



March 2009
Volume 5, Issue 3

Member of Ohio Chamber of
Commerce & U.S. Chamber of
Commerce

**Brought to you by
Sustaining Member
Preble Memory
Gardens & Robert
L. Crooks Funeral
Center**

Chamber Events

**1/18 Preble County
Safety Council**
12:00 Noon
Preble County YMCA

**1/19 Chamber General
Meeting & Luncheon**
11:30 am – 1:00 pm
Eaton Country Club
100 Morton Rd., Eaton

**Eaton-Preble County
Chamber of Commerce**
122 W. Decatur St.
P.O. Box 303
Eaton, Ohio 45320
Phone: (937) 456-4949
<http://www.preblecountyohio.com/>

Chamber News

*Promoting Free Enterprise and Advancing the Business
Community of Preble County*

Eaton-Preble County Chamber of Commerce General Meeting & Luncheon

**Thursday, March 19, 2009
Eaton Country Club
100 Morton Road, Eaton**

Q & A Forum on Economic & Community Development
County Commissioners, Eaton City Manager, Ohio Dept. of Development,
Ohio Region 4 Workforce Policy Board, Preble County Job Center,
Sinclair Community College, Miami University

To make your reservation, please contact Virginia at the
Chamber Office at 456-4949 by Friday, March 13th
Cost is \$15, payable at the door!

President's Message

The Chamber received some exciting news in the month of February! The Eaton-Preble County Chamber of Commerce climbed one spot in the annual Top 25 list of area Chambers published by the Dayton Business Journal. The Chamber is currently ranked 21st, marking the fifth consecutive year with a Top 25 ranking! The Dayton Business Journal ranking is compiled from information gathered from Montgomery, Butler, Clark, Darke, Greene, Miami, Preble, Shelby and Warren counties. Chamber members saved more than \$300,000 last year through a variety of cost-savings benefits ranging from reduced Workers' Compensation premiums to free Prescription Drug Discount Cards issued to more than 600 employees since May.

President Barack Obama has signed legislation that will hopefully kick-start the national economy. The stimulus resources will enable Ohio to make targeted investments in the critical sectors of our economy that will create and grow jobs, by: Providing assistance to Ohio workers hurt by the economic downturn, implementing tax cuts that make work pay and create jobs, in addition to producing clean and efficient energy in Ohio.

Here are some facts as presented on the [Ohio.gov/Recovery](http://www.recovery.ohio.gov/) website. Funds from the federal stimulus package will come into Ohio through varying programs, with a wide range of different eligible recipients such as public, private or non-profit entities to perform funded work. Other funds have been allocated, for oversight and distribution to cities, community action agencies and other entities. In addition, a range of Ohio entities will have the opportunity to compete for other funds. Those entities interested in applying for funds should fill out a "Submit a Proposal" form on the website. For more information please visit the recovery web site at www.recovery.ohio.gov/

I look forward to seeing all of you at the March meeting. Please feel free to bring a friend or a colleague for an opportunity to network and to learn more about Economic Development in our Community.

Shanna Renner, Chairperson, Eaton-Preble County Chamber of Commerce



Board of Directors

Shanna M. Renner

Chairperson

Fifth Third Bank

456-7306

Michelle Buckley

The Classic Touch Fine

Photography

472-0001

Larry Englert, Treasurer

Williams-Keckler, LLC

456-4393

Charles Pennington

787-4535

Brad Neavin

Eaton Community Schools

456-1107

Ron Gard

Girton Schmidt & Boucher Gard

Funeral Home

456-3333

Howard Carter

Carter Cleaning Enterprises, LLC

533-1732000

Kathy Schulz

Rohm and Haas Chemicals, LLC

839-1307

Josh Maggard

Wal-Mart Super Center

456-1777

Ray Potter

SCORE

456-1241

Jeremy Hamilton

CPH Service, LLC/dba

McDonalds

456-3830

Leslie Collins

The Register Herald

456-5553 Ext. 150

Virginia Lindsey, Secretary

456-4949

March 19th General Meeting

Preble County Economic & Community Development Forum

Join Us for a Q & A forum on Economic & Community Development. Our panel of guests includes County Commissioners David Wesler, Bob Stonecash, and Chris Day; Eaton City Mgr. Dave Daily, John Spencer of the Ohio Dept. of Development; Jon Heffner of the Ohio Region 4 Workforce Policy Board; Sharon Shute, Becky Sorrell, and John Abrams from the Preble County Job Center; Rebecca Butler, Director of Marketing for Sinclair Community College and Cathy Bishop-Clark of Miami University.

This panel has been assembled exclusively for E-PC Chamber of Commerce investors. Each panel member will deliver brief comments on their activities to advance the business community of Eaton-Preble County, followed by a Q & A session from Chamber investors. This is a great opportunity for you to learn more about what is happening in your community, and to ask questions about the relationship between business, local elected leaders, workforce development, employer-based programs, and post-secondary education.

Important Note: If you have a question you would like to ask, please email the question to Matt Appenzeller at mjappen@yahoo.com. We would like our panel of guests to be prepared to answer specific questions from our investor base rather than speaking off the cuff. You will have a chance to ask the question at the forum (or, if you're shy, you can ask us to pose the question on your behalf).

Be a Part of the Upcoming Preble County Chamber Directory!

The Eaton-Preble County Chamber of Commerce is pleased to announce the first ever Preble County Chamber Directory. This will be a great publication for you to hand to customers or distribute outside the county to attract others. The project was approved by the Board of Directors on February 24th. The Register-Herald and Brown Publishing will handle all facets of the project, including sales and ad design.

The purpose of the publication is to enhance the brand image of Preble County, provide Chamber members with an opportunity to advertise in a quality publication at aggressive pricing, and remind others why this is a great place to do business.

Specifications of the 56 page publication are:

- 70lb gloss text body 52 pages
- 100lb or 80lb gloss cover 4 pages
- 4/4 Full color every page
- Full bleed on every page
- Stitched and trimmed to near 8.5 x 11

The target date for publication is **June 1, 2009**.

For this project, "Preble County Media Kit" will be the title on the first page.

We will send another announcement through the newsletter as a reminder. An article will also appear in the Register-Herald.

If you have questions or concerns about the project, please call us at 456-4949.

The E-PC Chamber Newsletter is going Green



Effective immediately, E-PC Chamber News (brought to you by our Sustaining Members) will be delivered to investors electronically in PDF. As a business association, our investors expect us to maximize resources. The conversion to electronic delivery of the newsletter reduces postage, labor, and paper costs. It also allows investors to forward the newsletter to key employees.

Approximately 30 investors do not have an email address on file with the E-PC Chamber. We are attempting to capture as many email addresses as possible. For members who do not use email, delivery will be made via fax or regular mail during the transition.

We Could Use Your Old Office Furniture

Want to be of service to the Chamber? The E-PC Chamber could use your old office furniture to help decorate our new office on 122 W. Decatur Street.

Specifically, we are looking for desks, chairs, and tables to decorate the offices. If you have furniture in storage, please call us at 456-4949 or email us at chamberoffices@preblecountyohio.com.

Safety Council Update

By Kathy Schulz



For the February training topic, Clint Brubaker an Occupational Therapist from Reid Hospital provided an overview of various repetitive motion disorders that can cause injuries in the arm, from the fingers to the shoulders. Clint described the various types of injuries that can occur, what may cause those injuries, the treatment, and most importantly- what we can do to prevent the injury. Although our safety council members are a diverse group, this topic was certainly relevant to all in attendance.

For our next meeting in March, we expect a speaker from the State Highway Patrol. April will be the Award's Banquet. This year we will hold a luncheon at the Eaton Country Club. Additional information will be sent to members.

As a service to our members, you can now go to the Chamber's website to see your status towards the participation requirements. From the website, select the Safety Council tab at the top. On the bottom of the page, you will see a link to the attendance spreadsheet. All members are expected to attend 10 out of 12 possible meetings. The highest ranking company official is expected to attend one meeting as well. Member companies can make up two missed meetings through attendance at Worker's Compensation University, Ohio Safety Congress- March 31- April 2 at the Greater Columbus Convention

Center, Division of Safety and Hygiene safety training courses, or industry specific training.



Health Spot.... Sponsored by The Greenbriar

March is Colorectal Cancer Awareness Month

Colorectal cancer (CRC) is the third most common cancer diagnosed in men and women and an estimated 149,000 people were diagnosed in 2008. Mortality rates have declined but 50,000 people died from CRC in 2008.

Signs and Symptoms

- Most CRC begins as benign polyps in the lining of the colon wall which can become malignant.
- Early stage CRC does not usually have symptoms and is usually found through screening.
- Advanced disease may cause rectal bleeding, blood in the stool, a change in bowel habits, and cramping pain in the lower abdomen. If present, these warning signs should be discussed with your physical.

Early Detection

When CRC is detected early, the chance of successful treatment is greatest. The American Cancer Society screening recommendations include:

- Colonoscopy for men and women of average risk beginning at age 50
- A yearly fecal occult blood test beginning at age 50 will reveal the presence of blood in the stool.



Reid Hospital & Health Care Services

Risk Factors

- **Age:** 90% of CRC is diagnosed in people older than 50.
- **Personal History:** Polyps, ulcerative colitis, and Crohn's disease increase the risk of CRC
- **Family History:** Having a close family member diagnosed with CRC, especially before the age of 60.
- **Ethnicity:** African-Americans have a higher CRC risk than other ethnic groups.

Things you can do to reduce your risk

- Maintain a health weight
- Exercise
- Stop smoking
- Limit alcohol consumption
- Control diabetes
- Limit red and processed meat
- Increase intake of fruits and vegetables

Upcoming Event

Kettering Medical Center Cancer Service will be sponsoring a FREE community Colorectal Cancer Awareness event:

Sunday, March 8, 1-4 p.m.
Charles I. Lathrem Center
Kettering, Ohio

For more information, please call Tammy Fanz at 937-395-8115 or check the Cancer Services' website at: www.khnetwork.org/cancer

As a business owner or employer, you're already aware that your bottom line is affected by the health and well-being of your workers on and off the job. Every year, health issues faced by your employees cause increases in absenteeism, sick leave, insurance premiums, disability claims and workers compensation costs.

According to the Ohio Bureau of Workers Compensation, the average return on investment for implementing a wellness program in your place of business is between \$2 and \$10 per dollar invested.

Wellness programs can take many forms, but a comprehensive program will include such elements as general health education, clinical tests and measurements, physical fitness, nutrition education and a system for tracking the progress of your employees individually and as a group.

One of the easiest ways to start developing a wellness program is by asking your employees to take a Health Risk Appraisal (HRA). An HRA is an assessment tool used by health care providers to evaluate a person's health, usually in the form of an extended questionnaire that asks questions about personal lifestyle and personal medical history. Often, an HRA is accompanied by clinical measurements like height, weight, cholesterol, blood sugar, body fat and blood pressure to give a more accurate picture of the employee's health risks.

Individuals completing an HRA will be asked about their lifestyle choices, exercise level, stress, personal and family medical history, eating habits, etc. to gauge their level of risk for certain diseases and medical problems.

This information is then used to provide feedback and tips for improving their risk.

In some cases, your insurance provider may offer free online HRA's to employees insured by the plan. You can check with your provider to determine if they are able to share these results with you in a manner that is consistent with privacy regulations and would provide a comprehensive look at the major risk factors affecting your employees as a whole.

At Reid Hospital, we contract with employers to provide HRAs to employees. Our program allows individuals to complete the HRA and receive their results privately at home. We then provide a group report to the employer and talk through the process of developing a wellness program customized to address the major risks identified within their work force.

When accompanied by a targeted wellness program, improvements in your group HRA report will demonstrate your commitment to improving employee health and may be used to negotiate better insurance premiums with your provider.

If you are interested in learning more about Health Risk Appraisals for your work force, please contact: Becky Stewart, Nurse Manager – Occupational Medicine, (765) 983-3446 or Amy Farmer, Outreach Manager, (765) 983-3495.

We are happy to answer questions and talk with you about programs designed to improve your employees' health and the health of your business!

Tell Us What You Think!

One of my goals as the Executive Director is to find innovative ways to increase two-way communication between our Investors and the Board of Directors & Staff. We believe active communication can avert potential problems and allow us to deliver more value to you. In addition to picking up the phone and calling you, we are implementing a simple idea that Vice Chair Michelle Buckley and I learned from other Chambers of Commerce at the Ohio Chamber CEO conference in Columbus a couple of weeks ago.

The idea is called the Two Question Tuesday. It is a two question survey designed for you to provide feedback to us in a minimum amount of time. We know our investors are busy operating their businesses. Most are too busy to answer lots of questions thrown at them all at once.

Like any other business organization, feedback from customers is a great way to identify strengths and weaknesses. The Two Question Tuesday will be delivered once per month via email with a link. Please click on the link or copy and paste into your browser address bar.

We will deliver Two Question Tuesday once per month on Tuesdays of the same week the e-newsletter is delivered. For investors without email addresses, we will attempt to contact you in the most feasible way.

Make sure you take the time to tell us what you think on March 3rd for our first Two Question Tuesday!

Matt Appenzeller
Eaton-Preble County Chamber of Commerce

“Welcome” New Chamber Members!

Brewer Broadcasting Kicks96/Whon

They are located at 2626 Tingler Road, P.O. Box 1647, Richmond, Indiana 47175.

Phone: 765-962-1595

Fax: 765-966-4824

Laura Bailey, Account Executive

Email: laura.bailey@kicks96.com

Website: www.kicks96.com

Their business is Radio Broadcasting.

Carmela’s Pizzeria

Darron Dulsky, Owner where they are located at 1205 N. Barron St., Eaton, Ohio 45320.

Phone: 937-472-3697

They are a new eating establishment and offer salads, pasta, pizza, calzones and other lunch specials. Stop in and see them!

Eaton Day Care Center

Owners are Rich & Karen Charles and their business is located at 310 S. Beech Street, Eaton, Ohio 45320.

Phone: 937-456-1671

Email: charlerl@muohio.edu

They offer childcare ages 6 weeks to 12 years old and preschool for 3-5 year olds.

Join Us for the Spring Wine Tasting at Taffy’s of Eaton

One of our newest members, Taffy’s of Eaton, is proud to host our latest innovative networking event.

The Spring Wine Tasting will be held at Taffy’s on May 26 at 8 p.m.

Due to limited space and safety reason, only 60 tickets will be offered for the event.

Taffy’s will provide music and a special prize drawing. Cost of admission is \$20 per person.

The Spring Wine Tasting is a great way to entertain clients, network in a relaxed environment, enjoy an evening with your spouse or significant other, and experience the atmosphere of a progressive downtown business.

In the coming weeks, we will be releasing more information about The Spring Wine Tasting. Previous events of this type at Taffy’s have sold out quickly. If you would like to purchase tickets to the event, please call the Eaton-Preble County Chamber office at 456-4949 or email us at chamberoffices@preblecountyohio.com

Attention Non-Profits

Here’s how our non-profits can spread the word about their organizations through two valued investors: WEDI Classic Country Radio and Kicks96 / WHON.

Email your Public Service Announcements to Joe Mullins at myclassiccountr@myclassiccountr.com at WEDI. Joe will do his best to get your message on the air for you.

Laura Bailey at Kicks96 / WHON advises non-profits to email Abby Clapp at aclapp@kicks96.com. Your PSA will be posted to the Kicks96 web site. Additionally, you may call Angie and Buddha from 6 to 9 a.m. during Free Plug Friday.

Radio stations operate on exceptionally tight schedules, literally down to the second. With

that in mind, here are two helpful tips to increase the chances of getting your message out: Make sure your PSA is well-written, edited for clarity, and can be read on the air in 30 seconds or less.

If you are announcing an event for the general public, give the radio stations them plenty of lead time. A minimum of 3 weeks is recommended and 4 weeks is ideal.

Prospering During Economic Downturn

Businesses need to adopt new strategies to cope with this period of economic downturn. The following recommendations are offered to help with these turbulent times.

Manage your Cash Flow. Check with your Accountant for suggestions. Examine your cash flow analysis and look for steps to strengthen your financial position.

Meet with your Banker. Reinforce your relationship and inquire as to any strategies they might recommend.

Contact all your Vendors and Creditors. Analyze your purchases, eliminating or reducing where possible. Try to establish a line of trade credit. Explore extending terms of payment. Attempt to get price reductions, cash discounts, or 30 day-same-as-cash arrangements.

Examine your Accounts Payable. Try to reduce or extend your payment deadlines.

Examine your Accounts Receivable. Try to reduce the average number of days (age) before your customers pay their bills. Offer a discount for cash or prompt payment.

Develop Aggressive Marketing Strategies. Try new, innovative techniques to stimulate sales. Copy what the “big boys” are doing.

Develop strategic Business Alliances. Unite with other businesses to expand market penetration or explore new markets domestically or internationally. Just taking advantage of group purchases can save many dollars.

Create a Board of Advisors. Ask some successful business persons to serve in a mentoring capacity. These individuals can be a valuable source of information and advice. The “big boys” have Boards of Directors to help them with their major decisions – why don’t you?

Contact Business Service Organizations. There are many service groups that will help you with your business - many are FREE. SCORE (www.SCORE.ORG), Small Business Development Center (www.ASBDC-us.org), Small Business Administration (<http://www.sba.gov>).

Contact local Universities or Colleges. They often have student consulting teams available to work with small business entrepreneurs to solve problems facing the business.

You needn’t “go it alone”. There are many sources of help – use them!

Information Regarding the Preble County Mental Health levy

The Preble County Mental Health & Recovery Board will have a .65 mill replacement levy on the May 5 ballot which will bring property values up-to-date. The Preble County Mental Health & Recovery Board is currently operating under a levy generating funds based on home values in 1985.

The Board has not passed a replacement levy in 24 years, although numbers served has grown exponentially. *The average \$100,000 homeowner will pay \$20.04 a year, or \$1.67 a month.* The PCMHRB supports mental health and addiction services for the county.

As heads of households lose financial support for their families, more are being affected by substance abuse and depression. Stress, anxiety, feelings of hopelessness all are instigators of mental health issues and abuse of alcohol and drugs. Over 70% of all Preble County individuals treated through Board-contracted agencies are workforce age.

Those without health insurance and financial means are able to receive assistance to overcome these hurdles, and to work and function in optimum health within our community.

Call the Board offices at 456-6827 for more information.