

## 2010 Home and Business Expo

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### Calendar of Events

- Mar. 4 Safety Council
- Mar. 10 Chamber Luncheon
- Mar. 26 & 27 Home & Business Expo
- Apr. 6 Social Breakfast
- Apr. 8 Safety Council
- Apr. 21 Style Show Luncheon

## Thank You Sponsors!



Thanks to our sponsors and vendors, plans for the 2010 Home and Business Expo are well under way. The Expo will be held March 26 and 27 at the Ohio Valley Mall in St. Clairsville. Vendors will be available from all types of businesses to talk with visitors and showcase their products and services.

The Chamber is still accepting sponsorships and vendor applications. Please see page 5 for more details. Make sure to stop by the mall for this fabulous two-day event!

## President's Message



Jennifer Woollard,  
Chamber President

Time is flying by and it's hard to believe this is the March newsletter already. Of course, the fact that February is a short month and we spent so much of it dealing with snow, resulting in schedule changes and cancellations has helped the time seem to go even faster. However, we need to maintain our focus on helping you, our member businesses, promote yourselves to each other and our community, and to do so we have several opportunities coming up soon.

First, I'd like to thank you for your patience and cooperation with first postponing and then cancelling the February luncheon. While we wanted to see you and hear what you had to say during our first **Speak Out** session of the year, we didn't want anyone to take an unnecessary risk navigating potentially hazardous driving

conditions and thought it best to cancel. Fortunately, this is a very rare occurrence, and one we hope not to need to repeat soon. It did, however, prove that our current system for cancelling works and we appreciate your understanding. We have several other Speak Out luncheons slated for this year, so you will still get to talk with and hear from your fellow members at those. Also, we received a request from a member that we'd like to share - that we encourage members to Speak Out on behalf of other members. For example, if you've had a great experience using another member's services, take a few minutes at a Speak Out event to help spread the word about how pleased you were and give that member a verbal pat on the back.

The program for our March luncheon will be presented by our **Legislative Committee** and will be a review of the upcoming Primary Election ballot. We'll review the issues and levies on the ballot and will invite candidates to come introduce themselves. Please see Legislative Committee Chairman Mark Thomas's article on page 4 for more information and plan to join us March 10.

Also coming up in March is the annual **Home & Business Expo**, scheduled for March 26 and 27 at the Ohio Valley Mall. Participating as a sponsor or a vendor in the Expo is an excellent way to promote your business to lots of potential customers. Also, even if you can't participate in the Expo, you can promote your business there in several ways. All sponsors are listed on the vendor maps that are given to visitors, but we have a special, Silver Sponsor category for businesses that want to be on the map but aren't participating in the Expo. In addition, we give goody bags to each vendor and take donations of items from Chamber members to include in these bags. Contact the Chamber office soon for more information about all the ways you can promote your business through the Expo.

With Spring just around the corner, plans for the annual **Administrative Professionals Day Style Show** on April 21 are coming along. The committee is at work to combine the best elements from past shows with some new ideas. One of last year's ideas that got a great response was having vendors

with accessories, personal care, décor, and other items. We will offer this again with space for a greater number of vendors and may be able to have the vendors available earlier before the show and longer afterward. If you would like to participate as a vendor, please contact the Chamber office at 740 695-9623. Watch your mail for invitation postcards and be sure to make your reservations early since this popular event typically sells out well in advance.

As one of the ways we encourage members to do business with each other, we've once again put together our **Member-to-Member Discount** program. The program offers discounts to Chamber members at a number of area businesses. The discounts are a great way to show your appreciation to fellow members who use your services and provide a good opportunity to take advantage of the services your fellow members have to offer. Cards and brochures with details are enclosed in the March newsletter sent to each member's primary contact. Additional cards may be purchased for \$1 each from the Chamber office. We encourage you to use these discount cards and to consider how your business might benefit from participating in the program in the future.

Remember that the Chamber of Commerce can be a valuable ally by helping you promote your business, make contact with strategic business partners, take advantage of special offers only available to Chamber members, and stay informed about developments that may affect your business. During challenging economic times like we've been facing, it's especially important for your business to get the word out about your services and to learn how your fellow members may help you. We are here to facilitate by providing events where you can network with other members and share information beneficial to your businesses. As always, we are open to and welcome your comments and suggestions about how we can better serve your business. If you have ideas that you'd like to share, please speak with any member of the board of directors or the office staff. We'd love to hear from you!



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