

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

February 2018

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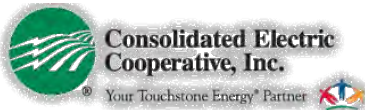
Gold Level



Silver Level



Bronze Level



The Delaware Area
Chamber of Commerce
Established 1907



Annual State of the City draws record attendance

The Chamber's tradition of starting the year with the [City of Delaware](#) presentation of the State of the City at its Third Thursday luncheon brought such a packed house president Holly Quaine teased that it had been a good idea to start a rumor that a rock band was going to warm up for Tom Homan. More than one hundred Chamber members turned out to hear Mayor Carolyn Kay Riggle and city manager Tom Homan share population projections—40,000 by the end of 2018, a 13.8% increase since 2010—plans for a new fire station and statistics on residential permits for both new builds and reinvestment.



No discussion would be complete without mentioning "The Point", Delaware's transportation paw thorn. Tom explained the railroad's indifference to issues below the tracks and how complicated any fix would be, both from an engineering and funding standpoint. But the project is not on a shelf—the City is moving forward. Even so, it will be several years before this intricate traffic issue is resolved.

Mayor Riggle, in her 15th year on Council, praised City staff for making her job so rewarding. She also shared her enthusiasm for the relationship between the City and its sister Cities: Sakata, Japan and Baumholder, Germany. Ms. Riggle stressed the value of cultural exchange and how much it has meant to her personally as well.

Tom shared recollections of Downtown Delaware 19 years ago when he began his career, to this past holiday season. Tom remembered a tree-lighting ceremony with five members of city staff. This December's First Friday with thousands of people packed in a downtown that is a destination of shopping, dining and cultural activities is a far cry from those lean days and, along with the reputation of the school district, recognition of the community at the national level as a great place to raise a family— all evidence of a busy "State of", Proud "State of" and Much-to-do "State of".

Thank you to Carolyn, Tom and staff for their relentless enthusiasm, resourcefulness and advocacy. [Click here for slides from the presentation.](#)

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luncheon sponsor



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Thursday, February 15, 2018, 11:45am–1:00pm at [SourcePoint](#)
800 Cheshire Road, Delaware 43015

Cost includes a buffet lunch ~ Check-in begins at 11:45

Chamber members: \$20* Non-Chamber members: \$25

Deadline to register is February 12, 2018

Cancellations after February 12 and no-shows will be charged.

*Please note new price; first increase in 9 years.

[Click here to register](#)

February Business AFTER Hours

CPAS / ADVISORS

End your business day and join us for networking on February 15 when we join our host **Blue & Co.** 8800 Lyra Drive, Suite 450 Columbus, OH 43240. Enjoy refreshments, food and networking. Bring lots of business cards to share. The event is held from 5:00pm–6:30pm. Please let us know you'll be attending. [Click here to register](#).



Chamber says farewell to board favorites; welcomes new board members

Five board members ended their terms on December 31, four after six years and one after serving three years. It's a running joke and they roll their eyes when she says it– president Holly Quaine refers to each of them as “her favorite board member”. But there's nothing trite about her respect and gratitude and affection for these five dedicated, gracious, brilliant, hilarious Chamber members who put the organization first and served with unremitting commitment. And it's impossible to overstate their contribution. And even though they are no longer on the board, they each continue to serve the Chamber at the committee level. Leaving the board after six years:

Ken Barton, [Minuteman Press of Dublin](#) (Ken served as our faithful treasurer), Jack Brickner, [Planned Communities](#), Paul Craft, [Delaware City Schools](#), Judd Scott, [V & P Hydraulics](#); and having served three years is Jen Knittle, [The Kleingers Group](#).

We are very happy to introduce the following new members to our board in 2018.

Denny Friermood, [Performance Chrysler Jeep Dodge Ram Delaware](#); Don Gaitten, [Terracon Consultants](#); Andy Miller, [Buckeye Valley Local Schools](#); Liz Owens, [The Alpha Group](#); and Brad Schneider, [The Growth Coach](#).

The veteran board members join 2018 board chair Glenn Marzluff, [Del-Co Water Co.](#), in welcoming the newest members of our organization's leadership.



BACK BY POPULAR DEMAND!!

**The Delaware Area Chamber of Commerce
is pleased to offer a 4-part
Microsoft Office Productivity Training
in partnership with
Clarity Technology Solutions**



Using Microsoft Office products doesn't have to be difficult. Register for this four-part workshop designed to maximize your Outlook, Excel, PowerPoint, Word, and Word programs.



Workshop Schedule

February 26 – Microsoft Outlook

- ⇒ How to use the Clutter tool
- ⇒ How to easily and quickly attach files
- ⇒ Utilizing the Outlook Calendar

March 5 – Microsoft Excel

- ⇒ How to create Waterfall charts
- ⇒ Explaining 3D maps and how to use them
- ⇒ How to use one-click forecasting

March 12 – Microsoft PowerPoint

- ⇒ Introducing 6 new chart types
- ⇒ How to set up a self-running presentation
- ⇒ How to use Presenter view

March 19 – Microsoft Word

- ⇒ How to track and review changes
- ⇒ How to insert a table or pie chart
- ⇒ How to set up keyboard shortcuts.

All sessions will be held at the Delaware Area Chamber of Commerce
32 S Sandusky St, Delaware, OH 43015
from 8:00 AM – 10:00 AM

Cost: \$125 for complete series

Pick any three sessions: \$100

Pick any two sessions: \$75

Single session: \$40

Deadline to register is February 19, 2018.

No shows will be charged the full amount.

This is a hands-on workshop so
**please bring a laptop with your
Microsoft Office Suite.**

Click here to register

New board member hosts After Hours

The Chamber's first Business After Hours of 2018 was hosted by one of its brand new board members. Liz Owens, director of [The Alpha Group of Delaware](#), served great food and adult beverages and gave away prizes as part of her hospitality on January 18.

Liz presented an overview of Alpha's mission which is to "provide gainful employment, quality rehabilitation, and adult day support services to individuals with disabilities in Delaware and surrounding counties." Those services continue to expand as Alpha opens satellite locations, bringing services to their constituents. There are five distinct service



areas of Alpha which includes community employment, integrated adult day services, supportive living, transportation, and work training.

The passion and respect that Liz and her staff have for the population they serve is also reflected in the board members who attended the event. It's clear that the growth Alpha has enjoyed the past few years is a result of committed leadership.

Liz put in a plug for their [Casino Night](#) which continues to grow in popularity-

Thank you, Liz. Great food! [Click here for more photos.](#)



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“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.”

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



Ohio Living
Sarah Moore

“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.”

Paul A. Craft, Superintendent, [Delaware City Schools](#)



“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](#)



“I moved our personal and business banking to [Richwood Bank](#) a few years ago. I have been impressed with their proactive and progressive thinking and all of the things they do to help their customers. Chad and his team do a fantastic job of taking care of our banking needs. We are currently in the process of engaging RWB to help us also with our marketing. I highly recommend RWB for all business or personal banking needs you might have.”

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

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January Before Hours x two

When our February Before Hours hostess asked to scoot her event up, we were able to “bookend” January with morning networking events.



We started January on the 4th at [Delaware Christian School](#). Administrator John Stubblefield admissions director Amy Mullins warmed cold guests with plenty of coffee and give-aways. John talked about the importance of allowing children the freedom to experience all they can and Amy talked about how DCS’s curriculum provides opportunities to fulfill that value. [Click here for more photos.](#)



On January 24, the [Delaware County Foundation](#) combined a delayed ribbon cutting at its beautiful new office with a Before Hours and a mini-ribbon cutting. The suite of offices is elegant and modern and befitting the amazing work the foundation does. Congratulations to Marlene and staff and the Foundation’s board of directors on their striking new space. [Click here for more photos.](#)

Thank you to our hosts Marlene and John.



Foundation announces scholarship deadlines

The [Delaware County Foundation](#) is accepting scholarships for graduating high school seniors. The application deadline is March 1st. More than 200 scholarships were awarded to students in 2017 totaling more than \$290,000.

Marlene Casini, President of the **Delaware County Foundation** says, “It is important to start the application process as soon as possible.” Applications require gathering information, writing an essay, completing and financial aid information FAFSA (www.fafsa.gov) and acquiring a transcript.

Scholarships range from \$500 to \$5,000.00 and some are renewable with an annual application. Scholarship recipients are announced in the spring at high school awards nights throughout the county. Scholarships are also available for non-traditional, non-four year degree students.

In addition to the scholarships available to graduating high school seniors, there are scholarships for college sophomores, juniors, and seniors from Delaware County who are enrolled full-time. Applications to these scholarships are due on June 1, 2018.

“It is because of generous donors that the Foundation is able to offer this great opportunity for students from throughout the County,” says Casini.

[Click here for a list of scholarships and more details about applying](#)

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**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 this 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.

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Leadership Delaware Class of 2018

Education Day

Facilitators: Suzanne Pingy '06, Barb Lyon '12, Bethany Moore '15, Carrie Grogan '16

Newsletter editors: Josie Montgomery, Glenn Bertrand, Bonnie Muncey

This month brings you an exciting update from Glenn, Bonnie, and Josie Montgomery about the Leadership Delaware Class of 2018's Social Services, Volunteerism, and Boardmanship Day.

For many it was a real eye opener regarding the amount of need that we have here in Delaware Ohio. Not only for our children, but also for families and seniors.

Our day began with the Director of **Job and Family Services** David Dombrosky presenting to our group. He explained that the agency is divided into four main sections; Administration, Children's Services, Income Maintenance, and Workforce Development. The administration develops and monitors the agency's budget, payroll administration, information technology, performance management, and division support. The Children's Services function not only handles all incoming calls regarding child concerns but also manages adult protective services for those 60 and over. The focus is to ensure that our community's children and vulnerable seniors are protected. They manage well over a hundred calls per month and prioritize each and every one based on concern and immediate danger.

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
[Delaware County](#)
Deanna Brant
[Delaware Morrow Mental Health & Recovery Services Board](#)
Erin Brown
[Edward Jones, Dusty Hostutler](#)
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Mike Rhinehart
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[Emergency Plumbing Service](#)
Kim Saunders
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Kim Schuette
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Kelsey Scott
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Time, Talent & Treasure, LLC
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T. Thomson
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Randy Van Tilburg
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Sarah Yoakam
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Roberta Zeller Carr
[Delaware County Board of Developmental Disabilities](#)

Leadership continued

The Income Maintenance piece determines eligibility for over 37 assistance programs designed to help those in need. These needs range from housing assistance, transportation assistance, and utility assistance. Last but certainly not least, is the Workforce Development part of Job and Family Services. They collaborate with other agencies to assist in getting folks in the community back on their feet, by providing assistance in gaining employment and self-sufficiency.

Next up was Jenn Sami with an overview of the Bridges out of Poverty workshop. The two day session attempts to dissolve assumptions about poverty by helping professionals explore skills, policies and procedures that will enable staff to become more skilled in working with individuals trying to make their way out of poverty. She spoke to the group about “the gap”, when an individual’s wages begin to increase it causes their benefits to decrease. When these decreasing benefits are child care and healthcare, the loss can be detrimental to their families. Although the wages are increasing, they’re not enough to cover the cost of care. Often employees are forced to turn down promotions/raises to avoid losing healthcare or childcare benefits.

Carrie Grogan and Barb Lyon then took us on a tour of Strengthening Families, an initiative of [United Way](#), located on the 2nd floor of the Willis Education Center. There is a Toy Library for ages birth to 8 years old, a Wellness Room where [Syntero](#) (a local mental health provider) offers behavioral health services and consultation, a teen community room for 6th-8th graders, and a STEAM Lab (Science, Technology, Engineering, Arts and Math). Each service is aimed toward improving the lives of children, especially those with barriers in their education.



Our first stop after lunch was at the Church of Zion. They offer a community service specifically for homeless men who seek shelter when the tempera-



ture outside drops to 20 degrees or below. This grassroots community project began with church members who were passionate about serving a specific need in the Delaware community. As we toured the church, we learned that their maximum occupancy for this project is seven gentlemen per night and they offer a complimentary breakfast and coffee in the morning. Our tour guide showed us the bed rolls that each gentleman receives during their stay and get to keep when they

leave. The bed rolls are made by volunteers from donated scrap materials. The church collects donations and provides items including socks, hats, scarves, hand warmers, goodie bags with food, and health kits with toiletries. We learned that if a woman presents herself to the church, she would be directed to Family Promise, as they do not have co-ed sleeping arrangements. The church is always looking for volunteers who would like to assist in serving between the hours of 8pm to 2am and 2am to 8am.



The next stop was the [Andrews House](#), which offers a wide range of services to the community. Built in 1844, Andrews House began as a private residence, then became Delaware’s first hospital, followed by home to two fraternities before being used to provide social services in the community. They serve meals three times a month, for about 40 people in the community. We learned that they partner with many organizations, such as the Legal Aid Society to offer legal assistance to low income individuals and the Mid-Ohio Food Bank, which brings a mobile market to about 100 families per month. They also work with AARP to offer tax services to around 300 elderly or low-income residents in Delaware County.

Continued on next page



Leadership continued

Our third stop was [Helpline](#). They offer a 211 information and referral hotline which makes over 3000 services available to community members within a five-county area. They are part of the Central Ohio service providers for the national suicide prevention lifeline as well as the Sexual Assault Response Network (SARN), with a link to law enforcement and advocates in the hospitals. They also offer help with walk-through prosecution in such matters. We also learned that they serve people via text message, most of these being middle and high school students less likely to call a hotline. There are four educators who facilitate in-school or on-site trainings on several topics such as

sexual abuse, anti-bullying and suicide prevention. We learned just how hard these employees work at Helpline. Even though their work space is limited, these employees work diligently to serve the community.

The final stop on our tour was Family Promise, which provides temporary shelter and support services to families in the community with children under the age of 18, including expectant mothers. The house is able to provide shelter for 6 families at a time and is staffed 24 hours a day, 7 days a week. We had an opportunity to learn how the tenants take care of their space and help keep the home in proper shape for not only their stay, but for others in the future. Families receive guidance and support toward reestablishing independence.

Back at the Willis Administration Building, we learned about being a board member from none other than the great Holly Quaine. We received valuable information including what to ask before making the decision to join a board and how to be an asset to the board you serve.

Overall, our social services, volunteerism, and boardsmanship day was a success. It was filled with important information and experiences that will never be forgotten.



This day gave Leadership Delaware Class of 2018 a new perspective on how the many social services in Delaware work together to provide assistance and services to those less fortunate.

Also, let us not forget the awesome facilitators: Suzanne Pingry, Barb Lyon, Bethany Moore and Carrie Grogan!

[Click here for more photos](#)



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.

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Cold? What cold?

The weather was no deterrent on Friday, January 5 when the Chamber and the [Delaware County District Library](#) gathered in front of the Chamber office to cut the ribbon on the library's brand new bookmobile. It wasn't too cold to celebrate this unique ribbon cutting, followed by a tour of the hot-off-the-assembly line tricked-out van. The van serves residents in the Library's outreach program, a vital community service that brings books and materials to those that couldn't otherwise have access.

The celebration was just the start of a fun evening as it was a MainStreet First Friday so it was off to food, drink and fun in downtown Delaware.

Congratulations to Library director George Needham and his staff on a cool new ride. [Click here for more photos.](#)



A good month for cool celebrations

If the bookmobile was a cool celebration, owner Rod Boester was as proud as they get at the grand opening of his brand new [McDonalds](#) on US 23 North.

Anybody who drives north of Delaware on Route 23 has been watching. In October, the 30+-year-old McDonalds north of town was torn down and construction began on a brand new restaurant. Seemingly overnight the flag was back and the Big Macs were sizzling on the grill.

And while the food is exactly as consistent as McDonald's is famous for, this restaurant is NOT the one that you remember. Inside is amazing! Check out the order station. Touch the screen and tap your order choices, use your phone— hey, you know the drill. Now you know the drill at McDonald's. OUR McDonald's.

Rod gave us a tour of the back of the house and all the really cool technology in food prep that makes McDonald's the leader in the industry that it has always been known for.

Rod's enthusiasm for his "new baby" is hard to describe. His pride in the new design and technology and the way he talks about his staff—in all of the seven stores he owns. He has the heart of an entrepreneur.

This is worth a trip, folks. Fast food is part of our culture and this restaurant is historic. Go visit.

Rod, congratulations, sir. Nicely done. Thank you for everything you do for the communities you serve.



FY18 Steering Committee

Thomas Bensen
Bensen Fire &
Safety Consulting
Mandie Curtis

CompManagement

Tony Dial
OhioHealth
Susan Garrett

Mail Pro 1

Larry Jones

Liberty

Casting Company

Mark Lasure
Employment Solutions
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.

Monthly Safety Tip: Office Safety

The hazards in an office are often taken for granted and aren't thought of as potentially dangerous...that line of thinking would be wrong.

A full-time worker works about 1700 hours per year, and in that time, more than 400,000 people are injured in an office setting. Slips, trips and falls are the most common office-related injury.

Here are some safety tips:

- ⇒ Use a stable ladder for overhead reaching
- ⇒ Make sure you have adequate lighting
- ⇒ Clean up spills immediately
- ⇒ Wear appropriate footwear
- ⇒ Pick up objects you find in walkways
- ⇒ Make sure wires and cords are not in walkways
- ⇒ Use proper lifting and transporting methods
- ⇒ Don't carry anything that blocks your view
- ⇒ Place mats near sinks and vending machines

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.

Safety Council

Calendar

FY18 meeting #8 February 13

First Aid, Bensen Fire and Safety Consulting



FY18 Meeting #9 March 13

DRONES - Commercial uses, regulations and best practices
Josue Grappy, program coordinator,
Unmanned Aircraft systems Program, BWC



FY18 Meeting #10 April 10

Ohio Utilities Protection



FY18 Meeting #11 May 8

Annual BWC Awards



FY18 Meeting #12 June 12

BWC Updates/Semi-Annual Reports



New member orientation

Each quarter the Chamber hosts an event to welcome new and prospective members (or new representatives from current members) to the organization. It starts with an informal reception attended by several board members and continues with a presentation of benefits and services that come with being a member of the Chamber. New members and reps from veteran member businesses who attended the January 23 event included:

Jeffrey Racz, [Broadstreet Partners, Inc.](#)

Gary Bucci, [Costco Wholesale](#)

Mike Hite & Joey Grossmann, [Creative Foundations, Inc.](#)

Jim Wilson, Del-Mor Dwellings Corp.

Chad Schirtzinger, [Hilton Columbus/Polaris](#)

Linda Krom, [Kings Mill Golf Course, LLC](#)

Kristin Nietfeld, [Nationwide Children's Hospital - Delaware](#)

Aron Schroeder & David Smith, [S&S Midwest Fire Protection LLC](#)

Jenny Jean, [Wolfrum Roofing & Exteriors, LLC](#)

Jeff Rupp, [Woodland Environment, Inc](#)

Welcome to the Chamber!

[Click here for more photos](#) and plan to join us at our next orientation on [April 24, 2018.](#)



New member holds grand reopening

New Chamber member [Boost Mobile](#) will be celebrating their remodel with an open house from 10:00 am to 8:00 pm on Friday, February 23. Join us *at noon* as we welcome Boost to the Chamber with a ribbon cutting at their office at 46 East Winter St. in downtown Delaware. Let us know you'll be attending. [Click here to register.](#)



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.**

Membership is our voice; membership is our influence, membership is our strength



Glenn Bertrand
Manager
NMLS # 1486526

33 London Road
Delaware, Ohio
740.363.8118

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- Employee Benefits Plan Design
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- Due Diligence
- Tax Return Preparation
- Tax Projections and Planning
- Family Office
- Retirement Planning
- Cost Segregation
- Payroll Services
- R&E Tax Credit
- Property Tax Return Preparation

8800 Lyra Drive, Suite 450 | Columbus, OH 43240
Gina Grote, Senior Manager | 614.340.6798 | ggrote@blueandco.com

Chamber still has 2018 dates available to host a networking event

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

November 15

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 Quarter page: 4 x 5.25 H \$75
Half page: 8 x 5.25 H \$90 Eight page: 4 X 2.62 H/V \$50

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.

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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.

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.

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](#). 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.](#)

So, you've attended an event and you opted to be invoiced for it. You can pay that invoice online as well as ANY Chamber invoice. [Click here for instructions on how to pay invoices online.](#)

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.

maloney
maloney + Novotny LLC

Business Advisors and
Certified Public Accountants

Bill Rogers, CPA
Shareholder

Cleveland | 216.363.0100
Canton | 330.966.9400
Delaware | 740.362.9031

Elyria | 440.323.3200
Worthington | 614.781.6174
maloneynovotny.com

Welcome

New Members

42 Automotive

Peter Thawngmung—President
3061 US 42 South
Delaware, OH 43015
(740) 816-0356

www.42automotive.com

Offers a selection used vehicles & service department

Broadstreet Partners, Inc.

Jeffrey Racz—Director of Administration
580 North Dourth Street, Suite 450
Columbus, OH 43215
(614) 993-3011

www.broadstreetcorp.com

Provides investments in entrepreneurially run agencies to support growth, succession strategies & build value for all owners

Consolidated Electrical Distributors, Inc.

Jim Bemiller—Manager
2097 London Road, Suite K
Delaware, OH 43015
(740) 363-4300

www.cedcolumbusoh.com

Sells wholesale electrical supplies & tools to contractors & the public

Data Resolutions, Inc.

Janelle Tucker—Office Manager
2290 Bryton Drive
Powell, OH 43065
(614) 888-8883

www.dataresolutions.com

Provides a variety of IT needs

Floagility LLC

Brian Williams—Owner
2598 Carla Drive
Lewis Center, OH 43035
(614) 946-7206

www.floagility.com

Offers provision, optimization & security business data

Paul Habrecht

820 Executive Boulevard
Delaware, OH 43015
(614) 570-5734
Individual

Hilton Columbus/Polaris

Chad Schirtzinger—Business Transient Sales Manager
8700 Lyra Drive
Columbus, OH 43240
(614) 310-0537

www.columbuspolaris.hilton.com

Provides lodging, located in the Polaris area

Nationwide Children's Hospital - Delaware

Kristin Nietfeld—Site Director
7853 Pacer Drive
Delaware, OH 43015
(614) 355-5967

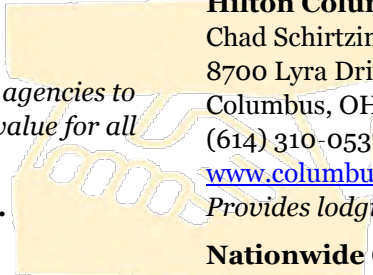
www.nationwidechildrens.org/lewis-center-close-to-home-center

Provides pediatric care through treatment & research

The BANC

Sara Cook—Community Relations & Business Development
7491 Calhoun Road
Ostrander, OH 43061
(614) 374-5352

Offers a co-working event space



Reinvesting Members

[Alpha Group of Delaware, Inc](#)

[BackCare Family Chiropractic, LLC](#)

[Bennington, Daniel](#)

[Berkshire Township](#)

[Bri-Mar LLC](#)

[Buckeye Ready-Mix LLC](#)

[Cambria hotel & suites Columbus Polaris](#)

[CT Consultants Inc.](#)

[Dawson & Associates LLC](#)

[Delaware City Schools](#)

[Delaware County District Library](#)

[Delaware Pediatric Dentistry](#)

[Douglas W. Warnock Co., LPA](#)

[Edward Jones - Dan Jay](#)

[Four Star Living](#)

[Fruth & Company PLL](#)

[Gabel, E. Marianne](#)

[Holony Media](#)

[JEGS Automotive, Inc.](#)

[Jet's Pizza](#)

[Kroger Company Great Lakes](#)

[Distribution Center](#)

[Liberty Casting Company](#)

[Long Economic](#)

[Development Advisors, LLC](#)

[Mail Pro 1 LLC](#)

[Mays Consulting &](#)

[Evaluation Services, Inc.](#)

[MD Transmissions, Ltd.](#)

[Mike's Roofing, Inc.](#)

[Miller, Rozella](#)

[NorthStar Golf Club](#)

[Olivina Taproom](#)

[Optimal Eye Care](#)

[OSU Alumni Club of Delaware County](#)

[OSU Extension, Delaware County](#)

[Rivers Insurance Group](#)

[Shade & Shade](#)

[Smith-Feike-Minton Insurance](#)

[The Inn at Olentangy Trail](#)

[The Kleingers Group](#)

[Thorsen's Greenhouse, LLC](#)

[Todd Etgen Trucking LLC](#)

[Worly, Don](#)

[Yemc Law Office](#)

February Calendar

Leadership Delaware
Thursday, February 8
Government Day

Workforce Development & Education Committee
Friday, February 9
8:00 am
Chamber office

Safety Council
Tuesday, February 13
11:30 am—1:00 pm
[Click here for details](#)

Wednesday, February 14



Third Thursday luncheon
Thursday, February 15
11:45 am Sourcepoint
Blockchain Technology
[Click here for details](#)

Business After Hours
Thursday, February 15
5:00-6:30 pm
Blue & Co.
[Click here for details](#)

Infrastructure & Development Committee
Tuesday, February 20
8:00 am
Chamber office

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

Chamber Board meeting
Wednesday, February 21
7:30 am
Chamber office

Ribbon Cutting
Boost Mobile Cellutions
Friday February 23
12:00 pm
[Click her for details](#)

SAVE THE DATES

2018 Golf Outing
Friday, June 15
Oakhaven Golf Course

2018 Clay Classic
Friday, October 12
Black Wing Shooting Center

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!!*

Chamber invites participation in 2018

The Chamber invites members to join 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.

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

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Monthly luncheon 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.



DELAWARE AREA CHAMBER OF COMMERCE

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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Providing compassionate, professional counseling and community-based services for over 40 years.

Now accepting appointments and referrals for all ages: private insurance, Medicaid-eligible or uninsured.

740.428.0428 www.syntero.org


7100 Graphics Way in Lewis Center

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.




www.rxcut.com/URX12124

PRESCRIPTION SAVINGS CARD

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 RxGroup: URX12124
 RxBIN: 013824
 RxPCN: RXCUT
 Helpdesk: 1-800-808-1213



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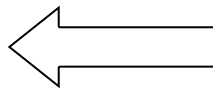
Looking for product or service? Look to your fellow Chamber members first. The Chamber exists for and by its members— [check here](#) before you buy.

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

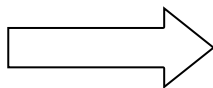
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a 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.



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**.



Connecting the dots for the bigger picture in health care

Great things often start with a simple idea, like connecting the dots. That's what [Anthem Whole Health Connection](#) approach to health care is all about.

How it works: They connect the dots in health care — medical, drug, dental, vision, life and disability. Each time a member sees a doctor or dentist or fills a prescription, it's like a dot on a page. Connecting all those dots gives us the bigger picture — a more complete health profile of the whole person.

Doctors and other caregivers can easily share this information with each other. And seeing the bigger picture early on can help doctors catch chronic diseases like diabetes, cancer or heart disease earlier. And catching diseases early can mean earlier treatments and better results.

How it saves: Connecting the dots gives better data, better insights and better outcomes.

Up to 74% lower medical costs and fewer hospital stays, when patients who have chronic disease or are pregnant treat their periodontal disease¹

\$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.



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.

Jim Roesch
jwroesch@discovercfi.com
740-363-5433
www.discovercfi.com

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

Mark Pettitt
pettitt@prefben.com
740-363-6028
www.prefben.com

611 South Sandusky Street, Delaware

Save money on health benefits without pinching pennies

As a chamber member with 2-50 employees, you can get a discount on any health plan from Anthem Blue Cross and Blue Shield — including industry-leading HSAs, HRAs and HIAs.*

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Call (888) 506-1574, or get a free quote online at www.chambersaver.com/cocc.



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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](#)



DELAWARE AREA
CHAMBER OF COMMERCE

The Annual Supervisor Six Pack 100 Series



Does your business rely on supervisors who were good performers who were promoted into leadership role?

Have these individual contributors been trained and coached to be effective supervisors?

Could your technicians help you grow your business if they had the skills to be better leaders?

The Supervisor Six Pack – 100 Series provides six 2-hour sessions to expose your supervisors and leads to fundamentals required to transition from a technician to an effective leader for your business. The program includes:

- ⇒ **7 Roles of a Supervisor**
- ⇒ **Establishing Yourself as the Leader**
- ⇒ **Common Purpose – Everyone Wanting to Move in the Same Direction**
- ⇒ **Communicating for Understanding**
- ⇒ **Dealing with Conflict**
- ⇒ **Planning Work and Activities**

This program is available for \$250 per participant (\$325 for non Chamber-member participants). Participants will be expected to complete program exercises between sessions that apply to their job. Successful participants will receive a 100 Series Certificate. The program will run from 8:00-10:00am for six consecutive Monday mornings beginning April 16. Attendees must prepay to be eligible to participate and must complete all six sessions to receive the 100 Series Certificate. The series will be facilitated by Brad Schneider.

Click here to register by April 16

About Brad Schneider - The Growth Coach of Central Ohio



With 20 years of organization development experience, Brad Schneider has coached and developed leaders in businesses in the manufacturing, professional services, financial, IT, and retail industries. The Growth Coach provides him the opportunity to apply his vast coaching and organization development experience to help small and mid-size organizations to exceed their personal and organizational goals.

He has earned the SHRM-SCP and SPHR certifications from the Society of Human Resource Management and the Human Resources Certification Institute as a Senior Practitioner in business strategy implementation, business process design and implementation, and leadership coaching/development.