



November, 2008
Volume 4, Issue 11

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

Chamber Events

11/19 Preble County
Safety Council
12:00 Noon
Preble County YMCA

11/20 27th Annual Awards &
Appreciation Banquet
6:00 p.m.
Eaton Country Club
100 Morton Rd., Eaton

**Eaton-Preble County
Chamber of Commerce**
Eaton National Bank Building
110 West Main St.
P.O. Box 303
Eaton, Ohio 45320
Phone: (937) 456-4949
<http://www.preblecountyohio.com/>

Chamber News

Serving the business community of the Eaton-Preble County Area

Eaton-Preble County Chamber of Commerce 27th Annual Awards & Appreciation Banquet

Thursday, November 20, 2008

6:00 p.m.

Eaton Country Club

100 Morton Road, Eaton, Ohio

To make your reservation, please contact Virginia at the
Chamber Office at 456-4949 by Friday, November 14th
Cost is \$15, payable at the door

MENU

Chicken Cordon Bleu	Baked Potatoes
Broccoli/Cheese Casserole	Tossed Salad
Dessert Cart	Beverages

President's Message

Dear Member Investors,

Each year the Chamber pays tribute to the achievements and contributions of Chamber members and businesses whose professional life and work have served to advance the business community of Preble County. Come join us on November 20th as we honor these outstanding businesses and individuals for the diligence and innovation required to implement a successful business plan and excel in the increasingly competitive global marketplace. These businesses and individuals have a profound effect upon the business environment and the economy in Preble County. Their success contributes significantly to the quality of life enjoyed by the county's residents.

Kathy Posey is our Awards Banquet Chair and she has created a delicious menu and fun entertainment for your enjoyment. Know of a fellow business owner who is not a chamber member? Bring them along! It's a great chance to meet the board members and connect with other business professionals.

Joanne Beineke, Chairperson,
Eaton-Preble County Chamber Board of Directors



Board of Directors

Joanne Beineke, *Chairperson*
Bullen Ultrasonics, Inc.
472-2115

Charles Pennington
787-4535

Bob Stonecash
Mayor City of Eaton
456-5130

Larry Englert, *Treasurer*
Englert & Pollock, C.P.A.
456-4393

Brad Neavin
Eaton Community Schools
456-1107

Ron Gard
Girton-Schmidt-Boucher
Funeral Home 456-3333

Howard Carter
Carter Cleaning Enterprises, LLC
533-1732000

Kathy Posey
The Greenbriar Nursing Center
456-9525

Kathy Schulz
Rohm and Haas Chemicals, LLC
839-1307

Josh Maggard
Wal-Mart Super Center
456-1777

Ray Potter
SCORE
456-1241

Michelle Buckley
The Classic Touch Fine
Photography
472-0001

Matt Appenzeller,
839-4476
*Membership Services
Director*

Virginia Lindsey, *Secretary*
456-4949

**Has it been a year
already?**

By Matt Appenzeller

As I reflect on my first year of serving as your Membership Services Director, several thoughts come to mind. First, I'm thankful for the input I've received from our Board of Directors and rank and file members. Our growth, I believe, reflects a membership base comprised of quality people who have a genuine interest in advancing the business community of Preble County and beyond.

Second, we have placed a heavy emphasis on promoting Chamber of Commerce benefits during the past year. I am pleased to announce that we have added 39 new members in 2008. I would like to think that our emphasis on cost-savings has a lot to do with our growth.

Third, by the time you read this, we will have launched a completely updated web site located at <http://www.preblecountyohio.com>. Per your request, we reorganized the site to include a directory of Chamber businesses by that can be searched by category rather the outdated alphabetical listing. We also have a calendar of events that we can update regularly. We would like to thank Jen Thomas of the Preble County District Library for her diligent efforts. We believe the enhanced website promotes the Eaton-Preble County Chamber and Preble County.

Fourth, I would like to dispel a myth. Many of our members (and potential non-members) mistakenly believe 90 to 95% of our members are based in the City of Eaton. The fact is, only 70.3% of our members are based in Eaton. The remaining 29.7% are spread throughout Preble County and beyond. Our membership base goes as far north as Celina, as far south as Cincinnati, as far east as Lebanon, and as far west as Connersville, Indiana.

If anything, this should tell us that we represent a wide variety of business and community interests. It should also tell us how important many of them feel

Preble County is to their business. Thanks for all your feedback and ideas over the past 12 months!

Finally... a sad note. Patti Bowers, former owner of Company's Coming Quilts located in downtown Eaton, passed away recently. Patti became a Chamber of Commerce member earlier this year. She was hopeful that the Chamber could play a role in revitalizing the area, and I made a point to stop in to see her several times when I followed up with other potential downtown members.

I'll miss popping in to see her. She always made me feel welcome.

**Ohio Business
Week Speakers-
Speak at the Chamber's
September General
Meeting & Luncheon**

At September's Chamber Luncheon/Meeting, our speakers were Heather Burnett, Tyler Stevens and Nick Jackson of Eaton High School who attended Ohio Business Week.

Ohio Business Week (OBW) is an exciting summer program that gives eligible high school students from around the state a unique, hands-on experience with business and entrepreneurship. Students learn directly from "the pros" in a series of hands-on learning experiences how to establish and run their own company. Hosted on a college campus, students are also able to experience what campus life is like and lay the groundwork for a successful future!

Under the guidance of a professional businessperson, each company creates an imaginary start-up business venture; elects officers, researches and writes business, financial and marketing plans; creates trade show display; designs a magazine ad or web page and competes in the Emerging Entrepreneur Project competition at the end of the week. OBW and the chamber membership recognize that Preble County's

economic future depends on its citizens making sound financial decisions.

The Eaton-Preble County Chamber of Commerce sponsors an OBW student through funds raised by our annual golf outing. **This year, the recipient of the Chamber sponsorship was Heather Burnett** of Eaton High School. Also, attending the Chamber Luncheon were two other OBW students: Tyler Stevens and Nick Jackson of Eaton High School and Ron Neanen, EHS Guidance Counselor.

If you know of a high school student that would benefit from the OBW experience, applications for OBW 2009 are due April 1, 2009 and can be found at www.ohiobusinessweek.org.

If you are interested in sponsoring a student, being a company advisor, being a judge for the final project, serving as a guest speaker or observing the program in action, please contact Gayle Troy at 1-888-377-7414.

Preble County Consumer Fair



Matt Appenzeller with Dayton Dragons' Heater!

The Eaton-Preble County Chamber of Commerce sponsored this year's Preble County Consumer Fair on Saturday, October 4th from 10 a.m. to 3 p.m. All residents who participated learned about local businesses by visiting exhibits, had a chance to win \$500 cash drawing with the \$250 individual winner being

Eleanor Silvers of Eaton and the \$250 business winner being Dari Twist in Lewisburg with the admission ticket and a door prize every ten minutes.

Other special attractions included "Heater" the Dayton Dragons mascot, Ural Motorcycle sidecar rides from Heindl Engineering, LLC, a petting zoo, Lucky the Clown making balloon animals for the visitors and networking opportunities for everyone.

The event was held at the First Church of God at 601 E. Lexington Rd in Eaton, OH and admission was free to the public. We had forty vendors participate by having booths to exhibit, eight sponsors, and around 150 visitors from the public attend.

This year's sponsors were Eaton Computer Services, Shetter Heating and Cooling, Carter Cleaning Enterprises, LLC, Pheasant Run Village, LLC, WEDI Classic Country Radio, The Greenbriar Senior Living Campus, The Robert L. Crooks Funeral Center at Preble Memory Gardens, Kuhns Bros. Log Homes, Inc., and the Preble County Safety Council.



David Heindl of Heindl Engineering, LLC and a little guy riding in the Ural Motorcycle with a side car.

Safety Council Update

By Kathy Schulz

For the October training topic, Christie Ferriell, from the Diabetes/Nutrition Education Department at Reid Hospital, shared information on Reid's "Nourish You" program, an adult weight management program.

She talked about some of the specifics of the program and the benefits of a healthier workforce. The 16 week program meets weekly for a one hour class. Some businesses within the area are hosting on site programs for their employees, but the program is also available to individuals through Reid Hospital.

Rebate checks were distributed to Safety Council members who met the participation requirements. Almost \$37,000 was distributed to our members. This rebate check of 2% of their Worker's Compensation premium was just one rebate members are eligible for. Members who have met the performance requirements can earn up to an additional 2% rebate on their premiums.

Next month, we will have a member from the Bureau of Worker's Compensation review the various safety related internet sites that are available to our members.



Health Spot....

Sponsored by The Greenbriar

Food Focus: **FALL**

From: Monica Cengia, Dietitian Personal Nutrition Care 937-436-1985

- ❖ Ginger was originally cultivated in Southeast Asia; top producers today are Jamaica, India, Fiji, Indonesia and Australia.
- ❖ There are more than 50 varieties of ginger in India alone.
- ❖ The part of the ginger plant that is used is the rhizome, or root.



Ginger is not an herb or a spice, but is used as a seasoning like both. The flesh is white, yellow, or red. Fresh or dried, ginger adds a sweet-pungent flavor in cooking/baking.

An Herbal Bed-Time Tea: Chamomile-Mint Soother with Ginger, Lemon and Honey

- 4 c. water
- 3 Tbsp. chamomile tea
- 1 Tbsp. minced fresh ginger root
- 1 Tbsp. dried mint
- Honey and lemon - to taste.

In large saucepan, bring water and ginger to boil. Reduce heat and simmer 5 minutes. Add chamomile and mint. Steep covered, for 10 minutes. Strain and add honey and lemon to taste.

Makes 4 servings.

Nutrition Information: 0 or less than 1g for all nutrients.

Recipe courtesy of *American Institute for Cancer Research Newsletter, Winter 2008, Issue 98.*

For nausea and indigestion: take 2-4g of fresh root daily (.25-1g of powdered root; 1.5-3ml of liquid extract)

Vomiting: ½ tsp powdered every 4 hours

Arthritis: 2-4 g of fresh juice, extract or tea daily. Topical ginger oil may be rubbed onto painful joints.

NOTE: With your physician’s supervision ONLY.

Shopping and Storing Tips for Fresh Ginger:

- ✓ Look for smooth, unwrinkled skin.
- ✓ Roots with more knots or branches will be more pungent.
- ✓ Mature ginger, the more widely available type, has a tough skin that requires peeling. Imported ginger from China may contain **aldicarb sulfoxide**, a pesticide not approved for use on ginger, so always check the labels.

- ✓ Store in refrigerator, wrapped in plastic for up to one week or freeze for up to three months.

SPICY GINGER FACTS

- Marco Polo traveled to Asia in the 13th century and brought **ginger** back to Europe.
- Queen Elizabeth I created **gingerbread men**, a British dessert, to honor and treat her palace guests.

HEALTH BENEFITS OF GINGER

- Ginger’s antioxidant, polyphenol **gingerol**, is known to help relieve gastrointestinal ailments. It may improve symptoms of nausea and vomiting due to motion sickness, pregnancy and chemotherapy.
- Gingerol also eases indigestion and has natural antibiotic properties.
- Ginger, a potent anti-inflammatory, may help relieve suffering from arthritis or other types forms of inflammation.
- According to preliminary studies, ginger may also help to lower cholesterol and protect blood vessels from clotting.

ASK YOUR PHYSICIAN:

Talk to your physician before taking any product. As with any supplement, some forms of ginger may interact with another herb, medication/ supplement or may cause side effects with some medical conditions.

By Laura Roberts, Dietetic Student, Ohio State University – Copyright 2008

Career Day at National Trail

Submitted by the National Trail School Foundation
The National Trail School Foundation, along with Jessica Hero, the NTHS guidance counselor, is sponsoring a Career Day for National Trail students, grades 9-12. The event will take place

Friday, November 14th, in the high school gymnasium during school hours.

Providing assistance to the Career Day allows the foundation to achieve its purpose in supporting the creation of, or participation in, enrichment programs within the school to enhance the quality of education in the school district. However, we can’t do it without the involvement of our community and alumni.

We are looking for anyone who is willing to participate and share information on their career or profession, whether it is a job that requires a 4-year college degree, technical degree or “good ole” experience. We want to give the students ideas for their future, such as high school classes they should take, post secondary education, technical training, internships, what a work day may look like, how much money they might earn, etc.

The gymnasium will be set up with tables to allow for a display or whatever information you might have about your job. Some ideas may be a hands-on display or some equipment you use in your job, an informational sheet explaining the classes that are needed, schools that offer it, etc. If you are able to bring anything from your line of work that might better illustrate what is involved in your particular job, would be a big plus.

If you would like to participate, let us know so we can get you on the list. You can contact Ms. Jessica Hero at 437-3333, ext. 1204, or calling Jill Eales at (937) 437-1957 or Kent Rubright at (937) 533-9650.

If you’re unable to participate, but know someone who would like to participate, pass the information along. Or, if you would like to make a monetary donation to help cover the expenses for mailings, advertisement and refreshments, mail a check made out to the National Trail School Foundation, P.O. Box 155, New Paris, OH 45347.

“Welcome” New Member To The Chamber!

Shaklee by Steve & Laura Hostetler

904 Swann Beatty Road
Camden, Ohio 45311
Phone: 937-452-7452

Email: laura@brecnet.com

Website:

www.shaklee.net/freedomliving

Their business is a social marketing company that for over 50 years has been committed to provide the safest, natural health products for everyone.

For more information about their business, contact Steve & Laura!

Lucky’s Clowning & Balloon Twisting

- Doug Griffin

9669 County Line Road
Union, Ohio 45322

Phone: 937-884-5927

Email: feelnlucky3@aol.com

Website: www.feelnlucky.com

Children’s Entertainment: Clowning, Balloon Twisting & Magic Shows for birthdays, receptions, picnics, reunions, etc.

Suicide Prevention Flyer

Enclosed please find a Suicide prevention flyer offered by the Preble County Suicide Coalition, originally an initiative of the Preble County Mental Health & Recovery Board.

We would appreciate it if you would hang the enclosed flyer in your place of business. If you need additional flyers, we would be happy to supply you with them. We also have posters, magnets, and pocket cards that are available to Preble County businesses free of charge.

For additional items, please contact our office at 937-456-6827.

People Acumen by Ram Charan from the book Leaders at All Levels

"Leadership is predicated on the ability to mobilize others to accomplish a vision, a goal, or a task. Leaders can't do everything; they get other people to do things through managing. They increase their capacity -- the ability to get more done -- through delegation combined with a methodology for ensuring follow-through. They set expectations, get the best people to do what needs to be done, and oversee the relationships among them to ensure that destructive or self-interested behaviors don't subvert the group's common purpose. You know you've discovered a leader with people acumen when you see evidence that the person selects the right people and motivates them, gets them working well as a team, and is able to diagnose and fix problems in coordination and social relationships among groups of people.

Real leaders, I have found, exhibit an enthusiasm for selecting people who are better than they are -- whether or not they have worked with them before -- and then using those subordinates to lift the organization and themselves to new levels of accomplishment. They motivate their people and develop them as conditions change, retaining those who advance the business and having the courage to deselect with dignity those who don't. Such leaders show a repeated pattern of accurately identifying other leaders' talents, helping them flourish, or easing them into other jobs where their talents fit better. You can often identify a true leader because the people working under that person are of high caliber, are energized, and have a natural affinity for the leader and want to see him or her succeed. Leaders with people acumen get the most out of their people by setting clear goals, then giving feedback and coaching judiciously to help achieve them. Most use some kind of performance indicators (the term I use is key performance indicators, or KPIs) that not only measure progress in quantitative terms but also influence behaviors. A KPI may be as simple as the percentage of customer calls answered in the first minute or may be

as broad as corporate profitability measured against competitors. They watch for problems that might get in the way of achieving the KPIs and don't hesitate to give people unvarnished feedback. They are keen judges of when someone is not up to the task and don't back off from making the hard decision to replace him. Many people who think they're leaders are terribly uncomfortable and indecisive in the realm of personalities, even when they have the insight into who and what needs coaching. Some have a deep-rooted need to be liked that compromises their judgments of people. Anyone can improve his or her ability to select and develop people's talents, but other aspects of people acumen are hard to teach. Leaders with people acumen have good instincts to anticipate problems among individuals who must work together and to get them resolved. They size up the group dynamics and pinpoint simmering conflicts, then draw them to the surface to unblock the group's progress. They intervene when they detect behavior that disrupts the working of the group. These leaders are fearless where many people are unconsciously concerned that if they try to change the group dynamics, they'll be cut apart or ignored and lose face. Social acumen also manifests itself in network building. Leaders who possess it are not loners or bookworms. They have an innate desire to work with diverse people and naturally cultivate a broad range of social networks that permeate the company, including subordinates, peers, and superiors. As these leaders develop their social acumen, their networks often extend beyond the business to include customers, suppliers, regulators, politicians, and various interest groups. The relationships tend to be durable because they are built on trust, and that trust allows information to flow both ways, exposing the leader to new ideas and different ways to see things. The social networks also allow him or her to energize and synchronize people's energy and actions and to do a better job managing a crisis than would otherwise be the case. "

**EATON-PREBLECOUNTY
CHAMBER OF COMMERCE
AMBASSADORS**

Abigail Noland

Preble County Library
937-456-4250

Carolyn Ulrich

Ulrich Company
937-787-4264

KarenKay Williams

5 Points Wireless
937-456-7320

Bob Barnes

Barnes Funeral Homes, Inc.
937-456-1111

27TH ANNUAL
AWARDS &
APPRECIATION
BANQUET

NOVEMBER 20, 2008
6:00 P.M.



“New Member Reception”
6:00 – 6:30 p.m.

Dinner Music
Lisa Ashworth, Violinist

R.S.V.P.
By
Friday,
November 14th
Call: 456-4949

Eaton-Preble County
Chamber of Commerce
Eaton National Bank Building
110 West Main St, PO Box 303
Eaton, Ohio 45320
Phone: (937) 456-4949
<http://www.preblecountyohio.com/>

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Mission Statement:

“Promoting free enterprise and advancing the
business community of Preble County”

