

# CHAMBER NOTES

A Monthly Newsletter of the  
Delaware Area Chamber of Commerce

January 2018

## Sustaining Members

*Industry Exclusive  
Platinum Level*



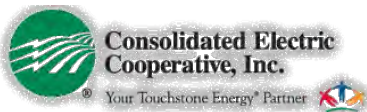
## Gold Level



## 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 will be sent on January 30 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



### Bronze Level



## City of Delaware named by financial website top city for new families

Alex Mahadevan, a 2011 graduate of Florida State University is a self-described data-and word-nerd and writes for the Penny Hoarder, the largest money-saving blog in the world. This millennial and his wife live in St. Petersburg, Florida and he recently gave some thought to where they might want to live when they were ready to start a family. The objective for his list is described in the article's title: "[25 Affordable Cities That Are Also Awesome Places to Raise Families.](#)" The **City of Delaware** is ranked 5th and is the only city in Ohio to make the list. I think it's for reasons not articulated in the article.

[Continued on page 3](#)



## 2018 Board of Directors

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Glenn Marzluf– Chair

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[Edward Jones](#)

Ana Babiasz– Treasurer

[Fidelity Federal Savings & Loan](#)

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[www.DelawareAreaChamber.com](http://www.DelawareAreaChamber.com)



You are invited to attend a program of the  
Delaware Area Chamber of Commerce

presenting

## The Annual City of Delaware State of the City

with

Mayor Carolyn Kay Riggle and City Manager Tom Homan

sponsored by



Thursday, January 18, 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 January 16, 2018**

Cancellations after January 16 and no-shows will be charged.

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

[Click here to register](#) or call 740-369-6221 or email

[dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com)

## January Business BEFORE Hours

Start your day on Thursday, January 4 by networking when [Delaware Christian School](#), 45 Belle Ave, Delaware, OH 43015, hosts the monthly Business Before Hours. Food, networking – bring lots of business cards to share. The event is held from 8:00 am - 9:30 am. Please let us know you'll be attending. [Click here to register.](#)



**Delaware  
Christian School**

## 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 pastries and then retreat to the conference room where Chamber staff run 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 just for new members!

## Advertisers in this issue

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Top city continued

Although the Penny Hoarder uses a cute “Cheap-O-Meter” ranking, it’s clearly a tongue in cheek way to articulate “value”. The factors considered in determining an awesome place to raise a family included quality of life dynamics and infrastructure that come only from a community that *decides* to make that awesomeness happen. And while not “cheap”, Delaware’s residents have historically understood commitment, value, philanthropy, partnerships and legacy, and that quality of life means stepping up to support with time, expertise and sometimes at the ballot. Delaware’s culture isn’t “cheap”; it’s measured value. Delaware takes it personally.

The author of the article is important here because among what you’d expect to see on a millennial’s list of a great community—health care, water quality, access to healthy foods – young Mr. Mahadevan included civic associations, museums and libraries. Libraries!! Kiwanis?? Yes, *cultural* infrastructure. It’s still recognized as the best environment in which to raise a generation by any name and it’s still Delaware’s enduring legacy. It’s still what’s driving the stout entrepreneurship and the passionate education and the sophisticated health care; the committed non-profit community and the thrilling artistic population and the charming dining and shopping and the persistent First Fridays. And it’s on the list of awesomeness. It’s on the list of a young man who wants to raise another generation in a community that values turning the pages of a book as much as it does high speed Internet. For all the texting-at-the-dinner-table rap that his generation gets, this young man still wants to raise his family in a community that values entering a building to admire a picture that hangs on a wall.

So what makes the Delaware community an affordable city that is an awesome place to raise a family? Generations of residents and leaders making decisions about what this community should be and backing it up with that old standard: time, talent and treasure. To this very day.

And when you’re ready, Mr. & Mrs. Mahadevan, stop by the Chamber for some brochures....

## Chamber’s first event of the new year is a ribbon cutting disguised as an evening downtown



Join the Chamber at [MainStreet Delaware’s](#) First Friday when we celebrate the [Delaware County District Library’s](#) brand new bookmobile with a ribbon cutting at 6:00pm on Friday, January 5, 2018. The shiny new vehicle will be parked in front of the Chamber office. Then stick around after the ribbon cutting for the always-fun First Friday festivities. [Click here to let us know you’ll be attending.](#)



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## Keep it in the family– use a Chamber member first and tell us about it

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? We'd like to hear from you. Tell us who you've done business with and send us a testimonial. [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com).



“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](#)

Share YOUR story. Send your testimonials about your experience doing business with your Chamber-member peers. Email Holly at [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com).

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

It's Good for Business!

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.

## 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

## HOT DEALS

- ⇒ No strings– FREE to Chamber members.
- ⇒ The Chamber's Website boasts visitors each day.
- ⇒ And your Hot Deal will be listed in the Chamber newsletter and eblasted to nearly 1,000 Chamber-member addresses
- ⇒ No limit to the number of Hot Deals
- ⇒ Do-it-yourself: get your login and password and publish Hot Deals yourself– it's faster and the independence means you can post anytime, all the time.

[Click here to find out what you're missing and for do-it-yourself instructions.](#)

## 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.

**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.**

## Check Out the Latest

## HOT DEALS

from Chamber Members

Posting is FREE with your membership

- [Free Managed Care Consultation—ACR Consulting](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)



### SERVICE OVERVIEW

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**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***

## OhioHealth Grady Memorial Hospital

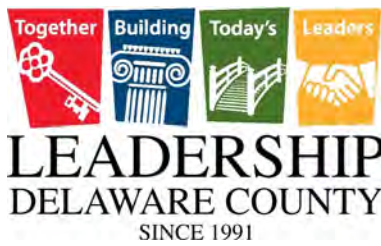
# Quality medical care serving the Delaware community.



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](http://OhioHealth.com/Grady).



**Leadership Delaware Class of 2018  
Education Day  
Facilitators: Joe Uher '16 Mark Cooper '17**

**Newsletter editors: Jeff Kauffman, Lori Mackay & Lissie Krull**

The December session for Leadership Delaware provided a look into the great educational facilities in Delaware County. The day began at Delaware Hayes High School and proceeded to the Olentangy STEM Academy, [Columbus State Community College](#), the [Delaware Area Career Center](#), [Delaware County District Library](#) (main branch), and [Ohio Wesleyan University](#). The overwhelming message throughout the day was that of partnerships and cooperation in providing the best possible education to all students in [Delaware County](#).

At Delaware Hayes High School, we were greeted by the symphonic sounds of the Hayes string band. Then, Paul Craft, the [Delaware City Schools](#) Superintendent, welcomed our group and introduced the other Delaware County Superintendent's. He highlighted the diversity in both the school districts themselves and the challenges they face, before turning it over to Mary Beth Freeman from the Delaware Area Career Center (DACC).

*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](#)  
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[Delaware County](#)  
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Bonnie Muncey  
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Suzie Orahood  
Ohio Board of Nursing  
Tracy Pabst  
[Sam Dong Ohio](#)  
Ben Powers  
Family Promise of Delaware County  
Jason Price  
[MT Business Technologies](#)  
John Regalsky  
[Willow Brook Christian Communities](#)  
Mike Rhinehart  
[Blue & Co.](#)  
Jenn Rose Caudill  
[Emergency Plumbing Service](#)

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[Ohio State University](#)  
[Wexner Medical Center-](#)  
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Kim Schuette  
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Kelsey Scott  
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Stacy Webb  
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Amy Whitney  
[Delaware General Health District](#)  
Sarah Yoakam  
[Delaware Area Chamber of Commerce](#)  
Roberta Zeller Carr  
[Delaware County Board of Developmental Disabilities](#)



## Leadership continued

She began by telling us that our lunch, which would be prepared by the DACC Culinary School, would be the highlight of the day. And was it ever. She highlighted that DACC is scheduled to move into its new campus in August of 2019, while also praising the partnerships forged with local businesses – businesses such as Del-Co Water Co., Toledo Zoo, Columbus Clippers, and the Sheriff's Office.

Next up was Andy Miller, Superintendent of [Buckeye Valley Local Schools](#). Buckeye Valley has approximately 2,300 students and serves an area of over 200 square miles. The district is committed to a culture of excellence that supports academic and personal growth, partnerships, and community involvement. Mark Raiff, superintendent of the Olentangy School District, followed and



stated that his district is the 6th largest in Ohio with greater than 20,000 students. The superintendent of Big Walnut, Angie Pollock, emphasized four key aspects for student success – improving academic achievement, improving communication, planning for growth, and fiscal responsibility. After a great Q & A session with the superintendents, Ric Stranges, the principal of Delaware Hayes, was introduced. He promptly welcomed in the Hayes Choir who sang fabulous renditions of Let it Snow and Walking in a Winter Wonderland. He introduced Sara Ressler, the Hayes librarian, and she spoke of the great partnership they have with the Delaware County District Library.

We then traveled to the Olentangy District STEM Academy. The STEM Academy (which stands for science, technology, engineering, and math) provides 100 high school students per year the opportunity to participate in a program that is more collaborative and hands-on than traditional class-room learning. The randomly selected students have the chance to study disciplines such as biomedicine, electrical engineering, mechanical engineering, and chemical engineering.

The next stop on Education Day was the Columbus State Community College (CSCC). There, Stacia Edwards, dean of the CSCC Delaware Campus, emphasized CSCC's message of diversity, affordability, focus on the students, and openness. She gave details about the degrees and certificates that can be earned exclusively at the Delaware Campus. Degrees include Associate of Arts, Associate of Science, Business Management, and Computer Science; and certificates can be earned in the fields of surveying, construction management, and health care. CSCC has partnered

with many four-year institutions to ensure that the curriculum will fulfill the first two years of most bachelor's degrees. Stacia also highlighted their partnerships with DACC and the Olentangy STEM Academy – noting that the partnership with DACC can lead to applied courses which earn certificates and that Olentangy STEM students can take classes at CSCC, earning college-level credit hours while still in high school.

We moved on to the north branch of the Delaware Area Career Center for lunch that was prepared by the DACC Culinary Arts Students, and it was indeed scrumptious. Following the lunch, we toured the campus and were treated to demonstrations from students in the Fire Service (performing the Get it On drill) and Construction Technology programs. In keeping with the collaboration theme, students in the Construction Technology have built and provided a bookmobile cart and book boxes for the Delaware County District Library. The students at DACC gain valuable technical knowledge before graduating from high school –



knowledge they will take with them as they enter the workforce or continue their education.

*Continued on next page*



### Leadership continued

Next up was a tour of the Delaware branch of the Delaware County Libraries. This is one of four branches in Delaware which also include branches in Orange Township, Powell, and Ostrander. It



is the mission of the Delaware Library to serve as the public information provider for the community, using traditional and innovative technology to encourage curiosity and lifelong learning. This library is not just a place to check out books. They provide many free services including internet access, public computers, group study rooms, quiet reading areas, local history and genealogy room, children's computers, community meeting rooms, voter registration, and many more.



Ending the day, we traveled to Merrick Hall on the campus of Ohio Wesleyan University (OWU). Merrick Hall is one of the oldest buildings on the OWU campus and was originally constructed through an endowment fund of \$40,000. However, due to deterioration, it was shut down for over 25 years before a generous alumni couple gifted \$8,000,000 to fund the restoration project. Now, Merrick Hall is home to the OWU Connection, a program that offers 90 majors and

gives students a beyond-the-classroom experience, the opportunity for global travel, innovative research, and real-world internships.

[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!



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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.

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## Chamber holiday Before Hours festive fun

Chamber staff enjoys nothing more than hosting membership at the Chamber. With an excuse to deck the halls, invent silly games and cheesy gifts, filling the office with noise, laughter and networking is the best holiday gift. Frank, rested after his Halloween duties, donned his Santa best and posed with members for holiday photos. At his feet was a Santa pack full of gifts for naughty and nice.

The highlight of the event was a game that involved ten Santas hidden throughout the office, each with a clue to a special message, when unscrambled, revealed: "Be sure to drink your Ovaltine; It's Good for Business!" A drawing was held from the correct guesses and in the spirit of A Christmas Story-themed Santa game, Renee Menssen, [Delaware County Job & Family Services](#), won a Christmas Train.



New members, prospective members; incoming and outgoing board members, Chamber regulars and some folks we haven't seen in a while— it was a grand event and, as the holidays tend to do, it inspired a spirit of warmth and comradery and a reminder from President Holly Quaine to help each other prosper by looking to Chambers first and to share those experiences with the Chamber. Lots of wishes for a healthy and happy 2018 and a hope to see everyone at the annual dinner!

[Click here for more photos](#)



## 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](mailto:dachamber@DelawareAreaChamber.com).

## FY18 Steering Committee

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.



The Delaware Area Safety Council mourns the passing of its good friend Walt Bensen. Walt passed away after a long illness. Walt was a long time steering committee member who spent many years offering his guidance and assistance to the Safety council program. Walt was known for his commitment to the program and he will be very missed. His friends on the committee and the Chamber send condolences to his family and his employees at Bensen Fire & Safety Consulting. Walt will be dearly missed.

**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.**

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.](#)

## Safety Council

### Calendar

#### FY18 Meeting #7 January 9

OSHA updates/Semi Annual Reports  
Diane Grote Adams, founder/president of SafeX



#### JANUARY 15– SEMI-ANNUAL REPORTS DUE

#### FY18 meeting #8 February 13

First Aid



#### FY18 Meeting #9 March 13

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

Your logo here!

#### FY18 Meeting #10 April 10

Ohio Utilities Protection

**Boyd's**  
Tire & Service Center

#### FY18 Meeting #11 May 8

Annual BWC Awards



#### FY18 Meeting #12 June 12

BWC Updates/Semi-Annual Reports



## Chamber holiday networking tradition carry on

As it does every year, [First Citizens National Bank](#) hosts a joint Business After Hours at its Powell banking center with the Powell and Delaware Area Chambers. First VP and host Calvin Gebhart rolled out the red carpet again this year with amazing food and drawings every 15 minutes! Thirty-seven business cards were drawn for gift cards from area businesses and members of both chamber had a chance to meet and network. The evening included a version of Jingle Bells led by Delaware chamber president Holly Quaine that wasn't exactly the night's hit but was gratefully upstaged by the charming Mr. Gebhart and his lovely staff. Thank you to First Citizens for carrying the torch of this holiday joint chamber tradition and for another super evening of friends— new and old—and fun.

[Click here for photos.](#)



## 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.  
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Glenn Bertrand  
Manager  
NMLS # 1486526

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[www.BarnAtStratford.org](http://www.BarnAtStratford.org)

The Barn at Stratford is owned and operated by the Delaware County Historical Society. All proceeds from events benefit historical preservation and education in Delaware County.

## 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](mailto: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**

July 19    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](mailto: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*.  
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## 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](mailto:dachamber@DelawareAreaChamber.com).

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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# Welcome New Members

## **Del-Mor Dwellings Corp.**

Jim Wilson—Executive Director  
P.O. Box 1495  
Delaware, OH 43015  
(740) 363-5562  
[www.delmordwellings.org](http://www.delmordwellings.org)

*Offers supportive housing for individuals with severe persistent mental illness*

## **Kings Mill Golf Course, LLC**

Linda Krom—Owner  
2500 Berringer Road  
Waldo, OH 43356  
(740) 726-2626  
[www.kingsmillgolf.com](http://www.kingsmillgolf.com)  
*Serves as an 18-hole public golf course*

## Reinvesting Members

[AlerStallings- Delaware LLC](#)  
[Anytime Fitness](#)  
[Central Storage](#)  
[Columbus Zoo and Aquarium](#)  
[Creative Financial](#)  
[Insurance Services Agency, Inc.](#)

## January Calendar



### **HR Council**

Wednesday, January 3  
8:30 am  
Chamber office

### **Business Before Hours**

Thursday, January 4  
8:00-9:30 am  
Delaware Christian School  
[Click here for details](#)

### **Ribbon Cutting**

Friday, January 5  
6:00 pm  
Delaware Library  
Bookmobile  
at Chamber office  
[Click here for details](#)



### **Safety Council**

Tuesday, January 9  
11:30 am—1:00 pm  
[Click here for details](#)

## **S&S Midwest Fire Protection LLC**

Aron Schroeder—Operations Manager  
P.O. Box 294  
Lewis Center, OH 43035  
(614) 396-8631  
[www.ssmidwestfire.com](http://www.ssmidwestfire.com)

*Provides fire protection service, inspection, testing, maintenance, repair & installations (new-build & renovations); provides design, engineering & consulting services*

## **Tranquility Salt Caves**

Leslie & Robert Dahn—Co-Owners  
30 Dillmont Drive  
Columbus, OH 43235  
(614) 859-3419  
[www.tranquilitysaltcave.com](http://www.tranquilitysaltcave.com)

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[Delaware-Morrow Mental Health & Recovery Services Board](#)  
[Delaware County Fair](#)  
[Dry Patrol of Delaware](#)  
[Express Employment Professionals - Delaware](#)  
[Hamilton Parker](#)  
[Homewood Suites by Hilton Columbus Polaris](#)  
[Jack Fling Agency](#)  
[Kenwel Printers, Inc.](#)  
[Miller's Country Gardens](#)

## [Minuteman Press of Dublin](#)

Must, Gary  
[PERRY proTECH](#)  
[Planned Communities, Inc.](#)  
[ProScope Lawn & Landscape Services, LLC](#)  
[Sims Bros., Inc.](#)  
[Stratford Ecological Center](#)  
[The Middlefield Banking Company](#)

### **Leadership Delaware**

Thursday, January 11  
Education Day

### **Workforce Development & Education Committee**

Friday, January 12  
8:00 am  
Chamber office

### **Infrastructure & Development Committee**

Tuesday, January 16  
8:00 am  
Chamber office

### **Chamber Board meeting**

Wednesday, January 17  
7:30 am  
Chamber office

### **Third Thursday luncheon**

Thursday, January 18  
11:45 am Sourcepoint  
Annual State of the City  
[Click here for details](#)

### **New Member Orientation**

Tuesday, January 23  
8:00– 9:15 am  
Chamber office  
anyone invited  
[Click here for details](#)

### **Non-profit CEO Group**

Friday, January 26  
9:00 am  
Chamber office

### **Business Before Hours**

Thursday, February 1  
8:00–9:30 am  
Delaware County Foundation  
[Click here for details](#)

### **Annual Dinner, Auction & Awards**

Monday, February 5  
[Click here for reservations after January 3](#)

### **SAVE THE DATES**

#### **2018 Golf Outing**

Friday, June 15  
Oakhaven Golf Course

#### **2018 Clay Classic**

Friday, October 12  
Black Wing Shooting Center

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

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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.

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](mailto: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](mailto:dachamber@DelawareAreaChamber.com)

### 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](#)

## 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

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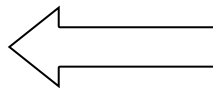
**Looking for product or service? Look to your fellow Chamber members *first*. The Chamber exists for and by its members— [check here](#) before you buy.**

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

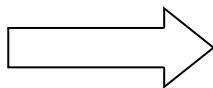
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a 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 disease<sup>1</sup>

\$8,000 in medical costs savings for members with a connected medical and disability plan<sup>2</sup>

More than 26,000 diabetics identified earlier through yearly routine eye exams<sup>3</sup>

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](mailto:jwroesch@discovercfi.com)  
740-363-5433  
[www.discovercfi.com](http://www.discovercfi.com)

201 Pennsylvania Avenue, Delaware

### **Preferred Benefits Services Agency, Inc.**

Mark Pettitt  
[pettitt@prefben.com](mailto:pettitt@prefben.com)  
740-363-6028  
[www.prefben.com](http://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](http://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.