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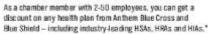








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#### Welcome to our New MACC Board Directors

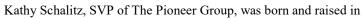
Dan Harrison joined the Chamber Board of Directors in 2012 and has served on the Business Advocacy Committee. Owner of Harrison Construction in Marietta, Dan is active with area non-profits and passionate about improving our local business community. Recently Dan has been beaming about the kick-off of the renovation of the Peoples Bank Theater; a project he and fellow Hippodrome Colony board members have been diligently pursuing. Dan and Gillian have two children, Lucas and Caitlin.



Dr. Joseph Bruno, President of Marietta College, and his wife Diane moved to Marietta in 2013. Both have been quite busy on the college campus and reaching out to the community at large. Joe is a member of the Marietta Noon Rotary and is on the Betsey Mills board. He serves on the finance committee of the Ohio Foundation of Independent Colleges and is Chair of the Ohio Athletic Conference Presidents. He earned his BA, Chemistry, from Augustana College in Rock Island, IL, plus an MA and PhD in Chemistry from Northwestern University. When he is not working or volunteering, Joe enjoys travel, recreational cycling, major league baseball and hockey and is a



Kristopher O. Justice, attorney with Theisen Brock, and his wife Brandee Norris, have been Marietta residents for 5 years. With his BA in History from Hiram College and a JD from Capital University Law School, Kris also received his LLM in Transnational Law from Temple University Beasley School of Law. He currently serves as President of the Economic Roundtable of the Ohio Valley and also is treasurer of the Marietta Morning Rotary Club. He enjoys soccer, traveling, skiing, hiking, camping, and golfing. He and Brandee like spending time with their dog, Kali.





Marietta. She is a graduate of Ohio Northern University with her BS in Athletic Training. She obtained her Masters degree from Middle Tennessee State University. Since returning home to Marietta in 2007, Kathy completed the Telesis Community Leadership program. She is active with Rotary, serving as a board member and most recently as club president. When she's not at the family business, Kathy and her husband Justin enjoy spending time at their lake house with their dog Gus.



**Introducing Dan Harrison** MACC Chairman of the Board 2015-2016

It is never easy to bid farewell to the fine men and women who are finishing their term on the MACC Board. Responsible for the strategic plan and policies of MACC, these folks are truly dedicated to supporting area businesses. Thank you and Farewell to:

Colleen Cook, Theisen Brock 2007-2015 Board Chairwoman in 2012-2013.

Beth McNally, Marietta College 2009-2015

David Vandenberg, Microbac 2009-2015

Ken Bowen, Americas Styrenics 2012-2015

We are grateful that you shared your talents and gave generously of your time.



**PLATINUM LEVEL SUSTAINING MEMBER** 

# From the Corner Office

Only a few more days and the 100th Annual national corporation, from farming to manufacbe underway!

It's certainly an occasion to celebrate. Carrie Ohio Valley. Ankrom. Events Manager likens the Annual Meeting to planning a wedding every year. It just happens to be a rather large wedding with 600 to 800 guests attending. We plan the food, the music, the entertainment, the tables, chairs, linens, and that humongous seating chart! Add in the business sponsors' exhibit space, selecting a keynote speaker, and scheduling the award presentations and you'll understand why we breathe a sigh of relief at 9 o'clock Monday evening when we clear out the Dyson-Baudo Rec Center.

Celebrating this anniversary is more than incorporation as a chamber in 1915, MACC connector. With Facebook and our website has been involved in supporting, promoting MACC reaches around the world. and building a strong business community. Long before there was an economic development agency, long before there was a visitors' bureau, long before there was a merchants association or a Main Street program, there was the Chamber of Commerce. It is the only entity focused on the entire business community from the local sole proprietor to the multi-

Meeting Dinner of the Marietta Chamber will turing, retail to healthcare, importers, exporters, bankers and lawyers - we all work together through the Chamber to enhance our Mid-

> We work together to strengthen our economy, to create jobs, to create opportunities for entrepreneurs and to provide encouragement to our established businesses.

MACC is an association of 595 businesses, non-profits and government agencies. Our members employ 17,740 full-time people and 2,389 par-time positions.

MACC connects with 358 other businesses and organizations with interests in the Mid-Ohio Valley. With over 1,300 email addresses acknowledging a century of existence. Since plus mailing the Entrepreneur to nearly 1,000 our founding in 1887 as a board of trade to our of the area's decision-makers, MACC is the

> Connected? Yes, we are and so are you! Moving to the future? Yes, we are and so are you. Here's to the next 100 years!

> > Charlotte Keim keim@mariettachamber.com 740-373-6256

## CareWorksComp...

As many of you already know, York Risk Management Services, Group is the parent company of two Ohio Third Party Administrators (TPA), CareWorks Consultants and the Frank Gates Services Company. Effective March 2, 2015 York Risk Services will consolidate the operations of these two firms and operate under the new brand name of CareWorksComp.

As Ohio's largest workers' compensation TPA, the firm is now better positioned to continue providing customers with high quality claims management and effective cost management tools.

Both CareWorks and Frank Gates have been affiliated with the Marietta Chamber of Commerce and we are pleased to be able to continue offering top-notch workers' Comp programs to our Chamber members.



#### 2015-2016 MACC Board

Dan Harrison, Chairman of the Board Harrison Construction

#### **Executive Committee**

Donn Schafer, Past Chair Settlers Bank

David Bricker, Education Hampton Inn

Mark Morris, Member Services

J.D. Byrider **Terry Rataiczak** 

Communications & Technology

Kinetic Networking

**Steve Smith** 

**Board Treasurer** 

Selby Hospital

**Rick Stafford** Industry/Shale Development

Peoples Bank

#### <u>Directors</u>

Mike Beardmore

Michael Bradley

Dr. Joseph Bruno

Marietta College

Dr. Bradley Ebersole

WSCC

**Kristopher Justice** 

TheisenBrock

Gary O'Brien

O'Brien's Safety Services

**Kathy Schalitz** 

The Pioneer Group

Joan Zoller

**Trademark Solutions** 

#### MACC Staff

Charlotte Keim, CCEO-AP President/CEO

#### **Carrie Ankrom**

Program & Events Manager MOV Safety Council Manager

Morgan Cochran Brown Member Services Manager

Tom Fulton

Project Manage

**Kelsey Jeffrey** Administrative Assistant

**Candi Heiss** 

Better Bookkeeping Services

740-373-5176; Fax: 740-373-7808

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# Mid Ohio Valley Safety Council

#### Did You Know...

#### **Safety Grants are Available?**

The purpose of the Safety Intervention Grant Program is to gather information about the effectiveness of safety interventions so the Ohio BWC may share the results with Ohio employers. The program is available to any Ohio statefund 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.

In return, employers will submit to BWC quarterly data reports and a case study one year after the date of the intervention. They will use this information to determine the effectiveness of the intervention and share successes with other employers.

#### **Eligibility requirements**

To be eligible for a safety intervention grant, you must:

- Be a state-fund or public employer;
- Maintain active coverage not more than 40 days lapsed in the prior 12
- Be current on all monies owed BWC:
- Demonstrate the need for safety intervention;
- Provide two-year baseline data;

Have active BWC coverage with past payroll reports (four if a private employer, two if a public employer) for the purpose of defining employer eligibility cycle.

**Note:** Employers who participate in a group-rating program or are involved in other BWC-sponsored programs may apply for a safety grant.

#### Eligibility cycle

Employers who meet the previous eligibility requirements may receive grant funds up to \$40,000 per eligibility cycle. The BWC determines the eligibility cycle by review of the last full year for which payroll information is available. For private employers, the policy year is July 1 through the following June 30. For public employers, the policy year is Jan. 1 through Dec. 31.

For more information on the **Safety Intervention Grant Program** go to www.bwc.ohio.gov.

## **MOVSC** Upcoming meetings

Wednesday, March 18 "The Proper Use of Pesticides" Featured Speaker: Penny Britton Scott's Miracle Grow



**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

#### **Support Safety & Gain Recognition for your Business**

Want an easy way to promote your to 120 MOVSC business members?

Be a sponsor of the next monthly meeting. All that is required is a giveaway for each person and a door prize. Contact Carrie for more information—740-373-1884.



#### REMEMBER!

RSVP your extra guests for the April 15th Safety Awards Banquet. We are expecting a full house!





➤ March 31 to April 2 Greater Columbus Convention Center

Marietta Area Chamber of Commerce

Marietta Area Chamber of Commerce

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# **Quality Reasons Final Expense Insurance** is an Opportunity You Can't Afford to Overlook

Author: Kenneth Strong, Jr.

It happens. Catastrophic risks happen . For most of us, death is the catastrophic risk we don't truly consider in all its aspects when planning for our financial future.

Preparation may include a quality Final Expense Insurance policy designed to help you and your family handle these critical questions:

- Where can I get tax-free funds within days to cover the final expenses of the departed?
- We moved to be closer to children and grandchildren. Will the final expense insurance policy still meet my needs in this new state?
- If I stay in my current community, will the funeral home I select still be business when needed?
- Will remaining funds in my final expense insurance policy distribution be tax-free to the designated beneficiaries?
- If illness or accident results in me selecting Medicaid assistance, will I be able to keep my final expense insurance policy?

At Keim Financial we believe that end-of life planning may be the missing puzzle piece to your retirement planning process. We see too often that people do not understand the value of readily liquid and available assets. More and more funeral homes and cemeteries may now require full payment, sometimes in advance.

When death occurs, there are dozens and dozens of decisions to be made within the first 48-hour time frame. Why not plan ahead so paying for final expenses is not a burden?

Most significant events (marriage, birth of a child, retirement planning) require planning. Rarely do we just let them happen. Did you know that the average cost of a traditional funeral is over \$7,7000\*, excluding cemetery costs?

Who will pay the final expenses? Choices come down to:

• Life insurance policy which usually

- pays within a month or a final expense policy which pays within a few days
- Personal savings, assuming the bank account has not been frozen
- Credit card or a loan
- Borrowing from family or friends.

Estate Planning with final expenses coverage offers has several benefits:

- The asset is protected from creditors;
- the benefit is income tax-free;
- the funds are available quickly and move electronically to the funeral home; and
- the funds are totally portable throughout the USA.

These death proceed funds are intended for funeral and other final expenses without going through probate and other delays such as obtaining a death certificate

A final expense policy does come with a cost. Working with a qualified insurance advisor, you will find there are various payment options:

- 1. Lump sum transfer from savings, CD's or Money Market accounts
- 2. Transfer funds from a pre-existing life insurance account using a tax-free 1035 exchange
- 3. Installment payments

Having a final expenses funeral insurance policy protects your family members against financial hardship and avoids the added stress of funeral costs during this time of grief. Take the step today to help protect your family's financial future.

\*. According to the 2010 General Price List Survey by the National Funeral Directors Association,

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### Ask SCORE:

#### Small Businesses Need to Take Stock of 2014 Trends

Edited by Bob High, SCORE Counselor

ften, a new year's trends are a continuation of factors that have been influential for some time. Though everyone hopes for continued progress in the nation's economic recovery, conditions early in the year differ significantly from those experienced in December. Most experts foresee a year where consumers are more willing to spend, but expect greater value in return.

In many states and localities, January 1 is the effective date for new and modified business-related regulations and requirements. Depending on the law and the location, they could force changes in a small business's operations.

It's also important to remember that some trends could grow in importance down the road such as how customers get information or make decisions.

Social media sites and blogs are gaining use exponentially, with Americans spending more time on Facebook than any other website. The Nielsen report found that social networking's growth is being driven by the 55-and-over crowd using Mobile Internet.

A related trend - online recommendations and reviews of businesses and services - found that today's consumers are nearly **25 percent more likely to go online** to verify recommendations for big-ticket purchases (e.g. cars, large appliances).

The survey also found that negative online reviews are enough for four out of five consumers to change their minds about a purchase.

An excellent source of small business help is <a href="www.SCORE.org">www.SCORE.org</a>. You'll find a wealth of information resources, training, and free, confidential counseling from more than SCORE 13,000 experts.

If you would like to discuss this subject or any another business issue, contact SCORE at the Small Business Development Center 308 Front Street, Marietta, OH Tel: 740-373-5150

www.score.org

# Get the Chamber Connection!

#### Professional Women's Roundtable March Meeting

Wednesday, March 25 11:45am-1pm

#### "Quick Healthy Meals on a Budget"

Grand Pointe
Conference & Reception Center
1500 Grand Central Avenue
Parkersburg, WV 26105

\$10 Special Member Rate \$15 General Admission



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

# Welcome New MACC Members!

Veritas Classical Academy (740) 885-2033

115 Victory Place, Marietta Khadine Ritter, Co-Founder www.veritasmarietta.com

#### Directional ONE Services Inc. USA (740) 371-5031

2163 A-1 State Route 821, Marietta Kevin Onishenko, Owner



#### February Ambassador Visits!



Lakeside Golf Course



The Sweet Stop



B & W Pharmacy



Lakeside Motel

 $INDUSTRIAL\ GUIDES\ now\ available\ at\ MACC\\ --free\ for\ member\ businesses$ 

NEW MARIETTA CITY AND WASHINGTON COUNTY MAPS also Available including the popular Industrial Map free for members and general public.

Stop by MACC at 100 Front Street and get your copy today.

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