



President's Letter



My 2012 Resolution – To communicate prolifically with members, work arm in arm with prospects and local businesses and community leaders, and to assure positive economic impact from gas and oil drilling activities in our county and Eastern Ohio.

2012 has all the makings for a banner year in our communities. While we watch the progress of the gas and oil industry moving into Ohio, we welcome the opportunities that come with it. The anticipated increase in business and decrease in unemployment is captivating. Calculated, thoughtful, and prudent planning will prepare existing and new businesses for future success.

It's obvious that the intersection of 70 and 77 in Guernsey County provides an attractive location for businesses; however, potential industry has quickly realized the quality of life and receptive nature of this community. We've always heard that "location, location, location" is the key to attracting new business, but **we are much more than just a good location.** As Mayor Orr says, "We have all the right people in place to make us successful and keep growing." Between the city, the CIC, Port Authority, CDC, Main Street, VCB, Planning Commission, the Chamber of Commerce, and many more organizations,.... this place **ROCKS** with collaboration!

So it is with great expectation, trust in each other, and prudent planning that we join arms in moving our community forward into this new economic opportunity. If you have not yet attended the Energy Coalition meetings, I strongly urge you to join us. This group focuses discussions on positive economic impact. It is a meeting of businesses, for businesses. Over 116 business people, key leaders in the community, and representatives from various community organizations gather to stay as close to the gas and oil drilling progress as possible. Because of this wide support, Guernsey County has been recognized as being proactive, business friendly, and receptive to this new opportunity. We will continue to encourage and inspire each other to develop creative solutions to resolve economic and unemployment challenges in our area.

The Guernsey County Energy Coalition meets the first Thursday of each month. Join us at Southgate Hotel (2248 Southgate Parkway) from 9:00 to 10:30. The next meeting is January 5th, 2012.

New Board Members

We have several changes on the board of Directors for 2012. First of all, we want to thank Cindy Bond-Zielinski and Diane Barnes for their service to the board over the years. The expertise and commitment from Cindy and Diane is appreciated – we hope that one day you'll be back! Thank you.

Two new Board Members are Dee Kovacik from Country Bits and Steve Schubert from Schubert Video Productions. Dee is a returning board member from several years ago and Steve will be serving his first term. The Board of Directors is pleased to welcome Dee and Steve, and we'll put them to work right away!

Sidlo Award



DALE HILEMAN (CENTER) RECEIVES THE SIDLO AWARD FOR VISION, LEADERSHIP, AND LEGACY. FROM LEFT TO RIGHT, PAST SIDLO RECIPIENTS BOB LEY, JUDGE DAVID ELLWOOD, GRANT HAFLEY, CHAMBER PRESIDENT JO SEXTON, PAST SIDLO RECIPIENT LARRY CALDWELL.

It was with great honor and pleasure that the Chamber presented the Sidlo Award to Dale Hileman on December 15th at the Business After Hours hosted by WesBanco. Criteria for this award include a proven history and record over an extended period of time of Vision, Leadership and Legacy. The award was named after John Sidlo, who was the first Chamber President in 1940, and who was instrumental in incorporating the Chamber of Commerce in 1947. Because of Dale's undying commitment to this community, it is a better place to live and work.

Dale Hileman has been a leader in economic and community development for decades. His dedication to the community has been through, to name just a few, the Ohio Mid East Government Association, Eastern Ohio Development Alliance (where he is currently the Director), Ohio Economic Development Association, OSU SWANK Program Advisory Council, Rotary Club of Cambridge, SEORMC Board of Trustees, past Chairman of the Chamber of Commerce Board of Directors, past President of The Living Word, and he and his wife Evelyn are current members of Faith United Methodist Church. Dale has 4 children, 10 grandchildren and 3 great grandchildren.

Congrats Dale!

Chamber Staff

- Jo Sexton**
President
- Peggy Whited**
Administrator
- Stephanie Losego**
Project Manager

2012 Board of Directors

- Nathan Larrick (Chairman)**
Peoples Bank
- Norm Blanchard**
CIC
- Dave Caldwell**
Advantage Bank
- Keith Cook (Chairman Elect)**
Salt Fork Lodge and Conference Center
- Darla Craig**
Howell-Craig Insurance Agency
- Andrew Dix**
The Jeffersonian Newspaper
- Dennis Douth**
US Bank
- Chris Gibson-Turner**
Century 21 Gibson-Turner & Associates
- Shon Gress**
Guernsey County Sr. Citizens Center
- Doug Hartley**
The Hartley Company
- Jeff Hayes**
Southeastern Med
- Donna Hill**
Cambridge Main Street
- Susan Jividen**
National Whitetail Deer Education Foundation
- Kate Johnson**
Patrons Buckeye Mutual Insurance
- Dee Kovacik**
Country Bits
- Kelly Leslie**
Rea & Associates
- Joel Losego**
AVC Communications
- Ralph Ray**
Mr. Lee's Restaurant
- Debbie Robinson**
Cambridge/Guernsey County VCB
- Eric Schlosser**
The Downtown Arena
- Steve Schubert**
Schubert Video Productions
- Dan Titko**
Speedy Print
- Mike Yanico**
Peoples Bank

Speedy Print
PRINTING AND PROMOTION
"We Print Anything Your Name Goes On!"
LOCALLY OWNED & OPERATED SINCE 1991.
235 Dewey Ave. • Cambridge
740-432-2088 • 800-296-1741

usbank
Five Star Service Guaranteed
740-432-1300 Main
740-432-1369 East

Denny's
2031 Southgate Pkwy. • Cambridge
10 Airport Rd. • Zanesville

Colgate-Palmolive
Proud to be a Positive Part of the Community

Peoples Bank
Member FDIC
740-439-2767

ALLEGRA
MARKETING • PRINT • MAIL
1224 Southgate Parkway
Cambridge, OH 43725
740.435.0200

yellowbook 360

Edgetech 3:0
LMI CUSTOM MIXING, LLC
www.laureninternational.com

CUMBERLAND LESTONE
53681 Spencer Road • Cumberland, OH
(740) 638-3942

CPTC
Cambridge Physical Therapy Center
Woodlawn Office Center
1225 Woodlawn Ave. • Suite 105, Cambridge
740-439-7177 • 888-883-7177

FRANCIS FAMILY Restaurant
BREAKFAST • LUNCH • DINNER
BANQUET FACILITIES
1038 Wheeling Ave. • Downtown Cambridge
439-3333

"If anyone can"
Mancan
"The Leader in Staff"
914 Wheeling Ave., Cambridge, OH
(740) 439-5060

New Chamber Members

A hearty welcome to the following new Chamber members in November and December

Treasure Terminal
 Gilcher Machines
 Southeastern Equipment
 Pound Dog Partners
 Lia Sophia Jewelry
 Village of Cumberland
 First United Methodist Church
 Smokin C BBQ
 Cintas Corporation
 The Wireless Center
 Just a Click Computer Services
 Fun Factor Photo Booth
 LNL Western Outfitters

Check out our website for a complete list of Chamber Members and additional information on the Cambridge Area Chamber of Commerce:
www.cambridgesupersite.com

RECENT BUSINESS AFTER HOURS

Davis Architectural Group hosted a BAH on November 14th. A foundation business in Cambridge, John Davis and his partners and staff have been instrumental in developing visions and plans for area projects that range from water parks to the Cambridge Municipal Court. Davis Architectural Group is a stanchion of this community, involved in its culture and development. Their tag is – **Creative Solutions. Innovative Design.** Attendees enjoyed wonderful food and good company, as well as participated in a scavenger hunt throughout the building.



MEG MILLER, MIKE BLESS JOHN DAVIS, RON VANWEY, AND JULIA KUHN



BRAD RICHERT, TOM STEMMER AND MEG MILLER LOOK OVER PHOTOS OF DAG PROJECTS.

MINIMUM WAGE INCREASE IN 2012

Ohio's minimum wage will increase on January 1, 2012 to \$7.70 per hour for non-tipped employees, and to \$3.85 per hour for tipped employees. The increase applies to employers who gross more than \$283,000 per year. Previously, it applied to employers who grossed over \$271,000 per year.

For employees at smaller companies grossing \$283,000 or less and for 14 and 15 year olds, the state minimum wage is \$7.25 per hour.

For information on Ohio's 2012 minimum wage, go to http://www.com.ohio.gov/laws/docs/dico_MinimumWagePoster2012.pdf



ANNUAL DINNER

Watch your inbox and mail for invitations to the Chamber's Annual Dinner! As we work out the final plans, be sure to mark February 9th on your calendar. We'll be at Deerassic again this year for a cozy event by their big fireplace.



NEW MEMBER BENEFIT

– did you know?

AVC Communications now offers exclusive discounts for Chamber Members! Here is what you get:

- 10 Primetime weekday morning drive commercials
- 10 weekday mid-morning drive commercials
- 8 Saturday commercials
- 20 weekday BTA commercials
- One live 2 minute interview with you about your business during the morning show
- Your business profile on Yourradioplac.com website.

This package is normally \$645 but as a chamber member you pay **only \$475**. New chamber members may receive an even deeper discount within the first 90 days of their membership.

Please join us at these
Business After Hours from 5:00 to 7:00:

January 19, Tri-State Audiology
February 16, Denny's Restaurant
March 15, Frontier Communications
April 19, Main Street School Supply
May 17, Autumn Healthcare
June 21, Pound Partners

July 19, Life Transitions for Women
August 16, Treasure Terminal
September, 20 – Horizon Telcom
October 18, Medical Associates
November, 15 – Cambridge Heights Apartments
December, 20 – Peoples Bank

Watch for invitations and details of each event coming soon!

CHAMBER POT O' GOLD

There is one more reason to attend the monthly Business After Hours! At each Business After Hours event we'll have a "pot" of Chamber Bucks for one lucky winning business. But you must attend the After Hours to win! We've started off with \$250 and we'll add to it each month when there is no winner. So the pot can build. We will automatically have an entry for every chamber member business in a bowl. The host will draw a name – if that business has signed in for that particular Business After Hours, they will win the Pot O' Gold. If they have not attended that event, their name goes back in with the others and there is no winner that month. So be sure to attend these monthly networking events. You'll not only broaden your contacts, you may also win the Chamber Pot O' Gold! The Pot O' Gold will be available again at the Business After Hours at Tri-State Audiology (1300 Clark street, Suite #9) on January 19th from 5:00 to 7:00.



ATTORNEY DAVE BENNETT AND BYESVILLE COUNCIL MEMBER MARGO JOHNSTON

The Youth and Adult Leadership classes met together in November to learn about local and regional government. Speakers who joined the class were Cambridge Mayor Orr, Byesville Mayor Gadd, and Pleasant City Mayor Stranathan. Council Members Dave Bennett from Cambridge and Byesville Member Margo Johnston also joined in the discussion, as well as Cambridge Township Trustee Dave Saft. State Representative Andy Thompson spoke extensively in the afternoon session, relaying the importance of getting involved in government and community service.

Business and Innovation were topics for the December sessions, developed and facilitated by Sharon Miller, Doug Hartley and Cindy Bond. The Youth class heard first-hand about the challenges of entrepreneurship from William Wilson who invented the first and only heat resistant softball, and from a panel that included Amanda Cox (Nothing But Chocolate), Eric Schlosser (the Downtown Arena), and Dan Titko (Speedy Print). Terry Rataiczak from Kinetic Networking talked about using innovative technology.



November's coalition meeting – Michelle Ball, Office of Workforce Development for ODJFS, presented information on the types of jobs that will be created in the gas and oil fields. In Ohio, there will be about 43 occupations in various phases, and in two pay ranges. Low skilled jobs average \$13 an hour. Highly-skilled positions average about \$46 an hour. The Ohio Department of Job and Family Services' Workforce Development seeks to accelerate the employment success of Ohio job seekers by developing a comprehensive training and placement strategy in support of the coal and gas drilling industry.



The December meeting was attended by over 50 individuals who learned about two subjects. Mike Sikora, Cambridge CPA, spoke about preparing a business now for a surge in business that's coming soon. John Brody and Andrew Sonderman from Kegler, Brown, Hill & Ritter in Columbus, described Master Service Agreements and how to understand the risks and make the best business decisions when negotiating MSAs.

The January 5th Coalition meeting will be held at Southgate Hotel from 9:00 am to 10:30 am. The topic is still being developed and will be announced by email before the meeting date.

QUARTERLY HUMAN RESOURCES ROUNDTABLE

Colgate Palmolive hosted the December 9th Roundtable. The topic was Employee Retention facilitated by David Gower and Jose Borrell of Colgate. This session was attended by approximately 30 individuals from member businesses. The March HR Roundtable will be hosted by Basic Systems. Watch for more information coming soon.



DAVID GOWER FROM COLGATE PALMOLIVE LEADS DISCUSSION ON EMPLOYEE RETENTION