



# Chamber Connection

Trotwood Chamber  
5790 Denlinger Road  
Trotwood OH 45426  
[www.trotwoodchamber.org](http://www.trotwoodchamber.org)

February 2013  
Volume 8, Issue 2

I attended my first Chamber of Commerce Executives of Ohio Winter Conference and Annual Meeting February 7 and 8 and in Columbus Ohio. The conference was very intense, energizing and informative. We were in meetings from 8 a.m. until 4 p.m. (with 20 minutes for lunch)!

First timers session was Thursday morning at 8 a.m. to orient "newbie's" on what the chamber does, who to contact, tools online to assist and how the workshop would be conducted.

Chuck Ewart, President, The Ewart Group was the morning keynote speaker and he spoke on "Embracing Change to Energize your Chamber & Yourself." He said change is inevitable, it is the only constant...so many businesses and organizations are comfortable with the way things are." We should be change agents and embrace change.

## Compelling questions

1. Why do we exist?
2. Who do we serve?
3. What are our core values?
4. Who are we?
5. Why do they need us?
6. What impact do we have on the community?
7. Where are we going?
8. How are we going to get there?

It was suggested that we have a board retreat to focus on writing a strategic plan. Help is available from the Ohio Chamber.

Other topics presented were:

1. Tiered dues
2. Working with boards
3. Social networking
4. How to make email marketing work
5. Healthcare reform
6. The power of commitment

Thank you so very much for providing the opportunity for me to attend the winter conference...it was truly an eye opener for me to see how other chambers operate and what they are doing to improve their processes.

Trotwood Chamber has several events scheduled for the months of February, March, April and May; we encourage you to participate.

Marie Battle, Executive Director

## **Quarterly Meeting**

Wednesday, February 20, 2013  
Friendship Village, 5790 Denlinger Road  
Atrium Dining Room-Entrance Door #18  
Time: 12:30 p.m.

Presenters **Bruce Karlson** Advertising Sales Manager, Dayton Daily News  
**Teri Cooper** Marketing Manager Golling's Arena Chrysler, Dodge, Jeep Ram

Bruce will make a PowerPoint presentation on steps you can take to successfully advertise your business and Teri will present information on how to market your business online. Mark your calendar for February 20 and attend this very informative meeting.

## **Legislative Reception**

Thursday, February 21, 4:30-7:00 p.m.  
Holiday Inn-Englewood, 10 Rockridge Road

Guests are Congressman Michael Turner; Senators Bill Beagle and Peggy Lehner; Representatives Michael Henne and Roland Winburn; County Commissioners Judy Dodge, Dan Foley and Debbie Lieberman.

This event will be in a business after-hours setting presenting the opportunity for local businesses and community leaders to network in a relaxed atmosphere. Light hors d'oeuvres and a cash bar will be provided for the evening. Please RSVP to 937.837.1484 by February 15, 2013.

## **State of the City (Breakfast with the Mayor)**

Thursday, March 21, 2013  
Madison Lakes—581 Olive Road

Buffet breakfast will be served from 7:30-8:30 a.m., cost is \$8.00  
RSVP to 837.1484 by 3/18/13.

## **Business & Health Enrichment Expo**

Saturday, April 27, 2013  
Dayton Hara Complex  
10 a.m.-2 p.m.

For information call 937.837.1484, email [trotwoodchamber@earthlink.net](mailto:trotwoodchamber@earthlink.net), Karen Wampler, Hara at 937.278.4776 ext. 220 [harapr@haracomplex.com](mailto:harapr@haracomplex.com), or visit our website at [trotwoodchamber.org](http://trotwoodchamber.org) for forms and registration information.

## **Officers**

President  
Jackie Brockman  
Trotwood YMCA

President Elect  
Gregory Carson  
Maria-Josephs Living  
Care Center

Vice President  
Dr. Karen Celik  
Summit Towing

Secretary  
Sandra K. Allen  
Salem Woods Apartments

Treasurer  
Angel Heath  
Account Angel Bookkeeping

## **Board of Directors**

Raymond Garner  
Ray Garner Realty

Loren Gross  
Salem Towing

Pam Hall  
Friendship Village

Bruce Kettelle  
Wolf Creek Marketing

Pat Lodge  
United Theological Seminary

Michael Lucking  
City of Trotwood

Deborah Smith  
Alexis Enterprises

John Smith  
Trotwood-Madison  
City Schools

Karen Wampler  
Hara Arena Complex

Bethany Yost  
Frontier Communications

**Executive Director**  
Marie Battle, CAP

**In This Issue**  
Executive Director's Notes  
Workshops/Expo/Seminar  
New Member/Renewals  
BWC  
SOCA



# Chamber Connection

## New Member

### Deer Creek Apartments

700 Keswick Circle  
Phone: 937-837-1555  
Contact: Candace Gosney



## Membership Renewals

Boone's Power Equipment  
City of Trotwood  
DP&L  
Dayton Nutra Foods  
Friendship Village  
Goodwill Easter Seals  
Greater Dayton RTA  
J. W. Devers & Son  
Maria-Josephs Living Care  
Mercy Siena Ret. Community

Salem Bend Condominium  
Shiloh Springs Care Center  
Sir Handy Improvement  
Southern Ornamental Iron  
TM City Schools  
Trotwood YMCA  
Wertz Insurance Group  
Wolf Creek Company  
Wurst Family Limited

## FREE

### COMMUNICATION BEAUTIFICATION SEMINAR

Friday, March 15, 2013—8:00 A.M.

Grace Brethren Village, 1010 Taywood Road  
Englewood OH 45322

Learn all about gardening and how you can beautify your business, home and improve your property value. Continental breakfast will be provided—seating is limited. Please RSVP by Saturday, March 9 to Feller's Greenhouse & Giftshop 937.837.1123.

## Benefit Workshop

Thursday, May 23, 2013—8 A.M.

Madison Lakes—581 Olive Road

Dayton OH

More information to follow

## Trips/Tours provided by AAA in 2013

- The Amish of Holmes County, May 9-10
- The Lilac Festival, June 14-17
- Alaska Cruise, July 5-12
- San Francisco & Yosemite, September 22-29
- An Olde World Christmas, November 15-16

For more information call AAA Allied Group at 937.281.2508

## Ohio BWC—Safety Grants Available—Transitional Work Grant

Ohio BWC will reimburse employees up to 75% of the cost paid to a developer, up to the grant cap amount based on covered services.

### Grant Cap

- 11-49 Employees up to \$2,900
- 50-100 Employees up to \$5,000
- 200 plus employees up to \$6,300

### Workplace Wellness Grant

Ohio BWC will pay \$15,000 (\$300 per participating employee) over a four year period. Funds can be used for HRAs and biometrics screenings and/or the cost of developing and implementing activities such as: weight loss programs, educational seminars, physical fitness activities and nutritional counseling.

### Safety Intervention Grants

Provides funds to employers to purchase equipment. However, it cannot be used to purchase personal protective equipment, routine replacement equipment, property improvements, training, or moratorium items.

### NIOSH Wholesale-Retail Trade Material Landing Grant

Employers could receive grant money from the Ohio BWC and NIOSCH to purchase material handling equipment such as, manual hand trucks with brakes, lift tables, vacuum lift, intelligent assist devices, etc.

Each grant has liability requirements that must be met for qualification. For more information on these grants, please visit the BWC's website at [www.ohiobwc.com](http://www.ohiobwc.com).

## 2013 Ohio Safety Congress

The Ohio Safety Congress & Expo is scheduled for April 9-11 at the Greater Columbus Convention Center. FREE registration makes this Safety Congress a valuable tool for your injury prevention program.

- Reduce training costs for you and your employees
- Earn free CEU's for accreditation and BWC discount programs
- Save on registration fees and out of state travel expenses
- Fewer injuries mean lower workers' compensation costs
- Choose from 150 educational sessions to help your business save lives and save money.

For more information contact BWC at 1-800-OHIOBWC or visit [ohiobwc.com](http://ohiobwc.com).



# Chamber Connection

## **BWC Step 5** (Timely Notification of Claims)

### **Requirements**

Employers must report claims immediately to the managed care organization (MCO), which reports the claim to BWC within 24 hours. The employer will comply with all requirements for reporting claims to the employer's MCO as specified under the HPP rules.

### **Implementation**

When an injury occurs, first arrange for medical care for the employee. Next, investigate and document the circumstances, and report the injury to the claim handler.

Reporting claims quickly:

- Demonstrates care and concern for the employee;
- Prevents delays and/or confusion in the claim process;

• Reduces the potential for fraud or abuse;  
Reduces the potential for needless litigation.

Through timely reporting of claims, you:

- Establish an open line of communication;
  - Develop accurate information to manage the workers' compensation claim;
- Provide benefits to the injured employee on a timely basis.

For safety related questions and help with your Safety Program please call 1-800-356-1274

## **Southern Ohio Chamber Alliance**



### **Leadership Principle #1: Know Yourself and Seek Self-Improvement (part two)**

General George Patton once quipped, "A leader is always on parade." In effect, he meant that being a leader means that *you almost always have an audience whether you like it or not*. Members of your organization look to you for direction. So do your subordinates in the office. People in the community may recognize you as a leader even when you are running errands or doing your grocery shopping.

That's why an important part of leadership is the *self-awareness of how you are perceived by others*. Your

subordinates take queues from you all the time, even when you think they don't notice. Fair or unfair, people in the community form opinions of you and your leadership (and it's not always flattering). And I'm sure you have made at least one decision that may have benefited a group of members but ticked off numerous others.

Do you come across as autocratic? Participatory? Weak? Strong? Do you even know how you are perceived?

Consequently, it may help to take a personality test. This not only helps you to know your personality type but the results can also give you some insight into how you are perceived in certain situations. There are a variety of tests that you can take, such as a DISC profile assessment. Fair or unfair, people may perceive you in a way that you have not intended. Instead of defending yourself, you will have to ask yourself if the messages you are sending are aligned with culture you are trying to maintain.

I think all of us recognize we have room for improvement but when somebody says the word, "change"... we start to feel (at least a little) resistant. It doesn't mean you have to be hypersensitive **nor should you try to be all things to all people**, but it might mean that you need to change your approach. Think about it this way: one of the best attributes of **a good leader is being a good listener**.

Do you think that others would say you are a good listener? What about decisiveness? Coolness under stress? Fairness?

Be honest with yourself. An abundance of research has shown that human beings are not very proficient when evaluating ourselves, either by inflating our abilities (the Lake Wobegon effect) or underestimating ourselves (unwarranted self-criticism). That's probably the best reason an objective evaluation is important.

*Self-evaluation is a fundamental part of being a good leader because it is the first step toward self-improvement.*

We'll take one more look at this principle in a few days. Until then, make it a great day!

**Sincerely,**

Matt Appenzeller  
Southern Ohio Chamber Alliance  
Toll free 1-866-486-9482  
Direct 937-395-4533



# Chamber Connection



## Flash Quick Copy

We Copy Up a Storm  
2572 Shiloh Springs Rd.  
Trotwood OH 45426  
Phone: 937.854.5648  
Fax: 937.854.7006



## Friendship Village Retirement Community

5790 Denlinger Rd.  
Dayton Ohio 45426  
(937) 837-5581



## NEW YORK Pizzeria Restaurant

[trotwoodpizza.com](http://trotwoodpizza.com)  
498 E. Main Street  
Trotwood Ohio 45426  
Store: 937.837.3333  
Fax: 937.837.3334

## Summit Towing, Inc.

Over 65 years in Dayton  
4164 Gardendale Avenue  
Dayton OH 45427  
Phone: 937.268.6100  
Fax: 937.268.0277



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