

## Celebrating Fall at Pickering Associates



On the far right are John Whistler and Barb Stewart, owners of MattressMax, checking out the bonfire at the special Fall Celebration Business After Hours, a joint event the Parkersburg and Marietta Chambers. Thanks to the wonderful staff, especially Keri Dunn, at Pickering Associates, for this wonderful evening of fun, food, and foliage.



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Let MACC make your holidays easier—consider giving Marietta Bucks this year. We guarantee they will fit any size, fit any budget and are sure to please even your favorite curmudgeon.

Available in values of \$5, \$10, \$20 and \$25.  
Call 740-373-5176 to place an order.



The MACC Ambassadors visited Dr Bret & Dr. John Frye, Dental Group; Charles Nicholas III and Charles Nicholas, Jr., Nicholas Auto Electrical Rebuilders; and Geoff McCabe, Bruce Stacy and Mike Love Truck Sales and Services (shown clockwise).



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# ORNER

November promises to be a most exciting month with elections and the upcoming holidays.

The elections on November 6 will keep many of us up late watching the returns to learn which candidate will be residing in The White House for the next four years. We also have quite a few local and state races to watch. The strength of our American government system is that, whether we stay up all night or go to sleep, we will wake to a normal day's routine. Unlike some countries, we can change our government leaders peacefully. On November 7, the campaign is over and we begin to work together for a brighter future.

November is also a time for reflection. Thanksgiving offers a time to gather as a family and community to give thanks for the many blessings we enjoy. Times have been tough these last few years, but reflect for a moment on the Pilgrims who crossed the ocean searching for freedom and opportunity. Think about

the Ohio Company Pioneers who crossed the mountains and came down the Ohio to found Marietta. How many of us could survive the hardships they endured to open the door for westward expansion?

The turkey leftovers are still filling the fridge when the Christmas season begins officially opens with the parade on Saturday, November 24th and later that day tree lighting in historic downtown Marietta and Harmar Village.

At the Chamber we're going about our business of supporting your business as usual. Check out the calendar for our November programs which offer you opportunities to connect with other area business people plus sessions offering education and information to help your business grow.

From the MACC Board and Staff, we wish a Bountiful Thanksgiving

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



## ORDER MARIETTA BUCKS NOW!

Perfect holiday gifts & stocking stuffers!

Call 740.373.5176 to place your order.

Marietta Bucks, a gift certificate program of the Chamber, works to:

- Promote Shopping Locally
- Keep Dollars in our Mid-Ohio Valley
- Support our MACC Member Businesses

This year the Bucks program has resulted in more than \$140,000 worth of checks going back to our members. Please consider giving Marietta Bucks as gifts, as employee incentives, or as holiday gifts.

Interested in accepting Marietta Bucks at your business? Call us and complete a simple agreement form and we'll get you started.

Redeemed	2010	2011	Jan-mid-Oct. 2012
Supermarkets	\$53,400	\$73,100	\$61,980
Restaurants	\$ 8,300	\$14,750	\$12,920
Downtown Businesses	\$18,150	\$24,930	\$20,580
All Other Businesses	\$35,460	\$62,250	\$46,425

**2012-2013 MACC Board**

**Colleen Cook, Chair of the Board**  
TheisenBrock

**Executive Committee**

**Tom Betz, Past Chairman**  
Peoples Bank

**Kin Brewer, Asst. Treasurer**  
Food 4 Less

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Harrison Construction

**Beth McNally, Education**  
Marietta College

**Steve Porter, Member Benefits**  
The Career Center

**Terry Rataiczak**  
**Communications & Technology**  
Kinetic Networking

**Donn Schafer, Treasurer**  
Settlers Bank

**Terry Tamburini**  
**Economic Development**  
Southeastern Ohio Port Authority

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**DeeAnn Gehlauf**  
Memorial Health System

**Marty Hansell**  
Skuttle Manufacturing

**Wally Kandel**  
Solvay Specialty Polymers

**Rob Schafer**  
Schafer Leather

**David Vandenberg**  
Microbac Laboratories

**Mike Williams**  
Document Solutions-Xerox

### MACC Staff

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President

**Carrie Ankrom**  
Program & Events Manager  
MOV Safety Council Co-Manager

**Cody M. Frye**  
Member Services Manager

**Candi Heiss**  
Better Bookkeeping Services  
MOV Safety Council Co-Manager

**Charlotte Kuehn**  
RSVP Volunteer



# Mid Ohio Valley Safety Council

## 5th Annual Youth Safety Day a Success!

The 5th Annual Youth Safety Day was held on Wednesday, October 3. Once again, a full day of training was held for 230 Junior class students at the Washington County Career Center.

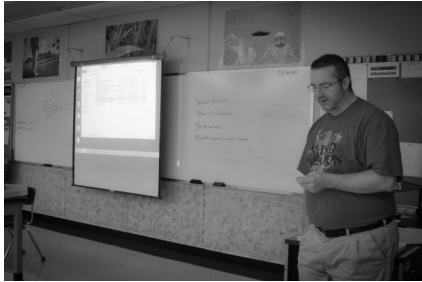
Workforce development begins early. Preparing tomorrow's workers is a goal shared by the Mid-Ohio Valley Safety Council, the Washington County Career Center and the Marietta Area Chamber of Commerce. Both believe that workplace education is a collaborative effort of area businesses and our schools. The Safety Council knows that a student's value to a prospective employer is greatly enhanced by safety training.



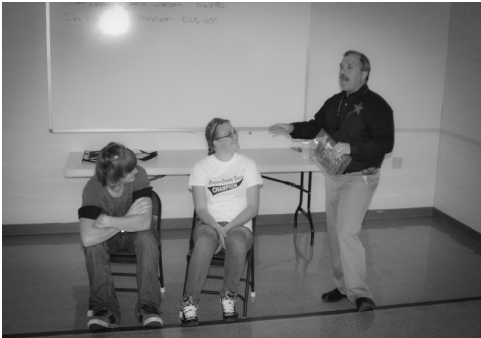
Exercise for a healthy you!



Doug Lang, Lang's Outdoor Power equipment, teaches student outdoor safety.



Jerry Bradford, WCCC, focused on Cyber Bullying



Mark Warden, Washington County Sheriff's Office, made a dramatic impact on the Junior Class about illegal drugs and how their use changes your life.



Jan Rary, Marietta Memorial Hospital, shared healthy snacking ideas.

### Special Thanks To The 5th Annual Youth Safety Day Presenters

**Amy Baldwin**  
State Farm Insurance

**Jerry Bradford**  
Washington County Career Center

**David Farley**  
CSX Transportation

**Doug Lang**  
Lang's Outdoor Equipment

**Marietta Family YMCA Staff**

**Keelan McLeish**  
Washington County Career Center

**Jan Rary**  
Marietta Memorial Hospital

**Mark Warden**  
Washington Co. Sheriff's Office

### Mark Your Calendars for the Upcoming MOVSC Meeting

### PLEASE NOTE THE DATE CHANGE DUE TO THE THANKSGIVING HOLIDAY

**Wednesday, November 14, 2012**  
Marietta Country Club  
705 Pike Street, Marietta, OH  
Registration begins at 11:30;  
Program Noon to 1 pm

### TOPIC: AEDs, Oxygen and Ohio's Medical Oversight Requirement

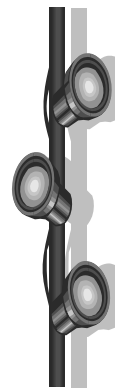
Speaker Bryan Smilges,  
Northwind Safety Corporation

Sponsored By:



The meeting will be held at the Marietta Country Club. Registration begins at 11:30am, meeting is from noon-1pm.

# Spotlight On....



In 1994 the Simmons & Simmons Insurance Agency began with the purchase of Arthur Insurance, then grew with the purchase of Simms Agency, Family Insurance, Gene Eddy Insurance and Stephen Agency from 1997 to 2001.

Simmons & Simmons' office is located at 323 Second Street in Marietta. With the current staff and number of insurance company represented, they are growing substantially. The agents are well aware and support the community. This allows the citizens get to know them and then trust them with their insurance needs.

Offering a wide variety of services and products, Simmons & Simmons is an independent insurance agency. This means they represent more than one company and can offer customers several options. The agency currently offers homeowners, auto, farm, business, life and health insurance. Agents will sit down with you face to face to review your current insurance program and offer advice on the best combination of insurance coverage and price to suit your needs. In addition, you to get to speak to the agents face to face, not over a toll-free phone number. Their personal attention to your needs is what sets them apart.

Simmons & Simmons Insurance Agency looks forward to expanding into the com-

**SIMMONS & SIMMONS**  
INSURANCE



Traci Baker, Wendy Martin and Mark Kincaid, a few of the friendly faces at Simmons a & Simmons

mercial market in the Marietta area, with the addition of carriers such as The Hartford and Travelers. Their customers now know them as the place to go for home and auto coverage. Soon the agency hopes they will be known as the one stop insurance agency for the customer's business and commercial needs.

Simmons & Simmons Insurance Agency has been an active member of the Marietta Area Chamber since 2003. "We believe the Chamber of Commerce is vital to the business community and helps make Marietta a more progressive city. We want to be part of Marietta's continued progress and being a Chamber member is critical to this.," stated owner Larry Simmons.

*Our biggest advantage is our friendly staff. We will spend time with our customers to determine their needs and do our best to fill them. We work hard to get their business and keep it. We want our customers to know they always have an advocate, and someone who will represent their interests.*

Larry Simmons, Owner  
Simmons & Simmons Insurance Agency

## Member News

- Check it out: Peoples Bank unveiled their new logo as they celebrate their 110th anniversary in 2012.



Working Together. Building Success

- Innovation abounds at The Pioneer Group and The Career Center with the introduction of the Senior Welder Apprenticeship Program offering intensive hands-on training, and the opportunity for a paid position within the company. A similar program is also being offered at the Swiss Hills Career Center in Monroe County.



- Congratulations to **Thermo Fisher Scientific** for achieving 6 million hours without a lost time injury.

- Congratulations, **Copper Leaf Interior Design Studio** for your top honors in the Ohio South/Kentucky chapter of the American Society of Interior annual design competition.

- Family heirlooms or found treasures? **Campus Martius Museum** offers an antique road show with appraisals provided by Garth's Auctions on November 10 from 10 am until 2 pm. Just \$5 per item (limit 2 items) and all funds collected will be support the museum.

**Anthem**

**Save money on health benefits without pinching pennies!**

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

Call 740.373.5176 for a list of local agents offering the Chamber plan!

## Get the Chamber Connection!

### November's Tech Tips

Help! I have a new iPad (iPhone, Droid, Galaxy) and now I need to know which apps to download. Here's a few we just started using:

**News360** gathers news articles and blog posts around the web and, by learning what you enjoy, brings you content that you'll find interesting and important.

**Notes Plus**—Prefer writing to typing or keyboarding, this app is touted as "the only handwriting app worth your money."

**Fast Camera**—Want great pics of the action at your son's baseball game or your daughter's dance recital, try this app to capture fast action photos.

Bring your smartphone, your tablet, your questions and meet us. \$5 for the session

**Tech Tuesday**  
**Tuesday, November 13**  
**8 am-9 am**  
**MACC Conference Room**

**Ohio** Small Business Development Centers

Marietta SBDC Office  
Pamela Lankford, Director  
740-373-5150  
plankford@sbdcmarietta.org

**Ohio** Department of Development

### Cyber Security Workshop For Small Businesses

Offered by  
**Marietta Branch of SCORE**

**November 9 at 8:30 am** at  
WSCC—Center for Business & Technology—Rooms 103/105

Presenter:  
Ray Page,  
Concentric Technologies Ltd.

RSVP to SCORE/SBDC  
740-373-5150

### Welcome New Members

**Original Pizza Place**  
231 Second Street  
Marietta, OH 45750  
740-374-4333

**Michael Ruscitto, Owner**

**Smart Networks**  
200 Putnam Street  
7th Floor  
Marietta, OH 45750  
740-236-1673

**Eric Mostrom, CEO**

As a private business association, the Chamber is funded by its members and the fees collected from our programs and events. It is with your support that we can continue to represent and speak out for the interests of businesses throughout the Mid-Ohio Valley. Thank you.

### MARK YOUR CALENDARS

**COMING IN DECEMBER**  
**Ohio Chamber**  
**Business Symposium**

**Using Social Media**  
What are the Implications and Liabilities? HR Policies, What to do if...

**December 7**  
Location and Time  
To be announced

### Networking in November

**Business After Hours**  
Thursday, November 1  
*NOTE This is the first Thursday of November*  
5 to 6:30 pm

**Perry & Associates**  
434 Second Street, Marietta  
\$5 Special Member Rate  
\$10 General Admission

**B2B**  
**Tuesday, November 6**  
Noon to 1 pm  
**Levee House**  
127 Ohio Street, Marietta

**B2B**  
**Tuesday, November 20**  
Noon to 1 pm  
**Levee House**  
127 Ohio Street, Marietta

**PoWeR -**  
**Professional Women's Roundtable**  
**Wednesday, November 28**  
11:45am-1pm  
**daVinci's**  
215 Highland Ave., Williamstown

Topic:  
**Secrets for**  
**Surviving the Holidays**  
\$10 Special Member Rate  
\$15 General Admission

You can **RSVP** to all Chamber events by E-mailing at [info@mariettachamber.com](mailto:info@mariettachamber.com) or calling 740-373-5176!

**Sandy J. Harris**  
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Location, Location, Location!

It had been many years since I had been to the Campus Martius Museum. So on a recent Saturday afternoon, that I probably should have been working in my yard, I decided to treat myself to a couple of hours of quiet enjoyment of our local history.



Stepping outside, I walked to the historic land office building that sits behind the main museum building. Most people would be interested in walking through this small log structure, pausing a few minutes to admire the pictures and listen to the audio description heard as you walk in the door.

As a Realtor, I found particular interest in a small plaque posted inside the entrance describing the sale of the land in Washington County.

Most people know that land in Ohio was given as payment to some of the soldiers who fought the Revolutionary War; that's how many of the original settlers moved to what was then the western border of our country. As time passed

and others were interested in settling these new lands, the Ohio Company sold land to newcomers.

If you paid cash, it would cost you a whopping \$1.64 per acre! Do the math and you get a total purchase price of \$262.40, a fairly large amount of money in that day.

By 1820, the credit system had been abolished and land could be purchased for \$1.25 per acre and the minimum purchase consisted of 80 acres.

Compare that to the land prices today especially with the oil and gas craze going through the state. We sometimes get calls wanting to know how much land goes for; it isn't that easy because location has a huge part in price. Hillside or level land?, in town or out?, what is near it?, etc

It truly is location, location, location!

Office located at:  
228 Pike Street  
Marietta, Ohio 45750  
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Meet the  
Advantage Team!



Nancy Arthur  
740-525-7479



Karen Strahler  
740-350-2224



Justin Arthur  
740-525-2451



Desni Crock  
740-525-9958



Martha Seevers  
740-525-0976



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740-516-1774



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Candidates Respond

Each year MACC holds a Candidates' Forum providing our members an opportunity to ask questions of the candidates for elected office. Additionally we ask the candidates to respond to several questions which we publish, unedited and in full. These are published on our website [www.mariettachamber.com](http://www.mariettachamber.com). Here are the responses from the candidates running for Washington County Commissioner to the question: **What would you do to encourage or support existing business to expand?**

**Candidate Peg Littler ( D ) What would you do to encourage or support existing business to expand?**

I will encourage and support existing businesses by being an available and cooperative resource person: sending letters of support to appropriate agencies and be a "voice" for our local businesses to the State and National representatives when various issues are a stake. The Port Authority is an important resource for our local businesses. I will work with this agency in promoting new business and industry.

**Candidate David White ( R ) What would you do to encourage or support existing business to expand?**

I will work tirelessly to restrain government intrusion and interference. With the downturn in the economy coupled with massive new interference from the federal government, business is being strangled. Unpredictable regulation stifles new investment. The American commercial – industrial complex is an amazingly powerful and resilient machine. Owners, managers and stockholders are all reluctant to make capital investments when the near future is so doubtful. I will also redouble efforts to make sure that infrastructure is maintained and expanded where appropriate to aid in economic development. Transportation is of high concern to manufacturing and distribution. We must have good roads, rail access and barge access. Additionally, continued advocacy for the MOV Regional Airport as an important link in keeping Washington County on the transportation network.

**Candidate Ron Feathers ( R ) What would you do to encourage or support existing business to expand?**

There are many different incentives such as tax abatements to encourage existing businesses to expand. However, as a business owner I know that what matters most when deciding whether to hire more workers or open a new plant or buy a new piece of equipment is certainty. Where there is fear there is no growth. When a business owner must worry about what new or expanded regulations or taxes the government is going to demand, there is no growth. Unfortunately, most of the burdens on job-creators are imposed from outside of Washington County and beyond our local control. We must do what we can at the county level to ensure that our regulations and fees do not prevent us from being competitive.

**Candidate Cora Marshall ( D ) What would you do to encourage or support existing business to expand?**

I am active in promoting our county as a viable location for business and industry. I currently serve on the Eastern Ohio Development Alliance, the Mid-Ohio Valley Regional Airport, and the multi-county Workforce Investment Board. With these and other groups I work to secure and apply funds for economic development and jobs promotion. I have assumed a lead role in overseeing improvements to the county's infrastructure, including sanitary sewer improvements and access to broadband service. I favor partnerships between the public and private sector. We are now looking at a collaborative Emergency Operations Center for the county, and a shared Documents Management Center. As a County Commissioner I must look at not only the "nuts and bolts" of providing facilities and services for businesses to exist and thrive, but also the bigger picture of what it takes to promote our area as welcoming, business-friendly, and conducive to good living.



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Your Brand is Our Business





MACC and Volunteer Energy have partnered to provide area businesses substantial savings on commercial electric and natural gas prices. Electric savings of 20 percent or more gas savings of up to 10 percent are possible.

Call 1-888-506-1574 toll-free and tell them you are a member of the Marietta Area Chamber and get a price quote.

Just one more way Chamber membership pays—by saving you money.

