

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

March 2017



Sustaining Members

**Industry Exclusive
Platinum Level**



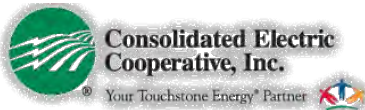
Gold Level



Silver Level



Bronze Level



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



Are you making the most of the freebies membership offers?

The Chamber uses an integrated database system called ChamberMaster. From the staff's point of view, ChamberMaster's integration with our secure accounting system and website, and its use as a database system are only the tip of the iceberg; CM's features are robust and responsive to chambers of commerce who subscribe.

But ChamberMaster is also a multi-faceted tool for our members that increases the value of membership to those who use it.

You will need a username and password to use these features. [Click here for instructions.](#)

HOT DEALS is a way for members to advertise products, services, or special deals with or without an end date. These [Hot Deals](#) are posted on the Chamber's home page, in the newsletter, e-blasts to the membership, and is linked on your website listing.



This is such an easy and obvious feature that there's no reason to not take advantage of it. You can email your deal to the Chamber to post, but even better is to learn how to post it yourself so that you can add or change deals whenever you need to. [Click here for instructions.](#)

EVENTS is another cool (and free!) feature to utilize. The Chamber's website boasts an [interactive calendar of Chamber, community, and member events](#) that also scroll on the home page. It's free to add your event to the calendar. You can email details of your event to the Chamber to post for you or you can use your username and password to post, edit, and manage your events anytime. [Click here for instructions.](#)

Stay tuned for details on MORE services you can take advantage of.

COMING SOON:

- How to register for Chamber events
- How to pay your Chamber invoice online
- How to set up auto pay
- How to connect with other Chamber members
- How to refer other Chamber members
- How to update your company information for the "find a business"
- And more....

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Trust and verify, they say. Come learn the essentials of preventing and detecting fraud in your business

Tuesday, March 14, 2016, 7:30–8:30 am at the Chamber
32 South Sandusky Street, Delaware 43015

There is no charge to attend, but reservations by March 9
ARE required to ensure seating

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



**DELAWARE AREA
CHAMBER OF COMMERCE**

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

presenting

The State of the County

with

[Delaware County Commissioners](#)

President Jeff Benton, Vice President Gary Merrell
and Commissioner Barb Lewis

sponsored by



Thursday, March 16, 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 March 13, 2017

Cancellations after March 13 and no-shows will be charged.

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

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



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Our professional event planners can customize your entire visit and handle every detail. We offer several all-inclusive packages, unique catering options, and a variety of meeting, classroom and banquet spaces to accommodate groups of any size.

CALL **740.363.7555** TODAY
TO SCHEDULE YOUR GROUP OUTING!

For more information, please visit blackwingsc.com
or email events@blackwingsc.com.



March Business BEFORE Hours

Start your day on Thursday, March 2 by networking when [Major Organizers](#) and [Common Ground Free Store](#) partner to host the monthly Business Before Hours. Food, networking – bring lots of business cards to share. The event is held from 8:00 - 9:30am. Please let us know you'll be attending. [Click here to register.](#)



March Business AFTER Hours

End your business day and join us for networking on March 16 when we join our host, [Brookshire Banquet](#), 405 Greif Parkway Delaware, OH 43015. Enjoy refreshments, food and networking. Bring lots of business cards to share. The event is held from 5:00–6:30pm. Please let us know you'll be attending. [Click here to register.](#)



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 Sara at 740-369-6221 or dachamber@DelawareAreaChamber.com.

2017 Community Profile and Membership Directory

By now you have received a copy of the Chamber 2017 publication. It was mailed to the person noted as your membership's primary representative.

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



Save money on health benefits without pinching pennies

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

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*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. (A01)

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

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**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.

**DELAWARE AREA
CHAMBER OF COMMERCE**



Click the image to the right for a high quality version of the "Proud Member" Web Stamp.



**DELAWARE AREA
CHAMBER OF COMMERCE**



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.

CELEBRATE ST. PATRICK'S DAY

The Alpha Group
Helping Individuals with Disabilities Succeed



alphagroup.net | (740) 368-5810

The Alpha Group is a 501 (c) 3 registered non-profit organization which for more than 45 years, has provided community employment, integrated adult day, supportive living, transportation and work training for individuals with disabilities in Delaware and surrounding counties.

FRIDAY, MARCH 17TH

7:00PM - 11:00PM (Doors Open 6:30PM)

NATIONWIDE HOTEL & CONFERENCE CENTER

Tickets: \$45 Couples: \$75 | (Group discount 5 or more)

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Foundation accepting scholarship applications

The [Delaware County Foundation](#) is accepting scholarships for graduating high school seniors. The application deadline is March 17. In 2016, students received 165 scholarships for more than \$264,700.

Marlene Casini, president of the Delaware County Foundation says, "It is important to start the application process well ahead of the deadline." Applications require gathering information, writing an essay, completing financial aid information FAFSA (www.fafsa.gov) and acquiring a transcript.

New scholarships this year include a scholarship for students entering the skilled trades. The Smart Service Scholarship was created by Lewis Center Business Smart Service. Smart Service clients include those in field service industries like electrical, plumbing, HVAC, construction, fire protection, landscape design, and pest control. "We wanted to find a way to help address one of our customers' biggest needs—finding qualified workers in the skilled trades," says Mike Clark, COO of Smart Service. "The Smart Service Scholarship is designed to encourage students to consider those fields."

Another scholarship, the James A. Augur Scholarship is awarded to a non-4-year degree student. For example, one past awardee was a culinary student.

There are still plenty of scholarships available for incoming college freshman. Some scholarships focus on athletics such as swimming, soccer, and field hockey students while others are based on financial need and community service.

Other new scholarships include the Dan and Marilyn Masters Scholarship for graduating seniors from Buckeye Valley enrolling at Ohio State, and the Ron Sabatino Family Scholarship for seniors from Hayes High School. The North Orange Family Dentistry Scholarship established by Dr. Kyle Bogan is open for all Delaware County students. For students in the greater Powell area, the new Powell Sertoma Scholarship will be of interest. Other scholarships are available for Big Walnut, Olentangy and Westerville schools.

All applications are on-line at www.delawarecf.org/scholarships. Scholarships range from \$500 to \$2,500 and some are renewable. Scholarship recipients are announced in the spring at high school awards nights throughout the county.

In addition to the scholarships available to graduating high school seniors, there are scholarships for college sophomores, juniors, and seniors from Delaware County who are enrolled full-time. Applications to these scholarships are due on June 2, 2017. They include the Ralph T. and Mabel C. Gooding Memorial Scholarship, the Donald F. and Ruby A. Westbrook Scholarship and the Edith W. Hewitt Memorial Scholarship.

For any questions about applications, establishing a scholarship, or contributing to a scholarship fund contact the Delaware County Foundation at (614) 764-2332.

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.



DELAWARE AREA
CHAMBER OF COMMERCE **110**
1907 - 2017



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Help Wanted?

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Sign up for a booth at the
Delaware County District
Library's Teen Job Fairs!

4/3 at the Orange Branch Library &
4/5 at the Delaware Branch Library

For more information and to reserve your spot, please visit:

<http://bit.do/teenjobfair2017>

It's not for just new members...

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, **April 25**. [Click here to register](#). We'd love to see you!

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WITH THE DELAWARE AREA CHAMBER OF COMMERCE



9-DAY JOURNEY

HIGHLIGHTS:

- Round trip scheduled airfare
- Round trip transfers between airports and hotel
- 7-nights first class Hotel
- Superb cuisine, daily breakfast, and 4 dinners
- City tour of Florence: see the Cathedral, Baptistry, and the famous Gates of Paradise
- The Leaning Tower of Pisa
- Full day tour of San Gimignano
- Chianti Wine Tasting
- Chamber Exchange in Tuscany
- Tuscan Feast Dinner
- Discovery Program Guide



Tuscany

DAY BY DAY

DAY 1

- Transatlantic flight

DAY 2

- Arrive in Italy and transfer to your hotel for the next 7 nights
- Dinner at your hotel

DAY 3

- Breakfast at your hotel
- City tour of Florence
- Chamber Experience (leather & textile industry)

DAY 4

- Breakfast at your hotel
- Tour of Pisa
- Dinner at your hotel

DAY 5

- Breakfast at your hotel
- Full day at leisure in Montecatini
- Optional trip to Cinque Terre

DAY 6

- Breakfast at your hotel
- Tour into the Heart of Tuscany & San Gimignano
- Chamber Experience (wine industry)
- Dinner at your hotel

DAY 7

- Breakfast at your hotel
- Full day at leisure in Montecatini
- Optional trip to Venice

DAY 8

- Breakfast at your hotel
- Full day at leisure in Montecatini
- Optional full day tour of Siena
- Tuscan Feast Dinner

DAY 9

- Breakfast at your hotel
- Transfer to the airport for flight home



San Gimignano

BOOK & SAVE

~~\$3,125 PER PERSON~~

\$2,925 PER PERSON

*if deposited by April 30th!**

Departing October 18, 2017

For more information, please contact:
the Chamber at (740) 369-6221

Chamber looks to revive dedicated government affairs committee

Once a strong committee, the Chamber's designated government affairs advocacy activity has all but dispersed, 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.

The goal is to seat the committee by the first quarter of 2017. Questions: email Holly.

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.

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

Our Vision

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



Our Mission

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



Glenn Bertrand
Manager
NMLS # 1486526

33 London Road
Delaware, Ohio
740.363.8118

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BELIEVE IN *WE*™  OhioHealth

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

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

Chamber Referral Buck\$\$\$...

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

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

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*Annual Percentage Yield. Minimum opening deposit is \$1000. Minimum balance to earn interest is \$0.01. Minimum balance to earn promotional APY is \$25,000. This is a tiered rate account. The promotional APY of 1.01% is available for the following tiers: \$25,000 - \$99,999.99; and \$100,000 - 499,999.99. Regular rates apply to remaining tiers as follows: \$0.01 - \$9,999.99 is 0.02% APY; \$10,000.00 - \$24,999.99 is 0.03% APY; and \$500,000 + is 0.12% APY. The promotional rate to applicable tiers is guaranteed for 90 days from the day of account opening. After 90 days, the rate may change at any time as the Heartland Bank Money Market Savings Account is a variable rate account. To qualify for the promotional rate, the opening deposit must be from funds not currently on deposit with Heartland Bank. APY accurate as of 02/08/2017. Fees may reduce earnings. Accounts closed less than 180 days from date opened may be charged an early close fee. One account per household. Business accounts only. Member FDIC.

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SmartCity presents astonishing technology

For those of us who remember before color TV, indeed before any TV, the presentation at the February Third Thursday luncheon was just another amazing example of how technology has impacted our lives in ways unimaginable. Our presenter was Randy Bowman, Assistant Director of Public Service and Deputy Project Manager for SmartCity Columbus.

The City of Columbus won the U.S. Department of Transportation \$40 million Smart City Challenge in June 2016 after competing against 77 cities nationwide to implement a holistic vision for how technology can help all residents to move more easily and to access opportunity. Columbus was also awarded a \$10 million grant from Paul G. Allen's Vulcan Inc. Foundation to reduce greenhouse gas emissions through the de-carbonization of the electric supply and transportation sectors. According to its website, the vision of Smart Columbus is to:

- Improve access to jobs through expanded mobility options in major job centers
- Compete globally through smart logistics
- Connect Columbus residents to safe, reliable transportation that can be accessed by all
- Better connect our visitors to transportation options
- Develop a more environmentally-sustainable transportation system

The anticipated outcome is for Columbus to become the nation's epicenter for intelligent transportation systems research to improve safety, enhance mobility, create ladders of opportunity for those who may have been left behind in the past, and address climate change by reducing greenhouse gas emissions.

Driver-less vehicles will roam parts of Columbus, access to electric vehicle charging stations will increase, and more cars will be able to communicate with traffic signals and other transportation infrastructure.

Mr. Bowman is an enthusiastic ambassador for this complicated project that includes hundreds of partners working within the dozens of the parts of the project. His pride in being part of a project that beat out the likes of San Francisco, Austin, Pittsburgh, Kansas City, Mo., and Portland, Oregon is contagious.

The Chamber invited Mr. Bowman to speak because we understand that Central Ohio is greater than the sum of its parts and that economic development and quality of life is a regional culture. [CNN Tech reported the award:](#) "We're on the cusp of a transportation revolution," said Anthony Foxx, the secretary of the Department of Transportation. "Columbus put forward an impressive holistic vision for how technology can help all its residents."

The contest was launched to help a city transition over to a "smart" transportation system that uses technology like self-driving cars and connected vehicles.

[Click here to learn more about the project](#), Google SmartCity Columbus to find several articles. And thank you to the city of Columbus for putting Central Ohio on the map and giving us a front row seat to the future.

Thank you to our luncheon sponsor



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.



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(614) 407-1100

info@itmaderreal.com



Leadership Delaware Class of 2017 Government Day

Facilitated by: Darren Shulman '12 & Ginny Berry '11

Newsletter editors: Brian Leach, Tanya McCarthy &

Jayna McDaniel-Browning

The Leadership Delaware Class of 2017 enjoyed another fantastic day of learning in February, this time focused on local and county government.

Darren Shulman, city attorney for [Delaware](#), facilitated the meeting and opened the day

with an overview of local governance. The class was interested to learn about the differences in both funding and management for counties and municipalities.

[Delaware County](#) is led by three county commissioners, plus a wide range of individuals responsible for county services, such as sheriff, engineer, coroner, prosecutor, treasurer and auditor. Our county's primary funding source is sales taxes.

Cities and villages are primarily funded by income and property taxes. Both are created by incorporation; cities, however, have populations of 5,000+ and, unlike villages, can enter collective bargaining agreements and must maintain state highways. Townships are unincorporated, and are funded by property taxes.

Townships are managed by township trustees, and may hire their own township administrator. Cities are managed by the city manager, who is hired by city council; villages often employ a village administrator.

Continued on next page



Leadership Delaware Class of 2017

Mitchell Briant

[Big Brothers Big Sisters](#)

Bill Bussey

[Delaware Area Career Center](#)

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](#)

Sarah JanTausch

[Ohio Department of Education](#)

Carolyn Jones

[Fidelity Federal Savings & Loan](#)

Kelsey Kuhlman

[Delaware General Health District](#)

Sandy Kuhn

[Delaware County Agricultural Society](#)

Brian Leach

[Del-Co Water Company](#)

Tanya McCarthy

[Greater Powell Area](#)

[Chamber of Commerce](#)

Jayna McDaniel

[Delaware City Schools](#)

Nancy McGovern

[First Citizens National Bank](#)

George Needham

[Delaware County District Library](#)

Ryan Rivers

[Rivers Insurance Group](#)

Mindy Sandford

[OhioHealth](#)

Jeff Scholl

[FC Bank](#)

Laura Scott

[V & P Hydraulic Products](#)

Amanda Sheterom

[Orange Township](#)

Bree Smith

[Sarah Moore Community](#)

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

The [Delaware Area Transit Agency](#) (DATA) joined the Leadership Delaware group next. DATA has been serving Delaware County since 1998 by providing affordable transportation to its residents and visitors. In 2016, DATA provided 82,000+ trips. They provide fixed routes (Monday-Friday), including sites such Grady Memorial Hospital, [OhioHealth](#) (off of 23 S), Glenwood Commons (near Meijer), the [YMCA](#), the [library](#), [SourcePoint](#), and a [PIN](#) route on Wednesdays.

DATA also provides shortened, Delaware City routes on Saturday, para-transit service, and demand response (the rider can call DATA up to a week ahead to schedule a ride anywhere in Delaware County). The fixed route base fare is: \$1.00 (ages 19-64), \$0.50 (18 and under, Seniors 65 and up, and qualified with a disability). Conveniently, all of DATA's buses have lifts and bike racks. Remember: you can advertise on the side of a DATA bus. See route schedules and more information at www.ridedata.com or call [740-363-3355](tel:740-363-3355).

Following DATA's presentation, Jack Marchbanks (ODOT District 6-Planning & Engineering Administrator), Tom Slack (ODOT District 6), Robert Griffith (Federal Highway Administration- Asst. Division Administrator), Bill Ferrigno (Delaware City Director of Public Works/City Eng.), and Ryan Mraz (Delaware County Engineers Office- Deputy Design Engineer) joined the class for a panel discussion.

The panelists unanimously agreed that their #1 priority is safety. Before any project is presented, safety concerns are at the forefront of transportation studies and considerations.

Funding, however, was also an issue of great concern to all the panelists. They shared that it costs \$1 million per lane to build a single mile of county road; to bring our current infrastructure up to spec would require 10x our current gasoline tax!

Some of the project barriers the group encounters -- outside of funding -- are environmental, political, residential impacts, and land acquisition.

But while new projects receive the most interest, most of our state and local transportation budgets are spent caring for current infrastructure. In fact, of ODOT's approximately \$2 billion annual budget, only 7-10% goes to new construction; roughly 90% is slated for maintaining what we already have.

A panel of city, village, and county administrators joined the class in the afternoon. They included Tom Homan, Delaware City Manager; Allen Rothermil, Sunbury Village Administrator; Earl Lehner, Troy Township Trustee; Lee Bodnar, [Orange Township](#) Administrator; and Barb Lewis, Delaware County Commissioner. These panelists were invited to play a local spin-off of "Family Feud": each member of the Leadership Delaware class completed a survey prior to the session, and we were able to see how closely each panelist came to matching the class consensus.

Spoiler: They were very, very close!

Leadership Delaware attendees believed the biggest challenge for our area was growth, with infrastructure close behind. Nearly every panelist mentioned growth and infrastructure in their answer, along with maintaining services and funding concerns.

City Manager Tom Homan matched the class's popular choice for one project to complete: The Point. He also mirrored the class's choice for biggest accomplishment of 2016, which was Sawmill Parkway followed by the Delaware Community Center.

Interestingly, most members of our class chose e-mail as their preferred method of communication with elected officials. This will likely also be of interest to business owners!

The day closed with a visit from a number of staffers from the Delaware County Board of Elections, who led a rousing game of Board of Elections Jeopardy. While learning about election laws and the work of our local Board, we also discovered that most of us will never be successful game show contestants (although there were a couple notable exceptions).

All the day's participants left with a greater understanding of -- and appreciation for -- our local and county government. We appreciate all who took time from their busy days to share with us!

[Click here for photos of all the fun.](#)



The Ohio Department of Veterans Services provides customized training for employers interested in learning more about veteran employment.

The target audience for these training sessions are Human Resources, Recruiters & Hiring Managers.

Learn more about:

- *Military demographics*
- *Veteran hiring resources*
- *OhioMeansJobs*

For more information,
contact Ryan Blackburn
via phone or email
ryan.blackburn@dvs.ohio.gov
614-296-5892

gratitude.



find it here:



Chamber's event cancellation policy

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

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

We will not send a mass email about the cancellation of an event. At that point, we feel an obligation only to those who have registered. If you registered for an event, you will have received a reminder email, so there should be no question of whether or not you've registered.

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

Bottom line: please register for events. Thank you!

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.

PRINT CARD TEXT CARD EMAIL CARD SAVE CARD

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

Rx Prescription Drug Card

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

UNA Rx CARD .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 United Networks of America

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 from 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.



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.

What's keeping you from advertising FREE on the Chamber's Website???

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.

Check Out the Latest

HOT DEALS

from Chamber Members

Posting is FREE with your membership

- [Weather or not. Let's ride.— Breakaway Cycling](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)
- [15% Off Legal Services— Joslyn Law Firm](#)
- [NorthStar Golf Club Corporate Membership—NorthStar Golf Club](#)

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

[*Click here for a la carte details](#)

**Delaware Area Chamber of Commerce
Sustaining Member Packages**

revised & effective 10-2016

[*Click here for a la carte details](#)

Questions: Call Holly at 740-369-6221

***Sustaining packages are purchased in addition to regular membership investment.**

A la carte dollars menu

Annual Dinner Sponsorship

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

Golf Outing

Main Event Sponsor	\$1500
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 2017 publication

Discounts may be available for early bird sales, new members and ad size upgrades.

[*Click here for a la carte details](#)

**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 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
One-eighth page**	4"w x 2.62" h	\$ 50

* vertical only **horizontal only

Reinvesting Members

[42 Storage & U-SELL Center](#)
[Absolute Impressions Inc.](#)
[Adecco Staffing](#)
[Alpha Group of Delaware, Inc](#)
[Arbors at Delaware](#)
[BackCare Family Chiropractic, LLC](#)
[Brookshire Banquet, LLC](#)
[CES Credit Union, Inc.](#)
[CT Consultants Inc.](#)
[Custom Air Conditioning and Heating Company](#)
[Delaware Community Center YMCA](#)
[Delaware County District Library](#)
[Delaware County Foundation](#)
[Delaware County Historical Society](#)

[Delaware Vision Care](#)
[Douglas W. Warnock Co., LPA](#)
[Edward Jones-](#)
[Dan Jay, Financial Advisor](#)
[Fruth & Company PLL](#)
[Garth's Auctions, Inc.](#)
[Goodwill Industries serving](#)
[Marion, Delaware, Union, Crawford and Morrow Co.](#)
[Haines Local Search](#)
[Hetter Heating & Cooling](#)
[Hunterwood Ltd. Partnership](#)
[Kroger Company Great Lakes Distribution Center](#)
[League of Women Voters of Delaware County](#)

[Luvata Ohio, Inc.](#)
[Maryhaven](#)
[Miller, Rozella](#)
[Mount Carmel Health System](#)
[NorthStar Golf Club](#)
[Office City Express](#)
[Optimal Eye Care](#)
[Pregnancy Resources of Delaware County](#)
[The Kleingers Group](#)
[TRIAD Architects](#)
[Trophies & More](#)
[Two Men And A Truck](#)
[Wal-Mart Stores Inc.](#)
[Willow Brook](#)
[Christian Communities](#)

Welcome

New Members

Berkshire Township

Mike Dattilo & Bill Holtry—Trustees
(740) 965-9397
1454 Rome Corners Road
Galena, OH 43021
www.berkshireretwp.org
Serves as the government agency for Berkshire Township

Big Brothers Big Sisters

Mitchell Briant—Ast. Vice Pres. Delaware
39 West Winter Street
Delaware, OH 43015
(740) 369-2447
www.bbbscentralohio.org/delaware2.html
A mentoring program that provides a "Big Brother" or "Big Sister" to youth in need of a special friend

Saint's Auto Service, LLC

Scott Linnane—Owner

March Calendar

HR Council

Wednesday, March 1
8:30-9:30am
Chamber office

Business Before Hours

Thursday, March 2
8:00-9:30am
Common Ground Free Store
& Major Organizers
[Click here for details](#)

Leadership Delaware

Thursday, March 9
Law Enforcements & the Courts Day

Workforce Development & Education Committee

Friday, March 10
8:00am
Chamber office

B.E.D. & Breakfast

Tuesday, March 14
7:30-8:30am
Chamber office

99 East Central Avenue
Delaware, OH 43015
(740) 363-7100
www.saintsautoservice.com
Operates as a full-service automotive repair shop

Savare Specialty Adhesives, LLC

Tim Pione—President
1201 South Houk Road
Delaware, OH 43015
(614) 255-2648
www.savare.com
Supplies hot melt adhesives to the disposable absorbent products industry

The Inn at Olentangy Trail

Carrie Kuhr-Executive Director
36 Corduroy Road
Delaware, OH 43015
(740) 417-9287
www.olentangytrail.com
Operates as a senior assisted living facility which offers private suites, personalized services, & daytime activities

Weichert Realtors, Triumph Group

Kim DiFrank -Sales Associate
7251 Sawmill Road, Suite 200
Dublin, OH 43016
(614) 370-2305
www.weichert.com
Provides a range of residential real estate services

Woodhaven Farm

Tami Cecil—Owner
11401 Woodhaven Road
Johnstown, OH 43031
(740) 967-0076
www.woodhavenfarm.com
Offering corporate team building through cooking

Yemc Law Office

Michael J. Yemc, Jr—Owner
523 Kingsbury Road
Delaware, OH 43015
(614) 228-2699
www.yemclawoffices.com
Provides a range of legal services specializing in traffic & transportation

Fraud and Embezzlement

[Click here for details](#)

Safety Council

Tuesday, March 14
11:30am—1:00pm
NEW LOCATION:
EAGLES LODGE- DELAWARE
[Click here for details](#)

Chamber Board Meeting

Wednesday, March 15
7:30am
Chamber office

Third Thursday Luncheon

Thursday, March 16
11:45-1:00 Sourcepoint
State of the County
[Click here for details](#)

Business After Hours

Thursday, March 16
5:00-6:30pm
Brookshire Banquet Center
[Click here for details](#)

Infrastructure & Development Committee

Tuesday, March 21
8:00am
Chamber office

Admin Council

Thursday, March 23
9:00am
Chamber office

SAVE THE DATES

Annual Golf Outing

Thursday, June 1, 2017
Location TBD

Annual Clay Classic

Friday, October 13, 2017
Black Wing Shooting Center

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 Carbary
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.

Sharing their success story

February's Safety Council meeting was presented by Wellness Coordinator for Consolidated Electric Cooperative, Aimee Jantz, who spoke to the Council about their Corporate Wellness Program. CEC was the 3rd place winner for the Columbus Business First 2016 Healthiest Employers of Central Ohio Award.

Thank you Aimee for an interesting and informative presentation on developing, implementing, and engaging staff in a Wellness Program.



[Register for Ohio Safety Congress here.](#)

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.

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.](#)

NEW LOCATION!

Last month's meeting was held at the Eagles Lodge- glad you all found it! Safety Council will meet there for all regular monthly meetings until further notice.

The Eagles Lodge
127 East William Street





Delaware Area Safety Council News

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.

Ohio Safety Congress

March 8-10, 2017
Greater Columbus Convention Center
Click [here](#) to register
Eligible for external credit

Severe Weather

presented by
Brandon Peloquin
Warning Coordination Meteorologist
NWS Wilmington, OH
March 14, 2017 – FY17 Meeting #9

Active Shooter Response Training

presented by
Delaware County Sheriff's Office
April 14, 2017 – FY17 Meeting #10

Delaware Area Safety Council Calendar

Awards Ceremony

presented by
Jack Reall
Deputy Chief, Columbus Division of Fire
May 9, 2017 – FY17 Meeting #11

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

Plant Tours

August 8, 2017—FY18 Meeting #2

OSC17
Ohio Safety Congress & Expo

March 8-10
Greater Columbus Convention Center



Welcome to the
2017 Ohio Safety Congress & Expo
Ohio Workers' Compensation
Medical & Health Symposium

Get the credit
you deserve.

[Register for OSC17 here.](#)