

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

June 2017



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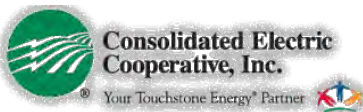
Gold Level



Silver Level



Bronze Level



**The Delaware Area
Chamber of Commerce
Established 1907**



Leadership graduates the Class of 2017

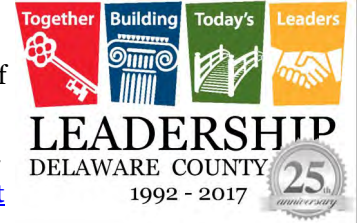
With another fly-by year behind it, the Leadership Class of 2017 held its graduation luncheon on May 17.

This year's class of 39 joined their sponsors, session facilitators and Chamber board members at [Willow Brook at Delaware Run](#). Willow Brook has served as the graduation luncheon sponsor for years and, as they always do, served a wonderful lunch in a beautiful venue.

The class chose two community projects this year: Half of the class did interior painting at [People in Need](#) and the other installed a "Born Learning Trail". Details and links to photos on page six.

As at graduation every year, each participant had a chance to introduce themselves and say a few words about what the Leadership experience meant to them. In a friendly competition over whose session was most popular, the consensus was that the entire program was as advertised: new friendships made over being exposed to things not expected. Many of the class expressed the let-down often felt when the program is over but clearly there will be some serious socializing down the road for a class that was particularly tight.

Congratulations to the Class of 2017! And the Chamber would like to recognize all of the employer sponsors who value the program as a way for their staff to develop both personally and professionally. From covering tuition to allowing for the time off to participate, these employers understand that when their staff is exposed to the big picture, they bring a better understanding of how their business connects with the community.



Chamber offers early bird advertising special

The Chamber is preparing its ad campaign for the publication of the 2018 Community Profile and Membership Directory. In order to ensure the accuracy of information published in the directory, the Chamber will be sending the primary contact of each membership an email requesting verification of the info in the Chamber's database.



To jump start ad sales and pass along savings to the membership, the Chamber is offering an early bird special. Ad prices remain at 2012 levels, but **ads purchased and paid for by August 31, 2017 will receive a 5% discount**. Artwork does not have to be turned in by August 31, but a commitment to the ad purchase must be made.

We'll be following up with email reminders so you have several opportunities to be reminded of this special offer. Linked is the [ad agreement form](#) for those of you ready to move forward with reserving your ad at the special price.

We'll be working again with [Gayle Holton Design](#) who will continue to offer special pricing for ad prep for those of you who need art created for your ad. Click here for the [ad agreement form](#).

Contact the Chamber at dachamber@DelawareAreaChamber.com with questions and to return your ad form.

For a look at this year's directory, [click here](#).

2017 Golf Outing

Country Club
Rehabilitation Campus

A Senior Health Care Community



**Tournament
Sponsor**



Hole-in-One Sponsor



Breakfast Sponsor



Lunch Sponsor

The sun shines on golf outing

With a big knock on wood, it would seem the weather for the Chamber's annual golf outing is ALWAYS sunny. June 1 was another beautiful day as 104 golfers took to the links at [Oakhaven Golf Club](#). As we took photos of the teams, again this year we asked golfers to forgo the traditional hands-clasped-in-front pose for something original. [Click here for the photo album to judge for yourself](#). And with the growing popularity of sponsors setting up tables on the green with give-aways, this year golfers were given empty goodie bags that they filled along the way. Golf-challenged Chamber president misunderstood what a "Brutus hole" was and thought there'd be an OSU mascot on a hole for which players could pay \$5 to tee off closer. Not to be outdone, she brought her own Sparty in Shining Armour and had Spartan Matt Carbary offer players the closer shot for \$3 if they'd have their photo taken with Sparty. Turns out "Brutus hole" is just a nickname and there was no Brutus to be found. Alas, the respect Frank received was spotty.... You'll find those pictures in the photo album as well. Thank you to Oakhaven's John Hague and his staff for a well-run event.

No event happens without our stalwart volunteers who help check in golfers, take photos, sell 50/50 tickets, monitor the hole-in-one, and generally help with whatever is necessary to make it a great event. The Chamber appreciates so much the assistance from Susie Bibler, [MainStreet Delaware](#); Peg Leach, [PJL Ventures](#); and Mandie Curtis, [CompManagement](#). [Country Club Rehabilitation Campus of Delaware](#) was our corporate sponsor who also served Bloody Marys at their hole. They joined [Delaware Court Healthcare Center](#) who has served breakfast as long as anybody can remember, and [OhioHealth](#) and [V & P Hydraulic Products](#) returned as lunch and hole-in-one sponsors. Providing hole/table sponsorships, cool stuff for goody bags, team and skill prizes were:

[2K General Co.](#)
[AlerStallings](#)
[Amanda Plumbing, Sewer
& Drain](#)
[Anchor & Away Travel](#)
[Blue & Co., LLC](#)
[Buckeye Ready Mix](#)
[Cogburn Electric](#)
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[Dawson & Myers](#)
[Delaware Area
Safety Council](#)
[Del-Co Water Company, Inc](#)
[Domtar Personal
Care Division](#)
[Dumbaugh Insurance](#)
[Edward Jones- Dan Jay,](#)
[Dusty Hostutler,](#)

[& Phil Ulery](#)
[Emergency Plumbing
Service](#)
[Fidelity Federal](#)
[Savings & Loan](#)
[First Citizens National Bank](#)
[Foot & Ankle Wellness
Center](#)
[Helpline of Delaware &
Morrow Counties Inc.](#)
[Hilborn Insurance](#)
[Kona Ice](#)
[Kroger Company Great
Lakes Distribution Center](#)
[Loeb Electric](#)
[Luvata Ohio](#)
[Manos, Martin, Pergam](#)
[Minuteman Press of Dublin](#)
[Mount Carmel
Health System](#)
[Oberfields, LLC](#)

[Ohio Living Sarah Moore](#)
[Pathways Financial
Credit Union](#)
[Peacock Water](#)
[Performance Delaware &
Honda Marysville](#)
[Planned Communities](#)

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Team Oberfelds wins First Place Team with a score of 57



Team Buckeye Ready Mix wins second Place Team with a score of 60



Proximity winners: Women's Longest Drive: Misty Hayden; Men's Longest Drive: Matt Bunch; Longest Putt and Women's Closest to the Pin: Jessica Curtis; (not shown) Men's Closest to the Pin: Mark VanDervort



First Commonwealth's Ken Lippincott wins \$260 in the 50/50 drawing



Eric Moulton wins Emergency Plumbing Gift Basket

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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Delaware, Ohio 43015

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Fax:740-369-4817

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

presenting

**Human Services in the Workplace:
just because you can't see them doesn't
mean they're not there**

with

Delaware County Job & Family Services

Director David Dombrowski

sponsored by



Thursday, June 15, 2017, 11:45am—1:00pm at [SourcePoint](#)
800 Cheshire Road, Delaware 43015

Cost includes a buffet lunch ~ Check-in begins at 11:45
Chamber members: \$15 ~ Non-Chamber members: \$20

Deadline to register is June 12, 2017

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

[Click here to register](#) or call 740-369-6221 or email
dachamber@DelawareAreaChamber.com

June Business AFTER Hours annual event with Sunbury Chamber

Join us for our 5th annual Business AFTER Hours
with our pals at the Sunbury/Big Walnut Cham-
ber. This year's event is hosted by the [Tanger](#)

[Outlet Mall](#)

(171 and 36/37)

on Thursday,

June 15 from 5:00—7:00pm. Look for the
tents and tables near Rise Pies Pizza. Food,
networking— bring lots of business cards to
share. Please let us know you'll be attending.

[Click here to register.](#)



Tanger
Outlets

Advertisers in this issue

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[Cross/Blue Shield](#)

[Black Wing Shooting Center](#)

[CES Credit Union](#)

[Dawson & Myers](#)

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Leadership class completes two community projects

Leadership Delaware is a program of the Delaware County Chamber of Commerce, allowing future leaders in Central Ohio a unique opportunity to understand the community's roots and future. Throughout the nine-month program, participants meet with leaders in area government, businesses, and schools and universities. At the end of the Leadership Delaware year, graduates choose a project to benefit Delaware County. All thirty-nine members of this year's class contributed towards a matching grant for one of the projects, then split their time and energy to complete two projects.

One of the projects, the one for which the class contributed \$1,000 to receive a matching grant from the WLN, partnered with the [United Way of Delaware County](#) and the Women's Leadership Network to bring a Born Learning trail to the heart of Delaware.

Born Learning Trails offer ten activity stations with interactive games that parents, grandparents and caregivers can play with young children. Each station encourages families to get active and interact with children while building their pre-literacy, gross motor and problem-solving skills. [Click here to learn more about Born Learning Trails](#) and [click here for photos](#) from the class project.

In addition to the trailhead project, the class of 2017 doubled their impact and chose to "spruce up" the local non-profit, [People In Need, Inc. of Delaware County Ohio \(PIN\)](#), for their service project as part of graduation from the nine month long program.

The service project, which was completed on April 22, 2017, included painting three offices, the food pantry reception/lobby area and hallways that are utilized by clients. The Leadership volunteers also completed carpet and upholstery cleaning.

The project was completed in two shifts, morning and afternoon.

These general maintenance tasks greatly improved the working areas where the clients of PIN gather the most, enhancing the service they provide to their clients. [Click here for the photo album](#) of Leadership friends working together.

People In Need, Inc. (PIN) is a non-profit social service agency that assists Delaware County families and individuals in their time of need. Beyond the Food Pantry and addressing food insecurities, PIN provides limited emergency financial services that can include prescription assistance, utility assistance, eviction prevention, eye exam/glasses, and emergency dental treatments.

Member celebrates remodel and anniversary with open house and ribbon cutting

Join us on Thursday, June 15 when we help [Emergency Plumbing Services](#) celebrate their

office remodel with an open house from 10am-2pm and ribbon cutting at 10:30. Emergency is also celebrating its 40th anniversary, no small feat for a family-owned business.

[Click here for details and to RSVP.](#)



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Leadership Delaware Class of 2017

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Stephanie Hufford

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Remodels, new builds and additions made for a busy month of celebrations

Twenty-four years after its grand opening, [Wal-Mart](#) celebrated the completion of a near-total remodel of its store on Columbus Pike in Delaware. After three months and thousands of employee hours - including those by new manager Andrew Candwell and staff on loan from surrounding area stores— staff cut the ribbon after a rousing cheer from within their ranks. A remodel of that magnitude, while the store is still open and running at full speed, can only be appreciated by those who've been in the plan-o-gram trenches, but customers only see a clean and shiny “new” Wal-Mart.



The store shared its appreciation for the community's support by presenting donations to the [City of Delaware Police Department's Bike Patrol Unit](#), Canine Companions and Delaware County Veterans' Association.



In stark contrast to a remodel within four existing walls, the Chamber celebrated with [first&main](#), a Michigan-based memory care facility that broke ground last year on its first Ohio location. The upscale assisted living center in Lewis Center celebrated its grand opening on May 18 with amazing food from its first-rate chef's kitchen and a ribbon cutting with local staff. In addition to being a LEEDS certified building, the community features award-winning HUR Fitness Equipment to provide a state-of-the-art exercise experience and utilizes Care Innovations™ QuietCare®, which learns a resident's patterns and alerts care staff of significant changes. First&main's next Ohio-based facility will open in New Albany later this year.

And on May 22, [OhioHealth](#) Delaware Medical Campus opened its doors to radiation oncology patients. Cancer patients in the Delaware community will be able to receive the full spectrum of cancer care right in Delaware: cancer surgery, infusion and radiation.

“Our goal is to keep care local for our patients,” said David Hinckley, OhioHealth program director of radiation and medical physics. “This is really exciting for cancer patients in Delaware. Patients receiving radiation are typically treated Monday through Friday, sometimes for six to eight weeks. It's much more convenient for community members to be able to receive state-of-the-art patient care close to home or work as opposed to having to travel out of the community for it.”



Construction on the \$7 million project began in spring 2016 and adds 7,000 square feet to the OhioHealth Delaware Health Center. Prior to the construction, the Delaware Health Center was just over 60,000 square feet.



“The radiation oncology addition brings even more cancer care to the Delaware Health Center,” said Mindy Sanford, director of clinical support at the Delaware Health Center. “Medical oncology/infusion, breast health, imaging and laboratory services are already available to patients in the building. Cancer surgery is available nearby at OhioHealth Grady Memorial Hospital. Patients will really benefit from this, as up until now, patients had to leave the community for the full spectrum of cancer care. They won't have to do that anymore. In the end, this expansion is all about our patients.”

And with the new center comes a new oncologist. Board-certified radiation oncology physician Andrew Freeman, MD, will be providing patient care in the new building. Dr. Freeman earned his medical degree at West Virginia University School of Medicine, where he also completed his internship in transitional medicine.

He trained in radiation oncology and completed his residency at the University of Louisville, serving as chief resident for two years. Dr. Freeman is trained in traditional and advanced methods of radiation therapy and specializes in providing evaluation and treatment of patients with all types of cancers.

“I am thrilled to join the Delaware community and work with patients to determine the best radiation therapy treatment plan for them,” said Dr. Freeman. “I am also looking forward to working with the providers in the OhioHealth system. Cancer care is a team effort and working in the same community with our surgeons and medical oncologists will allow for excellent collaboration to ensure continuum of care for our patients.”

Thanks and appreciation goes out to Wal-Mart, OhioHealth and first&main for their investment and contributions to the quality of life in Delaware County.

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.

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

Leadership program accepting applications for class of 2018

Leadership Delaware is now accepting applications for the class of 2018. This prestigious program has become a must-have experience for emerging leaders in Delaware County. Through Leadership Delaware, class participants learn first-hand about the challenges and opportunities facing the community. Participants are exposed to people and places they could not on their own and discover a perspective unavailable in the normal course of their work. Even participants who've lived their entire lives in Delaware County are amazed at what they learn.



The nine-month program, held on the second Thursday of each month Sept. through May, focuses on various topics, including:

Spectrum Leadership	Education	Government
Delaware County History and Tour	Social Services, Volunteerism &	Law Enforcement and the Courts
Agriculture	Board Service	Health Care

More than 620 Delaware County professionals have graduated from the program since its inception in 1992. These alumni serve on local boards and committees helping to shape the future of the Delaware area.

Tuition for the program is \$825 for Delaware Chamber members and \$840 for non-members, and includes all materials and meals. In addition to the nine sessions, participants attend a kick-off luncheon in August and a graduation luncheon in May. The deadline to apply is June 30. [Click here to view the program brochure](#) and [click here to apply on-line](#). Get more information at www.DelawareAreaChamber.com or by calling the Chamber at 740-369-6221. All applicants will be notified as to their acceptance by mid-July. Space in the program is limited and it fills up fast. Consider this the year that you or a valuable member of your staff should experience Leadership Delaware.

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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HOG ROAST & CONCERT

FRIDAY, JULY 28TH

Hog Roast

5:30—7:30pm

\$7 per ticket includes a full course Hog Roast dinner with delicious sides and beverages. Pre-registration is required. Catering provided by All Occasions Catering. Craft beer available for an extra charge (cash only), provided by Restoration Brew Worx. All profits from beverage sales will benefit the Alpha Group of Delaware, Inc.






Josh Bogard and The Dirty South Concert

6:30—9:30pm

After dinner, stick around for a free, live concert featuring Josh Bogard And The Dirty South! Based out of Kentucky, Josh Bogard And The Dirty South keep their calendar full by entertaining fans all over the Midwest! Bring your family, your friends, your chairs and dust off your dancin' boots because it's time to kick up your heels with some good ol' country rock!



Visit tinyurl.com/bwscblast to register!

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HOT DEALS

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

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

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

Call the Chamber and ask Sara how to log in and post your deals: 740-369-6221 or email her at 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](#)

COMING SOON:

- How to connect with other Chamber members
- How to refer other Chamber members
- How to update your company information for the “find a business”
- How to post job openings

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

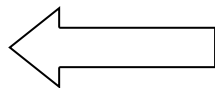
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



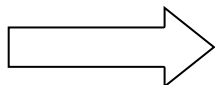
DELAWARE AREA
CHAMBER OF COMMERCE



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



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



Check Out the Latest

HOT DEALS

from Chamber Members

Posting is FREE with your membership

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- [15% Off Legal Services—Joslyn Law Firm](#)
- [NorthStar Golf Club Corporate Membership—NorthStar Golf Club](#)
- [After Hours, On-Site Drug Screens—Hometown Urgent Care & Occupational Health](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)

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DELAWARE AREA
CHAMBER OF COMMERCE
1907 - 2017



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 \$200 per participant. 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 September 11. 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 August 31, 2017

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.

Century-old family business sold; keeps name, service

MT Business Technologies, Ricoh's largest independent dealer of document management solutions, has sold to Global Imaging Systems/Xerox.



Independently owned by generations of the Fernyak family for 99 years, MT is an award-winning company that has consistently performed at the very top of their industry. Frank Cannata, a leading analyst of the office products industry visited MT early in 2017. "We thoroughly enjoyed meeting the team led by Carl Fernyak and Chuck Rounds. It is a first-class operation and a great credit to John Fernyak (Carl's dad), who set this train in motion as they transitioned from being Mansfield Typewriter to MT Business Technologies."

In 1918, Mansfield Typewriter was established in Mansfield, Ohio to maintain and service the latest in technology — the typewriter. A few years later, the Mansfield Office Supply Company opened its doors to meet the needs of local business owners. In 1932, the owners of the two companies discussed the possibilities, and the two merged to become The Mansfield Typewriter & Office Supply Company.

They quickly recognized the need to keep up with the world of technology. In 1998 they changed their name to MT Business Technologies, Inc.

"We are very excited to partner with Global because it expands our product line and service offerings while keeping our team intact," said MT Business Technologies CEO Carl Fernyak. "We will also keep the MT name, and operate from our existing locations.

"Because of redundant roles, I have resigned and turned the leadership over to our president, Chuck Rounds."

According to Cannata, The acquisition is a great win for Global as the leadership of MT is all about taking caring of its customers and employees. They know that by selling to Global that approach to the business will not change.

Tom Salierno, president of Global Imaging has known the Fernyaks for many years, having served as president of Ricoh USA for a number of years and working with Savin before that. Salierno joined Global in 2008.

The Chamber salutes an amazing family business story and congratulates Global on a smart move.

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

In response to a member survey, the Chamber has launched a new way to conveniently pay your membership 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? Contact Sara at dachamber@DelawareAreaChamber.com.*

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.



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.

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

October 30 – Microsoft Outlook

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

November 6 – Microsoft Excel

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

November 13 – Microsoft PowerPoint

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

November 20 – 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 October 16, 2017.

No shows will be charged the full amount.

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

All participants will be entered to win a FREE 1 Year Subscription for Office 365 Home Edition for 5 users

Click here to register

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Leadership Delaware Class of 2017 Economic Development Day

Facilitated by: Jenna Jackson '14 & Sean Hughes '14
 Newsletter editors: Phil Ulery, Toby West, Rob Wilkin, and Amee Sword

On May 11th, the 2017 Leadership Delaware class met in the conference room at [Vertiv](#) (formerly Emerson/Liebert) for our final class. The conference room was a nice space for the day and Vertiv proved themselves as excellent hosts, providing both a hot breakfast and a hot lunch. Phil Ulery, Toby West, Rob Wilkin, and Amee Sword had the opportunity to present their bios to the class.

After introductions, we got into the topic for the day, Economic Development led by Sean Hughes, Economic Development Director for the [City of Delaware](#) and Jenna Jackson, Economic Development Coordinator for [Delaware County](#).

Both introduced themselves and provided a brief overview of their job responsibilities. They defined economic development for those of us unfamiliar with their respective roles in the community. Economic Development helps with job creation, job retention, and quality of life. The economic development components to impact the above are strategic planning, marketing, business retention, real estate development, financing incentives, small business development, workforce development, and infrastructure development. Both Sean and Jenna provided examples of situations in the city and county to illustrate the involvement that economic development had within both areas. Sean also explained that bringing business into the community and retaining them requires additional time to build relationships. He makes approximately 120 visits per year to existing businesses. Sean also explained that businesses are having difficulty finding qualified workers today, a sentiment that was later echoed by Vertiv.

Continued on next page



Leadership Delaware Class of 2017

Mitchell Briant
[Big Brothers Big Sisters](#)

Phil Caskey
[Consolidated Electric Cooperative](#)

Lisa Clark
[People In Need](#)

Mark Cooper
 Big Walnut Local Schools

Jenn Copley
[Delaware County Bank](#)

Heather Day
[Delaware General Health District](#)

Marci DeWitt
[Anchor and Away Travel](#)

Tim Dodge
[Alpha Group of Delaware](#)

Melinda Draper
[Delaware County Board of Developmental Disabilities](#)

Kris Dye
[Del-Co Water Company](#)

Carol Ellis
[Delaware County Bank](#)

Missy Fillinger
[Howard Hanna RealCom Realty](#)

Denny Freirmood
[Performance Chrysler Jeep Dodge](#)

Mark Gore
[Black Wing Shooting Center](#)

Julie Guy
 Coldwell Banker King Thomson

Luke Henry
[ProScape Lawn & Landscape](#)

Laura Herron
[Pathways Financial Credit Union](#)

Carolyn Jones
[Fidelity Federal Savings & Loan](#)

Kelsey Kuhlman
[Delaware General Health District](#)

Sandy Kuhn
[Delaware County Agricultural Society](#)

Brian Leach
[Del-Co Water Company](#)

Jayna McDaniel
[Delaware City Schools](#)

George Needham
[Delaware County District Library](#)

Ryan Rivers
[Rivers Insurance Group](#)

Mindy Sandford
[OhioHealth](#)

Jeff Scholl
 Laura Scott
[V & P Hydraulic Products](#)

Amanda Sheterom
[Orange Township](#)

Bree Smith
[Ohio Living Sarah Moore](#)

Amee Sword
[Delaware County District Library](#)

Phil Ulery
[Edward Jones- Phil Ulery](#)

Kyle Weber
[The Kleingers Group](#)

Toby West
[Delaware City Schools](#)

Rob Wilkin
[Maloney + Novotny](#)

Leadership continued

After Sean's presentation about the City of Delaware's economic development plan, Jenna explained how Delaware County functions in regards to economic development. The County's economic development mirrors the City's components. She also provided an overview of the county population growth. Delaware County has a low poverty rate, is considered one of the wealthiest counties in the state, and has above national average with population with college degrees.

Taking a break from the presentation, the class toured Vertiv. The class was given a brief safety review and then divided into four tour groups. Vertiv makes uninterruptible power sources for businesses. A few of the companies mentioned were Google, Facebook, and Chase. We walked the plant floor and the areas of production were explained. Clients can visit the building and watch as well as test their product before completion. The units begin in price at \$100,000 and go up dependent upon the needs of the customer. Many components are manufactured in Mexico before making their way to the Delaware plant. Vertiv is very proud of their safety record and they go to great lengths to ensure their employees' safety.

After the tour of Vertiv, the class drove to [Skyclimber Fabricating](#). Skyclimber Fabricating manufactures components for the other Skyclimber businesses as well as other companies. "Skyfab", as they call themselves, originally only manufactured equipment for working at a high elevation - skyscrapers, wind turbines, etc. They later expanded their service side of the business as their customers realized their expertise in using the equipment in the field and lack of skilled laborers for this trade. The tour gave us the opportunity to see several machines that use light to cut steel with a thickness up to an inch and a half. The machines are automated and can be programmed to run all hours of the day.

After lunch, Jenna and Sean completed the economic development presentation. They spoke of the Delaware County growth corridors which are 36/36, US Route 23, and Interstate 71. Sean spoke about the newest area of development on US 23 north of Turkey Hill. For any unfamiliar with the area, it was described as the corner on 23 with the "pile of wood chips". We learned that the trees needed to be removed before the Indiana Brown Bat returned so as not to delay the development project.

During a question and answer portion of the day, the class had several questions for Sean about the development of downtown Delaware, the lack of development at Glenwood Commons, as well as who will be the next tenants in the former Buehler's space.

For the final portion of the day, the class played a competitive game of Monopoly with spaces changed to represent major areas of development in the city and county of Delaware. The class was divided into four teams: Unicorn Duck, Tanger Shovel, Ikea hardhat, and Delaware County lapel pin.

The day ended at Veriv with a reminder of the Graduation luncheon scheduled for Wednesday, May 17th.



Chamber newsletter advertising a good value

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

Ad prices are for one run:

Full page	8.5" x 11" portrait	\$125
Half page	8" W x 5.25" H	\$ 90
Quarter page	4" W/H x 5.25 H/W	\$ 75
Eighth page	4" W x 2.62" H	\$ 50

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(614) 407-1100

info@itmaderreal.com

New member orientation

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

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

Anyone 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 orientations is **Tuesday, July 25**. [Click here to register](#). We'd love to see you! It's not for just new members!

Ohio EPA luncheon presentation

Filling in for Ohio EPA director Craig Butler who was called to Washington, assistant director Laura Factor presented to chamber members at the May Third Thursday luncheon.

The OHIO EPA's main charges are to implement programs, issue permits, conduct investigations, enforce laws and oversee remediation.

The EPA's wish list in the state's biennial budget includes funding for streamlining and consolidating certain functions to make the EPA a friendlier partner with business and development.

One of Director Butler's priorities is the continued growth of a confidential outreach program that helps business to comply with regulations, offering financial assistance where it can, dismantling the reputation of the EPA as an agency looking for opportunities to create issues for compliance. Programs to encourage recognition of environmental excellence and a new inspector training academy that removes inconsistency within the department are only two examples of the "newer, friendlier Ohio EPA".

[Click here to view the entire presentation in more detail and to contact the EPA.](#)

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

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

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

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

Industry-Exclusive Platinum Level \$5000*

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

PLATINUM LEVEL: ONLY ONE PER INDUSTRY

Gold Level \$3000*

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

Silver Level \$2000*

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

Bronze Level \$1000*

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

*Spend your “a la carte” dollars

Annual Dinner Sponsorship

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

Golf Outing

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

Clay Classic

Station Sponsor	\$125
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Leadership Delaware

Scholarship Sponsor	\$825
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Third Thursday with the Chamber

Luncheon Sponsor	\$125
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Monthly Newsletter

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

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

Annual Community Profile and Membership Directory

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

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

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.






You will need to bring this card to the pharmacy with your prescription.



Member: Confidential Member
ID Number: 3227AEEH3A
RxBIN: 610709
RxGrp: UN08

UNA RxCARD .COM

INSTRUCTIONS: This card/coupon is pre-activated and can be used immediately. Present this card/coupon to any participating pharmacy to receive a discount on prescription medications.

Pharmacy Helpline **800-223-2146** Customer Service **877-321-6755**

POWERED BY **UNA RxCARD**  NOTE: Everyone is eligible for this program. There are no age or income restrictions. Each family member must have their own card. If you can't print a card have your pharmacy call the Pharmacy Help Line and we will help them process your prescription. This card functions as a coupon for prescription drugs at retail pharmacies. THIS IS NOT INSURANCE.



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.





Glenn Bertrand
Manager
NMLS # 1486526

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[The Humane Society of Delaware County](#)
[The Inside Wire](#)
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Welcome New Members

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Engine 1 Exterior Cleaning LLC

Chris Reynolds—Owner
175 Thornapple Trail
Delaware, OH 43015
(740) 396-2508
www.engine1cleaning.com

Provides exterior cleaning for residential & commercial buildings

Paul David Endicott, LLC

1158 Polaris Parkway
Columbus, OH 43240
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www.pauldavidendicott.com
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Delaware, OH 43015
(614) 360-9693
www.tritraction.com
Consults, advises, & trains businesses using three aspects: marketing, systems, & sales

June Calendar

HR Council

Wednesday, June 7
8:30-9:30am
Chamber office

Safety Council

Tuesday June 13
11:30am—1:00pm
NEW LOCATION:
EAGLES LODGE— DELAWARE
[Click here for details](#)

Ribbon Cutting & Open House

Thursday, June 15
Emergency Plumbing Services
[Click here for details](#)



Third Thursday Luncheon

Thursday June 15
11:45-1:00 SourcePoint
Delaware County JFS
[Click here for details](#)

Happy Father's Day

Sunday, June 18



Infrastructure & Development Committee

Tuesday June 20
8:00am
Chamber office

Chamber Board Meeting

Wednesday June 21
7:30am
Chamber office

Business After Hours

with Sunbury Chamber
Tanger Outlet Mall
Thursday June 22
5:00-6:30pm
[Click here for details](#)

Admin Council

Thursday May 25
9:00am
Chamber office

SAVE THE DATES

Supervisor Six Pack

September 11-Oct 16
[Click here for details](#)

Annual Clay Classic

Friday, October 13, 2017
Black Wing Shooting Center

Microsoft 4-Part Training

October 30, November 6, 13 & 20
NOTE: DATES CHANGE
[Click here for details](#)

2018 Annual Dinner

Monday, February 12
Nationwide Conference Center

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

FY17 Steering Committee

Walt Bensen
Bensen Fire & Safety
Mandie Curtis
CompManagement
Health Systems
Susan Garrett
[**Mail Pro 1**](#)
Larry Jones
[**Liberty**](#)
[**Casting Company**](#)
Mark Nelson
BWC
Gary Taylor
Boyd's Tire
Tracy Thompson
BWC
Sara Carbarry
Delaware Area
Chamber of Commerce
Julie Miller
Program Director

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

BWC safety grants

The purpose of the Safety Intervention Grant Program is to gather information about the measureable effectiveness of workplace safety interventions so we may share the results with Ohio employers. The program is available to any Ohio state-fund or public employer who wishes to purchase equipment to substantially reduce or eliminate injuries and illnesses associated with a particular task or operation. The program is designed to work and partner with Ohio employers to establish safety intervention [best practices](#) for accident and injury prevention.

With the safety intervention grant, private and public employers are eligible for a 3-to-1 matching grant, up to a maximum grant award of \$40,000 for each eligibility cycle. This means BWC gives \$3 for every \$1 the employer contributes. [Click here](#) for more information.

External training opportunities

Remember that up to two of your 10-meeting requirements can be substituted by external trainings. BWC offers an abundance of courses that fit your company's needs. (Please note that webinars and in-house trainings do not count for credit.) Check out their training center online [here](#).

[Click here for the list of courses offered in Columbus for FY17.](#) Courses near the end of the fiscal year in June always fill up fast so plan ahead: schedule your courses now to ensure seating. If you

have any questions regarding what counts for credit, contact Julie at the Chamber at 740-369-6221 or dasafetycouncil@gmail.com

Safety Council

Reminders

- Email for all Safety Council related matters: dasafetycouncil@gmail.com
- 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 FY17



[Click here to go to the BWC monthly newsletter.](#)



[Click here to go to the OSHA QuickTakes newsletter.](#)

Safety Council

Calendar

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.

[BWC Overview of Services](#)

presented by
Tracy Thompson &
Mark Nelson
June 13, 2017 – FY17
Meeting #12

[Health, Safety & Wellness Expo](#)

July 11, 2017—FY18
Meeting #1
Want to be a vendor?
Email dasafetycouncil@gmail.com

Semi-Annual reports due July 15 for period January 1, 2017—June 30, 2017

[Plant Tours](#)

August 8, 2017—FY18
Meeting #2

WHEEL-A-THON 2017

Goodwill believes everyone should have a chance at employment!

Goodwill is one of the world's largest nonprofit providers of education, training, and career services for people with physical, mental, and emotional disabilities, as well as individuals struggling with barriers such as homelessness and lack of education or work experience.

Did You Know?

- A 35-year Dupont study shows that employees with disabilities have above average records in job performance, dependability, attendance, and safety.
- Your company can set a high standard by hiring a Goodwill referral and helping that individual gain self-sufficiency and confidence.
- Funding is available from various agencies to help assist employers with training, job coaches, workplace modifications, and more.

Call (740) 387-7023 to see how YOU can help a local community member seeking employment.

For more information:
mariongoodwill.org

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AUCTION

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- Blue Streak Wash-n-Fill
- Carroll's Jewelers
- Cooper's Bowl
- Dari Point
- Delmar Distributing
- East of Chicago Pizza
- Fifth Third Bank
- Fred Astaire Dance Studio
- Goldrush Jewelry
- Green Acres Golf Course
- The Guild
- Hemmerly's Flowers & Gifts
- Holiday Inn Express & Suites
- I Heart Media
- Jazz Arts Group
- Jer-Zee
- Johnson Property Services, LLC
- Kevin's Auto Repair
- Kings Mill Golf Club
- L & P Cake and Candy Shoppe
- Logan Tire
- Marion Area Chamber of Commerce
- Marion Country Club
- Marion Family YMCA
- Marion Flower Shop & Gift Center
- Marion Palace Theatre
- Mathews Ford
- Mega Moo
- Ohio Neck Back & Pain

- Relief Center
- Peacock Water
- PJ's Heating & Cooling
- Price Farms Organic
- Scioto Shoe Mart
- Scotts Miracle-Gro Company
- Showplace, Inc.
- Southern Glazer's Wine & Spirits
- Spokes Bike Store
- Sports Ohio
- Stitch-n-Fix
- Tequila Cowboy Bar & Grill
- The Union Bank
- Whirlpool
- 29 Brew Pub /Ta Die For Gourmet Cupcakes

- Liberty Casting
- Marion Co. Job & Family Services
- Nachurs
- Omness Design, Inc.
- Parks Lawn Kare, LLC
- Peacock Water
- Price Farms Organic, LTD
- Ridgedale Lions Club
- Sims Brothers Recycling
- SourcePoint
- Stevens Construction Co., Inc.
- Union Bank

IN KIND

- Gordon Food Service
- Dale & Sharol Herr
- Marion Technical College
- Marion Young Professionals
- MIPA – Physical Therapy
- The Warehouse
- Tri Rivers Career Center
- Vizual Express

TEAM

- Consolidated Electric Cooperative
- Henry Lumber
- Howald Properties

LEADERSHIP

- A1 Printing Inc.
- The Culp Sisters
- Bipin M. Desai, MD
- Fahey Bank
- Marion Auto Sales
- Marion Industrial Center
- Rushmore Academy
- Vector Security
- Wyandot

CORPORATE

- Kohls

COMMUNITY

- Marion Noon Kiwanis
- Modern Woodman Fraternal Financial
- Verne Hart Insurance/Grange Insurance