

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

December 2017



DELAWARE AREA
CHAMBER OF COMMERCE 110
1907 - 2017

Sustaining Members

*Industry Exclusive
Platinum Level*



Gold Level



Silver Level



Bronze Level



*The Delaware Area
Chamber of Commerce
Established 1907*



Chamber now accepting 2017 award nominations

As the Chamber does every year, business awards are presented at our Annual Dinner. We are now accepting award nominations.

[Click here for a list of nominating categories, award criteria.](#)

[Click here to submit a nomination.](#)

And don't hesitate to self-nominate!!

Nominations must be received by January 12, 2018.

And save the date: the Annual Dinner will back at Nationwide Hotel and Conference Center but on a different day of the week. Put Monday, February 5 on your calendar and watch for the electronic invite. Corporate sponsorships are still being accepted.

The Delaware Chamber's Annual Dinner and Awards is THE premier event in Delaware County, with over 400 people attending to experience the fun, awards and the famous table decorations. [Click here for photos](#) of last year's auction, award ceremony, and amazing tables.

Invitations are sent in early January to the primary representative of your company. Watch for it!

Who will be presented with these awards in February?

- ⇒ Large Business of the Year
- ⇒ Small Business of the Year
- ⇒ Quality of Life Award
- ⇒ Innovation in Business Award
- ⇒ Citizen of the Year
- ⇒ Corporate Citizen of the Year

2018 Annual Dinner Corporate Sponsors

Platinum Level



Gold Level



Silver Level



Sarah Moore

Bronze Level



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And while we're on the subject of the annual dinner...

The Chamber is seeking the memberships' help in assembling items for our live auction. Live auction items could be travel or sports packages, jewelry, art... Appropriate items would have a value of at least \$600. We'll also be sending a request for silent auction items but we need to secure live auction items by December 15. Many thanks from Chamber staff and board.



**2017 Board of Directors
Executive Committee**

Tony Eyerman, Chair

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Chad Hoffman, Immediate Past Chair

[Richwood Bank](#)

Ken Barton, Treasurer

[Minuteman Press of Dublin](#)

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Bill Morgan– Vice Chair

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**Powell Chamber joins Delaware for 6th
annual joint December AFTER Hours**

[First Citizens National Bank](#) is our host for the **December 7 Business AFTER Hours**, held in partnership with our friends from the Powell Chamber. Prizes, food, networking– bring lots of business cards to share. The event is held at

First Citizens National Bank 9595 Sawmill Parkway, Powell, from 5:30–

7:00 pm at Please let us know you'll be attending. [Click here to register.](#)



December Business BEFORE Hours

Start your day on Thursday, December 21 by networking when the Chamber hosts its 2nd annual holiday Before Hours. Have your photo taken with SantaFrank and get a present!! Naughty OR nice– Santa has a gift for you! Food, networking – bring lots of business cards to share. The event is held from 8:00 - 9:30 am at the Chamber office at 32 South Sandusky Street, Delaware. Please let us know you'll be attending.

[Click here to register.](#)



2018 Community Profile and Membership Directory

The 2018 publication of the Chamber's annual Community Profile and Membership Directory is on its way to the primary contact of your membership. Another beautiful piece was created by Gayle Holton Design, printed by Performance Printing, Inc.

Copies are mailed to the membership and distributed throughout the year to Chamber walk-in traffic, new mover packets, staff recruitment packets requested by Chamber members and in many venues in the county. We encourage you to contact us for quantities of the publication to display and distribute in your lobby. The publication is also linked on the Chamber's website.

2018 Community Profile & Membership Directory
Delaware Area Chamber of Commerce



Chamber booking networking events for 2018

One of the fundamental benefits of a chamber membership is the opportunity to meet other members. The Delaware Area Chamber offers members the chance to host or attend either an am or pm networking event most months. Want to show off your business by inviting members over for refreshments and schmoozing? The Chamber is taking reservations for hosting in 2018. Dates are filled on a first-come basis so contact the Chamber to hold your date. Contact Sarah at dachamber@DelawareAreaChamber.com. Available dates for 2018:

Business BEFORE Hours:
8:00-9:30 am

July 5 September 6
August 7 November 1

Business AFTER Hours:
5:00-6:30 pm

January 18 July 19 November 15
April 19 September 20

Advertisers in this issue

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Use your freebies with ChamberMaster

To use any of the features offered, you will need a username and password. [Click here for instructions.](#)

Click here for tutorials: [Hot Deals](#), [posting events](#), [register for events](#), [pay invoices online](#)

Looking for product or service? Look to your fellow Chamber members *first*.
The Chamber exists for and by its members— [check here](#) before you buy.

HOT DEALS

Are YOU taking advantage of the FREE opportunity to list your sales and deals on the Chamber's website and newsletter???

Hot Deals is a value-added benefit that comes with your membership. You can post sales open to the public or Chamber-member discounts. And you can use the Hot Deals anytime all the time and change up your ads when you want to. Hot Deals are posted on the home page and linked on every page of the Chamber's website, visited over 6,000 times each month. They're also posted and linked in the Chamber's monthly newsletter which is distributed to over 900 recipients. And new Hot Deals are also automatically sent via email to over 300 who have signed up to receive new deals.

Hot Deals: what's keeping you from posting??

Call the Chamber and ask how to log in and post your deals: 740-369-6221 or email dachamber@DelawareAreaChamber.com.

Chamber Referral Buck\$\$...

..is a program that rewards current members for referring new member businesses. Your efforts to grow your organization will earn you \$50 in **Chamber Referral Buck\$\$**. You'll receive a certificate good for *any* Chamber invoice. You may use more than one Chamber Referral Buck\$\$ certificate for any invoice. Redeem your **Buck\$\$** for advertising, sponsorships, event attendance or membership renewal.

*The more we are, the stronger we are.
Working together.... It's Good for Business!!*

Check Out the Latest

HOT DEALS

from Chamber Members

Posting is FREE with your membership

- [The Best of Ireland South— Anchor and Away Travel](#)
- [\\$500 Discount—Bridgewater Banquet and Conference Center](#)
- [More Than 50% OFF CLOSEOUT - Foot & Ankle Wellness Center](#)
- [15% Off Legal Services—Joslyn Law Firm](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)

Let them know you belong and support; link to Chamber logo

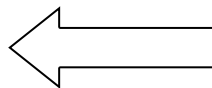
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a member of the Delaware Area Chamber of Commerce in good standing, you are encouraged to use the Chamber's logo on your email signature, website, stationery and marketing materials. Call the Chamber for an electronic version of our logo. Take advantage of the cache your membership brings to your business.



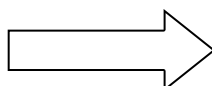
DELAWARE AREA
CHAMBER OF COMMERCE



Click the image to the left for a high quality version of the Chamber **web stamp**.



Click the image to the right for a high quality version of the "Proud Member" web stamp.



DELAWARE AREA
CHAMBER OF COMMERCE



Six degrees of chamber member-to-member

The Chamber is relentless about encouraging its members to do business with other members. Do you look to Chamber members first for goods and services?

In this issue the Chamber is launching its new program encouraging you to do business with your fellow Chamber members and to let us know about your experience. We'd like to hear from you. Tell us who you've done business with and send us a testimonial. hquaine@DelawareAreaChamber.com. **Page six** has this month's endorsements.

Chamber invites participation in 2018

As the Chamber winds down 2017, it looks to the new year and programs for its members. Meeting for the past few years are three special interest groups that seek new and additional membership:

- **Admin Council**— Any chamber member employee who serves as an administrative assistant role is invited to attend. The Council meets on the 4th Thursday of the month at 9:00 am at the Chamber. Anyone interested should email Chamber office manager Sarah Yoakam at dachamber@DelawareAreaChamber.com.
- **HR Council**— Any chamber member employee who serves in the human resource capacity at their business is invited to attend. The Council meets on the 1st Wednesday of the month at 8:30 am at the Chamber. Anyone interested should email Holly at hquaine@DelawareAreaChamber.com.
- **Non-profit Agency Group**— This peer group includes the *CEO –level* of local non-profit social service agencies. It meets on the last Friday of the month at 9:00 am at the Chamber. Anyone interested should email Holly at hquaine@DelawareAreaChamber.com.
- **NEW FOR 2018!** By request, the Chamber is looking to create a **Women's Mentor Council**. The group will include women who are veterans in the workplace with up-and-coming young women to discuss challenges and resources. Anyone interested should email Holly at hquaine@DelawareAreaChamber.com.
- **NEW FOR 2018!** The Chamber is looking to revive its 2010 **Book Club**. The group will read and discuss a series of professional development tomes and share perspectives. Anyone interested should email Holly at hquaine@DelawareAreaChamber.com.

Participation is free and encouraged!! Meet face-to-face with your peers to share challenges, opportunities, best practices and networking. Your Chamber membership value at work.

Educational series back in 2018

Back by popular demand for 2018 are three "pack" series designed to offer Chamber members convenient, affordable training for staff. All sessions are held from 8:00-10:00 am at the chamber office.

Microsoft 4-pack: Excel, Power Point, Word and Outlook

- * This 4-part series is so popular we're once again offering it twice next year: [Feb 26—March 18](#) & [Oct 29—Nov 19](#)

[Supervisor 6-pack](#)

- * Designed for newly-promoted supervisors in any industry, this program will be offered April 16—May 21

[HR 6-pack](#)

- * If you have staff, you need to attend. Labor law changes mean you need to be in the know. Put Sep 10—Oct 15 on your calendar.

Watch your newsletter and email for registration details. And watch for news about a marketing series still in development.



HAPPY HOLIDAY SEASON TO YOU AND YOURS FROM
CHAMBER STAFF

JINGLE JINGLE *let's* MINGLE

Please join us for a
~ *Business After Hours* ~
Special Holiday Evening Event

Thursday, December 7TH
5:30 pm – 7:00 pm

An evening of hors d'oeuvres, drinks and
local business gift certificate giveaways!

Make sure to bring along your business card to enter the gift certificate drawings!



9595 Sawmill Parkway | Powell, OH 43065 | (614)789-9595

In conjunction with The Greater Powell & The Delaware Area Chambers of Commerce



More information:
614-888-1090
admin@powellchamber.com



More information:
740-369-6221
dachamber@delawareohiochamber.com

Gift certificate prize drawings held at 6:45pm in the lobby of The First Citizens National Bank. Must be present to win. No purchase necessary.

If you read nothing else— school funding 101 and its impact on EVERYBODY'S taxes

Once again this election cycle, a Delaware County school district is on the ballot asking taxpayers for their support in operating the district. And once again the Chamber endorses the issues. And once again a high-producing district finds itself defending its value. And once again it's because the legislature's long history of demand more meets the smoke and mirrors of funding.

What follows is an article from the Cleveland Heights–University Heights City School District that explains school funding anyone can and should understand. You'll want to read through it twice then click on the link at the end of the article for a deeper dive. You'll want to read that twice, as well.

As taxpayers, residents, and business owners, we should all be aware of and appalled by what you read. In the private sector, this would never happen. Imagine being the top sales producer in your organization year after year after year and instead of receiving recognition and compensation, you were not only overlooked but being forced to take a pay cut, no longer compensated for mileage or other expenses related to the work you produced. And this happened year after year as well, all while you continue to produce.

When you're done reading you'll want to contact Ohio legislators to communicate your outrage. While local taxpayers are expected to do their part in educating their future, the legislature is held to a different standard. Whatever your position, let your voice be heard. With districts running so lean while maintaining the high road of community engagement, heart and commitment to their charge, it's up to all of us raise the volume.

[Ohio House committee for education and career readiness](#) chaired by Delaware County District 67 representative [Andy Brenner](#) 740-602-5033. [Senate education committee](#) chaired by Ohio Senate District 6 senator [Peggy Lehner](#) 614-466-4538.

HB 920: UNDERSTANDING SCHOOL FUNDING

No matter where you live in Ohio, regardless of whether or not you have children or whether or not they attend public schools, you will be asked to vote periodically on a local school levy. You might as well understand why.

House Bill 920, the Ohio law that outlines how public schools are funded, is complex and confusing. But it has a huge impact on all of us.

H.B. 920 was passed in 1976, during a period of unprecedented inflation. Home values were soaring every year, sometimes by double-digit percentages, and property taxes were growing at the same alarming rate. The State Legislature attempted to lessen the burden on homeowners by freezing the dollar amount paid to school districts and libraries at the 1976 level. Not at the rate or percentage, but at the actual dollar amount.

To better understand the ramifications, let's break this down with numbers.

Imagine you own a \$100,000 house and pay 2% to your local and county government and an additional 2% to your public schools in taxes each year. After three years, the value of your house is reevaluated and determined to be \$120,000. The money that goes to your city and county automatically rises to \$2,400 from the original \$2,000 because the rate stays the same.

However, the money that goes to your public schools stays at \$2,000 because the county auditor comes in and readjusts your effective tax rate from 2% down to 1.7%, as prescribed by H.B. 920.

Now imagine that this goes on for 10 or 20 years. After a while, your house has increased in value up to \$250,000 and your local government now receives \$5,000 in taxes annually. Because your rate stays the same, cities and counties are able to go years, decades even, without asking for a tax increase.

But your school taxes have stayed at \$2,000, now just eight-tenths of one percent (0.08%) of the value of your home.

Meanwhile, everything from teacher salaries to textbooks to gas for school buses has gone up in cost over that twenty-year period, but schools are not receiving a single dollar more in tax revenue. And no matter how conservative or efficient districts are with taxpayer money, they simply cannot keep up with those day-to-day cost increases without asking for additional revenue from a levy. Jayne Geneva, a longtime Cleveland Heights resident who is also a lawyer specializing in small business and real estate law and a school-funding activist, says, "We, as a school district, cannot raise any more money if we don't add more millage to our tax burden. The dollar amount will always remain the same. Period." She reiterated that repeat school levies are not a sign of inefficiency, waste or lax oversight on the part of districts. They are a direct result of state law.

Related: [History of Ohio Public School Funding](#)

Source: [Cleveland Heights– University Heights City School District](#)

OhioHealth Grady Memorial Hospital

Quality medical care serving the Delaware community.



Whether you need preventive care, emergency services, a routine test or rehabilitation, OhioHealth Grady Memorial Hospital is here for you. And, if additional care is required, *WE* seamlessly connect you with physicians and facilities from our entire OhioHealth system and then arrange follow-up care in your hometown.

BELIEVE IN *WE*™  OhioHealth

To learn more about all the services offered at Grady Memorial Hospital, visit OhioHealth.com/Grady.



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Six degrees of chamber member-to-member

The Chamber is relentless about encouraging its members to do business with other members. Do you look to Chamber members for goods and services? We'd like to hear from you. Tell us who you've done business with and send us a testimonial. We'll begin our monthly feature right from the board of directors:



"Andy & his law firm ([Manos, Martin & Pergram](#)) - I have used Andy (Wecker) over the last couple of years for legal advice and to handle two real estate transactions. Andy's knowledge, professionalism, and attention to detail helped ensure the transactions went smoothly. Andy is extremely proficient in all matters relating to real estate. I highly recommend using him and his firm for any real estate legal matters that you have."



"Caring Counseling and Sophisticated Solutions Since 1951"

Rex Gore, owner, [Black Wing Shooting Center](#)



"In my family as in so many others, even before we are even finished raising our own kids, caring for aging parents can become a concern. When my mother, now in her mid-80s, was recently facing some health issues, the people at [Ohio Living Sarah Moore](#) were the first people I reached out to for advice. I have always been impressed with my interactions over the years with the Sarah Moore staff and with Aric Arnett and this time was no different. His advice helped as my brothers and I made decisions going forward. We are so fortunate to have the Ohio Living Sarah Moore team in our community."

Ohio Living
Sarah Moore



TWO MEN
AND A
TRUCK

"Movers Who Care."



"Just wanted to tell you the result of one of our board members attending an "After Hours" Chamber event. She met a gentleman from [Two Men and A Truck](#) in Westerville. During the discussion she discovered that Two Men and a Truck will move things for non-profits for free.

[Several](#) weeks later the Friends of the Delaware County District Library contacted [Two Men and a Truck](#) to move 83 boxes of books from the Wornstaff Memorial Library in Ashley, Ohio to the Orange Branch of the Delaware County District Library. They were absolutely great to deal with. They were very polite, and very professional in moving our 83 boxes. Thank you to the Chamber and a big thanks to Two Men and a Truck, 5083 Westerville Rd., Columbus, OH 43231-4909."

Karen Cowan, President Friends of the [Delaware County District Library](#)

Share YOUR story. Send your testimonials about your experience doing business with your Chamber-member peers. Email Holly at hquaine@DelawareAreaChamber.com.

Together we're stronger...together we're smarter...together we make a difference.

It's Good for Business!

Community big winner on ballot issues

The Chamber is delighted that [Delaware City Schools](#), Big Walnut Local Schools and [Preservation Parks of Delaware County](#) all passed their levy issues on November 7. Thank you to all who supported these vital quality-of-life matters and thank you to the school and parks districts for the amazing work they do for the community and the region.



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Mark Nelson

BWC

Tracy Thompson

BWC

The Delaware Area Safety Council is here to provide our community with quality programs addressing occupational safety and health, workers' compensation and risk management, and education and information.

November's presentation, *Moving Towards Mindfulness*, was given by Wellness Collective founder and CEO Katy Tombaugh. If mindfulness is a state of being aware of the present and what's happening, then it is also both a process and an outcome, says Ms. Tombaugh. And so it follows that a state of mindfulness will help achieve a life and environment of health both physically and emotionally. Include mindfulness stress reduction techniques, and life is then calmer and healthier, even if it isn't less busy.

Click here for Katy's slide presentation and to learn more about how mindfulness can impact your life.

Thank you to
November's Safety Council
meeting sponsor

Boyd's
Tire & Service Center

Monthly meetings are the second Tuesday of the month 11:30 – 12 optional lunch, 12-1 program.

All meetings are at the Eagles Lodge, 127 East William Street Delaware, OH unless otherwise specified. Check the [Safety Council website](#) for more details.

Safety Council basics:

- ⇒ Don't forget to sign in at every meeting and check the box if you are a CEO
- ⇒ Up to two of your 10-meeting requirement can be substituted by external trainings. Plan ahead for the year now and schedule your classes with BWC. [Click here](#) for a list of courses offered in Columbus for FY18
- ⇒ [Click here to go to the BWC monthly newsletter.](#)
- ⇒ [Click here to go to the OSHA QuickTakes monthly newsletter.](#)

Remember that you must register by EOB the Wednesday prior to the meeting to reserve your lunch.
Prepaying for your lunches does not mean you have registered for that month's lunch.

The fee for lunch without prior registration is \$12

Sponsor a meeting this year—only two months up for grabs

Safety Council is now accepting sponsors for February and March 2018 Safety Council meetings. The cost is \$50 per month and sponsor is listed on the website, the registration table, and the Chamber newsletter. The sponsor also brings a prize to raffle. Contact Tara at safetycouncil@DelawareAreaChamber.com if you are interested.

Safety Council

Calendar

December 12: Distracted Driving presented by Ohio State Highway Patrol and Delaware City Police Department

sponsored by



January 9: OSHA updates/Semi Annual Reports presented by Diane Grote Adams, founder/president of SafeX

sponsored by



February 13: First Aid

sponsored by

YOUR
LOGO HERE!

March 13: DRONES - Commercial uses, regulations and best practices presented by Josue Grappy, program coordinator, Unmanned Aircraft systems Program, BWC

sponsored by

YOUR
LOGO HERE!

Did you know...

...that as a member of the Delaware Area Chamber you may use the Chamber's conference room at no cost? The conference room sits 25 comfortably and has a screen, projector and Wi-Fi. Also on hand: podium, easel and white board. It's the perfect location for training, strategic planning or meetings you'd rather have off-site; for home-based members it a perfect place to meet your clients. We'll even supply coffee, water and soft drinks. And best of all, it's FREE. To schedule the room, contact the Chamber at 740-369-6221 or dachamber@DelawareAreaChamber.com.

New member orientation—except it means you veteran members, too

Every quarter the Chamber holds a new member orientation. Members mingle with board members over coffee and pastry and then retreat to the conference room where Chamber staff runs through the benefits of membership.

But we know that there are many of our current/long-standing members who could use a brush-up or have new staff who should be brought up to speed.

Everyone is invited— even prospective members, and the Chamber staff encourages you to register to attend; bring a client who may be considering membership.

Our next orientation is **Tuesday, January 23** . [Click here to register](#). We'd love to see you! It's not for just new members!

Presenters needed

Are you an expert in a field related to business? The Chamber is seeking presenters for our B.E.D. & Breakfast program. BED is held on the second Tuesday of the month from 7:30-8:30am. Over the years we've covered a myriad of topics from HR to marketing; insurance to IT.



We'd love your help with fresh ideas about topics important to you. We ask that the presentation **not** be an infomercial (although a speaker never left the building without making a contact or two) but an educational one.

If you think you could offer insight into a business-related topic, please contact Holly at hquaine@DelawareAreaChamber.com.

SAVE THE DATE

2018 Annual Dinner

Monday, February 5, 2018

Nationwide Hotel and Conference Center

E-invites will be sent to the primary representative of each membership in late December

2018 Annual Dinner Corporate Sponsors

Platinum Level  **OhioHealth**

Gold Level   **MOUNT CARMEL**

Silver Level  **Ohio Living**
Sarah Moore

Bronze Level  **Consolidated Electric Cooperative, Inc.**
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www.hwco.com

877.FOR.HWCO



Member celebrates its new home

Congratulations to business growth experts Ken Hasty and Jason Case who celebrated their new home in downtown Delaware. [TriTraction LLC](#) held a ribbon cutting on November 15. Ken and Jason are located on the second floor of a beautiful historic building in downtown Delaware, have customers all over the world, and with their unique business model of systems, marketing and sales, these gentlemen are the poster children for today's entrepreneurs. Ken and Jason used the Chamber's conference room for several months before they leased their own office space so it was especially fun for the Chamber to bring the big scissors to help celebrate. Congratulations, fellas!! [Click here for more photos.](#)



Pathways Financial Credit Union celebrates remodel

The Delaware branch of [Pathways Financial Credit Union](#) celebrated its recent renovation with an official ribbon cutting during their VIP Grand Re-Opening Celebration. The branch, located at 879 West William Street in Delaware, has been completely renovated and offers a fresh new look.

"We have been in this market for the last 14 years and we have experienced nice growth in the Delaware community," stated Pathways President, Greg Kidwell. "We are very pleased to have the opportunity to make this investment for our future in Delaware."

The Pathways' VIP Grand Re-Opening attracted a full house with over 60 community leaders, government officials, and member-owners in attendance. The evening included the official ribbon cutting with Board members Jack Radich (board chair), Gail Kelley, and Marsha Calloway participating along with President Greg Kidwell and Branch Manager Laura Herron.



Pathways Financial Credit Union is the fastest growing credit union in Ohio over the last ten years. In addition to serving all who live or work in Delaware County, Pathways has six full-service branches in the central Ohio market. More information about Pathways can be found at www.pathwayscu.com.

The ribbon cutting with, from L to R, Pathways President Greg Kidwell, Board Chair Jack Radich, and Branch Manager Laura Herron.



Chamber's event cancellation policy

From time-to-time the Chamber has to cancel a planned event. Sometimes it's because the presenter has an un expected emergency, but usually it's because low registration doesn't justify asking a volunteer speaker to travel and for caterers to cook and set up a room for only a handful of attendees.

In those cases, we notify via email those who have registered for the event. Those who have not registered and show up at the venue will be inconvenienced and we apologize. Although we expect walk-ins at the event, we cannot predict how many there will be so we can't include that unknown number in our decision to hold or cancel an event. Often, had we known the number of unregistered walk-ins will attend, we would not have had to cancel the event.

Please understand that holding events is planned around knowing who commits to attending. Often walk-ins impact the room set-up and the amount of food prepared. While we don't discourage walk-ins, we have no way of contacting them. If you find at the last minute that you can attend an event, call the Chamber the day before or the morning of the event to make sure your trip isn't wasted.

Bottom line: please register for events. Thank you!

Looking for product or service? Look to your fellow Chamber members *first*. The Chamber exists for and by its members— [check here](#) before you buy.

Delaware Area Chamber of Commerce ~ 32 S. Sandusky St., Delaware, Ohio 43015 ~740-369-6221 ~ fax 740-369-4817
dachamber@DelawareAreaChamber.com ~ www.DelawareAreaChamber.com

Our Values

- We will treat all of our relationships with honesty, respect and fairness;
- We will be actively involved in our community and will be leaders in identifying and addressing issues of community; and regional concern;
- We will foster partnerships to improve the economic well-being and quality of life in the community;
- We will hold the business needs of our membership to be our highest priority;
- We will remain committed to fostering a rich sense of community and an unrivaled quality of life;
- We will stay connected to our membership - communicating information and opportunities to our members, public policy leaders, and the residents of the greater Delaware community;
- We will be an inclusive organization, sustaining a diverse membership by welcoming all interested parties to become involved and encouraging a variety of thoughts and view points; and
- We will be trustworthy and responsible stewards of the Chamber's funds, seeking to direct resources with wisdom and integrity.

Our Guiding Principle

The Delaware Area Chamber of Commerce acts as a champion of prosperity by influencing policy and regulations that impact the interests of business; researches, communicates, educates and advocates public issues on behalf of the interests of business and quality of life.

Having trouble clicking newsletter links?

If you have been having difficulty accessing links from the electronic newsletter, you may need to try the "alternative" version. Smartphone, tablet, Google Chrome, Microsoft Edge, and Firefox users should use the main version of the newsletter.

Internet Explorer users can use the alternative version available from the newsletter email or found right below the main newsletter link from our newsletter webpage.

Let us know of any other newsletter issues by contacting the Chamber at 740-369-6221 or email at dachamber@DelawareAreaChamber.com.

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Main Street Presents Home for the Holidays

Friday, December 1

First Friday

6-9 p.m.

- Tree lighting
- Santa
- Coca-Cola Christmas Truck
- Reindeer
- Carolers
- Carriage rides and more



Saturday, December 2

Dash for Dasher

11 a.m.-1 p.m.

Oh, no! Santa has lost Dasher. Explore downtown following Santa's clues to find him and have fun along the way. Voluntary donation, box of cereal or monetary*

Santa House

1-3 p.m.



Holiday Open House

All day

Shop at our downtown stores with holiday specials.

Sunday, December 3

Christmas Parade

Delaware: Your Home for the Holidays

3 p.m. step-off from Mingo Park



Ice Skating Rink
Dec. 1st, 2nd, and 3rd at Willis

Carriage Rides
continue Fridays 6-8 p.m.
through Christmas.

Santa House
continues Fridays 6-8 p.m.
& Saturdays 1-3 p.m.
through Christmas

*Monetary donations support Main Street Delaware, Inc., a nonprofit 501(c)(3) organization

Chamber newsletter advertising a good value

More than 900 readers at over 400 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value. All ads are in full color and should be sent electronically in either a Publisher, png, jpeg or PDF format **ONLY** by the 20th of the month for placement in the next month's edition. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!** Email your ad to hquaine@DelawareAreaChamber.com

Ad prices are for one run: Full page: 8.5 x 11 portrait \$125
Half page: 8 x 5.25 H \$90

Quarter page: 4 x 5.25 H \$75
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Glenn Bertrand
Manager
NMLS # 1486526

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[Sky Climber, LLC](#)

[Stevens Construction Company, Inc.](#)

[The Bowden Group, Inc.](#)

[The Hardware Exchange](#)

December Calendar

Business After Hours

Thursday, December 7
5:30-7:00pm
First Citizens
National Bank
Annual Joint with
Powell Chamber
[Click here for details](#)

Safety Council

Tuesday, December 12
11:30 am—1:00 pm
[Click here for details](#)

Leadership Delaware

Thursday, December 14
Education Day

Business Before Hours

Thursday, December 21
Annual Holiday Event at
the Chamber
[Click here for details](#)

December 22

December 25

December 29

January 1

Chamber office closed
Happy Holidays!!

SAVE THE DATE:

2018 Annual Dinner
Monday, February 5, 2018
Nationwide Conference
Center

[Click here to visit the chamber's
interactive calendar of events](#)

Why aren't YOU advertising FREE on the Chamber's Website???

If you're not publishing **Hot Deals** on the Chamber's home page, you're missing one of the benefits of Chamber membership and missing thousands of potential customers

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- ⇒ No strings— FREE to Chamber members.
- ⇒ The Chamber's Website boasts visitors each day.
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Monthly luncheon takes a holiday break; announces changes for 2018

In January 2009, the Chamber launched the very popular Third Thursday with the Chamber luncheon educational program. Held at [Sourcepoint](#), with consistency of venue and a clever name that brands the date, the program has offered classics like the State of city, county, schools and townships and The Economic Impact of (fill in the blank), and contemporary topics like Cap and Trade, the Rover Pipeline (remember that?), and post-election redistricting. The program has educated attendees about a wide selection of issues related to economic development, community agencies that impact business and quality of life, and welcomed state and local elected officials.



The program also offers members an opportunity to showcase their business by sponsoring a luncheon that includes their logo in the newsletter and on the Chamber's Website as well as face-time at the event with the honor of introducing the speaker. Sponsorships are booked out a year in advance!

In the nine years of the program, the cost of the lunch has remained at \$15 for Chamber members. Also in the nine years of the program, Sourcepoint has grown its catering and event side. So beginning in January 2018, after nine years, the cost to attend the luncheon will be raised to \$20 for Chamber members. Also, in addition to a traditional break in December, the luncheons will be suspended for July and August.

So join us on January 18 when Third Thursday with the Chamber returns for its annual [State of the City](#) with Delaware mayor Carolyn Kay Riggie and Delaware city manager Tom Homan.

Looking for product or service? Look to your fellow Chamber members *first*.
The Chamber exists for and by its members— [check here](#) before you buy.

Our Vision

The Delaware Area Chamber of Commerce shall be the region's business leader and business community voice.

Our Mission

The Chamber serves as the visionary leader for programs and services benefiting our members by promoting and advocating a favorable business climate, quality of life and the orderly growth and development of the Delaware area community.

Your Chamber membership: True or False?

- The Chamber receives several requests each year for goods or services provided in our community and recommends Chamber member businesses. The Chamber encourages members to supply the office with their brochures for display at no charge. **FALSE!** The Chamber receives *hundreds* of requests each year by phone, email and in the Chamber office.
- Free for the asking is a prescription discount card that you can distribute to all your employees. **TRUE!** There's nothing to sign; no charge to distribute or to use; accepted at all the big chain pharmacies; and the discount is often a bigger savings than the co-pay. Look like a hero to your staff and contact the Chamber today: 740-369-6221 or dachamber@DelawareAreaChamber.com
- The Chamber's conference room may be reserved at a very reasonable cost to Chamber members. **FALSE!** The conference room sits 25 comfortably and has a screen, projector and Wi-Fi. Also on hand: podium, easel and white board. It's the perfect location for training, strategic planning or meetings you'd rather have off-site; for home-based members it a perfect place to meet your clients. We'll even supply coffee, water and soft drinks. **And best of all, it's FREE.** To schedule the room, contact the Chamber at 740-369-6221 or dachamber@DelawareAreaChamber.com

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Another member benefit: discount prescription drug card available FREE to you and all your employees

The Delaware Area Chamber of Commerce, through its membership in the Southern Ohio Chamber Alliance, can make you a hero in your workplace. And because you're a Chamber member in good standing, you can distribute FREE Prescription Drug Cards that can offer your employees and their families savings of up to 75% (discounts average roughly 30%) at more than 56,000 national and regional pharmacies. This card can be used as your primary plan and/or it can be used on prescriptions not covered by your insurance plan. This program also includes other value added programs which will be listed on the card. Generating the card is as simple and quick as entering a name in the card via the link below. (no application/enrollment or eligibility required). This program has "LOWEST PRICE" logic to guarantee the best deal on your prescriptions. (You pay the lower of a discount off Average Wholesale Price—AWP, discount off MAC Pricing or Pharmacy Promotional/Retail price). This card is pre-activated and can be used immediately!

Need to order hard copies of cards for your friends, family, members or employees?

Simply [click here](#) and follow the instructions to order your own personal cards online. You can even customize the cards by adding your own logo image to the cards! Just another way our Chamber looks out for you.



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DELAWARE AREA
CHAMBER OF COMMERCE
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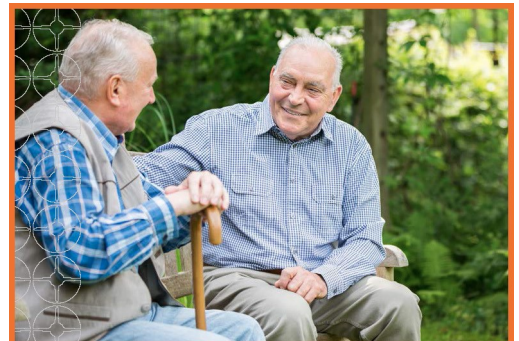
Six degrees of chamber member-to-member

The Chamber is relentless about encouraging its members to do business with other members. Do you look to Chamber members first for goods and services?

In this issue the Chamber is launching it's new program encouraging you to do business with your fellow Chamber members and to let us know about your experience. We'd like to hear from you. Tell us who you've done business with and send us a testimonial.

hquaine@DelawareAreaChamber.com.

[Page six has this month's endorsements.](#)



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Take your Chamber membership to the next level by investing in a sustaining membership*.

Join the ranks of exclusive members. Sustaining members enjoy their choice of “naming rights” that comes with an a la carte component of opportunities for more exposure. Several packages are available. All packages are renewable at twelve months.

Industry-Exclusive Platinum Level \$5000*

- Recognized for twelve months as Platinum Level on Chamber website home page, newsletter, letterhead, staff email signature line, and event programs; banner ad on Chamber website home page for twelve months (\$2000 value)
- \$3000: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

PLATINUM LEVEL: ONLY ONE PER INDUSTRY

Gold Level \$3000*

- Recognized for twelve months as Gold Level on Chamber website home page, newsletter, letterhead and event programs (\$1000 value)
- \$2000: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

Silver Level \$2000*

- Recognized for twelve months as Silver Level on Chamber website home page, newsletter, letterhead and event programs (\$1000 value)
- \$1000: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

Bronze Level \$1000*

- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

*Spend your “a la carte” dollars

Annual Dinner Sponsorship

Platinum Sponsor	\$2000
Gold Sponsor	\$1500
Silver Sponsor	\$1000
Bronze Sponsor	\$500

Golf Outing

Main Event Sponsor	\$150
Hole Sponsor	\$125
Table Sponsor	\$125
Hole & Table	\$200

Clay Classic

Main Event Sponsor	\$1000
Lunch Sponsor	\$500
Station Sponsor	\$125

Leadership Delaware

Scholarship Sponsor	\$825
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Third Thursday with the Chamber

Luncheon Sponsor	\$125
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Monthly Newsletter

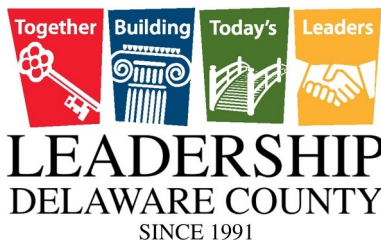
Full page	\$125
Half page	\$90
Quarter page	\$75
Eighth page	\$50

(Rate is per month. Choose 10 months and receive two additional months free. All ads are full color and hot linked.)

Annual Community Profile and Membership Directory

Advertorial (center spread)	\$2500
Inside front cover	\$1600
Outside back cover	\$2300
Inside back cover	\$1600
Full page	\$1100
1/2 page	\$900
1/4 page	\$550
1/8 page	\$350

All ads are full color and directory is linked on Chamber website. Rates effective for 2018 publication
Discounts may be available for early bird sales, new members and ad size upgrades.



Leadership Delaware Class of 2018 Agriculture Day

Facilitator: Teresa Watkins '07

**Newsletter Editors: Paul Endicott, Clare Edwards,
Heidi Hackworth, and Ashley Holtzlander**

This month you will hear from Paul, Ashley, Tom, Clare, and Melissa about the Leadership Delaware Class of 2018's Agriculture Day experience! "Ag Day," as it is affectionately called among Leadership alumni, is a favorite among previous graduates of the program. The goal of Ag Day is to get the class out on real farms, interacting with the farmers themselves to learn about the issues and challenges facing agriculture in Delaware County. We started our day at the Radnor Township Hall where we were greeted by Teresa Watkins (Delaware Leadership Class of 2007) who graciously facilitated a memorable day.

After we were appropriately fed and caffeinated, Rob Leeds of Leeds Farm and [OSU Extension](#), a local expert in agri-tourism, gave a short overview of Delaware County agriculture. Highlights included that agriculture accounts for about 60 percent of land use in the county and the total number of farms and farm size is decreasing while market value brought to the county by the remaining farm land is increasing.

Next, we had the opportunity to meet and learn from six amazing guys that play a huge part in our community. Rob Leeds (affiliations above), Doug Dawson in pork production and grain, Tim Harsh in cattle production (Beef Association), Earl Lehner in dairy production and grain, Bret Davis in grain production (Soybean Association), and finally Gray Davis in grain production (Corn Association) made a great panel.

Continued on next page



Leadership Delaware Class of 2018

Robbie Apt
[Delaware County District Library](#)
Daniel Bartha
[Delaware City Schools](#)
Glenn Bertrand
[CES Credit Union](#)
Cindi Blair
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Deanna Brant
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Stacy Webb
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Amy Whitney
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Sarah Yoakam
[Delaware Area Chamber of Commerce](#)
Roberta Zeller Carr
[Delaware County Board of Developmental Disabilities](#)

Leadership continued

These men take such pride in their work. All of them talked about how blessed they are to be able to do what they do. It truly amazed us how expensive it is to keep the crops healthy, treat the ground, and maintain the equipment that is needed to get the job done. Not only that, but they are completely at mercy of the weather. The weather alone can make or break a crop season.

Our first stop on our farm tour was Harsh Farms, where Tim Harsh showed us around the operation. When the family is not tending to their crops, breeding cattle is a “hobby” according to Tim whose children have been showing livestock for years all over the country. We learned about cattle breeding, different practices related to length of breeding season, and tools utilized in artificial insemination. We were also able to watch Tim feed the cows, which was a hit among the class. The herd was hanging out across a large open field area enjoying the perfect-for-cows weather (temperature in the 40s and sunny) when Tim started to pour out a large bag of feed. The ladies came running in to get their share of the grub then slowly dispersed again after all traces of the meal had been accounted for. Although they are well fed, Tim told us we would probably not enjoy a steak from his cows as they are older than cows that are bred for food and would provide some pretty tough meat.

Our second destination was [Hardscrabble Farms](#) where the Skinner family told us all about their operation and let us climb all over their tractors and combines like a true field trip group would. We were greeted by five members of the Skinner family, Gary and Carolyn Skinner, along with their son Brian Skinner and daughter-in law Connie Skinner, and son Darin Skinner. The farms chief crops are corn and soybeans. The main barn we gathered in was as immaculate as one can imagine. The tractors and combine appeared to have just been driven off the showroom floor. The barn contained many tools, most notable a giant collection of crescent wrenches that was the envy of every man’s handy heart.

Someone asked the origin of the name “Hardscrabble.” Gary Skinner indicated when they were originally coming up with a name someone said “Hardscrabble” and that sounded good. The definition of Hardscrabble is certainly appropriate, “involving hard work and struggle,” something that can certainly be associated with the farming industry. One of the most distinguishing features of our visit to Hardscrabble Farms was the family element in their operation. Despite the modernization of their equipment and processes, they really have a traditional family structure in place that had a feel of days gone by. When the farmers are out plowing the fields 12 hours a day, the wives are making sure the farmers have everything in place to keep operations moving, which also includes maintaining the farm financial books. A true team effort.



After our good wholesome visit to Hardscrabble Farms it was back on the bus for a trip to a farm that produced something far different than corn or soybeans. Our third stop was Sugar Valley Farm, where they specialize in equine breeding, particularly standard bred racehorses, trotters, and pacers. Sugar Valley Farm, seated on 150 acres of rolling hills, is owned and operated by William Walters and Joe McLead. They house around 40 broodmares (female horses used specifically for breeding) and 6 stallions.

Continued on next page

Leadership continued

At the time of our visit, most of the stallions were off location for collection for overseas breeding. Local “collection” days are Monday, Wednesday, Friday, and sometimes Saturday if a special order needs to be filled. We visited the breeding room where our tour guide, Cathy, gave us a colorful description of the step-by-step process of collection. The broodmares are injected with hormones to keep them ready year round to encourage the stallions to produce. Once the collection is complete, the sample is then prepared to fill the order. The sample is examined for motility and injected with antibiotics. The collections are then sent via Fedex air and ground to be used in artificial insemination. We were able to see two of the stallions and 6 fowl up close. We had a great time with Cathy and seeing the size and grandeur of these animals up close was truly unbelievable.

Our last stop for the day was at [Price Organic Farms](#), owned and established by Tom Price in 1997. Price Farms Organics offers for sale excellent quality mulch, topsoil, and compost for all landscaping & gardening needs. Price Organic Farms also carries sand, gravel, straw, hay, and other various products. Products are sold in bulk and delivery is available. So where does all this mulch, top soil, and compost come from? With more and more companies becoming zero waste, many of the bi-products left find a home with Price. Nestle, [Columbus Zoo](#), and Wyandot PopCorn are just a few of the companies that utilize Price Organic Farms to pursue their zero-waste policy.

Price Organic Farms is a Class II Organic Facility. This means they are permitted to take about 20 tons of compost material a day. The Columbus Zoo comes two times a day providing the product for Price's very own "ZOO Brew". With 20 tons of product rolling through the door per day, there is a lot of processing involved and Price has to be cautious about what comes through the gate. Price has zero tolerance for containments. He doesn't take food due to the possibility of plastic. "No matter how much you mill that down, you can't get plastic lids out before it gets to you," Price stated referring to the end user, the consumer. The consumer is an important part of what Price refers to as the “big picture,” that is what comes through the gates takes about 2 years to turn into product that is then sold to retail and agriculture professionals and reaches out about 40 miles from their 22-acre facility right here in Delaware. Price Organic Farms definitely plays an important role in agriculture and economy.

Our group was so thankful to learn from the experts and explore Delaware County's agricultural landscape for the day. All of the hardworking folks we interacted with are great farmers, one might say they are outstanding in their fields!

[Click here for more photos.](#)



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\$8,000 in medical costs savings for members with a connected medical and disability plan²

More than 26,000 diabetics identified earlier through yearly routine eye exams³

How it can work for you: When you add dental, vision, life or disability to Anthem's medical benefits, you get improved health care for your employees and cost savings for your business. That's because they connect member health records, claims and clinical data to help make sure they get better care with greater insight.

See how their products work together for a bigger, more holistic view of health care. Or talk to your Anthem sales rep.

1-American Journal of Preventive Medicine's Impact of Periodontal Therapy on General Health Study, June 2014.

2-Anthem, Inc. Productivity Solutions data study and Actuarial validation, 2015.

3-Anthem, Inc. data 2016.



*Decide to be healthy.*SM

Attention small businesses, new medical plan now available

Through our membership with the Southern Ohio Chamber Alliance, the Chamber is excited to offer a new self-funded medical plan for groups of 2 to 50 employees; the SOCA Benefit Plan. Anthem Blue Cross and Blue Shield will be administering this plan and will provide stop loss coverage. This new plan is a multiple employer welfare arrangement (MEWA) which enables smaller employers to join together to share in the overall claims risk. This new program offers competitive rates, fixed, predictable monthly payments, various plan designs, including four PPO and three HSA options, Anthem's broad Blue Access PPO Network and National RX Formulary, coverage for claims run-out/terminal liability coverage.

To learn more specifics about this new offering contact one of the following Chamber members who are Anthem Elite or Champion Brokers:

Creative Financial Insurance Services Agency, Inc.

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jwroesch@discovercfi.com
740-363-5433
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*Discount only applies to Chamber members who do not already have Anthem insurance. Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company, an independent licensee of the Blue Cross and Blue Shield Association. ® Anthem is a registered trademark. The Blue Cross and Blue Shield names and symbols are the registered marks of the Blue Cross and Blue Shield Association. (4/17)

For a list of Anthem-authorized Chamber member agents, call the Chamber at 740-369-6221 or [Click Here](#)

Mid Ohio Development Exchange peaks at luncheon

Jason Bechtel, the 2017 president of the MODE board of directors, presented at the November Third Thursday luncheon. The Mid-Ohio Development Exchange (MODE) is a membership group of local economic development organizations throughout the 11-county Columbus Region. MODE provides programming to increase awareness of economic development issues, resources, and best practices with the goal of strengthening and growing local economies. Once a stand-alone organization, MODE's administrative partner is Columbus 2020! Partnering in this way with the regional economic development organization leverages MODE's resources. Jason is proud that MODE co-sponsors the very popular annual ED411, helping to bring in record attendance. MODE also saw record attendance at its workshops and professional development opportunities for its members. [Click here to view Jason's slide presentation.](#)

Thank you to our luncheon sponsor



Are you making the most of the freebies membership offers?

The Chamber uses an integrated database system called ChamberMaster. From the staff's point of view, ChamberMaster's integration with our secure accounting system and website, and its use as a database system are only the tip of the iceberg; CM's features are robust and responsive to chambers of commerce who subscribe. But ChamberMaster is also a multi-faceted tool for our members that increases the value of membership to those who use it.

To use any of the features offered, you will need a username and password. [Click here for instructions.](#)

In the [March newsletter](#) we covered [Hot Deals](#), [login](#) and [posting events](#) (click the previous links for last month's tutorial). In the [April newsletter](#) we showed you how to register and pay for Chamber events and how to set up auto pay for your annual membership investment.

Your online calendar displays events from other members, Chamber events, and of course, any events that you have posted. You can register online for Chamber events only; to register for another member's event, please contact that member directly. If the event you'd like to register for has a fee associated with it (for example, Third Thursday luncheon is \$15 a person), you can pay online right then and there, select to pay at the door, or let us know you'd like an invoice. [Click here for the full instructions on registering for Chamber events.](#)

Have YOU signed up for auto-pay and received your FREE newsletter ad? What are you waiting for?

The Chamber offers an recurring, incremental payment option for annual dues investment.. Members can choose to deduct the payment from bank account or credit card [securely stored offsite via Authorize.net](#). You'll also be able to opt in to the billing frequency of choice: monthly, quarterly or annually.

Auto pay must be set up at least 30 days prior to the month of your membership renewal date*.

You can sign up now, even if your renewal date is up to twelve months from today. Fill out the [Membership Investment Auto Pay Form](#). Bank account EFT is preferred to avoid credit cards that expire and interrupt the deduction.

Your banking/credit card account is secure; the Chamber renews its PCI compliance annually. Only *membership* invoices are eligible for this option. All other Chamber invoices remain due within 15 days. And remember that you can pay those online as well.

Members who sign up receive a free 1/8 page newsletter ad!

Call the office for format details or with help creating your ad. So sign up today to make paying for your Chamber investment a snap. There are no administration or set-up fees.

* Don't know the month in which your renewal is due? Email dachamber@DelawareAreaChamber.com.

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