



Chamber Connection

“Creating a Bright Future”

**Trotwood
Chamber of Commerce**

**Volume 5 Issue 3
March 2009**

Executive Director’s Notes

There were over 60 in attendance at the State of the City Address for the City of Trotwood. Representation from U. S. Senator Sherrod Brown’s, Governor Strickland’s offices, as well as all three Montgomery County Commissioners were in attendance. The focus was on four key elements: Science, Education, Health and Technology as well as changes in the way we do business. New initiatives in Trotwood are:

- New developer for the Salem Mall
- Opening of Nennonene Medical Center on Salem Avenue
- Development of Moss Creek Community
- Redevelopment of former Elder Beerman on Main Street to Senior Living

As you can see, Trotwood has an exciting future to look forward too. Now more than ever we all need to be involved - working together to “create a bright future” not only for Trotwood but also for Montgomery County and beyond.

Our special thanks to Mercy Siena Retirement Community for hosting this event.

General Membership meeting is March 18 and our presenter will be Mark Nickley, Local Ad Link Business Builder. His presentation will feature a local ad link that connects people, businesses and communities by utilizing geo-targeting technology. The physical location of a website visitor is matched by zip code to a local business, driving traffic and sales to the local business from their local market.

DPL Energy (GreaterDaytonWorks.com)

DPL Energy is happy to announce a new and exciting partnership with GreaterDaytonWorks.com. This partnership will provide even more reasons to be a Chamber Member! Through this program Chamber Members now have a special Member Benefit that will enable you to utilize the GreaterDaytonWorks.com Enterprise Product at a heavily discounted price. The program allows companies who are members of the chamber and having between 1-15 employees, the complimentary usage of MyCareerNetwork (MCN) GreaterDaytonWorks.com “webPOWER Unlimited,” a package that includes unlimited job postings, use of the Match Notification Engine and Weblink Technology that provides employers a link to their company’s website eliminating duplicate and unsolicited resumes, track time to hire, route resumes automatically and provide an on-line resume builder on the company’s website.

Other benefits members will enjoy from using the Enterprise Product:

- 1) Full access and use of the area’s largest internet recruiting site
- 2) Ability to post an unlimited number of jobs on the site
- 3) Applicant Tracking tools that simplify the recruiting process for HR Professionals
- 4) Tools that effortlessly collect and track EEO information

For more information please call Toni Hissong at 937.226.8287 or email tonia@greaterdaytonworks.com.

Chamber Member Benefits

- Healthcare—discount premiums up to 3%
- Dental Care—Superior Dental Care
- Workers Comp. Group Program—offered through Hunter Consulting
- Prescription Drug & EyeMed Visions Discount Cards
- Member-to-member discounts (contact Chamber of info)

2008 Officers

President
Raymond Garner
Ray Garner Realty

President-Elect
Gary Fischer
Liberty Savings Bank

Vice President
Larry Jackson
Dayton Center Courts

Secretary
Sandra K. Allen
Salem Woods Apartments

Treasurer
Al Miller
Dayton Nutra Foods

Board of Directors

Rhonda Finley
City of Trotwood

Dr. Karen Garner
Summit Towing

Loren Gross
Salem Towing

Pam Hall
Friendship Village

Maggie Hart
Lofino’s Cub Foods

Jerome Hazard
Fifth Third Bank

Bruce Kettelle
Totally Trotwood

John Smith
Trotwood-Madison City Schools

Karrie Toms
Maria-Joseph

Karen Wampler
Hara Arena Complex

In This Issue

Executive Director’s Notes
DPL Energy
Member Benefits
Safety Workshop
Workers’ Comp
Workshop Survey
Golf Outing
Member Profile
Business Builder
Renewals & New Members
Calendar of Events

Chamber Connection

Bureau of Workers' Compensation—Safety Workshop

Join 5,000 safety-minded individuals at Ohio's largest and most established occupational safety and health event. Your competition will be there, and here's why you should too:

- Reduce training costs for you and your employees at 150 educational sessions
- Earn free CEUs for accreditation and BWC discount programs
- Streamline your product purchases at the Expo Marketplace
- Solve problems with peers at roundtable discussions
- Discover solutions to real-life safety scenarios
- Save on registration fees and out-of-state travel expenses
- Fewer injuries mean lower workers' compensation costs

Saving lives ... saving money! Focus on Safety in Today's Economy. Save the dates March 31 to April 2 at the Greater Columbus Convention Center. Free registration begin January 1, 2009. Save the money. It's worth your time.

Workers Compensation Proposed Changes to Group Rating

The BWC announced that changes will be made to the group rating program; beginning in the 2009/2010 program year. The first change is one of necessity, which deals with moving the deadline for enrollment from February 27th to April 24th.

Unfortunately the BWC has not finalized their changes and now will not announce details of the changes until their March 20th Board meeting. This delay severely narrows the opportunity for third part administrator (TPA) and companies to evaluate, communicate and react to these changes.

Once these proposed changes are detailed and outlined Hunter Consulting will re-evaluate your company under the new guidelines and report your options for optimal savings back to you.

We highly recommend that if you **haven't** sent back your enrollment packet that you do so now to avoid the last minute rush. You can be assured that with our final evaluation, getting you the best savings on your premiums will be Hunter's number one objective.

Workshop Survey

To improve our future offering to you our members, please mark any of the topics below that you would be interested in attending:

- | | | |
|--|--|---|
| <input type="checkbox"/> Recordkeeping & Accounting | <input type="checkbox"/> Business Plan | <input type="checkbox"/> Fiduciary Responsibility of Boards |
| <input type="checkbox"/> Budgets & Management Accounting | <input type="checkbox"/> Parliamentary Procedure | <input type="checkbox"/> Team Building & Communication |
| <input type="checkbox"/> Personnel Mgmt/Human Resources | <input type="checkbox"/> Internal Controls | <input type="checkbox"/> Individual Leadership Development |
| <input type="checkbox"/> Strategic Planning | <input type="checkbox"/> Board Development | <input type="checkbox"/> Client Relations/ Customer Service |

Email your interest to trotwoodchamber@earthlink.net



September 14, 2009
Mark Your Calendar!
Trotwood Chamber of Commerce
Golf Outing
Moss Creek Golf Club

Member Profile—Heard Management



Adrienne L. Heard is a Certified Business Advisor doing business in the State of Ohio as “Heard Management”. As a management consultant, Adrienne helps businesses improve their administrative functions in order to increase both the effectiveness and the efficiency of their operations. Her expertise is in developing and implementing plans and procedures to enhance the probability of success for businesses and organizations that want to achieve. Her services include strategic planning and implementation, management accounting, staff development and entrepreneurship counseling. Adrienne measures her success by how much her clients learn.

Adrienne has an MBA from the University of Dayton and over thirty years of experience. Prior to forming Heard Management in 1993, Adrienne worked for major corporations (NCR, General Motors) as well as non-profits (Catholic Social Services of the Miami Valley). Since forming Heard Management, her client list has included federal, state and local government entities as well as public and privately held firms. She is the author of “Quick and Smart Entrepreneurs Handbook”, published by Hollandays Publishing in 2002.

In January of this year, Heard Management expanded to a new office in Trotwood’s newest office building: Sycamore Woods Lake Center (former Moto Photo building). Her suite includes a small conference room as well as access to a training room that accommodates 20 people, with room for “breakout” sessions. There’s also a very large area that will accommodate up to 100 individuals. Adrienne says “I’m happy about this development because it will help me to better serve my coaching and staff development clients”.

For further information, contact Adrienne Heard at alheard@heardmgt.com or call her on 238-5546 to make an appointment to start the process of solving your business problems.

Business Builders—Controlling Workplace Stress

The day-to-day activities of any business can be very stressful. There are always deadlines to meet and people to please. When we think about stress in the workplace, we usually refer to coronary heart disease, cancer, and insomnia. The symptoms of stress have been placed indifferent categories, the most common being physical, psychological behavior and mental. Headache, fatigue, grinding teeth, clenched jaws, chest pain, shortness of breath, insomnia, nausea, high blood pressure, muscle aches, constipation or diarrhea and heart palpitations are all physical symptoms of stress.

Many of these symptoms, when not treated, can lead to serious medical problems as well as lost time on the job. Workplace stress is costing your business thousands of dollars per year.

Is stress a line item on your budget? Knowing how much you are spending on stress is a good place to start. Stress in the business world can be elevated by many factors such as, the type of job, the hours worked, the co-workers around you, and the amount of responsibility placed on the worker. It is especially important for people who are out in the fast paced business world to remember to take a moment to relax.

Here are a few tips on ways to help reduce employee stress.

- Address the need to provide an attractive and comfortable work environment.
- Communicate clearly and often about everything important
- Make it a point to acknowledge good performances by your employees
- Organize a quiet space, a room where employees can take a break.
- Help employees design their jobs.
- Allow your employees to experience a sense of personal power.
- Make sure employees have the resources and training.
- Ensure you provide ergonomically efficient tools, equipment and furniture in the workplace

Article submitted by Edythe Kidd-Okwilagwe, PhD, CCHT, CAMF, CART, SMC-C, founder of (K-Okwils Counseling and Hypnosis Center.) know as, My Life Direction and Hypnosis Center. (A Holistic Center for the whole family. Age 4 and up.) For more Info. please call 937-262-9912 or email Edythe@mylifedirection.com; Website:www.mylifedirection.com

A special thanks to the following partners for renewing their membership for 2009 and we welcome our new members (indicated by an asterisk).

Account Angel Bookkeeping*
 Boone's Power Equipment
 City of Trotwood
 Dayton Hara Complex
 Farmers Insurance*
 Friendship Village
 Greater St. John Baptist Church
 Grismer Auto Service Center
 Holiday Inn-Dayton Airport
 Hometown Workcare & Urgent Care*
 LFL Insurance Agency*
 McGohan/Brabender
 My Life Direction*

North Dayton School of Discovery
 Salem Square Improvement/DLC
 Salem Woods Apartments
 Trotwood-Madison City Schools

Trotwood Chamber works with businesses, government, non-profit sector and individuals to build a positive economic environment to ensure and enhance quality of life in Trotwood and the region.

Upcoming Events

March 18—noon

Chamber General Membership
 Sycamore Woods Lake
 Mark Nickley, Local AdLink

March 21—7-11 a.m.

Trotwood Rotary Pancake Breakfast
 Trotwood Church of the Brethren

April 11—10 a.m. til noon

D&D Wedding Communication will sponsor "Breakfast with the Bunny"
 Ages 4-8, Sycamore Woods Lake,
 4444 Lake Center Drive
 For info call 854.6200

Flash Quick Copy



We Copy Up a Storm!
 2572 Shiloh Springs Road
 Trotwood OH 45426
 Ph: 937.854.5648
 Fax: 937.854.7006

Summit Towing, Inc.



Over 65 Years in Dayton
 4164 Gardendale Avenue
 Dayton OH 45427
 Ph: 937.268-6100
 Fax: 937.268.0277



Adrienne L. Heard, MBA, CBA

HEARD MANAGEMENT
 "Helping Entrepreneurs Succeed"

Certified Business Advisor

4444 Lake Center Dr., Suite 201
 P. O. Box 26384
 Trotwood OH 45426
 Email: alheard@heardmgt.com

Ph: 937.837.5273
 Fax: 937.854.4342

Life of Riley Landscape Services



8089 Little Richmond Road
 Trotwood OH 45426
 Ph. 937.854.4433
 Fax: 937.854.3525



Advertise Here

Starting at \$150/year
 Contact the Trotwood Chamber
 at 937.837.1484

ADDRESS SERVICE REQUESTED

www.trotwoodchamber.com
 PH: 937.837.1484
 Trotwood OH 45426
 P. O. Box 26507
 Trotwood Chamber of Commerce

