

Published by the Sidney-Shelby Chamber, 101 South Ohio Avenue, Floor 2, Sidney, OH 45365

CONGRATULATIONS RUESE INSURANCE GROUP ON 135 AMAZING YEARS!

CHEERS TO MANY MORE TO COME!

Pictured L-R: Josh Ross, Rudy Keister, Matt Ratermann & Nate Barhorst



On Tuesday, September 21st Ruese Insurance Group celebrated 135 years in business with fellow Chamber members at The Oaks Club. Over the last 20 years, Ruese Insurance Agency has experienced mergers with a variety of local insurance groups. In January, 2001, Ratermann Insurance Agency in Fort Loramie merged with Ruese to expand their products and services to their clientele while retaining their same locations and staff. In April, 2001, Bennett Insurance Agency also merged with Ruese. In February, 2003, the Ruese Insurance Agency purchased the McColloch-Baker Insurance Service in Piqua, which became their first office location outside of Shelby County. Five years later, in January 2008, they acquired their second Piqua office: M. J. Koon and Sons Insurance, thus even further expanding their reach and range of services. We wish you the very best going forward!



GROUND BREAKING NEWS!

Phil Gilardi, Mick Given and Ben Scott turn dirt as they break ground on a new subdivision, Burr Oak Development, at the intersection of Russell Road and Fourth Avenue. This residential project is part of MSGA Development and will see the development of 222 single family lots in addition to multi-family residential and commercial areas (at a future date). Thank you all for your continued support and contributions to our growing community!

IN DEMAND JOB SURVEY

For continued business growth in Ohio, it is important that training providers, educators, and workforce professionals know the future hiring needs of employers. Governor Mike DeWine and Lt. Governor Jon Husted are encouraging Ohio businesses to participate in this year's In-Demand Jobs Survey to provide feedback on the state's In-Demand Jobs List, which helps drive the state and federal investments in our workforce.

The survey is open to all registered Ohio businesses, giving small and large businesses alike the opportunity to have a voice in how Ohio prepares people for the current workforce. A top priority remains to maintain an accurate and useful In-Demand Jobs List, and to do that, **they need your help.** Your feedback will directly shape Ohio's workforce priorities.

Businesses can fill out the In-Demand Jobs Survey at TopJobs.Ohio.gov/Survey through Friday, October 8th. Make sure you have your business's FEIN (Federal Employer Identification Number) before beginning the survey. This number can be found on previous tax returns.

Please email workforce@owt.ohio.gov with questions or feedback on the In-Demand Jobs Survey.

IN-DEMAND JOBS SURVEY

OCTOBER

Meeting & Event Dates

- 2 The Great Sidney Farmer's Market**
8:00 a.m.—12:00 noon
Shelby County Court Square
www.sidneyalive.org/farmers-market
- 4 YPConnect Family Fun Night**
5:00—7:00 p.m.—Sidney Fire Station #1, 222 West Poplar Street
www.sidneyshelbychamber.com/events
- 5 Our Creative Marketplace Ribbon Cutting & Grand Opening**
12:00 noon—6:00 p.m.—310 West Main Street, Anna
- 6 Ohio Safety Council Mega Meeting**
Topic: Leading from Your Heart
Speaker: David J. Sarkus, MS, CSP
11:00 a.m.—12:00 noon
(more information on page 2)
- 6 Economic Outlook Luncheon Presented by Wilson Health**
Speaker: Richard Kaglic, Federal Reserve Bank
11:30 a.m.—1:15 p.m.—Sidney-Shelby County YMCA, 300 East Parkwood Street
(more information on page 2)
- 7 Upper Valley Career Center All Chambers Open House**
4:30 p.m.—Distinguished Alumni Ceremony; 5:00—7:00 p.m.—Business After Hours—8811 Career Drive
www.sidneyshelbychamber.com/events
- 7 Sidney Alive Presents: Downtown Chocolate Walk**
6:00 p.m.—Downtown Sidney
www.facebook.com/events/521067599274821/
- 7 Historic Sidney Theatre Presents: A Shot of Art**
6:30—7:30 p.m.—120 West Poplar Street
www.sidneytheatre.org/all-events
- 9 The Great Sidney Farmer's Market—FINAL DAY**
8:00 a.m.—12:00 noon
Shelby County Court Square
www.sidneyalive.org/farmers-market
- 9 Sidney Alive Presents: Boos and Brews Fall Fest**
8:00 a.m.—??—Downtown Sidney
www.facebook.com/events/463204814966011/
- 13 - The Historic Haunted Sidney Theatre**
- 22** www.sidneytheatre.org/events/haunted-house

ADDITIONAL MEETINGS & EVENTS ON PAGE 2



FROM JEFF'S DESK

If you haven't already, I hope you make plans to join us for this year's Economic Outlook Luncheon sponsored by Wilson Health. On October 6th at the Sidney-Shelby County YMCA we're excited to present Rickard Kaglic, vice president and senior regional officer for the Cincinnati Branch of the Federal Reserve Bank of Cleveland. Given today's economic uncertainty, Mr. Kaglic is uniquely qualified to discuss what we can expect in the months ahead relative to both domestic and global economic forces. **As a complimentary lunch is being offered, your RSVP is requested.**

Secondly, we've been hearing some very favorable reports from members about the value of the IRS Small Business Tax Credit programs pertaining to employee retention and employee paid leave. The availability of the Employee Retention Credit for small businesses allows your organization to offset it's current payroll tax liability by up to \$7,000 per employee per quarter. This credit of up to \$28,000 per employee is available to small businesses who have seen their revenues decline in 2021 or been temporarily shuttered due to COVID.

Similarly, the availability of Paid Leave Credits for small and midsize businesses who offer COVID related paid leave to employees due to illness, quarantine, or caregiving allows for dollar-for-dollar tax credits equal to wages of up to \$5,000 through September 30, 2021.

To learn more, please visit [Treasury.gov](https://www.treasury.gov) or speak with your accountant.

OCTOBER MEETING & EVENT DATES

- 19 Chamber Leadership Banquet**
5:30 p.m.—Social; 6:00 p.m.—Dinner
Murphy's Craftbar & Kitchen, 110 East Poplar Street
- 21 Chamber Leadership**
Topic: Geography, History & People of Shelby County
9:00 a.m.— Breakfast; 9:15 a.m.—Session Begins
Sidney First United Methodist Church, 230 East Poplar Street
- 21 Historic Sidney Theatre Presents: Glaze & Go**
6:30—7:30 p.m.—120 West Poplar Street
www.sidneytheatre.org/all-events
- 22 Historic Sidney Theatre Presents: Rocky Horror Picture Show**
11:59 p.m.—120 West Poplar Street
www.sidneytheatre.org/all-events
- 23 Sidney Alive Presents: Murder Mystery Dinner**
6:00 p.m.—Doors Open; 7:00 p.m.—Dinner Begins
Historic Sidney Theatre, 120 West Poplar Street
- 24 Gateway Arts Council Presents: Jefferson Starship**
7:00 p.m.—Sidney High School, 1215 Campbell Road
www.gatewayartscouncil.org/performing-arts
- 26 Sidney Visitor's Bureau Advisory Council**
11:30 a.m.—Holiday Inn Express & Suites, 450 Folkerth Avenue
- 26 Sidney-Shelby Economic Partnership Business After Hours**
5:00—7:00 p.m.—Historic Sidney Theatre, 120 West Poplar Street
- 28 Human Resources Council**
12:00 noon—Holiday Inn Express & Suites, 450 Folkerth Avenue
- 28 Historic Sidney Theatre Presents: Paint & Popcorn**
6:30—7:30 p.m.—120 West Poplar Street
www.sidneytheatre.org/all-events
- 30 Lift It Up Music Ministry Presents: Disciple**
7:00 p.m.—Historic Sidney Theatre, 120 West Poplar Street
www.sidneytheatre.org/events/disciple-1
(more information on page 3)
- 31 City of Sidney Trick or Treat**
2:00—4:00 p.m.

OHIO SAFETY COUNCIL MEGA MEETING

Wednesday, October 6
11:00 a.m.—12:00 noon
Topic: Leading from Your Heart!

Keynote Speaker: David J. Sarkus, MS, CSP is Chief Servant Leader and Founder of David J. Sarkus International, Inc., a leading health and safety management consulting and training firm based in Pittsburgh.

This meeting will feature a welcome from BWC Administrator Stephanie McCloud and then on to the keynote speaker.

You want to achieve a zero-incident culture for safety—who doesn't? But what does it really take to get to that point? For starters, it takes great leadership, coaching and engagement. This inspiring keynote, which parallels servant leadership principles, is infused with humor and will reveal seven contemporary and empirically based principles that will move your people from superficial compliance to deeper and more durable forms of personal commitment to safety. You'll leave this talk with actionable ways to:

- Impact attitudes and actions in deeper and broader ways for three especially important types of changes in attitudes and actions
- Turn your followers into safety leaders and champions
- Develop a culture where safety is viewed as vital to the health of your organization by also experiencing positive changes in productivity, quality and morale

If you are interested in attending this event, please contact Dawn Eilert at the Chamber—she will e-mail you the flyer with the meeting link.



Stephanie McCloud



David Sarkus

THIRTY-THIRD ANNUAL

Economic Outlook Luncheon



WILSON HEALTH



**Wilson Health in partnership with the
Sidney-Shelby County YMCA
and the Sidney-Shelby County
Chamber of Commerce**

Cordially invite you to the

2021 Economic Outlook Luncheon

Wednesday, October 6
11:30 a.m.—1:15 p.m.

Sidney-Shelby County YMCA
300 East Parkwood Street

Speaker: Richard Kaglic, Vice President and Senior Regional Officer, Federal Reserve Bank of Cleveland, Cincinnati Branch

• Complimentary Lunch •

RSVP: YMCA (937) 492-9134; Registration limited to the first 350.

CHAMBER FOUNDATION GRANT APPLICATIONS DUE BY OCTOBER 15

Just a reminder, the Sidney-Shelby County Chamber of Commerce is inviting its member school systems and other organizations involved with the education of Shelby County youth to make application to its Foundation for an education grant of up to \$1,000.

To request a 2021 Foundation grant application, call the Chamber office at (937) 492-9122, e-mail Jeff Raible at jraible@sidneyshelbychamber.com or download the application from the Chamber web site, www.sidneyshelbychamber.com. Submission deadline is Friday, October 15th.



WELCOME MEMBERS

HEMPY WATER

BUSINESS CATEGORY: Distributors/Wholesalers

Jeff Knedler

608 East Main Street

Cridersville, Ohio 45806

Phone: (419) 645-4705

Web Site: www.hempywater.com



PROPLASTICS, LLC

BUSINESS CATEGORY: Manufacturers

Dan McMahon

1542 Fair Road

Sidney, Ohio 45365

Phone: (937) 638-9121

Web Site: www.proplasticsohio.com



MEMBER SPOTLIGHT— ORGANIZATION SOLUTIONS



One Saturday morning I called a store that sells hand-crafted wood furniture and left a message about an item I had seen in there recently. The store owner promptly returned my call. Sounds good, right? Not really...as we spoke, it became clear – very quickly - that he didn't have time to talk with me because he was dealing with other customers. In fact, he pretty much said as much and I felt like an interruption rather than a customer who wanted to make a purchase. I hung up the phone quite confused and a bit annoyed, wondering why on earth he felt compelled to return my call when he clearly didn't have time for me. I also felt bad for the customers he was working with in the store!

This exchange makes me think of conversations I've had with various clients and workshop attendees. One conversation comes to mind with a client who makes their revenue by billable hours. They were plagued by interruptions which was why I was called in to help. They shared with me that while working on a project for a customer, charging their billable rate, they accept phone calls from other customers, with the mindset that they are providing good customer service. Some observations with that mindset:

1. I wonder if sometimes, they are making that customer feel just like I did – more like an interruption than a customer – because their mind was already occupied by something or someone else.
2. By accepting the interruption, they are kind of declaring that the first customer whose project they were working on is less important than the one who just called.
3. That non-present customer is now going to pay MORE for the work being done because the employee has to regroup as a result of the interruption. (It takes 25 minutes to return to where you were before the interruption occurred.)

Conclusion: Don't confuse immediate access with quality service.

Your customers aren't just the ones buying your services/goods either. There are internal customers as well, co-workers and bosses. And to get personal for just a minute, consider your family members as internal customers too. How are you making them feel by constantly fielding interruptions via email, text, etc.?

I challenge you to consider your interactions with others, professionally and personally. Certainly, there are times you need to accept that interruption. But how often could it wait? Are there times when it would be better to actually finish with whomever you're working with or whatever you're working on so that you can provide your best customer service to everyone involved rather than being constantly available to anyone at any time? Changing your thinking may help you be fully present when you do interact with that person, giving far better attention and service to them.

In closing, let me share this quote by Carl W. Buehner, also attributed to Maya Angelou: **"They may forget what you said, but they will never forget how you made them feel."**

Isaiah Beaver, Shelby County Engineer's Office
Taylor Blevins, Clean All Services
Joe Boyle, Agrana Fruit US, Inc.
Grant Covault, Marketing Essentials, LLC
Kelly Edwards, Workforce Partnership of SC
Evan Goffena, Goffena Furniture
David Johnson, Furniture Express
Mitch Goubeaux, Emerson Climate Technologies
Nate Heitman, Hydro Extrusion North America
Katie Hoehne, City of Sidney Fire Department
Logan Holland, Cargill, Inc.
Clay Hoying, Slagle Mechanical Contractors
Christina Jenkins, The SoMar Agency
Alyssa Mescher, Emerson Climate Technologies
Michael Judy, Sidney Daily News
Brian Lundy, City of Sidney Fire Department
Lynn Marroletti Alexander, New Choices, Inc.
Ryan McCoart, Upper Valley Career Center
Chris McHenry, Lincoln Electric Automation
Danielle Sweitzer, New Choices, Inc.
Shirae Reeves, US Bank
Pamela Riggs, Sidney-Shelby County Health Dept.

Alicia Rittenhouse, The SoMar Agency
Jared Sekas, Emerson Climate Technologies
Zach Stillings, Village of Jackson Center Police Dept.

2021 Holiday Evening at Edison State
FIRST EVER MULTI-STAGE WALKABOUT EVENT

Classical to Country

WEDNESDAY • DECEMBER 1, 2021
6:30 PM to 8:30 PM

Get your tickets now at www.edisonohio.edu/he
For more information call 937.778.7805.
Interested in sponsoring this event? Call 937.778.7806.

Supporting Our Students and Our Community

Edison State
OHIO UNIVERSITY

DAVID WION
RACHAEL BOZEMAN
CLARK MANSON
ADELE & GENTLE

CHAMBER TO GRADUATE 27 FROM LEADERSHIP PROGRAM

On Tuesday, October 19th, the Chamber of Commerce will celebrate the graduation of 27 from their Leadership Program adding them to an elite list of 700+ individuals since the program's inception in 1990. The event will be held at Murphy's Craftbar & Kitchen—stay tuned to the November newsletter for pics and a recap.

The purpose of the Chamber Leadership Program is to increase the quality and quantity of men and women capable of accepting leadership roles in varied community organizations.

The curriculum consists of meeting one day per month from September through June, typically the 3rd Thursday, for a ten-month period. Participants are exposed to a variety of civic and economic resources and issues of our area. Topics covered are: leadership skill development, local history, people and geography, economic development, law enforcement, fire and rescue, education, human services, media, health services, local government and agriculture.

The class of 2021-2022 is under way and has already held its first session on leadership development in September. We are looking forward to keeping this year on track—we hope! Check out this year's 25 participants to the right...



DISCIPLE

EMA Concert
The Historic Sidney Theatre
Saturday, October 30th at 7 pm

Disciple band members

Disciple aims to inspire people thru food and music to overcome life's challenges

For more information go to: firstup-sidney.wooby.com



OCTOBER HAPPENINGS

- 10/08: Board Meeting, 9:00a
- 10/12: Carry-In 11:30a
- 10/20: Blood Drive, 10:00a - 4:00p
- 10/22: Fall Fund Raiser, 9:00a - 5:00p
- 10/25: Newsletter, 9:00a
- 10/26: Health Luncheon, 11:30a



*Fall Fund Raiser
October 22*

Join now and your membership includes 2021 and 2022.



304 S. West Avenue, Sidney, OH 45365
P: (937) 492-5266 F: (937) 492-2134



www.srcentersidney-shelby.com srcenter@nktelco.net

SIGN PRO

330 Sixth Ave.

SIDNEY

signprosidney@gmail.com • www.icsigns.net

937-492-6008

• Vinyl Lettering

• Custom Signage

• Business Cards

• T-Shirts



101 South Ohio Avenue
Floor 2
Sidney, Ohio 45365
(937) 492-9122

PRSR STD
U.S. POSTAGE
PAID
SIDNEY, OH
PERMIT NO. 423

CHECK US OUT ON FACEBOOK, LINKEDIN & TWITTER



SOLLMANN ELECTRIC

INDUSTRIAL • COMMERCIAL • RESIDENTIAL
OH LIC 26835

310 East Russell Road • Sidney, Ohio 45365
Ph: 937-492-0346 • Fax: 937-492-4447
Web: www.sollmanelectric.com

Electricians Needed!

No experience required, we will provide training.

Apply in person at
Sollmann Electric Company
310 E. Russell Rd., Sidney, OH 45365



INTRODUCING...

THE VAULT

*A secure off site co-location for your
company's important information!*

Battery UPS
Generator Backup
24/7 Secure Access
24/7 Video Surveillance
FULL RACKS AVAILABLE

CALL 1-888-NKTELCO FOR MORE INFORMATION
www.nktelco.com

