

Newsletter

607 Wheeling Ave. Cambridge
740.439.6688

*"Creating opportunities for business success,
and enhancing a vibrant community."*



The Cambridge tradition continues at this year's Home, Garden, and Business Expo!

March 8, 9 and 10 are the big days for the Chamber's Business Expo! This will be a great one! Everyone is ready to beat those winter blues and get inspired to think warm weather! Exhibit booths are reserved, the popcorn machine is warming up, Cid's is getting ready to smoke his barbeque, and Cazuela's is polishing up their food truck. There will be a lot to eat, a lot to explore, and a lot of fun. Attendees will vote for their favorite booths and we will present awards to those businesses who receive the most votes for Most Creative, Most Interactive, and Best of Show.

"Balloon Agents" will entertain children and adults at the Expo from 2:00 to 6:00 on Saturday, making dinosaurs, unicorns, mermaids, and many more balloon figures!

Stop by the YMCA Cake Auction on Saturday and place your bid on one of the beautiful cakes that also come with some extra incentives. This is always a good time – you could go home with a delicious cake and the incentives that come with it. Give it a shot!

Many thanks to Bi-Con for their donation of trade show bags for attendees. Collect your freebies and business information in one place to take home!

Although the deadline for booth space has passed, give us a call if you want to exhibit. There may be a spot or two available!

IN THIS ISSUE:

New Members & Awards	2
Business After Hours	3
Annual Dinner	4
Coffee & Commerce	5
Chamber Benefits, LEADS	6
Safety Council.....	7

CHAMBER STAFF

Jo Sexton
President & CEO

Jessica Nicholson
Office Manager & Event Coordinator

Carol Hill
Membership and Finance Coordinator

Stephanie Losego
Leadership Guernsey Administrator

Marianna Williamson
Special Projects

Wade Bistor
Safety Council Program Manager

2019 BOARD OF DIRECTORS

Allison Boylan
An Enchanted Garden Florist

Anthony Adornetto
Zane State College

Steven Brooks
Southeastern Ohio Regional Medical Center

Deb Brown
Cedar Ridge Behavioral Health Solutions

Shawn Buchtel
AMG Vanadium

Dennis Douth
The Community Bank

Chris Gibson-Turner
Century 21 – Gibson-Turner & Assoc.

Aimee Johnson
Battery Depot

Kelly Leslie
Rea & Associates

Joel Losego, 2019 Board Chair
AVC Communications

Mandy McGlumphy
SE Ohio Counseling Center

Jeremy Morrow
Century National Bank

Jan Ramer
The Wilds

Eric Schlosser
*Downtown Arena, Central Station Steak & Ale,
Home Town Health and Fitness*

Jared Sheppard
Muskingum Valley Health Center

Melissa Wilson
Guernsey County Children's Services

EX-OFFICIO MEMBERS

Norm Blanchard
Community Improvement Corp.

Stephanie Laube
United Way of Guernsey & Noble Co.

Debbie Robinson
Cambridge/Guernsey Co. VCB

Mary Beth Sills
Cambridge Main Street

Welcome New Members in January / February 2019



DISTINGUISHED PUBLIC SERVICE AWARD

The Chamber of Commerce honors Larry Miller and Ann Lawrence! The Distinguished Public Service Award was presented to Larry Miller at the chamber's annual dinner on February 21. Larry Miller's contributions to this community span from the Festival of Learning golf outing, coaching girls softball and building baseball diamonds, band boosters, Byesville Board of Trade, Byesville Rotary club. The Cambridge Main Street organization and Guernsey Industries. He has served as president of many boards, he's barbequed thousands of chickens, filled hundreds of boxes with food, rang the Salvation army bell, and flipped thousands of pancakes. All in the effort to improve the community for current and future generations. Congratulations, Larry Miller!

Ann Lawrence received the Community Impact Award at the annual dinner. She is a strong voice for Cambridge and Guernsey County. She has been instrumental in coordinating the annual Christmas parade, First Friday events, and acting as treasurer for the Cambridge Main Street program. Her commitment to downtown revitalization is second to none. Congratulations, Ann Lawrence!



C.P.'s LandScape & OutdoorSupply

4600 Boggs Road • Zanesville, Ohio
740-704-7962

Orme
Do it Best
Hardware

Celebrating
150
YEARS

*Watch for our anniversary
celebration in May!*

RECENT BUSINESS AFTER HOURS



Look what fun we had at Salt Fork Lodge Business After Hours on January 15!

Altercare rolled out the red carpet for their Business After Hours on February 19



BUSINESS AFTER HOURS

2019 Business After Hours are from 5:00 - 6:30 on these dates:

Note the change of location for March Business After Hours!

March 19.....Guernsey Industries
 April 16Bricker & Eckler (at Zane State
College in Cambridge)
 May 21Fairfield Inn & Suites
 June 18.....Bainbridge Firm (Years in Business Awards)
 July 16Bi-Con
 August 20.....Georgetown Vineyard
 September 17 ...Rocky Fork Ranch (Snazzy Awards)
 October 15Rea & Associates
and Stratos Wealth Partners
 November 19....Full Metal Jacket Shooting Range
 December 17Chamber of Commerce (Sidlo Award)

OOPS!

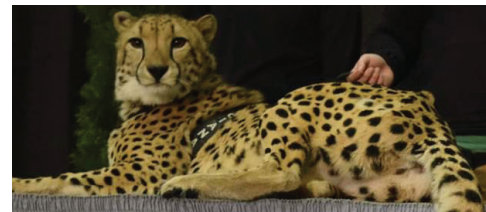
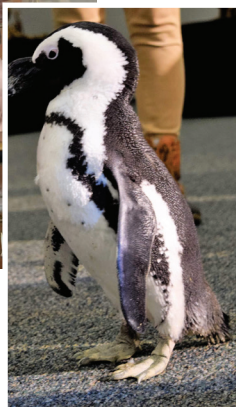
Sunrise TV Rentals missed winning the Pot O' Gold at the January Business After Hours and Dr. Antalis missed winning the drawing for half the pot! Harmon Trailer and Truck Accessories missed winning the Pot O' Gold at the February 19 Business After Hours.... And Engine house missed winning the second chance drawing. You can't win if you don't attend!



2019 ANNUAL DINNER

Many thanks go out to Platinum Sponsors at the \$1,000 level - Century National Bank and Southeastern Med! In addition to supporting the dinner, their sponsorships provided our cocktail hour with the Warren Brothers Combo and Cirque du Papier. We also appreciate sponsorships at the Gold level of \$500 from AMG Vanadium, Lepi Real Estate, and Zane State College! And finally, thanks to Silver sponsors at the \$200 level: The Bainbridge Firm, Century 21, The Community Bank, Rea & Associates, Law Office of Andrew J. Warhola, Cedar Ridge, Homeland realty, ACI Services, RE/MAX Real Estate Partners, ClearPath Utility Solutions, Buckeye Water service, Bricker & Eckler, An Enchanted Garden Florist, AVC Communications

The Columbus Zoo never disappoints! Shawn Brehob and his crew from the Zoo showed us the importance of *"touch the heart to teach the mind."* Over 375 guests enjoyed cocktail hour entertained by the Warren Brothers Combo and Cirque du Papier, followed by a fabulous dinner catered by Classic Fare. The animals became the guests of honor as they paraded, strutted, and flew overhead. What a night! Thank you, Columbus Zoo, Shawn Brehob, and zoo handlers!



PLATINUM SPONSORS

CENTURY NATIONAL BANK

DIVISION OF THE PARK NATIONAL BANK



Southeastern Med

Your Community Hospital

GOLD SPONSORS



ZANE STATE COLLEGE

ZSC



Coffee & Commerce

**PLEASE JOIN US FOR THE NEXT COFFEE & COMMERCE ON MARCH 7, 2019
8:00 A.M. - 9:30 A.M. AT SOUTHGATE HOTEL**

MEDICAL MARIJUANA DISPENSARIES IN OHIO

Kelly Kirk will speak about the role and responsibilities of medical marijuana dispensaries in Ohio. He will address patient diagnosis and treatment, securing a marijuana card, future Ohio dispensary locations, and the patient experience from the role of the dispensary in treatments. Kelly is the patient education and outreach coordinator for Cresco Labs in Ohio. He is a trained scientist and cannabis advocate. As a former pharmaceutical chemist and hospital administrator, Kelly

has a unique perspective on the use of cannabis as a medicine.



EXPERIENCE REAL HOMETOWN BANKING.

*See Dennis, Sharon, Shandon or Sue.
They know what it's all about.*

They happily serve your neighbors and their families as well as our hometown small businesses. They're looking forward to serving you.



Sharon George
Mortgage Loan Specialist
sgeorge@thecombank.com
NMLS# 1016695

Downtown Cambridge Office
902 Wheeling Avenue
Cambridge, Ohio 43725
740.432.4957

Shandon Gingerich
VP/Office Manager
sgingerich@thecombank.com
NMLS# 1439659

Cambridge Southgate Office
(behind Aldi's)
61246 Southgate Parkway
Cambridge, Ohio 43725
740.432.4000

Dennis Dought
VP/Community Banker
ddought@thecombank.com
NMLS# 1212379

Downtown Cambridge Office
902 Wheeling Avenue
Cambridge, Ohio 43725
740.432.4957

Sue Wilson
VP/Business Banker
swilson@thecombank.com
NMLS# 439651

Cambridge Southgate Office
(behind Aldi's)
61246 Southgate Parkway
Cambridge, Ohio 43725
740.432.4000



We're here for good

www.thecombank.com



Southeastern Ohio Counseling Center, LLC.



**Individual, Group & Family Therapy
Case Management Services**
Ohio Department of Mental Health
& Addiction Services Certified
Old Washington OH 43768
Phone: 740.489.5571

Email:
mandy@southeasternohiocounseling.com

Website:
southeasternohiocounseling.com

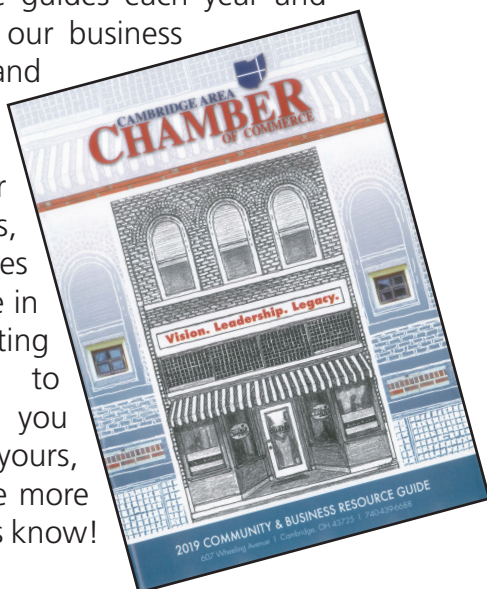
GA 1051 1854

ARE YOU FAMILIAR WITH THESE CHAMBER BENEFITS? CHAMBER OF COMMERCE WEBSITE AND RESOURCE GUIDE

As a chamber member, your business is listed on our website and in our Chamber Resource Guide. Our website is visited by hundreds of individuals each month, resulting in online referrals to our member businesses. Chamber member businesses are considered more valuable than non-members because their membership indicates an investment and stronger connection to the community. Although we are not the Better Business Bureau, our members are considered the “cream of the crop” by their association in our organization.

The Community & Business Resource Guide is a great place for your listing, too! We print thousands of these guides each year and distribute them to our business members. Visitors and

shoppers love the guide that serves as a manual for products, services, and reliable resources in the area. We are in the process of getting these delivered to our members – if you haven’t received yours, or if you would like more guides, please let us know!



LEADS GROUP

The Chamber Leads Group is designed to stimulate business development in the community. The Leads Group offers a forum for members to build relationships with other members that will generate sales leads, educate potential customers about member businesses, and expand networking opportunities. Because people do business with people they know, Leads’ members are more likely to refer Leads members to other member businesses.

Each Leads Group is limited to one member from each business category. If you are interested in joining the Leads Group, please complete and sign the application and forward it to the Chamber. We will confirm an opening in the group and process your application, or, if no opening is available, give you the option to be placed on the waiting list or start another Leads Group with other interested members.



AFTER THE MARCH BUSINESS EXPO..... THEN WHAT?

Our Leadership Guernsey programs for youth and adults continue until their graduations in May, then we’ll begin taking applications for next year’s program that starts in September.

Watch for Coffee & Commerce sessions on the first Thursday of each month – we schedule these when we are aware of relevant topics of interest for our members. We’ll always let you know when we’re hosting them!

Leads meetings are the fourth Thursday of each month

Reading Group – members can register for this reading group that meets several times to discuss books on business and professional development. If there is a book you’d like to read and discuss in a group, let us know! We will announce a new book very soon.

Monthly Business After Hours – they’re listed on page 3!

Member orientations – the second Monday of every month, 11:00 am at the Chamber office. Please RSVP for these.

Years in Business award presented at the June Business After Hours

August 22 – Bid Bash at Pritchard Laughlin!

Snazzy Awards presented at the September Business After Hours

Witches Brew Banquet October 25 at Theo’s

The Sidlo Award will be presented at the December 17 Business After Hours

What do you want from your Chamber of Commerce? Let us know and we’ll do everything we can to deliver!



GUERNSEY-NOBLE SAFETY COUNCIL

YOU CONTROL THE TONE OF YOUR SAFETY

When we think emergency situation many of us jump straight to fire safety and our own evacuation process but there are plenty other emergencies that need addressed and proper training from the beginning will do your company much good. Other hazards like tornadoes, hurricanes, workplace violence and terrorist activities must also be planned for. Plans should be in place and employees should be trained to respond appropriately to each of the scenarios that is applicable to their workplace, which could mean training everyone not only to evacuate, but also to shelter in place and how to lock down areas. Your job as a business owner or manager is to reflect just how important and serious all of these situations are. What an employee is taught first, most often and with the most intensity they will deem the most important. Let us paint two pictures for new employees.

Employee A Orientation: "Welcome to our company. We are producers of widgets and we actually rank number two widget producer in all of North America. We have been making widgets for over 85 years when Douglas Widget started this company out of the basement of his house. We have grown exponentially over that time and hope in the future to expand our product line to include thingamajigs."

Employee B Orientation: "Welcome to our company. Hopefully you saw our flagpole on the way in, that is our meeting spot in the event of a fire. You will know that a fire or fire drill is taking place when you hear 3 beeps on our alarm system. The safety manager will be out to take a roll call so listen for your name as you wait at the flagpole. Now in the event of a tornado..."

It would appear that Employee A will be under the impression that numbers are king. If you have solid production numbers with low set up times that you will go far for this company. Is that the message you want to send?

Now, we can see how Employee B will be under the impression that safety trumps everything else at this facility. Now to hammer this home that company must continue to mention safety and emergency topics by doing drills, training regularly and take the training serious. Throwing ten employees in a room and showing a video from the 70's does not qualify as taking a topic serious. If you want people to engage and believe in your message stay in the training room as the safety manager. Ask relevant questions, give a handout, quiz employees and engage the team in thought. If you are just conducting the training because it is required, then employees will notice and in turn not take the topic serious. A smart employee will realize that what is important to their boss needs to become important to them.

UPCOMING MEETINGS

March 27th – Safety Council Awards Banquet: Cheryl Herbert, CEO of SEORMC will be our Guest Speaker this year.

*The March Awards Banquet will be held upstairs of Theo's Restaurant at 11am. Lunch will be served and tickets are 20 dollars a person. Each Safety Council member gets one complimentary ticket. This is a great event to bring your CEO! Please RSVP

April 24th – Drug Issue: Members of the Ohio State Highway Patrol will discuss the different trends they are seeing in the drug issue statewide and on our local roadways. This meeting will be held at 8am in the Cambridge Branch Zane State building like usual.

BWC Premium Savings

2–4%

*Company rep attend
10 meetings

*CEO Attend 1 meeting

*Report Safety Results in
January and July

Programs YOU can use !!

*monthly programs /
speakers on relevant
topics

*Roundtables share
ideas with others

*Up-to-date info /
reminders from BWC

*Save by learning how to
prevent costly injuries

TO JOIN:

Call the Chamber to
enroll: 740-439-6688

You do NOT need to
be a member just to
attend our monthly
programs
and activities.

Bring your safety
team members
to the meetings!!

CAMBRIDGE AREA CHAMBER OF COMMERCE

607 Wheeling Ave.
Cambridge, OH 43725

Address Service Requested

Home, Garden
& Business Expo
March 8, 9, 10

PRSRT STD
U.S. POSTAGE
PAID
CAMBRIDGE OH
PERMIT NO. 65

HUGHES
OFFICE EQUIPMENT

PROUDLY SERVING THE TRI-STATE
AREA FOR OVER 50 YEARS!

HUGHES OFFICE EQUIPMENT PROVIDES A FULL LINE OF XEROX PRODUCTS AND IT SERVICES INCLUDING:

- Digital Copiers
- Multifunction Devices
- Copier & Printer Repairs
- Wide Format Printers
- Laser Printers
- Document Management Software
- HIPAA Compliant Shredding
- Graphic Design & Printing Services (Bellare Location)

TWO LOCATIONS
3114 Belmont Street, Bellare, OH 43906
1140 Main Street, Suite 102
Wheeling, WV 26003

www.HughesTeam.net
(740) 676-8000 • (888) 800-8324 toll free xerox

the people have spoken



FAIRFIELD
INN & SUITES®
Marriott
CAMBRIDGE
740.435.8700

Welcome to America's Diner!



Zanesville • Cambridge

FIREARMS FMJ TRAINING
INDOOR RANGE

www.fmjrange.com

6653 Glenn Highway • Cambridge, OH 43725 (p)740.421.9811 • (f)740.421.9813

STRAUSS
FENCE LLC.

740-683-9495
straussfence.com

Stratos Wealth Partners
Elevating Financial Strategies

Brent A. Markley
941 Steubenville Ave.
(740) 435-4847

BREAKTHRU
Medical Withdrawal Management

Drug or Alcohol Problems?
Call BreakThru at Southeastern Med
(740) 439-8720

Covered by most insurances, Medicaid and Medicare.
Cash pay option is available.

QCP
QUALITY CARE PARTNERS
Creating Partnerships for Life
www.qualitycarepartners.com

The Colonel Taylor Inn
BED AND BREAKFAST

633 Upland Road, Cambridge, OH 43725
(740) 432-7802 www.coltaylorinnbb.com

YOUR COMMUNITY. YOUR COLLEGE.

ZANE STATE COLLEGE
ZSC
CELEBRATING 50 YEARS
1969 2019

ABLES Inc.
HEATING • COOLING • ELECTRICAL • REFRIGERATION
740-439-2186 740-453-6015

Carol Goff
Associates
REAL ESTATE

"We Always Have Time For You"

Cambridge • (740) 439-1111
New Concord • (740) 826-7557
Zanesville • (740) 454-6777
Coshocton • (740) 622-7653
New Lexington • (740) 342-4511
Canton 330-418-7576

Newark • (740) 366-2121
St. Clairsville • (740) 695-5559
Hebron • (740) 527-2710
Marietta • (740) 373-3020
Caldwell • (740) 305-5294
Barnesville 740-619-0429

LOCALLY OWNED
Southgate HOTEL & **THE LOUNGE**

Ervin Morris
Owner
2248 Southgate Parkway
Cambridge, Ohio 43725
www.southgatehotel.net

Susan Bates
CEO
740-432-7313
Fax: 740-432-2337
southgatehotel@yahoo.com

ALLEGRA
MARKETING • PRINT • MAIL

1224 Southgate Pkwy
Cambridge
740.435.0200 • allegraseo.com

MARKETING PRINT MAIL DESIGN WEB SIGNS PROMO APPAREL

COLGATE-PALMOLIVE®
Proud to be a Positive Part of the Community