

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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CHARLOTTE'S

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

R 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

Dan Harrison, Business Advocacy
Harrison Construction

Beth McNally, Education
Marietta College

Steve Porter, Member Benefits
The Career Center

Terry Rataiczak
Communications & Technology
Kinetic Networking

Donn Schafer, Treasurer
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Marty Hansell
Skuttle Manufacturing

Wally Kandel
Solvay Specialty Polymers

Rob Schafer
Schafer Leather

David Vandenberg
Microbac Laboratories

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Document Solutions-Xerox

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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.



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

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-

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.



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



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



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 or calling 740-373-5176!

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610 Green Street, PO Box 1368 | Parkersburg, WV 26102

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
740-373-7325**

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

Traci Chichester
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. 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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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.