

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

June 2019

Sustaining Members

Industry Exclusive
Platinum Level



Gold Level



Silver Level



Bronze Level



The Delaware Area
Chamber of Commerce
Established 1907



2019 Golf Outing

Check-in and breakfast 8:00am

Shotgun start 9:00am

\$100 per golfer

\$125 hole sign sponsorship

\$125 goody table on the hole
sponsorship

\$200 hole sign AND goody table
on the hole

\$50 skill prize sponsorship

LAST CHANCE TO REGISTER
[Click here to register today!](#)

Thursday, June 6, 2019

Kings Mill Golf Club

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DELAWARE AREA
CHAMBER OF COMMERCE

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

State of the Townships

with

Orange Township administrator Lee Bodnar; Genoa Township
Administrator Paul Wise & Radnor Township trustee Dan Boysel

sponsored by



Thursday, **June 20, 2019**, 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 Monday, June 10, 2019

Cancellations after June 10 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/Big Walnut Chamber

Tanger
Outlets

Join us for our 7th annual Business AFTER Hours with
our pals at the Sunbury/Big Walnut Chamber. Our host is

Tanger Outlet Mall, 400 South Wilson Rd.

Sunbury, OH 43074 (I71 and 36/37) on Thursday, June
20 from 5:00—6:30pm. 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 at-
tending. [Click here to register.](#)



Ribbon cutting celebrations x 2— again

For the second consecutive month our ribbon cutting
celebrations come in a pair. Join us in June as we cele-
brate with two members on the opening of their new fa-
cilities.



It starts on Friday, June 14 at 9:30am
when **Habitat for Humanity** cuts

the ribbon on the new home of their restore at 1161 Columbus Pike, Delaware.

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

Then be sure to join us on Wednesday, June 26 at 4:00pm when we celebrate
with **Acloche Staffing** at their new digs in Glen-
wood Commons, 880 Sunbury Road, Suite 100,
Delaware. (Next to Kohl's) [Click here for details
and to register.](#)

acloché
we know people



Member greets new staff

President Jim Roesh of [Creative Financial Insurance](#) is happy to introduce the newest member of the agency's staff. Doug Fischer joins with over 30 years of industry experience. His focus will be advising clients on health insurance, employee benefits and Medicare products. Doug brings a wealth of knowledge and will be a valuable asset to CFI. Doug has a bachelor's degree in Business Administration from Capital University. He has been happily married for 28 years and has two sons. Doug enjoys traveling, yard work and hanging out with his dog. Welcome, Doug!



Locally owned Minuteman Press expands in space and offerings

[Minuteman Press of Dublin](#), Ohio has expanded and has moved to the Tech Mart Commerce Center, 4874 Blazer Parkway, Dublin, Ohio. Their B2B customer base has grown substantially and even in this digital age, businesses still rely on printed products and services; from promotional materials, sales/training manuals, to fulfillment and mailings.

Owner Ken Barton adds, "Our continued growth and success tells us that printing is far from being extinct. Our customers are adding print to complement their online presence, through high quality colorful pieces and mailings. You'll see by our Google reviews, that customer service, timely turnaround and quality are our strengths."

With double the space, Minuteman Press of Dublin, will showcase an array of customized apparel, promotional items, and exhibit banners. Businesses see the value of imprinting their logo on items, giving their brand staying power and keeping their brand front and center with their customers.



For more information, contact Paula Jordan, Minuteman Press of Dublin, 614-736-1876.

Chamber members reach students

On May 2, several members from the Delaware Area Chamber of Commerce Education and Workforce Committee participated in a career exploration day at Big Walnut Intermediate School in Sunbury. Over a dozen local business and career areas were represented including: Jennifer Rose and Trevor Thomas, [Emergency Plumbing Service](#); Scott Ruth, [Cogburn Electric](#); and Aric Arnett, [Ohio Living Sarah Moore](#).

On this day students learned about a variety of careers in areas such as public safety, healthcare, culinary arts, engineering, entomology, natural resources, skilled trades, and franchise ownership.



According to Katie Graven, Big Walnut Intermediate School Language Arts teacher, "Our BWI 5th graders were excited to learn from many local businesses during our TIDE week (Teach, Inspire, Discover, and Explore) recently. All of the presenters were

knowledgeable about their field, offered hands-on learning experiences to engage the kids, and opened up our students' minds to new career opportunities that many never even knew existed!"



Lisa-Marie Reinhart, Career Readiness Coordinator at [Delaware Area Career Center](#) helped to coordinate some of the BWIS career presentations during TIDE week. Partnering with Chamber members is key. "Schools cannot work in isolation in order to prepare young people for college and career readiness. We rely on partnerships with local employers." Reinhart said.

Two very different industries share their anniversary month

Sam Dong

On May 1, [Sam Dong Ohio](#) celebrated ten years in Delaware with the planting of a Kwanzan Cherry tree. The copper manufacturer based in South Korea has only two plants in the USA and Delaware is proud to boast one of those. With about 110 employees, Sam Dong has one of the lowest turnover rates in the area, speaking volumes to its culture. Engineering manager Jim Osteen explained that the Kwanzan tree is a symbol of beauty and life and a reminder to appreciate every moment.

Chamber president Holly Quaine presented Sam Dong with a proclamation recognizing the impact of the company's product line across vast and varied industries as well as the respect the community holds for this corporate citizen.

Employees and guests enjoyed a fabulous complimentary lunch served by The Latin Flair food truck.

[Click here for more photos.](#)



And on May 16, [Hughes Family Hearing Aid Center](#) owners Don & Sherri Hughes celebrated their business' 25th anniversary. In 1994 Don and Sherri bought Don's parents store in Piqua, Ohio and in 1997 they moved it to Delaware to the Troy Rd. location where they remain today. The Hughes values are in everything they do: their motto is "The sounds of your family are important to us." What an apt description of how they feel about their clients. And Sherri refers to her staff as "a dream team", further underlining the generous spirit and integrity of these amazing business people.

Chamber president Holly Quaine was delighted to surprise Don & Sherri with a proclamation recognizing and celebrating their twenty-five years of commitment, response to change, and dedication to each other. [Click here for more photos.](#)

Delaware City, Delaware County and, indeed the Central Ohio region are so fortunate to have the likes of Sam Dong and the Hughes family as our own. They show that no matter the size of the

business, integrity and honor endure.

Thank you and congratulations to both!



If you lived there, you'd have been home...

In which case we'd have been enjoying our May Business Before Hours in your beautiful apartment at [Redwood Delaware](#) in Delaware. Community manager Lindsay Spinneweber and her staff were proud to show off their model unit and tell us about the Redwood culture. Redwood has apartment communities in a dozen central Ohio



locations, with Redwood Delaware opening roughly three years ago behind Glenwood Commons off 36/36 and State Route 521. Lindsay shared the Redwood model at each of their locations in six states: Each apartment home features two bedrooms, two full bathrooms, a flexible den space, and a private attached garage. Their single-story, efficient design provides optimal peace and quiet—no one lives above or below anybody else. Their apartments are smoke-free and pets are always welcome. Phase II is under construction and boasts updated finishes like granite countertops and stainless steel appliances. When fully built out, the community will have over 400

units, all in high demand. Thank you to Lindsay for a lovely HGTV-feel way to start the day. [Click here for more photos.](#)

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





Leadership Delaware County graduates its 27th class

On May 15 the Delaware Area Chamber of Commerce graduated forty-six participants from the Leadership Delaware County Class of 2019. The graduation luncheon was held at [Willow Brook at Delaware Run](#), the event's annual sponsor.

Leadership Delaware is a community leadership program and has been a hallmark program of the Delaware Area Chamber since 1991. To date the program has graduated 685 participants. The program is designed to identify, nurture and promote future leaders in Delaware County; to increase awareness and provide education and opportunity to leaders in the Delaware County community. The program develops informed and committed leaders by providing participants with an understanding of the critical issues affecting Delaware County and beyond. Leadership and stewardship capabilities are developed to assist in resolving these issues with an emphasis on knowledge, skills enhancement and trusteeship.

Leadership Delaware County is structured to encompass a broad variety of citizens from up-and-coming office associates to corporate management staff to CEOs who have demonstrated an interest in assuming greater leadership roles and to educate them through programs that broaden and deepen their knowledge of the county's challenges and opportunities.

Leadership Delaware County participants engage in a nine-month program carefully designed to increase their community leadership skill. During the leadership experience, participants are exposed to a variety of viewpoints in various areas illustrating the broad array of economic, political, educational, and social issues at all levels. The program is experiential and is best described as a "back stage pass", offering opportunities participants couldn't otherwise experience.

The chamber is accepting applications for the Leadership Delaware County class of 2020. The program begins with a kick off lunch in August followed by a full day on the second Thursday of the month from September – May, and ends with a graduation luncheon in May. [Click here for information and application](#) or call the Chamber at 740-369-6221.

Congratulations to this year's class:

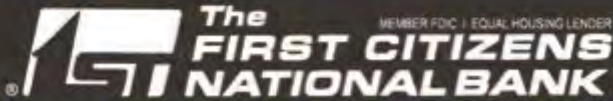
Alpha Group, Susan Cornett; **City of Delaware**, Melissa Schiffel; **Columbus State Community College**, Avere Fields; **Common Ground Free Store**, Sharon Griner & Tammy Tangen; **Delaware City Schools**, Angie Macwhinney, Ryan Malany, Brittney Nowlin & Jen Pollard; **Delaware County Board of Developmental Disabilities**, Corie Dunfee Thompson; **Delaware County Department of Job & Family Services**, Steve Sikora; **Delaware County District Library**, Mandy Henning & Molly Meyers LaBadie; **Delaware County District Library Friends of Library**, Karen Cowan; **Delaware County Fair**, Jenn McGowan; **Delaware County Sheriff's Office**, Jeff Balzer & Kassie Neff; **Delaware General Health District**, Dustin Kent, Megan Edwards & Abbey Trimble; **Delaware Speech & Hearing Center**, Ryan Belcher; **Del-Co Water Company**, Mike Studer; **Fidelity Federal Savings & Loan**, Tom Rubadue; **First Citizens National Bank**, Chautauqua Youngblood; **First Commonwealth Bank**, Mandy Lynch & Zach O'Dell; **Fresh Start Café & Bakery**, Todd Daughenbaugh; **Holony Media**, Kaitlin Jordan; **Marion Technical College**, Shannon Niedzwicki; **Nationwide Children's Hospital- Lewis Center**, Kristin Nietfeld; **Nationwide Insurance**, David Simon; **Ohio Living Sarah Moore**, Gorjie Christian-Colwell; **OhioHealth Grady Memorial Hospital**, Jonathan Kelly; **Orange Township**, Michele Boni; **OSU Wexner Medical Center Lewis Center**, Kyle Steinbauer; **Preservation Parks of Delaware County**, Tony Benishek & Matt Simpson; **Sky Climber**, Jessica Sargent; **SourcePoint**, Julie "Z" Zdanowicz; **Syntero**, Sarah Barr; **Village of Ostrander**, Tracey Stojkov; **Willow Brook Christian Communities**, Julie Bardelang-Wolf, Erin MacLellan, Marie McCreary, & Shelley Stewart; and **Woodland Environment**, Jeff Rupp.



FRIDAY, JUNE 28TH



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FRIDAY, JULY 19TH



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11:00AM TO 2:30PM

Chamber sends letter of infrastructure support to Washington

On the recommendation of the Chamber's Infrastructure and Development Committee, the Chamber's board of directors joined other chambers and organizations around the country in support of infrastructure reform. The following letter was sent to stress the importance of Congress acting now to address the nation's urgent infrastructure.

"Chairmen DeFazio and Neal,

Thank you for your commitment to addressing the growing national crisis caused by our country's decaying infrastructure. We commend you for holding meaningful hearings to shine a light on the negative impact that chronic underinvestment in infrastructure is having on our economy and the safety of the motoring public. The time is now to move forward on much overdue infrastructure modernization.

If the United States is to continue to be that "shining city on a hill" in this century – that beacon of hope and opportunity around the world for anyone who aspires for a better life – then the roads and rails to that city cannot be marked with potholes, collapsing bridges, and failing track. America's economic and social strength throughout the 20th century was driven by investments in infrastructure championed by Presidents Roosevelt, Eisenhower, and Reagan. However, that leadership position is now threatened by inaction on the much needed modernization of an infrastructure network essential to continue our nation's global dominance.

The undersigned associations and organizations, representing the men and women of both American business and labor, urge you to act on the immediate need to fix our nation's crumbling infrastructure. We stand prepared to work side-by-side with Congress and the Administration to get this much needed job done.

We urge you to move forward and take bold action now; waiting is not an option. We urge you to look to the 35 state legislatures and governors who have shown it is not only possible to fund infrastructure, but it is a winning political issue. As you continue down this legislative process, we support these core basic principles for the infrastructure legislation you are developing:

- It must address the current crisis and invest in the future;
- It must be funded with real money, not gimmicks;
- It must provide the vision and the bridge to ensure that transportation in five, 10 or 20 years has an appropriate system of user fees and funding that matches the vehicles and society of that future;
- It must provide resiliency of our transportation networks; and
- It must support the jobs of today and the future with funding and programs to match.

The last President to increase the federal user fee on fuel was Bill Clinton, and the last to directly appeal to the country to fund infrastructure was Ronald Reagan. We call on you now to show that same political courage and offer you the strong support of our organizations and the millions of Americans who are depending on you.

Sincerely,
Delaware Area Chamber of Commerce"

Follow Ohio Chamber legislative updates

As a proud member of the Ohio Chamber of Commerce, we're grateful for their advocacy on behalf of small business. For chambers like ours with bare bones staff, the value of our membership with Ohio Chamber is the vetting, education and lobbying that we lack the adequate resources to take on. We urge you to click on their logo and follow their updates.



Chamber newsletter advertising a good value

More than 1000 readers at over 430 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value. All ads are in full color and should be sent electronically in either a Publisher, png, jpeg or PDF format **ONLY** by the 20th of the month for placement in the next month's edition. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!** Email your ad to hquaine@DelawareAreaChamber.com

Ad prices are for one run:

Full page: 8.5 x 11 portrait	\$125	Quarter page: 4 x 5.25 H	\$75
Half page: 8 x 5.25 H	\$90	Eight page: 4 X 2.62 H/V	\$50

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

Chamber speaks out against tax hike

The Chamber joined dozens of chambers, associations and organizations in Ohio in speaking out against the proposed changes to the BID in the State's proposed biennium budget. The following letter was sent to president of the Ohio senate Larry Obhof and speaker of the House Larry Householder.

"The board of directors of the Delaware Area Chamber of Commerce strongly urge that you remove a few provisions included in the proposed Operating Budget. Specifically, the language that reduced the business income deduction (BID) from \$250,000 to \$100,000 and the language that removes the 3% cap on pass-through income above the deduction. The fiscal impact of this change is a \$1.2 billion annual tax increase on pass-through entities in Ohio, most of which are small businesses.

The business income deduction was enacted to create tax parity between pass-through entities and general business C-Corps. Pass-through entities must pay both the Commercial Activity Tax (CAT) and the Individual Income Tax, while C-Corps simply pay taxes on receipts under the CAT. The proposed change in the House-passed budget impacts the parity between Ohio businesses.

We are concerned about the negative impact the reduction of the BID will have on our small businesses. We fear taking money out of businesses that they would otherwise use to buy equipment, expand operations, and/or increase wages will be detrimental to Ohio's overall economic growth.

These substantial changes were done quickly and unexpectedly. The BID has been in place in its current form since 2015, therefore we believe that such significant changes warrant a more robust analysis.

Sincerely,

Holly Quaine, president
Delaware Area Chamber of Commerce"

As one board member put it, "My thoughts are that we do NOT need any more taxes on small businesses (or individuals as far as that goes). This would directly and significantly impact me and my family as this would increase our already high taxes. As a small business owner in Ohio, we already pay a horrendous amount of taxes. Over the last 15 years I have paid millions of dollars in taxes related to my companies, without even getting a thank you from any government agency. Now they want more! This is again one reason Ohio is known for not being business friendly. The government should do things to help facilitate, incubate, and grow small business who are your employers and support your schools. However, it seems that they just keep piling on and business struggle to survive under this ever growing tax burden. "

The General Assembly has already dismantled the once-in-a-lifetime opportunity to fix the education school funding formula via the proposed Fair School Funding proposal, a bi-partisan effort to close the gains cap burden, give local schools the same amount of funding as private schools receive, and hold charter schools to the same standards as public schools.

The Chamber has an interest on behalf of its members and the communities and families they serve to educate and advocate in the legislative arena.

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, July 23**. [Click here to register](#). We'd love to see you! It's not just for new members!



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Six degrees of chamber member-to-member

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

We encourage you to do business with your fellow Chamber members and to let us know about your experience. Tell us who you've done business with and send us a testimonial.

hquaine@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.

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- [Closeout on Revere Sandals and Therafirm Hosiery—Foot & Ankle Wellness Center](#)
- [Kona Ice Brings The Party - Kona Ice of Delaware/ Marysville](#)
- [Oak & Brazen Wine Co: Daily Deals - Oak and Brazen Wine Co.](#)

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.



Mike Dickey, CPA
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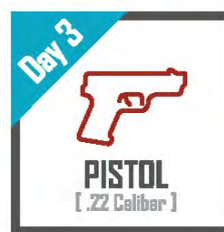
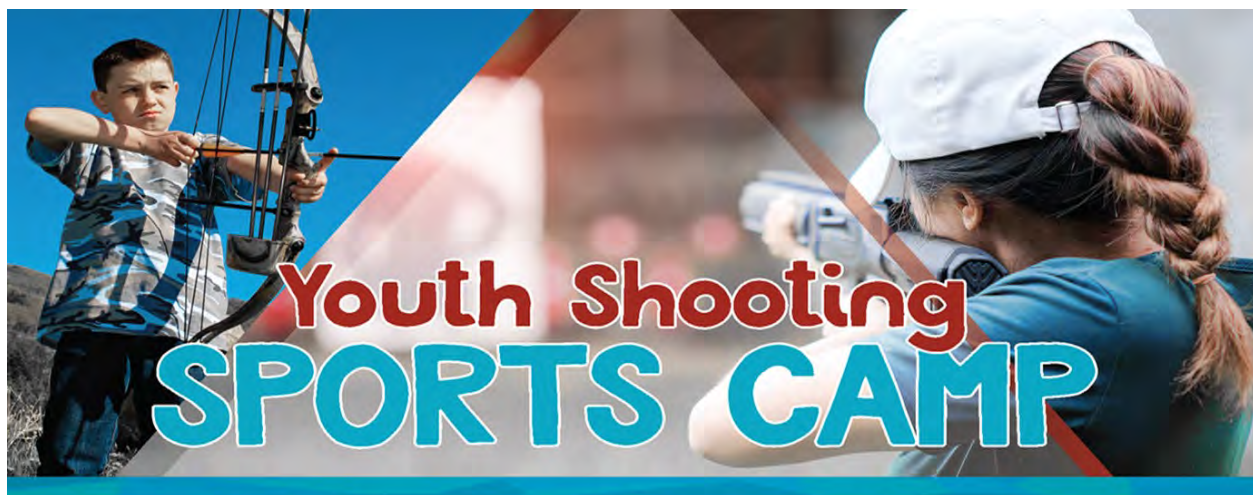
Volunteers needed for county fair

The [Delaware County Fair](#) is looking for volunteer organizations for the upcoming fair which runs Sept. 14-21 (Saturday to Saturday). They are looking for organizations that would either run a gate - taking admission fees, tearing tickets, stamping outbound guests and directing towards parking OR to work parking cars in our various parking lots throughout the grounds. They normally have people at the gates from 8 a.m. until 8:30 p.m. every day. The first Saturday through Wednesday they need two per shift and it is up to you as to how long the shifts run. Thursday is Jug Day so four are needed from 7 a.m. until 5 p.m. and then it can go down to two people. Friday and the second Saturday would probably be two or three per shift. They pay the volunteer organizations \$7/hour to their organization. If you have any questions or want additional information please feel free to call Sandy Kuhn at 740-362-3851 or email her at skuhn@delawarecountyfair.com.



Our Values

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



June 11-14 ~ June 25-28 ~ July 9-12 ~ July 30-Aug 2
10am-3pm \$399 for 1 child, \$375 each with multiple child discount

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Welcome New Members

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Center](#)

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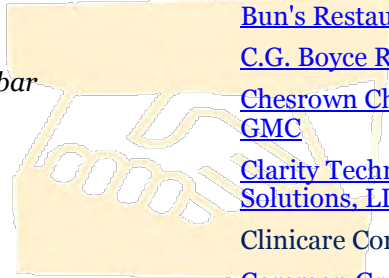
[Selectus Consulting LLC](#)

[Swan Lake Event Center](#)

Symmetry One, LLC

[The Union Bank](#)

[Trimble Insurance Agency](#)



June Calendar

HR Council

Wednesday, June 5
8:30 am, Chamber office

Golf Outing

Thursday, June 6, 2019
Kings Mill Golf Course
[Click here to register and/or sponsor](#)

Safety Council

Tuesday, June 11
11:30 am–1:00 pm
[Click here to register](#)

Chamber Board Meeting

Wednesday, June 12
7:30 am, Chamber office

Manufacturers' Council

Thursday, June 13
7:30 am, Domtar

Workforce Development & Education Committee

Friday, June 14
8:00 am, Chamber office

Ribbon Cutting

Habitat for Humanity
Restore
Friday, June 14
9:30 am
[Click here to register](#)



Infrastructure & Development Committee

Tuesday, June 18
8:00 am, Chamber office

Third Thursday luncheon

Thursday, June 20
State of the Townships
11:45 am, SourcePoint
[Click here to register](#)

Business After Hours

Thursday, June 20
Tanger Outlet Mall– annual joint event
with Sunbury/Big Walnut Chamber
5:00–6:30 pm
[Click here to register](#)

Ribbon Cutting

Acloche Staffing
Wednesday, June 26
9:30 am
[Click here to register](#)



SAVE THE DATES

Ribbon Cutting

Pearle Vision
Tuesday, July 2
11:00 am
[Click here to register](#)



Clay Classic

Friday, October 11, 2019
Black Wing Shooting Center

Annual Dinner

Thursday, February 6, 2020
Hilton Polaris

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



Girls Supporting Girls 2019 Conference



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Chamber board member appointed to national post

The Office of the Comptroller of the Currency (OCC) in Washington D.C. recently appointed four new members to its Mutual Savings Association Advisory Committee (MSAAC). Among those appointed is Chamber board member Ana Babiasz, President and Chief Executive Officer, **Fidelity Federal Savings and Loan Association**, Delaware. Ana joins her peers from around the country from Vermont to Missouri.

The MSAAC's role includes assessing the condition of mutual savings associations, regulatory changes or other steps the OCC may take to ensure the health and vitality of mutual savings associations, and other issues of concern to these institutions.

The OCC charters, regulates, and supervises national banks and federal savings associations. The agency ensures that national banks and federal savings associations operate in a safe and sound manner, provide fair access to financial services, treat customers fairly, and comply with applicable laws and regulations.

Ana joins her fellow Chamber board members who sit on a variety of state and national associations. Congratulations, Ana!!



Intellectual property and your business

Did you know that the term "copyright" goes back to 18th century England. The history of copyright law starts with early privileges and monopolies granted to printers of books. The British Statute of Anne 1710, full title "An Act for the Encouragement of Learning, by vesting the Copies of Printed Books in the Authors or purchasers of such Copies, during the Times therein mentioned", was the first copyright statute. Initially copyright law only applied to the copying of books. The literal hand copying of books. Fun fact provided by our May Third Thursday presenter, attorney Maribeth Meluch, [Isaac, Wiles, Burkholder & Teetor](#).

The subject was intellectual property and it's a doozy. There's copyright, trade and patents. Which is which? And how and when does one seek (or infringe) those protections? It's complicated but the bottom line has these ideas attached to them: "create", "new", "useful", "novelty", "obvious".

Think you're too small to worry about intellectual property? What about your company's logo? As a business owner, your reputation is everything. If your logo identifies you to the world, make sure you're protected. As we said- it's complicated. [Click here for Maribeth's presentation and contact her to make sure your valuable investments are safe.](#)

Thank you to the always brilliant Maribeth.



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 1/4 page newsletter ad! Call the office for format details. So sign up today to make paying for your Chamber investment a snap. There are no administration or set-up fees.

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Leadership Delaware Class of 2019 Economic Development Day Facilitated by Sean Hughes '14, Jenna Goehring '14 & Kelsey Scott '18

Newsletter Editors: Dustin Kent, Zach O'Dell, Melissa Schiffel, Erin MacLellan

We began Economic Development Day at **Vertiv**, a manufacturer of uninterruptible power supplies, located in Delaware. Sean Hughes and Kelsey Scott (**Delaware City** Economic Development Office) and Jenna Goehring (**Delaware County** Economic Development Office) explained that economic development is used to attract companies looking to build or relocate to an area, and it is also used to retain and grow businesses in Delaware County.

Economic Development used to focus on bringing in new businesses, but 65% of new jobs are from retention and expansion of existing industry. The economic development teams work hard on their four pillars: retention, attraction, site development and small business development. They also are involved in helping businesses find quality employees through many local partnerships.

Delaware City and County completed a strategic plan to identify what jobs are most appropriate for Delaware County. Delaware has a large portion of the population that has attained higher education, and the jobs that that population is seeking is different than a community with lower education attainment. More than 70% of the workforce leaves Delaware to work in surrounding

Continued on next page



Leadership Delaware Class of 2019

Jeff Balzer
[Delaware County Sheriff's Office](#)
Julie Bardelang Wolf
[Willow Brook Christian Communities](#)
Sarah Barr
[Syntero](#)
Ryan Belcher
[Delaware Speech & Hearing Center](#)
Tony Benishek
[Preservation Parks of Delaware County](#)
Michele Boni
[Orange Township](#)
Gorjje Christian-Colwell
[Ohio Living Sarah Moore](#)
Susan Cornett
[The Alpha Group](#)
Karen Cowan
[Friends of the Delaware County District Library](#)
Todd Daughenbaugh
Fresh Start Café & Bakery
Corie Dunfee Thompson
[Delaware County Board of Developmental Disabilities](#)
Megan Edwards
[Delaware General Health District](#)
Averee Fields
[Columbus State Community College](#)
Sharon Griner
[Common Ground Free Store](#)
Mandy Henning
[Delaware County District Library](#)

Kaitlin Jordan
[Holony Media](#)
Jonathan Kelly
[OhioHealth](#)
Dustin Kent
[Delaware General Health District](#)
Mandy Lynch
[First Commonwealth Bank](#)
Erin MacLellan
[Willow Brook Cristian Communities](#)
Angie Macwhinney
[Delaware City Schools](#)
Ryan Malany
[Delaware City Schools](#)
Marie McCreary
[Willow Brook Christian Communities](#)
Jenn McGowan
[Delaware County Fair](#)
Molly Myers LaBadie
[Delaware County Distrcit Library](#)
Kassie Neff
[Delaware County Sheriff's Office](#)
Shannon Niedzwicki
[Marion Technical College](#)
Kristin Nietfeld
[Nationwide Children's Hospital](#)
Brittney Nowlin
[Delaware City Schools](#)
Zach O'Dell
[First Commonwealth Bank](#)
Jen Pollard
[Delaware City Schools](#)

Tom Rubadue
[Fidelity Federal Savings & Loan](#)
Jeff Rupp
[Woodland Environment](#)
Melissa Schiffel
[City of Delaware](#)
Jessica Sargent
[Sky Climber](#)
Steve Sikora
[Delaware County Dept. of Job & Family Services](#)
David Simon
Nationwide Insurance
Matt Simpson
[Preservation Parks of Delaware County](#)
Kyle Steinbauer
[OSU Wexner Medical Center- Lewis Center](#)
Shelly Stewart
[Willow Brook Christian Communities](#)
Tracy Stojkov
Village of Ostrander
Mike Studer
[Del-Co Water Co.](#)
Tammy Tangen
[Common Ground Free Store](#)
Abbey Trimble
[Delaware General Health District](#)
Chautauqua Youngblood
[First Citizens National Bank](#)
Julie "Z" Zdanowicz
[Sourcepoint](#)

Leadership continued

communities, which is very lopsided. On the development side, there are many available properties with water, sewer, electric and other services, and they are being actively marketed.

Next, we toured Vertiv's manufacturing facility. We entered into the data center which had many "batteries" on display. Now, these are not your ordinary batteries that you pop into your kid's remote control. These were commercial and industry-sized batteries that you would see at airports and are present in major corporations to serve as a "back up" when something fails.

A new vision of Vertiv begins in its research and design area, and is often the result of Vertiv striving to meet clients' demands. One such response is the plug and play version of its product. Vertiv noticed clients wanted their product put together and assembled so that when it was delivered it could literally plug and play. This demand required a new mode to transport the product once it was assembled. This included getting it from inside the facility out the door into a truck. The company also had to examine the quality of the asphalt and paving that the trucks would be driving on. Vertiv also had to develop new shipping containers. The company succeeded in solving the problems and delivering a great product.

We then met with developers Jon Mechi of the Building Industry Association of Central Ohio, Jason Kester of Agracel, and Connie Klema, a real estate attorney and commercial development. Jon represents the home building industry; Jason builds industrial buildings; and Connie develops commercial and residential properties.



All three shared the challenges in their businesses. Jason said there is a shortage of industrial buildings in Ohio, yet it is hard to find locations everyone supports. Jon shared trends in the housing industry: houses are getting smaller, people want smaller lots, and more apartment buildings are needed. Connie also cited the same trends. Both Connie and John said they face opposition from local government agencies and citizens who do not want these properties in their communities because they feel that apartments will strain the schools, and smaller homes don't generate as much in taxes.

The developers pointed out that Delaware is in a very fortunate position of being one of the very few counties in Ohio which is growing. They cited the importance of everyone working together to create housing, industrial and commercial development that affords citizens at all economic levels access to services.

After lunch at Vertiv, we moved to the Delaware Entrepreneurial Center at **Ohio Wesleyan University** for a discussion with leaders of four local startups. The center was established in November 2018 and is a collaboration between OWU, Delaware County and the City of Delaware. The center was established to help develop an entrepreneurial spirit within OWU and the Delaware community.

The group had the pleasure of discussing the challenges and successes of owning a startup business with Scott Schweitzer of Olentangy River Brewing Company, Chris Devol of Son of Thurman, Amy Cabilovski from **Edwin Loy Home and Stone & Sparrow Apparel**, and B. J. Allmon of InnTown Stays LLC, Substratum Services Inc, and Ship It- The IT Delivery People LLC.



Our next trip was to the new **COhatch** facility in Delaware, located beside City Hall. COhatch provides office and meeting space to small businesses at four locations in Central Ohio. Members can work in any of the four locations. We toured the Delaware building and noted the well-designed spaces for work, recreation and meetings. COhatch graciously sponsored a happy hour with a sampling of beverages.

We reflected on our experience in Leadership Delaware while enjoying the hospitality and opportunity to connect with class members. Until we meet again!

[Click here for more photos.](#)

Ribbon cutting celebrations x 2

The Chamber's gold scissors got a workout when it cut two ribbons within 18 hours in May. The members who were celebrating couldn't be any different, but the smiles of having accomplished something special were indistinguishable.



It started on Thursday, May 16 at 4:00 pm when [Swan](#)

[Lake Event Center](#) cut the ribbon on their fabulous facility at 5900 Liberty Road North, just north of Home Rd. Owner Dan Dillon and



his mighty staff of builders, designers, and event coordinators amazed guests with the beauty and ingenuity of the event campus. The main banquet room opens up to a huge covered porch overlooking, yes, a lake with swans in it. Two other buildings can serve perfectly as smaller venues but they are designed and outfitted to luxuriously accommodate brides and grooms, complete with beauty shop style sinks, wet bars, big screen TVs and a ping pong table. Another building houses the carriages for the horses that live on the property. With an insatiable demand for banquet space in Delaware County, Don found a need and filled it and did so magnificently. [Click here for more photos.](#)



The very next morning we visited the new offices of [ACR Consulting](#), cutting the ribbon at 10:00 am at 225 South Sandusky Street, Delaware. This is ACR's second local location, having quickly grown out of their office on the west side of Delaware. ACR is a managed care resource, contracting and offering educational services to their provider or payer partners. ACR Consulting CEO Amanda Ratliff praised her staff for the amazing job they do and for the extraordinary effort they put forth keeping the business running while moving into their beautiful new office. The Sandusky Street location will accommodate them for the foreseeable future but at the rate this brilliant business is growing, who knows? [Click here for more photos.](#)



in our community and wish you all the best.

Congratulations to Swan Lake and ACR. We're so lucky to have you

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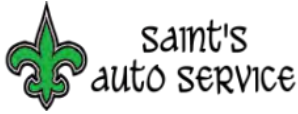
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Keep it in the family– use a Chamber member first and tell us about it

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.



"Todd and Hayden of [Dry Patrol of Delaware](#) did an outstanding job cleaning our duct system of our newly built home today! They were careful using their equipment and made sure things were put back the way they found them. They were very professional and let me know what they doing every step of the way. Another bonus was, they were on time! We have utilized a variety of Dry Patrol's services in our homes and at our business. We will continue to recommend them to others as everyone (Bryan, Bob, Janine and the guys) are a wonderful company to work with at a reasonable price."

Angela Linnane-CFO, [Saint's Auto Service](#)

"When I first launched my firm over a decade ago, I had a difficult time finding an accounting firm that met our needs. As a result, we moved from firm to firm to firm, until I found [Blue & Co.](#) through former partner Ken Barton. Whether it was with Ken or any of the accountants who have followed him, I've been pleased with their professionalism, responsiveness, and efficiency. Matt Dasta, Gina Grote, and Angie Justice make the unpleasant task of taxes one less concern for me."



Shane Dawson, Esquire, [Dawson & Associates](#)



"I recently had an unusual printing job that several local firms were unable to handle. At this point I remembered a Chamber member, [Mail Pro 1](#), (thank you Holly!) and contacted Susan Garrett. My discussion with Susan and her husband Larry convinced me to place my business with their team. As I worked with their folks we found that we would need a "work around" to be able to finish the job. They suggested and implemented exactly what was needed and successfully completed the task. In addition, they came in on time and on budget! I highly recommend their work."

Frank Hickman II, [Integrated Financial Network](#)



"For years I've worked with [Dusty Hostutler at Edward Jones](#). Dusty provides me financial advice related to my investments in my law firm retirement plan, as well as other financial advice. He's very smart and he's a good friend. All of the clients that I've sent to him have reported to me that they appreciate his advice and they like working with him. And, by the way, his assistant, Joyce Evanko, is absolutely delightful!"



D. J. Young, Attorney/Partner-- [Firestone, Brehm, Wolf, Whitney & Young LLP](#)



"My family recently woke up to a flooded basement after our sump pump died. What a mess! It was a particular disaster, as we run our business out of our home and our office is located there. We called [ServPro of Delaware](#) and they were so quick!! A crew was out there to cleanup within two hours of my calling. They got the wet carpet removed and started the drying process in short order. They were professional and did their best to stay out of our family's way. They were flexible in scheduling dry checks to suit our schedule and helpful in removing damaged furniture etc. We had this daunting problem and ServoPro came out and basically said, "We got this." and they did. We turned it over to them and they did a great job of understanding what the problem AND the solution meant to our family and our business. We are grateful!"

Jason Comstock, [Clarity Technology Solutions](#)

"The [Foot & Ankle Wellness Center](#) proudly endorses [Richwood Bank](#). The home page of their website says it all: "People who really care about you". As a business and personal client of theirs, I can honestly say, they live up to that promise. When I walk into the bank, I am greeted by smiles, tellers who know my name. I might even get a cookie. I appreciate and support their coffee bar fundraiser and my business has benefited from their speaker series. Their partnership and commitment to helping the Delaware community grow strong is truly appreciated by all."

Dr. Jane Graebner [Foot & Ankle Wellness Center](#)



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The SOCA self-funded medical plan. A big opportunity for small employers.

The Southern Ohio Chamber Alliance (SOCA) has teamed up with Anthem Blue Cross and Blue Shield to create a new health program that can lead to more rate stability – and it could offer potential savings for groups with 50 or fewer employees. This self-funded multiple employer welfare arrangement (MEWA) lets smaller employers join together to share in the overall claims risk. By being part of a larger, self-funded pool, employers have financial protection backed by Anthem's stop loss coverage.

In addition to financial protection, this innovative alternative offers:

- Competitive rates
- Fixed, predictable monthly payments
- A variety of plan designs
- Anthem's broad Blue Access PPO provider network and Essential Rx formulary
- Coverage for claims run-out/terminal liability coverage
- Expanded wellness offerings
- Specially discounted rates on SOCA-exclusive specialty products including dental, vision, life, optional life, and disability insurance

Find out more about the SOCA Benefit Plan. Call 1-844-MED-OHIO or visit 844MedOhio.com, or ask your Chamber of Commerce for a referral to a participating broker.



Did you know...

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

Connecting the dots for the bigger picture in health care

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

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

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

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

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

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

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

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

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

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

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

3-Anthem, Inc. data 2016.



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

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

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

Did you know you can get a discount on health insurance for your company through your local chamber?

The relationship you have with your employees is key, especially when it comes to your health plan. That's why the Central Ohio Chambers of Commerce (COCC) and Anthem Blue Cross and Blue Shield teamed up to offer you ChamberSaver discounts.

What matters most to you when it comes to your company's health coverage?

An affordable health plan? Healthier employees? A full range of health insurance offerings? That's exactly what you get when you choose ChamberSaver. Companies with 2-50 eligible employees can save 1.4% and companies with 51-500 eligible employees can save 1% on health insurance – and not just on a few plans, but rather, on Anthem's full range of health insurance offerings.*

Access to care that's right for your employees

When employees feel good, they are usually more focused and more likely to perform at a higher level, which can have a positive affect on a company's bottom line. That's why every Anthem plan includes 100% coverage for checkups, flu shots, and other preventive care services for your employees and their families. The reward is peace of mind and better health at no extra cost to your employees.

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



Your chamber membership creates value for your company.

The savings alone is great. But consider what also comes with it.

- o Your choice of plans, from industry-leading consumer-driven health plans to point-of-service products
- o Administrative convenience of working with one carrier who offers a complete menu of coverage options: prescription drugs, dental, vision, life insurance, long-term and short-term disability and employee assistance programs
- o Extensive selection of providers and lower in-network costs
- o Strong local service

You'll also benefit from access to discounts on Anthem dental, vision, life, and disability products.

Product	Group size	Discount
Dental	2-50	5%
	51-99	4%
	100+	2%
Full-service Blue View Vision plans	2-499	15%
Life and Disability	2-9	5%
	10+	10%

In addition to these great savings, Anthem products offer industry-leading product features and networks.

Dental

- Industry-leading local and national networks with deep discounts, saving members an average of 34% on covered services when they visit an in-network provider
- No waiting periods for major services with employer-paid plans
- Flexible plan designs and optional benefits like annual maximum carryover and brush biopsy
- A dedicated dental service department that provides fast and accurate claims processing that beats the industry average, with the average claim paid in less than 3 days¹
- Expanded care with our clinically integrated program, Anthem Whole Health Connection, is included at no extra cost. This includes additional dental services for members with certain health conditions.

Blue View Vision

- One of the largest vision networks in the nation, with the choice of independent eye doctors or Glasses.com, ContactsDirect, 1-800 CONTACTS, LensCrafters®, Pearle Vision®, Sears Optical®, Target Optical®, or JC Penney® Optical stores
- Members can buy extra pairs of glasses for 40% off from any network provider. And kids under age 19 get UV-blocking Transitions® lenses at no extra cost while adults get a discount.²
- Access to a dedicated and knowledgeable customer support team 7 days a week
- Enhanced care with our clinically integrated program call Anthem Whole Health Connection is included at no extra cost. This includes market-leading collaboration between primary care doctors and eye doctors

Life and Disability

- A broad portfolio of life and disability products and an A.M. Best financial rating of A (Excellent)
- Value-add programs include at no additional charge provide emotional, financial and legal support, along online will preparation and identity theft recovery services
- Telephone claim intake is standard in addition to a dedicated call center with calls answered live during business hours
- Outstanding claims turnaround time and payment accuracy – and we help with Social Security disability filings and approvals
- Integration of short-term disability and our health benefits may improve employee health and productivity



¹ Internal data 2017

² Except when discounting of non-covered services is prohibited by state law.

Standard broker commissions apply. Offer available to Ohio-headquartered businesses adding new Anthem dental, vision, life and/or disability plans. This discount program can be changed or terminated at any time.

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.

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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.

Steering Committee

Susan Garrett
[Mail Pro 1](#)
 Billy Gibson
[Del-Co Water](#)
 Larry Jones
[Liberty](#)
[Casting Company](#)
 Bill McCaughey
 Abrasive Technology
 Mark Nelson
 BWC

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.

Want more Safety Council news?

[Click here](#) for this month's Safety Council newsletter

Chamber looks to revive dedicated government affairs committee

As committee leadership moved on due to changes in their careers, the Chamber board of directors is looking to restart legislative advocacy in a more formalized way and is looking for Chamber members who are tasked with external affairs in their respective industries. The GAC would focus on local, state and even federal level legislature or policy that impacts business. Ideally, the committee would be made up of at least one member of various industries: education, health care, manufacturing, small business, etc. and would serve as a watchdog for opportunities for the Chamber to be involved in, education for the membership as well as vetting and recommending support or opposition positions.

If you're that person and can commit to being actively involved, please email Holly at hquaine@DelawareAreaChamber.com.

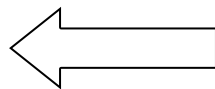
**Looking for product or service? Look to your fellow Chamber members *first*.
 The Chamber exists for and by its members—
[check here](#) before you buy.**

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

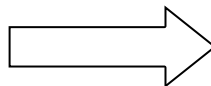
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



Health and wellness programs benefit you and your employee. Here's why.

When your employees have the right tools and resources to improve their health, it helps them be more productive, and improves your bottom line.

Offering health and wellness programs to your employees can result in:

Increased engagement in their health care. 93% followed advice they got from the Anthem 24/7 NurseLine to address health issues.

Lower cost of care. Medical costs could fall \$3.27 for every dollar spent on wellness programs.

Healthier, more productive employees. Absenteeism costs fall by about \$2.73 for every dollar spent on wellness programs.

Better employee retention and recruitment. 72% of companies plan to use their wellness program as a competitive advantage in the next three years — to achieve a high-performing workforce and compete for talent.

There's a program for every employee. Here are just ten of Anthem's many health and wellness programs:

24/7 NurseLine: Access to trained registered nurses any time of the day or night for answers to health questions, to help understand symptoms, and to help decide what type of care may be needed.



Future Moms: Personalized support and guidance from registered nurses for moms-to-be to help them have a healthy pregnancy, a safe delivery and a healthy baby.

ConditionCare: Extra support for asthma, diabetes, heart disease, chronic obstructive pulmonary disease (COPD) or heart failure. A nurse coach can answer questions and help your employees reach their health goals based on their doctors' care plans.

ComplexCare: Extra care for a serious health conditions from a nurse coach who will help answer your employee's questions, work to coordinate their care, and help them effectively use their health benefits.

MyHealth Coach: One-on-one professional advice from an experienced health coach for your employee or their family. Topics range from general wellness information to more serious issues like a chronic illness or help with medications.

Healthy Lifestyles: A personalized well-being plan and custom trackers that help your employees manage their physical and mental health.

Behavioral health resources: Licensed mental health professionals are available 24/7 to help your employees deal with challenges they may be having.

MyHealth Advantage: This program looks at your employee's claims to find ways to help them improve their health and save money.

For more information about how Anthem's health and wellness programs could benefit your company and your employees, please contact your broker or Anthem account manager.

Your Chamber membership: True or False?

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