, Managing Principal, Hall Financial Advisors, LLC** has been named to the 2017 edition of the Financial Times 400 Top Financial Advisers. The list recognizes top financial advisers at national, independent, regional and bank broker-dealers from across the U.S.

This is the fifth annual FT 400 list, produced independently by the Financial Times in collaboration with Ignites Research, a subsidiary of the FT that provides business intelligence on asset management.

Financial advisers from across the broker-dealer channel applied for consideration, having met a set of minimum requirements. The applicants were then graded on six criteria: assets under management (AUM); AUM growth rate; experience; advanced industry credentials; online accessibility; and compliance records. There are no fees or other considerations required of advisers who apply for the FT 400.

The final FT 400 represents an impressive cohort of elite advisers, as the “average” adviser in this year’s FT 400 has 27 years’ experience and manages \$1.7 billion in assets. The FT 400 advisers hail from 38 states and Washington, D.C.

The FT 400 is one in a series of rankings of top advisers by the Financial Times, including the FT 300 (independent RIA firms) and the FT 401 (DC retirement plan advisers).

The Financial Times 400 Top Financial Advisers is an independent listing produced annually by the Financial Times (March, 2017). The FT 400 is based on data gathered from advisors, broker-dealer home offices, regulatory disclosures, and the FT’s research. The listing reflects each advisor’s status in six primary areas: assets under management, asset growth, compliance record, experience, credentials and online accessibility. This award does not evaluate the quality of services provided to clients and is not indicative of this advisor’s future performance. Neither the brokerages nor the advisors pay a fee to the Financial Times in exchange for inclusion in the FT 400.

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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

Chris Hall and his business partner, Brett Bronski, lead a team of fifteen which include: Chris Hall—Managing Principal, Brett Bronski—Senior Financial Advisor, Rob Blasczyk—Financial Advisor, Jeremiah Kuhn—Financial Advisor, Ashley Brown—Senior Ops Mgr / Financial Advisor, Rob Beardmore—Financial Advisor, Mark Wehl—Chief Operating Officer, Kari Marra—Registered Client Services Assistant, Lori Napier—Registered Client Services Assistant, Angie Harkness—Administrative Mgr, Jen Wilt—Client Services Assistant, Wendy Martin—Client Services Assistant, Jill Altenburger—Client Services Assistant, Mindy Haas—Administrative Assistant and Jennifer Roton—Administrative Assistant.

Hall Financial Advisors, LLC seeks to build life-long investments relationships on a foundation of trust and client satisfaction. The advisory team is dedicated to helping create the life and legacy desired by applying investment experience to individual’s unique goals. Some of the services provided by Hall Financial Advisors include: fixed income, estate planning strategies, fee-based portfolio management services, equity investments, education planning, access to lending services through affiliates, and retirement plan services.

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Save The Date! MACC 47th Annual Golf Outing Monday, August 7, 2017



It is time to get your clubs ready and take the afternoon to network on the course! The 47th Annual Golf Outing is scheduled for Monday, August 7, at the beautiful Marietta Country Club.

- Shotgun start at 11am.
- Four person scramble.
- Entry fee of \$125 per person includes golf fees, cart, one Mulligan, range balls, lunch and dinner.
- 50/50 Drawing.
- Skins game (\$40/team).
- 1 Extra Mulligan \$10.
- 14 Skill Prizes of Pro Shop Gift Certificates
- Par 3 Hole Prizes of \$125 Pro Shop Gift Certificates

Team Prizes

1st Place Team:
\$500 (\$125 per person) in Marietta Bucks or Golf Pro Shop Gift Certificates.

2nd Place Team:
\$300 (\$75 per person) in Marietta Bucks or Golf Pro Shop Gift Certificates.

17th Place Team:
\$500 (\$125 per person) in Marietta Bucks or Golf Pro Shop Gift Certificates.

18th Place Team:
\$300 (\$75 per person) in Marietta Bucks or Golf Pro Shop Gift Certificates.



2016 - 1st Place Winners
Perry and Associates
Scott Woods, Bill Wilkinson, Austin Wilkinson, Randy Nelson

Get the Chamber Connection

Ohio Chamber of Commerce Business Symposium

Friday, May 5

“Labor and Employment Issues in a Trump Administration”

Speaker: Jim Yates, Eastman & Smith

Marietta Country Club

11:30am-1pm

\$15 per person and includes lunch

Boost Your Business

Tuesday, May 9th

“Tax Strategies for Small Business Owners”

Speaker is Jodey Altier, Perry & Associates

8am-9am

Huntington Bank
226 Third Street, Marietta

Business After Hours

Thursday, May 18th

Boathouse BBQ
218 Virginia Street
Marietta, OH 45750

5-6:30pm

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

Professional Women’s Roundtable

Wednesday, May 24th

Undo’s on the Pike
700 Pike Street
Marietta, Ohio

“Spring Wine Tasting”

Special time
5:30pm to 7:30pm

\$10 Special Member Rate
\$15 General Admission

MACC Coffee Chat
Friday, May 26th

MACC Conference Room

8:30-9:30am

Welcome New MACC Members!

Robert Rhoads
Individual Member

Capstone Digital Marketing, LLC
(740) 502-3002
108 Country Club Drive, Marietta
Tracy Gimpel, CEO

eLIMBS
(740) 401-0720
2730 Washington Blvd., Belpre
Philip Coyner, President

Miller’s Party Rental Center
(330) 753-9104
869 W. Waterloo Road, Akron
Dean Miller, Owner



Member News!

- **Durham Financial Services** have moved! Their new location is at 428 Second Street, Marietta.
- **Comfort Keepers** Congratulations to Mrs. Joanie Yeomans who was recently appointed Vice Chair of the National Brand Fund. This follows the January announcement where Joanie was also named to the National Advisory Council.

Share your news with us! This section is FREE to promote your good news with the MACC membership! Submit news to email info@mariettachamber.com.

Sandy's Success Builders Tips to Building a Successful Business Plan

Sandy's Business Builders: Maintain Protection against Financial Fraud



**Sandy DeLong is Vice President – Treasury Management at Peoples Bancorp Inc. She has more than 25 years' experience in banking and is ACH accredited. She can be reached at (740) 376-7215 or by e-mail at sandra.delong@pebo.com. Peoples Bancorp Inc., is a diversified financial services holding company with \$3.4 billion in total assets, 76 sales offices including 67 full-service bank branches and 75 ATMs in Ohio, West Virginia and Kentucky. Peoples makes available a complete line of banking, investment, insurance and trust solutions through its subsidiaries - Peoples Bank and Peoples Insurance Agency, LLC. Peoples' common shares are traded on the NASDAQ Global Select Market® under the symbol "PEBO", and Peoples is a member of the Russell 3000 index of US publicly-traded companies. Learn more about Peoples at www.peoplesbancorp.com.*

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Marietta, OH 45750
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While Business Email Compromise (BEC) has been a well-recognized financial fraud for years, various destructive alterations have morphed from this fraudulent practice.

One particular social engineering fraud that the NACHA (National Automated Clearing House Association) has seen proliferating in recent months has become known as Vendor Impersonation Fraud.

Public-sector companies may be at greater risk for falling prey to these insidious fraudsters as their contracting information is often a matter of public record.

With Vendor Impersonation Fraud, the criminals will impersonate a current vendor contracted by the public-sector entity, requesting the Automated Clearing House (ACH) transfer and payment information be updated or changed. Because social engineering techniques have become highly sophisticated over time, the fraud is often difficult to identify. Grammar and spelling is accurate. Email addresses may be nearly identical to the actual one, and company logos and managerial signatures may be forged within the email, written correspondence, or fax.

Once a business has updated the payment information and transferred the money, most cases result in a loss to that company, as the money is transferred to the fraudster's account, not the contracted business.

So, how can you decrease the risk associated with Vendor Impersonation Fraud?

It is possible. And as an experienced professional within the finance sector, my goal is to help you do exactly that.

Steps Peoples Bank takes to reduce risk to help our customers stay protected:

- At Peoples Bank, we alert our business customers of Vendor Impersonation Fraud
- We have procedures for identifying money "mules" (a person who transfers stolen money between countries).
- To assist in reducing risk, added security procedures are available for our business customers, such as a two-step verification process for all wire transfer payments.
- Also, at Peoples Bank, we offer value-added services like cash-management services employed to deter check fraud, debit blocks, and security controls such as two-factor authentication, which provides an additional level of security when transferring funds outside of the bank for our customers.

Protecting Your Company (or other business Entity)

- Understand that the method of attack is not always an Internet-based cybercrime. Often the mode of attack comes via email, phone calls, fax or even letters.
- Authenticate vendor payment information by *independently verifying* the requested changes. Never use the same number for verification given by the current contacting entity. Always consult a previous trusted list of contact information for the vendor in question.
- Never provide secure or sensitive information over the phone or via an online form unless independent verification has been completed.
- Use only secure means for any ACH payment/information forms.
- Seriously investigate any calls received from your financial institution concerning possible suspicious activity within your accounts.
- Familiarize yourself with your customer's habits including the reason, amount and date of payments.
- Develop risk management practices best suited to your company's individual programs and circumstances.

Remember, no amount of safety precautions is too great when facing the loss of thousands of dollars. If you feel your business may be the victim of social engineering fraud, contact your financial institution immediately.



MACC AMBASSADORS VISIT!



Top Left: The Ambassadors were welcomed by Shaga and Ken Weeks at Discount Signs and Awnings.

Top Middle: The MACC Ambassadors welcomed the Town House back to the MACC membership.

Top Right: Holiday Inn Express is the newest hotel on the Pike!

Second Row Left: Celebrating 150 Years! Congratulations Rob Schafer and staff!

Second Row Middle: The Lafayette Hotel is busy with continued renovation of the historic hotel.

Second Row Right: The Ambassadors made a visit to the Betsey Mills Club and welcomed new Director Jocelyn Adelsperger.

Third Row Right: Welcome to Putnam Street Strahler Ink!

Special thanks to the MACC Ambassadors for making this month's visits possible: Valerie Adkins ~ Hannah's House Homestyle Assisted Living, Michele Albaugh ~ MANCAN, Sandy DeLong ~ Peoples Bank, Carolyn Heiner ~ Hyde Brothers Printing & Marketing, Lenora Lada ~ The Career Center, Laura Miller ~ Glenwood Community, Courtney Smith ~ Copperleaf Interior Design Studio.