

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

March 2018

Sustaining Members

**Industry Exclusive
Platinum Level**



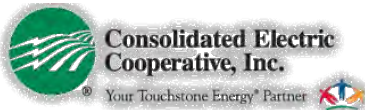
Gold Level



Silver Level



Bronze Level



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



Annual dinner another classic event

The Chamber's annual dinner, auction and awards event was held on February 5 to a lively crowd of nearly 360. As it is every year, the evening was full of shopping by way of the silent and live auctions; ratification of new board members by way of hilarious video; and awards as chosen by the Chamber membership. A highlight of the evening is the creativity of the decorated tables, brought to the event by the 44 members who participated.

As there is every year, there are many folks to thank for making the evening the unique must-attend event that it is. Please join the Chamber leadership in recognizing the table decorators and contributors to the auctions as listed on page three. This event is one *for* the membership *by* the membership.

In addition to table decorating and auction donations, a dedicated group of volunteers is necessary to organize such a gala. This year's self-named "Dinner Divas" are Marsha Link, [Delaware Area Career Center](#); Liz Owens, [Alpha Group of Delaware](#); Casey Converse, [Casandra Converse Agency—American Family Insurance](#); Amy Howerton, [Country Club Rehabilitation Campus at Delaware](#); Peg Leach, [PJJ Ventures](#); Gina Grote, [Blue & Co.](#); and Teresa Lambert, [Salvation Army](#). This event does not happen without these women. Period.

Much appreciation also goes out to Darren Shulman, [City of Delaware](#), for serving as director and producer of the video that makes or breaks the ratification of the new board members, who, along with the outgoing board members this year win the "good sport" award. Special mention to Chamber staff Matt Carbary who is a magician. Thank you.

And thank you to Ric Stanges who filled in for auctioneer Dan Boysel, no easy thing to do.

And a *very, very* special expression of gratitude to [Hilton Columbus-Polaris](#) for stepping up. General Manager Nancy Howard, and Stacey Larosa and her Sales and Catering staff are simply amazing.

[Click here for event photos.](#)

2018 Annual Dinner Corporate Sponsors

Platinum Level



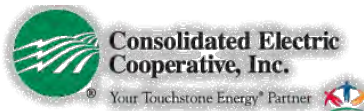
Gold Level



Silver Level



Bronze Level



2018 Board of Directors

Executive Committee

Glenn Marzluf– Chair

[Del-Co Water Company, Inc.](#)

Dusty Hostutler– Chair-Elect

[Edward Jones](#)

Ana Babiasz– Treasurer

[Fidelity Federal Savings & Loan](#)

Tony Eyerma– Immediate Past Chair

[Evans Farms Land Development Co.](#)

Todd Irion– Vice Chair

[Engineered Materials Systems Inc.](#)

Bill Morgan– Vice Chair

[2K General Co.](#)

Zach Price– Vice Chair

[TRIAD Architects](#)

Board Members At Large

Aric Arnett

[Ohio Living Sarah Moore](#)

Denny Friermood

[Performance Chrysler Jeep Dodge Ram Delaware](#)

Don Gaitten

[Terracon Consultants](#)

Rex Gore

[Black Wing Shooting Center](#)

Chad Hoffman

[Richwood Bank](#)

Maribeth Meluch

[Isaac, Wiles, Burkholder & Teetor, LLP](#)

Andy Miller

[Buckeye Valley Local Schools](#)

Liz Owens

[Alpha Group of Delaware](#)

Brad Schneider

[The Growth Coach](#)

Andy Wecker

[Manos, Martin & Pergram Co.](#)

Staff

Holly Quaine, President

hquaine@DelawareAreaChamber.com

Sarah Yoakam, Office Manager

dachamber@DelawareAreaChamber.com

safetycouncil@DelawareAreaChamber.com

Matt Carbary, Communications/IT Mgr.

mcarbary@DelawareAreaChamber.com

32 S. Sandusky Street

Delaware, Ohio 43015

740-369-6221

Fax: 740-369-4817

www.DelawareAreaChamber.com



DELAWARE AREA CHAMBER OF COMMERCE

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

presenting

The Annual State of the County

with

Commissioner Gary Merrell and
County Administrator Mike Frommer

sponsored by



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

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

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

Deadline to register is March 12, 2018

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

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

[Click here to register](#)

March Business BEFORE Hours

Start your day on Thursday, March 1 by networking when **Delaware County Board of Developmental Disabilities**, 7991 Columbus Pike Lewis Center, 43035 hosts the monthly Business Before Hours. Food, networking – bring lots of business cards to share. The event is held from 8:00 am - 9:30 am. Please let us know you'll be attending. [Click here to register.](#)



Delaware County
Board of
Developmental Disabilities

March Business AFTER Hours

End your business day and join us for networking on March 15 when we join our host **Pathways Financial Credit Union**, 879 West William Street, Delaware 43015. Enjoy refreshments, food and networking. Bring lots of business cards to share. The event is held from 5:00pm–6:30pm. Please let us know you'll be attending. [Click here to register.](#)



Advertisers in this issue

[Anthem Blue](#)

[Cross/Blue Shield](#)

[Blue & Co.](#)

[Black Wing](#)

[Shooting Center](#)

[CES Credit Union](#)

[Dawson & Associates](#)

[Delaware County Historical](#)

[Society– The Barn](#)

[Fahey Bank](#)

[First Citizens National Bank](#)

[Hetter Heating & Cooling](#)

[HW&Co.](#)

[Maloney + Novotny](#)

[OhioHealth](#)

[Ohio Living Sarah Moore](#)

[Apartment Homes](#)



Chamber presents annual awards

In addition to the networking, stunning display of creativity and generosity, the Annual Dinner ends with the presentation of business and community awards.

This year's recipients are worthy members, doing business and good works in Delaware County and impact all of Central Ohio.

We're proud of these folks congratulate them on being recognized.



2017 Business and Community Award recipients

Paul Huttlin, Quality of Life Award [Recreation Unlimited](#); Chad Hoffman, Innovation in Business [Richwood Bank](#); Aric Arnett, Outstanding Chamber Member of the Year [Ohio Living Sarah Moore](#); Susan Wells, Citizen of the Year; Stephanie Clarey, Corporate Citizen of the Year [Two Men & A Truck Columbus](#); Steve Thieken, Large Business of the Year [Burgess & Niple](#); John Hetterscheidt, Small Business of the Year [Hetter Heating & Cooling](#)



The Wayne Hilborn Lifetime Achievement award was presented posthumously to [Delaware City](#) councilman Joe DiGenova who passed away in 2017. Joe was remembered and honored for his 25+ years as a city councilman and community leader. Joe's commitment to Delaware was second only to the passion and dedication he gifted his family.

Joe was a great friend to the Chamber and he was missed at the annual dinner, an event he looked forward to attending every year.

City manager Tom Homan and Mayor Carolyn Kay Riggle posed with Joe's family who attended the dinner to accept the award on behalf of the family.

With Tom and Carolyn are Tim DiGenova, Jeff Feinberg, Vonie DiGenova and Tracy (DiGenova) Feinberg.

CPA ADVISORS

blue

WE ARE RESPONSIVE.
WE ARE CARING.
WE ARE ADVOCATES.

SERVICE OVERVIEW

- Estate Planning
- Estate Tax Planning
- Agreed-Upon Procedures
- Mergers and Acquisitions Consulting
- Forecasts and Projections
- Employee Benefits Administration
- Employee Benefits Plan Design
- Outsourced Accounting Solutions
- Audits, Reviews, and Compilations
- Due Diligence
- Tax Return Preparation
- Tax Projections and Planning
- Family Office
- Retirement Planning
- Cost Segregation
- Payroll Services
- R&E Tax Credit
- Property Tax Return Preparation

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

MEMBER FDIC | EQUAL HOUSING LENDER

The FIRST CITIZENS NATIONAL BANK

MORE than just banking!

Powell Banking Center

9595 Sawmill Parkway Powell, OH | (614) 789-9595 | www.FirstCitizensNational.com

Thank you to our members who made our event so uniquely special by decorating a table

2K General Co.	Elford, Inc.	Ohio Living Sarah Moore
ACR Consulting	Emergency Plumbing Service	OhioHealth
Alpha Group of Delaware, Inc.	Engineered Materials Systems	Optimal Eye Care
Artina Promotional Products	Fidelity Federal Savings and Loan	Ohio Wesleyan University
Blue & Co., LLC	First Citizens National Bank	Pathways Financial Credit Union
Central Ohio Symphony	First Commonwealth Bank	Performance Chrysler Jeep Dodge Ram Delaware
CES Credit Union	Gibson the Florist	Phoenix Environmental
Columbus State Community College - Delaware Campus	Josie Posie Flowers & Gifts	Preferred Wireless
Columbus Zoo & Aquarium	The Kleingers Group	Preservation Parks of Delaware County
Consolidated Electric Cooperative	MainStreet Delaware	PuroClean Restoration Specialists
Creative Foundations	The Middlefield Banking Company	Richwood Bank
Delaware Area Career Center	Minuteman Press of Dublin	Salvation Army
Delaware County District Library	NAMI of Delaware & Morrow Counties	Willow Brook Christian Communities
Delaware County Foundation	Nationwide Children's Hospital	WOW!
Del-Co Water Co. x 2 tables!	Nationwide Hotel & Conference Center	

Thank you to our members who contributed to our silent auction

42 Storage & U-SELL Center	Creative Foundations	Oberfields
All Occasions Catering	Delaware County Board of Realtors	Old Bag of Nails
Amanda Plumbing	Delaware County Speech and Hearing	Phoenix Environmental
Anytime Fitness	Emergency Plumbing Service	PNC Bank
BackCare Family Chiropractic	Foot & Ankle Wellness Center	Stratford Ecological Center
Buns Restaurant & Bakery	Habitec Security	The Delaware County Sheriff's Department
Cassandra Converse American Family Insurance Agency	Josie Posie Flowers	The Strand Theatre
Central Ohio Symphony	Kona Ice of Delaware/Marysville	TRIAD Architects
	Manos, Martin & Pergram	

Thank you to our members who contributed to our live auction

2K General Co.	Del-Co Water Company, Inc.	Terracon Consultants, Inc.
Anchor and Away Travel	Engineered Materials Systems, Inc.	Richwood Bank
Black Wing Shooting Center	First Commonwealth Bank	
Delaware County Fair & Little Brown Jug	Performance Chrysler Jeep Dodge Ram	

County economic development department seek input

In partnership with Columbus 2020, [Delaware County](#) is kicking off their annual Business Retention and Expansion outreach effort. The purpose of this effort is to learn more about the existing business community, gauge the climate of our local economy, and strengthen relationships with the business community.

We want to encourage the business community to fill out the survey. Your response will enable us to identify ways in which Delaware County Economic Development can work with their various community partners to support your company. Responses that qualify as a “trade secret” under the Ohio Revised Code section 1333.61 will remain confidential and exempt from disclosure.

The county appreciates your time and valuable feedback. [Click here for the survey.](#)



Member announces merger

[Schiffman Grow & Company](#) and SG Financial Services



SCHIFFMAN | GROW & CO.



announced today they have merged their 32-year-old accounting and financial services practice with W3 Global, an Akron, Ohio-based accounting and wealth management firm with additional offices in Warren and Beachwood, Ohio.

Bill Schiffman, Schiffman Grow’s President, said: “W3’s solutions and expertise are highly complementary to Schiffman Grow’s business. W3’s firms are a multi-generation family business with hybrid services in accounting and wealth management like ours. Partnering with W3 gives us new opportunities to expand our offering to clients with services such as corporate retirement plan services, as well as offering our younger team members a greater chance for advancement within a larger firm.”

Todd Grow, Schiffman Grow’s Managing Partner, said: “We anticipate the transition to W3 will be seamless since we share so many synergies already, including software and fee structures. Most importantly, our corporate cultures are compatible and share the same strong commitment to serving our clients. The only change clients will notice is our new name.”

With the merger, Schiffman Grow’s accounting practice will become W3 Global Accounting, LLC and the firm’s financial services arm will become W3 Wealth Management, LLC. Schiffman and Grow said they will remain in their present Worthington office.

ABOUT W3 GLOBAL

W3 Global is a second-generation, independent financial services company comprised of W3 Wealth Management, LLC, a 16-member, full-service financial planning firm, and W3 Global Accounting, a 25-member accounting practice. With the acquisition of Schiffman Grow & Company and SG Financial Services, W3 Global becomes one of the largest independent financial services practices in Ohio. Based in Akron, Ohio, the company’s two 30-year-old planning practices maintain offices in Akron, Warren, Beachwood and Worthington, Ohio.

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.



Glenn Bertrand
Manager
NMLS # 1486526

33 London Road
Delaware, Ohio
740.363.8118

FOR OVER 60 YEARS,
CES CREDIT UNION
HAS BEEN HELPING
THE COMMUNITIES IT
SERVES SEE FINANCES
DIFFERENTLY. STOP IN
TODAY TO LEARN
MORE.

CES Credit Union 



DAWSON
& ASSOCIATES ^{LLC}
Attorneys and Counselors at Law

*Representing businesses in
Delaware County and across Ohio
in workers' compensation and
employment defense since 2007*


134 Northwoods Blvd., 2nd Floor
Columbus, Ohio 43235
614.748.0123 – www.DawsonLawLLC.com
SHANE M. DAWSON, ESQ.
sdawson@dawsonlawllc.com

Another member benefit: discount prescription drug card available FREE to you and all your employees

The Delaware Area Chamber of Commerce, through its membership in the Southern Ohio Chamber Alliance, can make you a hero in your workplace. And because you're a Chamber member in good standing, you can distribute FREE Prescription Drug Cards that can offer your employees and their families savings of up to 75% (discounts average roughly 30%) at more than 56,000 national and regional pharmacies. This card can be used as your primary plan and/or it can be used on prescriptions not covered by your insurance plan. This program also includes other value added programs which will be listed on the card. Generating the card is as simple and quick as entering a name in the card via the link below. (no application/enrollment or eligibility required). This program has "LOWEST PRICE" logic to guarantee the best deal on your prescriptions. (You pay the lower of a discount off Average Wholesale Price—AWP, discount off MAC Pricing or Pharmacy Promotional/Retail price). This card is pre-activated and can be used immediately!

Need to order hard copies of cards for your friends, family, members or employees?

Simply [click here](#) and follow the instructions to order your own personal cards online. You can even customize the cards by adding your own logo image to the cards! Just another way our Chamber looks out for you.





www.rxcut.com/URX12124

PRESCRIPTION SAVINGS CARD

FAMILY COVERAGE

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

THIS IS NOT INSURANCE – VOID WHERE PROHIBITED BY LAW



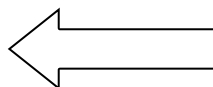
Looking for product or service? Look to your fellow Chamber members first. The Chamber exists for and by its members— [check here](#) before you buy.

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

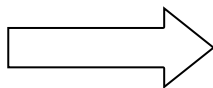
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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.

“Andy & his law firm ([Manos, Martin & Pergram](#)) - I have used Andy (Wecker) over the last couple of years for legal advice and to handle two real estate transactions. Andy's knowledge, professionalism, and attention to detail helped ensure the transactions went smoothly. Andy is extremely proficient in all matters relating to real estate. I highly recommend using him and his firm for any real estate legal matters that you have.”

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



Ohio Living
Sarah Moore

“In my family as in so many others, even before we are even finished raising our own kids, caring for aging parents can become a concern. When my mother, now in her mid-80s, was recently facing some health issues, the people at [Ohio Living Sarah Moore](#) were the first people I reached out to for advice. I have always been impressed with my interactions over the years with the Sarah Moore staff and with Aric Arnett and this time was no different. His advice helped as my brothers and I made decisions going forward. We are so fortunate to have the Ohio Living Sarah Moore team in our community.”

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



“Movers Who Care.”



“Just wanted to tell you the result of one of our board members attending an "After Hours" Chamber event. She met a gentleman from [Two Men and a Truck](#) in Westerville. During the discussion she discovered that Two Men and a Truck will move things for non-profits for free. Several weeks later the Friends of the Delaware County District Library contacted [Two Men and a Truck](#) to move 83 boxes of books from the Wornstaff Memorial Library in Ashley, Ohio to the Orange Branch of the Delaware County District Library. They were absolutely great to deal with. They were very polite, and very professional in moving our 83 boxes. Thank you to the Chamber and a big thanks to Two Men and a Truck, 5083 Westerville Rd., Columbus, OH 43231-4909.”

Karen Cowan, President Friends of the [Delaware County District Library](#)

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

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



“Since returning to this city I have the opportunity to seek advice from Attorney DJ Young and others at [Firestone, Brehm, Wolf, Whitney, & Young](#) here Delaware. That advice has been rock solid. In addition, I have referred clients to this firm and the feedback on their work has been exceptional. As we are all judged on those we refer I could not be happier with the results from DJ Young and his team. I place great trust in these folks and will continue to refer my clients to them”.

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

Share YOUR story. Send your testimonials about your experience doing business with your Chamber-member peers. Email Holly at hquaine@DelawareAreaChamber.com.

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

It's Good for Business!

Nothing blue about this After Hours

CPAS / ADVISORS



Tax returns took a break when the accountants at [Blue & Co.](#) hosted the February Business After Hours. Ours hosts looked none the worse for being tax season as they joined their guests who enjoyed a nice spread of pre-dinner eats and after work adult refreshments. From old friends like Ken Barton who, thirty-some years ago started the firm with Steve Sheridan (Ken has since retired from Blue and owns [Minuteman Press of Dublin](#)), to a few non-chamber members who saw our event on the website and came to check us out, the break from tax code was good news for those who attended. Thank you to Gina Grote and everyone at Blue & Co. for being the nicest place to be on a rainy Thursday after work. [Click here for more photos.](#)



Foundation announces scholarship deadlines

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

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

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

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

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

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

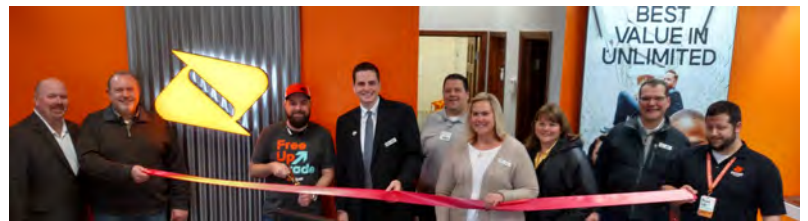


Delaware County
Foundation

Member celebrates remodel with open house and ribbon cutting

On Friday, February 23, [Boost Mobile Cellutions](#) celebrated their grand re-opening with an open house and ribbon cutting. After being at 46 East Winter Street for five years, this location recently completed a full re-model. This is one of eight stores and they plan to open two more by the end of 2018. Boost Mobile is a no contract, no credit check mobile provider that runs on the Sprint network.

Welcome to the chamber and congratulations to owner Shane Amawi and staff. [Click here for more photos.](#)



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, April 24** . [Click here to register.](#) We'd love to see you! It's not just for new members!



FAHEY BANK HELPING HANDS SMALL BUSINESS LOAN.

Let us help!

The Fahey Bank Helping Hands Small Business Loan makes it easy for you to get the cash you need to help your small business. So whether it's a new vehicle or some new equipment, our fixed rate loan can help.

Loan special for a limited time. Subject to credit approval. All other loan terms and requirements apply. This offer is for new loans and is not available for refinancing existing Fahey Bank loans. Maximum loan amount is \$75,000.00. Other restrictions may apply. Interest Rate of 4.24%. Advertisised rate available on 84 month loan. Rate without automatic payments deducted from Fahey Bank Account is 4.49%.

**Loan Amount:
\$10,000 - \$75,000**

Term: Up to 7 years

**Fixed Rates: As low
as 4.24% with
automatic payment
from your Fahey
Bank Account**

Fee: \$250.00

**Collateral: Vehicle or
Equipment**

FAHEY BANK

127 N. Main St.
Marion, OH 43302

www.faheybank.com

740.382.8231

Member FDIC

Check Out the Latest
HOT DEALS
from Chamber Members
Posting is FREE with
your membership

- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)
- [GPS Advertising - NorthStar Golf Club](#)
- [Free Self Watering Containers with Tropical Palm tree and flowers - Woodland Environment, Inc.](#)

Use your freebies with ChamberMaster

To use any of the features offered, you will need a username and password. [Click here for instructions.](#)

Click here for tutorials: [Hot Deals](#), [posting events](#), [register for events](#), [pay invoices online](#)

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.



maloney
maloney + NOVOTNY LLC

Business Advisors and
Certified Public Accountants



Mike Dickey, CPA
Shareholder

Cleveland | 216.363.0100
Canton | 330.966.9400
Delaware | 740.362.9031

Elyria | 440.323.3200
Worthington | 614.781.6174
maloneynovotny.com

Why aren't YOU
advertising FREE on the
Chamber's Website???

If you're not publishing **Hot Deals** on the Chamber's home page, you're missing one of the benefits of Chamber membership and missing thousands of potential customers

HOT DEALS

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

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

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.



DELAWARE AREA
CHAMBER OF COMMERCE

The Annual Supervisor Six Pack 100 Series



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

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

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

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

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

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

Click here to register by April 16

About Brad Schneider - The Growth Coach of Central Ohio



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

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

Resident Owned



HETTER
HEATING & COOLING

Since 1963

www.hetterheating.com

4780 KENNY ROAD
COLUMBUS, OH

(614) 784-9200

Servicing Delaware County

OH Lic. #18098

**IT'S ALL
ABOUT
HEATING
NOW**

- 2016 Recipient Better Business Bureau of Central Ohio Torch Awards for Ethics

- Financing Available

- We Install HUMIDIFIERS and AIR CLEANERS

**BEST
TIME TO BUY
IS NOW!**



TEMPSTAR[®]
Heating and Cooling Products

Be Comfortable With Us!



Leadership Delaware Class of 2018
Government Day
Facilitators: Darren Shulman '12 & Ginny Berry '11
Newsletter editors: Anne Miller, Tracy Pabst, John Regalsky, Roberta Zeller

We met at the [Delaware County Board of Elections](#) and our day started off learning about local government – Local Government 101. Below the state level are the city, village, and township levels. The county government is managed by 3 elected county commissioners. Other elected officials include sheriff, coroner, etc. The primary source of funding is sales tax. Municipalities refer to cities and villages. They are managed by city manager and mayor and their main source of funding is the power to levy income tax and property tax.

With a township there are lower taxes and no income taxes. People in a township usually enjoy the “rural” feel of living in a township and don’t want the heavy traffic and big businesses (like living in a city). Originally, townships were established to be close to government (before transportation as we know it today).



Continued on next page



DATA Bus is an agency. Is it comprised of 20 vehicles; all are wheelchair accessible and have bike racks. You can call ahead and be picked up at any location requested in [Delaware County](#).

SourcePoint developed DATA Bus Bucks program when Demand Response fares increased. There is better pricing for residents 55 & older. They also have fixed routes and Saturday routes. Since funding issues, they have had to cut some routes.

Leadership Delaware Class of 2018

Robbie Apt
[Delaware County District Library](#)
 Daniel Bartha
[Delaware City Schools](#)
 Glenn Bertrand
[CES Credit Union](#)
 Cindi Blair
[Delaware County](#)
 Deanna Brant
[Delaware Morrow Mental Health & Recovery Services Board](#)
 Erin Brown
[Edward Jones, Dusty Hostutler](#)
 Kelly Cochran
[Delaware County District Library](#)
 John Coady
 JP Morgan Chase
 Paul Endicott
[pauldavidendicott, LLC](#)
 Clare Edwards
[SourcePoint](#)
 Heidi Hackworth
[Delaware County Board of Developmental Disabilities](#)
 Melissa Henry
[Richwood Bank](#)
 Ashley Holtzlander
[Ohio Living Sarah Moore](#)
 Tom Karn
[Maloney +Novotny](#)

Jeff Kauffman
[Del-Co Water Co.](#)
 Lissie Krull
[Delaware General Health District](#)
 Angie Linnane
[Saint's Auto Service](#)
 Lori MacKay
[First Commonwealth Bank](#)
 Anne Miller
[Delaware County Board of Developmental Disabilities](#)
 Josie Montgomery
[Willow Brook Christian Communities](#)
 Bonnie Muncey
[Fidelity Federal Savings & Loan](#)
 Suzie Orahood
 Ohio Board of Nursing
 Tracy Pabst
[Sam Dong Ohio](#)
 Ben Powers
 Family Promise of Delaware County
 John Regalsky
[Willow Brook Christian Communities](#)
 Mike Rhinehart
[Blue & Co.](#)
 Jenn Rose Caudill
[Emergency Plumbing Service](#)
 Kim Saunders
[Ohio State University](#)
[Wexner Medical Center-CarePoint Lewis Center](#)

Kim Schuette
[SourcePoint](#)
 Kelsey Scott
[City of Delaware](#)
 Adrienne Selsor
 Time, Talent & Treasure, LLC
 Mark Smiles
[The Greater Gouda](#)
 Pam Steurer
[Delaware City Schools](#)
 T. Thomson
[Delaware County Agricultural Society](#)
 Mary Van Haften
[Preservation Parks of Delaware County](#)
 Randy Van Tilburg
 The Mannik & Smith Group
 Chase Waits
[Delaware County Board of Developmental Disabilities](#)
 Stacy Webb
[First Commonwealth Bank](#)
 Amy Whitney
[Delaware General Health District](#)
 Sarah Yoakam
[Delaware Area Chamber of Commerce](#)
 Roberta Zeller Carr
[Delaware County Board of Developmental Disabilities](#)

Leadership continued

TRANSPORTATION

The class enjoyed the opportunity to hear from transportation representatives at the city, county, and state levels. While we certainly learned much about prioritization and costs of transportation projects, perhaps the most important thing the class took away was understanding that there are many factors that play into decisions regarding our transportation and that projects are not chosen on the “worst first” mentality. After learning the cost per to build a mile of road is \$5 million, we gained a new appreciation for the professionals in charge of using our tax dollars to prioritize projects and work with a limited budget. We also learned about roundabouts, a common source of complaint. Everyone wants to know “why do we need them?” We learned that roundabouts significantly reduce the number of fatal crashes by reducing the number of conflict points from 32 to eight. The transportation panel did a wonderful educating the class on the many facets of the transportation departments.



GOVERNMENT GAME

After an incredible pot roast lunch provided by [All Occasions Catering](#), facilitator Darren Schulman lead a panel style game of Family Feud with a variety of government officials. He proceeded to ask them a variety of questions that gave the leadership class some insight on what they encounter in their specific jurisdictions.” Although each community had many big accomplishments, Troy Township Trustee, Earl Lehner was proud to announce that they earned a \$500,000 grant for the widening of local roads, while Delaware County Commissioner, Gary Merrell, was excited to announce the passing of the 911 levy in Delaware.



Although a half a dozen questions were asked, allow us to take some time to highlight a few. When asked what the biggest challenge that they faced in their region, [Delaware City](#) assistant city manager Jackie Walker highlighted that community engagement and communicating with the community is a challenge. Facebook Live for a recent city council meeting gained some traction in this area.

The panel was faced with the question of what is the best part of working in government. Delaware Township Trustee, Randy Ormeroid, & Sunbury Village administrator, Allen Rothermel, both stated that the either enjoy giving back to the community or utilizing their faith based servant leadership skills to serve the residents of their respected communities.

Although each community had many big accomplishments, Troy Township Trustee, Earl Lehner was proud to announce that they earned a \$500,000 grant for the widening of local roads, while Delaware County Commissioner, Gary Merrell, was excited to announce the passing of the 911 levy in Delaware.

Darren gifted bags of gourmet candy and fidget spinners to class members that offered up intriguing questions to the panel. Although no final score was tallied, there was fun by all while learning more about our community leaders.

BOARD OF ELECTIONS - JEOPARDY

Our day ended with a lively game of Board of Elections Jeopardy, hosted by BOE staffers Karla Herron, Anthony Saadey, Jenny Wiest, Christina Voise, and Rick Helwig. We were split into Team Generals and Team Primaries. Team Primaries started off scoring with questions from the categories “It’s a Numbers Game” and “Elections”. Team Generals soon pulled ahead with questions from “Potpourri” and “What’s What”. Delaware City’s own, Kelsey Scott, hit the daily double but her team lost all the Generals points on “Number of School Districts in Delaware County” (What is 12?). The Primaries pulled ahead with ringer, Chase Waits, but the game soon turned into a back and forth scoring frenzy. Shout outs from audience members (Glenn Bertrand), score board malfunctions, and loosely applied rules of the game made the learning experience enjoyable. In the end, we were all winners, and learned a lot about election laws and the work of our local Board of Elections.



It was a very informative day and ended with Darren reminding everyone to vote for their favorite Delaware Tour day by voting for Government Day! He reminded us of this several times, even with “subliminal” messages. (lol). We think Darren should definitely run for an office as he is very good at getting his message across and persuading others.

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

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

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's event cancellation policy

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

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

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

Having trouble clicking newsletter links?

If you have been having difficulty accessing links from the electronic newsletter, you may need to try the "alternative" version. Smartphone, tablet, Google Chrome, Microsoft Edge, and Firefox users should use the main version of the newsletter.

Internet Explorer users can use the alternative version available from the newsletter email or found right below the main newsletter link from our newsletter webpage.

Let us know of any other newsletter issues by contacting the Chamber at 740-369-6221 or email at dachamber@DelawareAreaChamber.com.



HW & Co.

CPAs & Advisors

Celebrating Over 25 Years of Excellence

Our CPAs and Advisors understand that conversations change everything. See where one discussion with our professionals can take you. Start the conversation today!

www.hwco.com 877.FOR.HWCO

Ohio Chamber releases interim free enterprise index

Highlights accomplishments to date but also what's still unfinished

On Tuesday, February 6, the Ohio Chamber of Commerce released its interim Free Enterprise Index scorecard of the Ohio General Assembly. The Free Enterprise Index is a compilation of how members of the Ohio General Assembly voted on bills that represent the Ohio Chamber's public policy priorities. Each of the bills scored would have a significant impact on improving – or harming – Ohio's overall business climate.

This release of the Free Enterprise Index is an interim scorecard, reflecting the key votes taken by the Ohio House and Senate during 2017, halfway through the current two-year session of the Ohio General Assembly. In addition, the interim Free Enterprise Index makes clear that several major priority issues of concern to Ohio employers remain unaddressed by the legislature.

"While it is important to tell Ohio Chamber members and other businesses how committed individual lawmakers are to creating a healthy economy and to hold lawmakers accountable for their actions to date, there is still a significant amount of work left to accomplish before the 132nd General Assembly ends in December," explained Keith Lake, the Ohio Chamber's vice president of government affairs. "For this reason, the theme of this Free Enterprise Index is everybody gets an incomplete".

Since 1993 the Ohio Chamber has been tracking and scoring the key business votes taken by Ohio legislators. So far this session, there are 24 members of the Ohio Senate, but only two members of the Ohio House, who have 100 percent perfect pro-business scores. "These lawmakers can tout their accomplishments to their constituents as proof that they support a pro-jobs business agenda," stated Lake.

The Ohio Chamber also gives special recognition to five legislators in the Free Enterprise Spotlight. They are Sens. Troy Balderson and Joe Uecker and Reps. Niraj Antani, Anthony DeVitis, and Bill Reineke. "Each of these legislators should be commended for their commitment to improving Ohio's business environment", said Lake. "Not only are their pro-business scores excellent, but they've earned special recognition for playing a key role in the development or passage of a variety of critical issues. Each one of them should be seen as a great friend of business."

Source: Ohio Chamber of Commerce

How do our legislator fair?

The Ohio Chamber of Commerce Free Enterprise Index for the 132nd General Assembly rates the January-December and lifetime pro-business voting record for our Delaware County representatives:

	Session %	Lifetime %
Senate District 19 Kris Jordan:	100	92
House District 67 Andy Brenner	67	94
House District 68 Rick Carfagna	67	67

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.

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.

Blockchain technology– too new for spell check

Some reading this remember the dawn of Internet-for-everybody and listening to the computer crunch until it was our turn have access. For those of us Regular Joes, wrapping our head around something that we all used but that wasn't *owned* by anybody nor had a *facility* somewhere that was staffed– it was a difficult concept. Piece. Of. Cake. Enter blockchain technology (spell check doesn't yet know it's a legitimate, compound word).

At its February Third Thursday luncheon, the Chamber welcomed presenters from FinTech 71, a start-up accelerator that's part of the 2020!/JobsOhio partnerships. FinTech's sweet spot is the financial industry so their experience with blockchain technology extends to their clients' use. But this was a curious lunch crowd. Fortunately, the Chamber's very own **Dusty Hostutler, Edward Jones**, who lives for this stuff, filled in the blanks and managed to create as many "aha" moments as he did more questions.

But that's the nature of a virtual world with an impact some are calling greater than the Internet itself. The first step to understanding blockchain technology is to understand that Bitcoin is one product of blockchain and that its use to describe blockchain is as ubiquitous as referring to tissue as Kleenex. Once you separate the two, you create room in your head to grasp the big picture.

Grasping all its applications requires concentration and/or a Dusty Hostutler who not only understands but can explain. Repeating his explanations are more difficult, however, so we found [this link](#) to Blockchain101. It's a good foundation upon which you can begin to sense the potential applications of this runaway technology.

Thank you to Dusty for stepping up and for being so smart! No doubt we haven't presented the last of blockchain.

Thank you to our luncheon sponsor

Edward Jones
MAKING SENSE OF INVESTING

Dusty Hostutler

Educational series back in 2018

Back by popular demand for 2018 are three "pack" series designed to offer Chamber members convenient, affordable training for staff. All sessions are held from 8:00-10:00 am at the Chamber office.

- * **Supervisor Six-Pack** -If you have staff, you need to attend. Labor law changes mean you need to be in the know. Put April 16 –May 28 on your calendar. [Click here to register.](#)
- * **Microsoft 4-pack:** Excel, Power Point, Word and Outlook This 4-part series is so popular we're once again offering it twice this year: spring and fall. Oct 29–Nov 19. there's still room for Excel (March 5) Power Point (March 12) and Word (March 19) [Click here to register](#) for one of these spring sessions (\$40 ala carte) or [click here](#) to reserve your spot for the fall series.
- **HR Six Pack** If you perform the HR function for your business, you MUST attend this series. Workplace legislation changes too often for you to be caught unawares. This fills up fast and space is limited. [Click here for details and to register.](#)



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

The Chamber offers an recurring, incremental payment option for annual dues investment.. Members can choose to deduct the payment from bank account or credit card [securely stored offsite via Authorize.net](#). You'll also be able to opt in to the billing frequency of choice: monthly, quarterly or annually.

Auto pay must be set up at least 30 days prior to the month of your membership renewal date*.

You can sign up now, even if your renewal date is up to twelve months from today. Fill out the [Membership Investment Auto Pay Form](#). Bank account EFT is preferred to avoid credit cards that expire and interrupt the deduction.

Your banking/credit card account is secure; the Chamber renews its PCI compliance annually. Only *membership* invoices are eligible for this option. All other Chamber invoices remain due within 15 days. And remember that you can pay those online as well.

Members who sign up receive a free 1/8 page newsletter ad!

Call the office for format details or with help creating your ad.

So sign up today to make paying for your Chamber investment a snap. There are no administration or set-up fees.

* *Don't know the month in which your renewal is due? Email dachamber@DelawareAreaChamber.com.*

OhioHealth Grady Memorial Hospital

Quality medical care serving the Delaware community.



Whether you need preventive care, emergency services, a routine test or rehabilitation, OhioHealth Grady Memorial Hospital is here for you. And, if additional care is required, *WE* seamlessly connect you with physicians and facilities from our entire OhioHealth system and then arrange follow-up care in your hometown.

BELIEVE IN *WE*™  OhioHealth

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

FY18 Steering Committee

Thomas Bensen
*Bensen Fire &
Safety Consulting*
Mandie Curtis

CompManagement

Tony Dial
OhioHealth
Susan Garrett

Mail Pro 1

Larry Jones

Liberty

Casting Company

Mark Lasure
Employment Solutions
Mark Nelson
BWC
Tracy Thompson
BWC

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

Monthly Safety Tip: Office Safety

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

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

Here are some safety tips:

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

Monthly meetings are the second Tuesday of the month 11:30 – 12 optional lunch, 12-1 program.

All meetings are at the Eagles Lodge, 127 East William Street Delaware, OH unless otherwise specified. Check the [Safety Council website](#) for more details.

Safety Council basics:

- ⇒ Don't forget to sign in at every meeting and check the box if you are a CEO
- ⇒ Up to two of your 10-meeting requirement can be substituted by external trainings. Plan ahead for the year now and schedule your classes with BWC. [Click here](#) for a list of courses offered in Columbus for FY18
- ⇒ [Click here to go to the BWC monthly newsletter.](#)
- ⇒ [Click here to go to the OSHA QuickTakes monthly newsletter.](#)

Remember that you must register by EOB the Wednesday prior to the meeting to reserve your lunch.
Prepaying for your lunches does not mean you have registered for that month's lunch.

Safety Council

Calendar

FY18 Meeting #9 March 13

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



FY18 Meeting #10 April 10

Ohio Utilities Protection



FY18 Meeting #11 May 8

Annual BWC Awards– Glenn Ross Golf Club



FY18 Meeting #12 June 12

BWC Updates/Semi-Annual Reports



Chamber still has only four 2018 dates available to host a networking event

One of the fundamental benefits of a chamber membership is the opportunity to meet other members. The Delaware Area Chamber offers members the chance to host or attend either an am or pm networking event most months. Want to show off your business by inviting members over for refreshments and schmoozing? The Chamber is taking reservations for hosting in 2018. Dates are filled on a first-come basis so contact the Chamber to hold your date. Contact Sarah at dachamber@DelawareAreaChamber.com. Available dates for 2018:

Business BEFORE Hours:
8:00-9:30 am

July 5
August 7 November 1

Business AFTER Hours:
5:00-6:30 pm

November 15

Chamber newsletter advertising a good value

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

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

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

Ladies, it's time to get together and enjoy the shooting sports!

Black Wing Ladies Club



Safe and fun pistol, rifle & shotgun range activities for all experience levels! Firearms available free of charge with purchase of ammo.

Snacks and beverages will be available.

**\$20 +
ammo**



Follow Us:   

PRE-REGISTER AT www.BlackWingSC.com

3722 Marysville Rd. Delaware OH 43015 • 740.383.7555

Did you know...

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

Presenters needed

Are you an expert in a field related to business? The Chamber is seeking presenters for our B.E.D. & Breakfast program. BED is held on the second Tuesday of the month from 7:30-8:30am. Over the years we've covered a myriad of topics from HR to marketing; insurance to IT.



We'd love your help with fresh ideas about topics important to you. We ask that the presentation **not** be an infomercial (although a speaker never left the building without making a contact or two) but an educational one.

If you think you could offer insight into a business-related topic, please contact Holly at hquaine@DelawareAreaChamber.com.

Are you making the most of the freebies membership offers?

The Chamber uses an integrated database system called ChamberMaster. From the staff's point of view, ChamberMaster's integration with our secure accounting system and website, and its use as a database system are only the tip of the iceberg; CM's features are robust and responsive to chambers of commerce who subscribe. But ChamberMaster is also a multi-faceted tool for our members that increases the value of membership to those who use it.

To use any of the features offered, you will need a username and password. [Click here for instructions.](#)

In the [March newsletter](#) we covered [Hot Deals](#), [login](#) and [posting events](#). In the [April newsletter](#) we showed you how to register and pay for Chamber events and how to set up auto pay for your annual membership investment.

Your online calendar displays events from other members, Chamber events, and of course, any events that you have posted. You can register online for Chamber events only; to register for another member's event, please contact that member directly. If the event you'd like to register for has a fee associated with it (for example, Third Thursday luncheon is \$15 a person), you can pay online right then and there, select to pay at the door, or let us know you'd like an invoice. [Click here for the full instructions on registering for Chamber events.](#)

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

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.

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.

Business + Pleasure = Your Event



ANNUAL MEETINGS
NETWORKING EVENTS
STAFF RECOGNITION EVENTS
AWARD CEREMONIES
CLIENT APPRECIATION DINNERS
CORPORATE FUNDRAISERS
RETREATS

You get all of these up-to-date amenities plus the rustic charm of our authentic 1840s barn:

- Seating for up to 250 people
- Digital A/V equipment • Wi-Fi
- Sound system • Bistro lighting
- Catering available for snacks, meals, or buffet
- Prep kitchen • Climate controlled



2690 Stratford Road • Delaware, OH 43015
Call for a quote or to arrange a tour.

Ph: 844-369-2276
www.BarnAtStratford.org

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

Welcome New Members

Boost Mobile Cellutions, LLC

Stephanie Shultz—Sales Rep
46 East Winter Street
Delaware, OH 43015
(740) 362-6678

www.boostmobile.com

Provides wireless services featuring an assortment of prepaid mobile phones, data plans & accessories.

Costco Wholesale

Gary Bucci—Marketing/Membership
1500 Gemini Place
Columbus, OH 43240
(614) 987-1902

www.costco.com

Reinvesting Members

[42 Storage & U-SELL Center](#)
[Adecco Staffing](#)
[Arbors at Delaware](#)
[Benchmark Woodworks Co.](#)
[Blue & Co., LLC](#)
[Breakaway Cycling](#)
[Brookshire Banquet, LLC](#)
[Cassandra Converse Agency](#)
[-American Family](#)
[CES Credit Union, Inc.](#)
[Charter NEX Films](#)
[Country Club Rehabilitation Campus](#)
[at Delaware](#)
[Custom Air](#)

March Calendar

Business Before Hours

Thursday, March 1
8:00– 9:30 am
Delaware County Board of
Developmental Disabilities
[Click here to register](#)

Microsoft Series Part Two: Excel

Monday, March 5
8:00-10:00 am
Chamber office
Still room– [click here to register](#)

Leadership Delaware

Thursday, March 8
Law Enforcement & the Courts Day

Workforce Development & Education Committee

Friday, March 9
8:00 am
Chamber office

Operates a chain of membership-only warehouse clubs, with additional services such as: optical, pharmacy & travel

Oak and Brazen Wine Co.

Jeff Kirby—Owner
38 East Winter Street
Delaware, OH 43015
(740) 417-4252

www.oakandbrazen.com

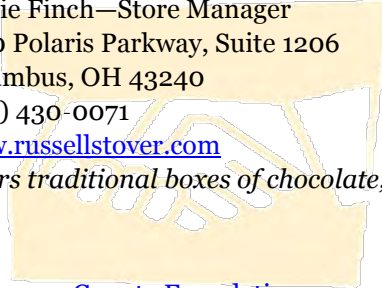
Offers an urban craft winery

Russell Stover Chocolates

Carrie Finch—Store Manager
1500 Polaris Parkway, Suite 1206
Columbus, OH 43240
(614) 430-0071

www.russellstover.com

Offers traditional boxes of chocolate,



[Delaware County Foundation](#)
[Fidelity Federal Savings and Loan Association](#)
[First Commonwealth Bank](#)
[- Corporate Office](#)
[Goodwill Industries serving Marion, Delaware, Union, Crawford & Morrow Counties](#)
[Heart of Ohio Homeless Shelter](#)
[Heartland Bank](#)
[Hetter Heating & Cooling](#)
[HW&Co.](#)
[Inno-Pak, LLC](#)
[Kaitsa, George](#)
[League of Women Voters of Delaware County](#)
[Luvata Ohio, Inc.](#)

Microsoft Series Part Three: Power Point

Monday, March 12
8:00-10:00 am
Chamber office
Still room– [click here to register](#)

Safety Council

Tuesday, March 13
11:30 am–1:00 pm
[Click here to register](#)

Third Thursday luncheon

Thursday, March 15
11:45 am SourcePoint
Annual State of the County
[Click here to register](#)

candy gifting, gift baskets, & more

T-Mobile

Ryan Allen—Store Manager
805 North Houck Road
Delaware, OH 43015
(614) 987-8673

www.collinsmobilellc.com

Serves as a T-Mobile authorized dealer

The Greater Gouda

Mark Smiles—Owner/CEO
12 North Sandusky Street
Delaware, OH 43015
(740) 990-0238

www.greatergouda.com

Offers a country cheese shop with a gourmet touch

[Maryhaven](#)

[Nationwide Hotel and Conference Center](#)
[OhioHealth Grady Memorial Hospital](#)
[Peacock Water](#)
[Performance Columbus](#)
[Automotive Group](#)
[Pregnancy Resources of Delaware County](#)
[RCD Sales Co. - Delaware](#)
[Saint's Auto Service, LLC](#)
[Savare Specialty Adhesives, LLC](#)
[Small Business Payroll Services](#)
[Suburban Natural Gas Company](#)
[United Way of Delaware County](#)
[Vetcare Animal Wellness Clinic](#)
[Village Gates of Delaware](#)
[Woodhaven Farm](#)
[Woodland Environment, Inc](#)

Business After Hours

Thursday, March 15
5:00-6:30 pm
Pathways Financial Credit Union
[Click here to register](#)

SAVE THE DATES

2018 Golf Outing

Friday, June 15
Oakhaven Golf Course
[Click here to register](#)

2018 Clay Classic

Friday, October 12
Black Wing Shooting Center

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

The Non-Profit & Community Bulletin Board



Liberty Community Center is a non-profit early childhood education center committed to serving young children and families in the community. The fundamental components of the program are to provide care, a higher quality Early Childhood Education and developmentally appropriate experiences for children ages 6 weeks to 5 years, and to support families with either direct services or referrals to community service providers which support the child's development. LCC is committed to monitoring each child's development, educational outcomes, progress and to work with the families as a team to prepare the children for kindergarten. LCC will continue to add new programs to help our families and the Delaware County community members.



appropriate experiences for children ages 6 weeks to 5 years, and to support families with either direct services or referrals to community service providers which support the child's development. LCC is committed to monitoring each child's development, educational outcomes, progress and to work with the families as a team to prepare the children for kindergarten. LCC will continue to add new programs to help our families and the Delaware County community members.

Statement of Purpose: To provide responsible governance of the Liberty Community Center, a non-profit organization dedicated to providing the highest quality of early educational child care for children 6 weeks to 5 years of age, and to providing a meeting place for Delaware organizations that respect and reflect a commitment to excellence, inclusion and diversity.

Board Member Responsibilities:

Know the Mission and help set goals for Liberty Community Center (LCC).

Support the work of LCC.

Understand the organizational structure of the Board as defined in the By-Laws.

Know the policies approved by the Board.

Focus on the well-being of LCC and share in planning the short and long-term goals for the organization.

Commit to attend the regular meeting (second Tuesday of the month, 6:30 -8:30p.m.) each month plus possible standing committee meetings and unspecified additional time to complete committee work.

Expectations for Board Members

Commitment to LCC and its purpose.

Support of the organization publicly.



Demonstration of an ability to listen to all sides with an open mind before making decisions.

Willingness to abide by the will of the majority and respect the rights of the minority.

Positive support of decisions made by the Board.

Support of fund-raising efforts either as an active solicitor or by personal donation

Demonstration of honesty, integrity and enthusiasm for the task.

Interested parties should contact executive director Ann McKenzie Teague at 740-369-3876

A Place to Call Home

Assisted Living
Short-Term Rehabilitation
Long-Term Nursing Care
Home Health & Hospice



Ohio Living
Sarah Moore

740.362.9641 | ohioliving.org

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!!

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.



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.*

While your competition is busy cutting corners, you get preventive care programs, prescription drug coverage and one-stop shopping for a complete benefits package.

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



MEDICAL | DENTAL | VISION | LIFE | DISABILITY | BEHAVIORAL

*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](#)

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