

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

October 2021

Sustaining Members

Industry Exclusive
Platinum Level



Gold Level



Silver Level



Bronze Level



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

UNITED STATES CHAMBER OF COMMERCE

ACCREDITED



LAST CHANCE TO REGISTER!!

Corporate Sponsor



Lunch Sponsor



Shooter Awards

High Shooter
High Team
Booby Prize



Deadline to register is October 4

Shooter Amenities

- Gun rental
- Lunch
- Ammunition
- Eye & ear protection
- Range safety officer
- Safety briefing

Clay Classic 2021

Friday, October 8, 2021

Black Wing Shooting Center

3722 Marysville Road, Delaware

12:00pm: Registration & lunch

12:30 pm: Mandatory safety briefing

1:00 Shooting begins

3:00-ish: Awards



Single Shooter \$125

Station Sponsor \$125

Mulligans \$5 each (limit 5)

[Click here to register shooters and/
or sponsor a station](#)

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, October 26**. [Click here to register](#). We'd love to see you! It's not just for new members!

**2021 Board of Directors
Executive Committee**

Aric Arnett— Chair

[Ohio Living Sarah Moore](#)

Brad Schneider—Chair elect

[The Growth Coach](#)

Zach Price— Immediate Past Chair

[TRIAD Architects](#)

Ana Babiasz— Treasurer

[Fidelity Federal Savings & Loan](#)

Casey Converse— Vice Chair

[Converse & Associates LLC](#)

Shane Dawson— Vice Chair

[Dinsmore & Shohl LLP](#)

Eric Moulton—Vice Chair

[The Daily Dumpsters](#)

Board Members at Large

Tamra Bower

[Polaris Fashion Place](#)

Mark Clack

[Attindas Hygiene Partners](#)

Bill Morgan

[2K General Co.](#)

Liz Owens

[Alpha Group of Delaware](#)

Jeff Rupp

[LandCare](#)

Scott Ruth

[Cogburn Electric](#)

Kim Saunders

[Ohio State University Wexner Medical](#)

[Center Outpatient Care Lewis Center](#)

Kirt Trimble

[Trimble Insurance Agency](#)

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facebook



**DELaware AREA
CHAMBER OF COMMERCE**

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

**Meet Steve Stivers
Ohio Chamber's New CEO**

with

sponsored by



Thursday, October 21, 2021, 11:45am—1:00pm at **Brookshire Banquet****

405 Greif Parkway, Delaware 43015

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

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

Deadline to register is Monday, October 4, 2021

Cancellations after October 4 and no-shows will be charged.

[Click here to register](#)

October Business BEFORE Hours

Start your day on Thursday, October 7 by networking when Toby Boyce is our host. We're going to help him celebrate his brand new partnership with **Coldwell Banker**. Toby's office hasn't moved: the event is held at 11 1/2 W. Winter St. (office faces the alleyway) Food, networking – bring lots of business cards to share. The event is held from 8:00 - 9:30 am. Please let us know you're attending. [Click here to register.](#)



**COLDWELL BANKER
REALTY**

Boo-siness After Hours at the Chamber

Mark your calendars now—you won't want to miss the Chamber's annual Halloween party on Thursday, October 21 5:00-7:00. Costume contest, Tarot card readings, pumpkin painting, special brews and the chance to have your photo taken with Frank-and-stein and much more!! Come join the fun if you dare...

[Click here to enter the Chamber House of Horrors.](#) (OK, that might be overstating it a teeny bit. But it WILL be fun)



Advertisers in this issue

[Anthem Blue](#)

[Cross/Blue Shield](#)

[Black Wing](#)

[Shooting Center](#)

[Bodine Perry](#)

[CES Credit Union](#)

[Delaware Court Healthcare](#)

[Center](#)

[First Citizens](#)

[National Bank](#)

[HW&Co.](#)

[Maloney + Novotny](#)

[Manos, Martin & Pergram](#)

[LPA](#)

[OhioHealth](#)

[Ohio Living Sarah Moore](#)

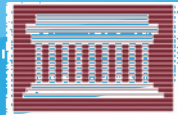


regional chamber BUSINESS EXPO

A Joint Effort of Delaware Area and Marion Area Chambers of Commerce



DELAWARE AREA
CHAMBER OF COMMERCE



Marion Area
Chamber of Commerce
*Business Advocates for Over
100 years!*



THURSDAY 4:00-6:30 PM
OCTOBER 28, 2021

Event located at All Occasions Catering

6989 Waldo Delaware Rd, Waldo, OH | Finger Foods Provided!

Be an exhibitor:

Exhibitor - \$125 Early Bird Registration (after October 1: \$175)

- * 10 ft space with pre-set 8 ft table and two chairs (must bring own linen)
- * Company listing on Exhibitors Map (refer to registration)
- * Combined list of registered attendees

[Click here to be an exhibitor](#)

Also available: Electricity and/or Wifi - \$25 *Space is limited; exhibitor registration will close October 18*

Be a corporate sponsor:

Corporate Sponsorships Available - \$1000

- * Exhibitor space with premium space assignment
- * Logo on marketing materials & websites OF BOTH CHAMBERS;
- * Logo on exhibitor bags, exhibitor map, and event signage

[Click here to sponsor](#)

Attend this joint chamber expo:

Free admission

- * Build key business connections with the Marion Chamber
- * See products and services from a variety of businesses
- * Complimentary appetizers, beer & wine

[Click here to register to attend](#)

CORPORATE SPONSORS



Local agency celebrates golden anniversary

[The Alpha Group of Delaware](#) officially celebrated its 50th anniversary on August 26 with food, music and awards. Although the anniversary was in 2020, covid put off the formal festivities until this year. Over 200 people came together to celebrate leadership, staff and especially the clients that Alpha serves with such dignity and passion. The Chamber was proud to present Alpha with a proclamation, saluting the work they do and the lives they touch.



Among the many awards recipients were three Delaware Area Chamber members. Jim Buck, owner of [Jabtec](#), received the Work Training Partner award, The [Delaware County Board of Developmental Disabilities](#) was granted the Transportation Pairing Partner award and [OhioHealth](#) Neurology accepted the Supportive Living Pairing Partner award.

Since 1970, The Alpha Group of Delaware, Inc. is a 501 (c) (3) nonprofit agency which provides gainful employment, quality rehabilitation, and adult day support services to individuals with disabilities in Delaware and surrounding counties. In the past several years, under the leadership of director Liz Owens and a passionate and committed staff and board of directors, Alpha has expanded its footprint both geographically and in terms of services. Most recently they established a separate 501 (c) (3) TAG Community Living, Inc. (TAG). The sister agency of The Alpha Group is



partnering with [Habitat for Humanity of Delaware & Union Counties](#) on a home build for individuals with intellectual and developmental disabilities. This project will be a two-unit three-bedroom duplex. The goal of this new two-unit three-bedroom home is to encourage independence and build financial responsibility, while providing home and community-based services.

Congratulations to Alpha and everyone associated with them over the years. [Click here to see all the fun photos.](#)

What a beautiful way to start the day

The September Business After Hours was hosted by [Preservation Parks of Delaware County](#) at its Deer Haven park in Lewis Center. Deer Haven is park of the Park's menu of parks, shelters and trails that provide the county with a world-class parks system. New is the Deer Haven Aviary, home to birds of prey, thanks to their partnership with Ohio Nature Education (ONE). These birds are permanently injured and perching bird species will be on display on a rotating basis.



Parks director Tom Curtain applauded the community's support of the Parks District and said attendance at the parks increased by 61% since the pandemic impacted folks' lives. He also shared future plans to purchase roughly 1200 acres throughout the county from property owners who want to sell specifically to the Park's footprint.



Opportunities for robust and varied parks and trails have an incal-



culable impact on a community and the Chamber is grateful for the leadership and vision of Tom, his board members past and present and his passionate staff.

[Click here for more photos.](#)

Bank welcomes new staff member

Jeremy Sharper has recently been named manager at [First Commonwealth Bank's](#) Sunbury community office, located 75 South Miller Drive, Sunbury, OH 43074. Jeremy joins First Commonwealth after serving similar roles with Huntington, Bank of America and Citizens Banks, for the past several years.



FIRST Commonwealth®

In his role as the manager of the [Sunbury office](#), Jeremy leads the efforts in building new customer relationships and expanding current relationships to support customer needs in [full-service banking](#), wealth, insurance and trust services.

“We are excited to welcome Jeremy and his nearly 15 years of industry expertise to First Commonwealth Bank,” stated Matt Burns, Central Ohio Market Leader for First Commonwealth Bank. “We look forward to him serving our personal and business banking customers in Sunbury and surrounding area.”



“I look forward to getting to know our customers in and around Sunbury and the Big Walnut area helping them with all of their banking needs,” Jeremy offered. “With First Commonwealth’s recent recognition by Forbes as one of the [World’s Best Banks](#), this is a great opportunity.”

Jeremy is a graduate of Case Western University with a bachelor’s degree in Business Management. He lives with his wife, Niesha, and family in the Columbus metro area. Jeremy enjoys volunteering with his kids’ athletic endeavors, and has also been involved in the National Urban League, the Boys & Girls Club and Junior Achievement.

About First Commonwealth Financial Corporation

First Commonwealth Financial Corporation (NYSE: FCF), headquartered in Indiana, Pennsylvania, is a financial services company with 119 community banking offices in western and central Pennsylvania and throughout Ohio, as well as business banking centers in Pittsburgh, Pennsylvania, and Canton, Cincinnati, Cleveland and Columbus, Ohio. The company also operates mortgage offices in Wexford, Pennsylvania, as well as Hudson and Lewis Center, Ohio. First Commonwealth provides a full range of commercial banking, consumer banking, mortgage, wealth management and insurance products and services through its subsidiaries First Commonwealth Bank and First Commonwealth Insurance Agency. For more information about First Commonwealth or to open an account today, please visit www.fcbanking.com.

Local realtor partners with national brand

Toby Boyce held a ribbon cutting to celebrate his new partnership with [Coldwell Banker](#). For fifteen years Toby was in the real estate game under the name of CG Boyce. Recognizing an opportunity when they see one, Coldwell Banker courted Toby, preferring to partner with a seasoned successful professional. Congratulations to Toby and his family and congrats to Coldwell for making a smart move.



COLDWELL BANKER
REALTY



Chamber seeks young professionals for focus group

The Chamber is seeking input from 18-35-year-olds to determine the level of interest in creating a Young Professionals group. Interested people should email Holly at hquaine@DelawareAreaChamber.com.

The purpose and goals of the group will be determined in a focus group held by the Chamber in late October. The Chamber hopes that will be enough time to gather numbers sufficient enough to meet to discuss the possibility of adding a YP group to the Chamber’s list of special interest groups.

If you or a member of your staff is interested in developing a YP group, email Holly today.

Chamber now accepting 2021 award nominations

It is not too early to be thinking about award nominations. As the Chamber does every year, business awards are presented at our annual dinner in February. We are now accepting award nominations.

[Click here for a list of nominating categories, award criteria.](#)

[Click here to submit a nomination.](#) And don't hesitate to self-nominate!!

Who will be presented with these awards for 2021?

⇒ Large Business of the Year

⇒ Small Business of the Year

⇒ Quality of Life Award

⇒ Innovation in Business Award

⇒ Citizen of the Year

⇒ Corporate Citizen of the Year

⇒ Chamber Members of the Year

The Delaware Chamber's Annual Dinner and Awards is THE premier event in Delaware County, with over 400 people attending to experience the fun, awards and the famous table decorations. [Click here for photos of last year's auction, award ceremony, and amazing tables.](#)

And put **Thursday, February 3, 2022** on your calendar. Invitations are sent via email in early January to the primary representative of your company. Watch for it!

Chamber seeks ambassadors

The Delaware Area Chamber is looking to revive its Ambassador program. What is a Chamber ambassador? Their main function is to help promote the Chamber, welcome new members to the Chamber, and make Chamber events successful and enjoyable for everyone. They are a special group of people who volunteer their time to help promote and support Chamber functions.

Ambassadors are those members who have a lively, engaging, and proactive personality and can make the shyest person feel comfortable and welcome. Ambassadors project a positive image for their company and the Chamber and enjoy having fun in a professional environment. Ambassadors have the confidence to make personal contact with any Chamber member, encourage others to become Chamber members and attend ribbon cuttings and other Chamber events. These duties also provide a great opportunity to have a few minutes of fun and network with other movers and shakers in the community. Chamber Ambassadors are often the first community representative a new Chamber member meets so it's the perfect opportunity to make new business connections through an avenue that is not a cold call. Ambassadors may also reach out to members who haven't been active to encourage them to attend events or just to touch base, say hello and hear what's on their mind.

Ambassadors have flexible work schedules that allow for attendance at Chamber events that are held during working hours. They help celebrate ribbon cuttings, greet members at Before and After Hours and volunteer at other Chamber events.

Being a Chamber Ambassador not only helps the Chamber but offers an opportunity to get your foot in the door. Meeting new people by representing the Chamber is a great ice breaker for you and a great way to share the Chamber culture.

Does this sound like you? If you think a commitment to being a Chamber Ambassador sounds like a good fit for you, email hquaine@DelawareAreaChamber.com.



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

First for business. First for Delaware.

NOW OPEN at 33 W. William Street | 740-914-8774

OUR TEAM: LOCALS BORN AND RAISED

You've probably seen us at Chamber functions, supporting Main Street Delaware, or any number of community events over the years. We care deeply about our community and that pride shows through in everything we do.

To learn more about what we can do for your business, call 740-914-8774. We'll be glad to meet in person or virtually.



FirstCitizensNational.com



L-R: Misty Hayden, VP of Business Development; Todd Everingham, Financial Advisor; Kevin Smith, Regional President - Marietta; Frank Reinhard, Regional President - Delaware; Stacy Webb, VP - Branch Operations.

100 North Sandusky Avenue, PO Box 299, Upper Sandusky, OH 43351
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New Connections Center offers support to Marion Technical College students

With fanfare and applause, [Marion Technical College](#) proudly cut the ribbon for the new Connections Center sponsored by Marion-based Wyandot Snacks. This new space in Bryson Hall offers a one-stop location for students facing stressful issues outside the classroom to find resources and assistance. Wyandot Snacks generously supports the Connections Center and Marion Tech students working to achieve their next goals.



“Many of our students find the biggest barriers to graduation outside the classroom,” said Dr. Ryan McCall, President of Marion Tech. “The new Connections Center provides a one-stop pathway to find help overcoming obstacles with childcare, transportation and food insecurity.”

Primrose Igonor, Marion Tech’s Belonging and Equity Coordinator, will also serve as the new Director of the Connections Center. Natalie Longmeier, a Student Resource Navigator with Marion Matters, has an office inside the Connections Center. Students can turn to her for help finding employment, housing, and child care as well as referrals to community resources. Part-time and full-time students and their families also have access to counseling and other resources through the Student Assistance Program. The Connections Center also offers a food pantry. Wyandot regularly donates snacks to Marion Tech students.

“We are excited to help MTC students achieve the skills and training necessary to build meaningful careers,” said Robert Sarlls, President and CEO of Wyandot Snacks. “Ensuring their success not only requires access to the important life services the Center provides, but also the proper nourishment to get them through each day. Hunger is not an option. We are proud to play a role in MTC’s effort.”

In addition to the support from Wyandot Snacks, Marion Tech received funding from the Rotary Club of Marion to assist with the physical renovations of the space as well as from OhioHealth to help acquire needed resources for our students.

“It is truly heartwarming to see how so many people are willing to help our students,” said Dr. McCall.

The Connections Center is also funded through a Title III grant from the U.S. Department of Education. The Strengthening Institutions Program Grant was awarded to allow Marion Tech to better service low-income students. Over five years, the grant will invest \$2.2 million in serving Marion Tech students over five years.



The grant also funded a new Experiential Learning Coordinator. Danielle Lambrite Smith works find more internships and co-ops to help students get hands-on experience in a field before graduation. As a part of her role as director, Igonor will meet with students to make them feel welcomed and valued. Brandy Page, academic advisor and retention coordinator at MTC, has worked closely with the Buckeye Food Alliance in preparation for the opening of our Marion Campus Food Pantry by hiring and training student workers to staff the pantry and facilitating the inventory and organization of food items.

“Our goal is to help students reach their goal and complete their certificate or degree,” said Craig Sohl, director of the Title III grant at Marion Tech. “The new Connections Center will help them get to graduation and new career opportunities and keep challenges from derailing their futures.”

In addition to serving thousands of Marion Tech students, the whole region benefits from this new resource.

“Marion is America’s Workforce Development Capital,” said Gus Comstock, Director of Marion CAN-DO. “Clearing the path for local adults to gain new skills and compete for in-demand jobs help local employers and our community. We all win.”

About Marion Technical College

Since 1970, Marion Tech has offered an accessible, supportive, and personalized pathway to career success. For 50 years, students have come to Marion Tech for new skills, certifications and degrees in the arts and sciences, business, health care, information technology and public service.

Cummins Facility Services achieves CIMS and CIMS-GB with Honors Certification

Cummins Facility Services joins a growing number of cleaning organizations to certify to the ISSA Cleaning Industry Management Standard (CIMS) and CIMS-Green Building (GB).



ISSA, the worldwide cleaning industry association, announced today that **Cummins Facility Services** (CFS) achieved ISSA Cleaning Industry Management Standard (CIMS) and CIMS-Green Building (GB) with honors re-certification for the fifth time.

Compliance with the standard shows that a cleaning organization has the systems in place to deliver consistent, professional services designed to meet customer needs and expectations and is prepared to deliver a comprehensive green cleaning program based on LEED EB: O&M green cleaning criteria. CIMS and CIMS-GB certification are required in many cleaning service bid specifications as customers look for an effective way to identify high-quality providers committed to customer satisfaction.

“We hold ourselves to the highest standards,” says Jill Frey, President & CEO, Cummins Facility Services. “Earning our CIMS GB certification with honors shows our customers that we go beyond the standards of the business to be the best in facilities management.”

Independent, accredited assessors verify CIMS and CIMS-GB with honors certified firms meet the industry standard for:

Quality systems	Health, safety, and environmental stewardship
Service delivery	Management commitment
Human resources	Green Building

Recently, CIMS-GB became a direct compliance option to meet the green cleaning policy prerequisite of Version 4 of the U.S. Green Building Council (USGBC) revised Leadership in Energy and Environmental Design for Existing Buildings: Operations and Maintenance (LEED EB: O&M) rating system.

“CIMS-GB certified organizations are subject to a rigorous third-party assessment, which provides end customers with assurance that their cleaning service provider is committed to effective management and customer satisfaction and is prepared to partner with them in the LEED certification process,” says Chris Osborne, COO, Cummins Facility Services.

For more information about CIMS and CIMS-GB certification, visit issa.com/standard.

About Cummins Facility Services

Cummins Facility Services is a national company with offices located in Ohio, Michigan, Tennessee and Florida. A certified Women’s business Enterprise, the company offers a wide range of services, including janitorial services, advanced disinfection, floor care, landscaping and snow removal, high structure cleaning, security and building maintenance, and recycling and sustainability initiatives. Cummins Facility Services is a member of the National Service Alliance and a WBENC certified company. The company has also been ISSA CIMS-GB with Honors certified since 2013 and is a member of the ISSA and BSCAI. For more information, visit www.cumminfs.com or call 1-800-451-5629.

About CIMS and CIMS-GB

The ISSA Cleaning Industry Management Standard (CIMS) and CIMS-Green Building (CIMS-GB) set forth a management framework designed to assist building service contractors and in-house cleaning departments to develop and maintain quality, customer-focused organizations, capable of delivering a comprehensive green cleaning program based on LEED EB: O&M green cleaning criteria. The standard is nonprescriptive, meaning that each organization has the flexibility to choose the most effective ways in which to meet its requirements. CIMS and CIMS-GB were created through a true consensus-based process that brought together representatives of the cleaning, facilities management, and purchasing communities. ISSA speaks at numerous facility management and purchasing industry events throughout the year to outline the value of working with CIMS and CIMS-GB certified cleaning companies as well as certifying in-house operations.

October/November

Calendar

Supervisor Six Pack

Monday, October 4

8:00-10:00 am

Chamber office

Three of six:

Common Purpose

[Prior registration required](#)

HR Council

Wednesday October 6

8:30 am Chamber office

Safety Council

Wednesday, October 6

11:00 am via Zoom

State Wide BWC Super

Meeting

[Click here to receive link](#)

Business Before Hours

Thursday, October 7

8:00—9:30 am

Coldwell Banker

[Click here to register](#)

Annual Clay Classic

Friday, October 8, 2021

[Click here to register](#)

Supervisor Six Pack

Monday, October 11

8:00-10:00 am

Chamber office

Four of six:

Communicating for Under-

standing

[Prior registration required](#)

Government Affairs

Committee

Tuesday, October 12

8:00 via Zoom

Leadership Delaware

County Tour Day

Thursday, October 14

Supervisor Six Pack

Monday, October 18

8:00-10:00 am

Chamber office

Five of six:

Dealing with Conflict

[Prior registration required](#)

Chamber Board Meeting

Wednesday, October 20

7:30 am Chamber office

Third Thursday lunch

Ohio Chamber of Commerce

CEO Steve Stivers

Thursday, October 21

11:45 am

Brookshire Banquet

[Click here to register](#)

Boo-siness After Hours

Delaware Area Chamber of

Horrors

Thursday, October 21

5:00-6:30 pm

[Click here to register](#)

Supervisor Six Pack

Monday, October 11

8:00-10:00 am

Chamber office

Six of six:

Planning Work & Activities

[Prior registration required](#)

New Member

Orientation

Tuesday, October 26

9:00-10:00 am via Zoom

[Click here for details and](#)

[registration](#)

Fifth Annual Regional

Expo with the Marion Area

Chamber of Commerce

Thursday, October 28

[Click here for details](#)

Chamber Ambassadors

Meeting

Tuesday, November 2

4:00 Opa

Marketing 101 Six Pack

Monday, November 8

8:00-10:00 am

Chamber office

One of six:

[Click here to register](#)

Government Affairs

Committee

Tuesday, November 9

8:00 am via Zoom

Leadership Delaware

Agriculture Day

Thursday, November 11

Marketing 101 Six Pack

Monday, November 15

8:00-10:00 am

Chamber office

Two of six:

Prior registration required

Chamber Board Meeting

Wednesday, November 17

7:30 am Chamber office

Safety Council

Wednesday, November 17

11:00 am via Zoom

Bullying & Aggression in the

Workplace

[Click here to receive link](#)

Business After Hours

Thursday, November 18

5:00-6:30 pm

Henmick Farm & Brewery/

Focus CFO

[Click here to register](#)

Marketing 101 Six Pack

Monday, November 22

8:00-10:00 am

Chamber office

Three of six:

Prior registration required

Happy Thanksgiving!

Chamber office closed

November 25 & 26

Marketing 101 Six Pack

Monday, November 29

8:00-10:00 am

Chamber office

Four of six:

Prior registration required

Business After Hours

Annual joint event with

the Powell Chamber

Wednesday, December 8

5:00-7:00

First Citizens National Bank

[Click here to register](#)

SAVE THE DATES

Annual Dinner

Thursday, February 3, 2022

Golf Outing

Friday, June 10, 2022

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



Follow Ohio Chamber legislative updates

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





Leadership Delaware Values & Leadership Session Facilitator: Brad Schneider '16

Newsletter editors: Beth Anderson, Mike Augenstein, Amanda Bacon

LEADERSHIP DELAWARE COUNTY SINCE 1991

Leadership Delaware County was kicked off with a full group of 47 leaders from around the region. During the continental breakfast there were great conversations amongst old friends and new ones. Holly encouraged everyone to sit next to people they did not already know so that we would meet new people.

After breakfast our first activity was going around the room introducing ourselves. Everyone told the class a little bit about themselves such as:

- How long have you lived in Delaware County? Where were you born/raised?
- How long have you worked in Delaware County?
- Who is your present employer? What is your title and what do you do?
- What is your dream job? Why?
- If you could change one thing about yourself, what would it be?
- What one word would a close friend use to describe you?

Continued on next page

Leadership Delaware Class of 2022

Beth Anderson
[Delaware-Morrow Mental Health & Recovery Services Board](#)
Mike Augenstein
[Marion Technical College](#)
Amanda Bacon
[Delaware County Board of Developmental Disabilities](#)
Andrea Banks
[Ohio Living Sarah Moore](#)
Eric Barr
[Delaware City Schools](#)
Andy Bartlett
[Delaware County District Library](#)
Max Bennett
[Pathways Financial Credit Union](#)
Adonis Bolden
[Delaware City Schools](#)
Rachel Clukey
[Delaware County District Library](#)
Destiny Coleman
[Ohio Wesleyan University](#)
Chris Conrad
[Elford, Inc.](#)
Cathy Courtice
[Willow Brook](#)
[Christian Communities](#)
Lisa Dooley
[Delaware-Morrow Mental Health & Recovery Services Board](#)
Mollie Driscoll
[Delaware County Board of Developmental Disabilities](#)
Dave Erickson
[United Country Real Estate & Auction Services](#)

Todd Everingham
[First Citizens National Bank](#)
Cheyenne Fletcher
[United Way of Delaware County](#)
Eric Fletcher
[Ohio Wesleyan University](#)
Andrew Gerberry
[Del-Co Water Co.](#)
Emily Hartley
[Ohio Living Sarah Moore](#)
Courtney Hendershot
[City of Delaware](#)
Craig Hill
[Delaware County Board of Developmental Disabilities](#)
Kathy Hoff
[People In Need of Delaware County](#)
Carrie Hunt
[Delaware City Schools](#)
Jill Jones
[Delaware County Sheriff's Office](#)
Nick Karafa
[Delaware County Sheriff's Office](#)
Gina Kolp
City of Powell
Ian Lafferty
[Power Wellness- Mount Carmel fitness Center](#)
Tyler Lane
[Delaware County Prosecutor's Office](#)
Rachel Layne
[Delaware County Job & Family Services](#)
Natalie Long
[United Way of Delaware County](#)
Scoot Martin
[MP Digital, LLC](#)

Brianne McFarland
[OhioHealth Foundation](#)
Julie McKenzie
[Delaware County Sheriff's Office](#)
Kate Nelson
[First Commonwealth Bank](#)
Kyle Pace
[Preservations Parks of Delaware County](#)
Dana Polhamus
[First Citizens National Bank](#)
Meghan Raehll
Franklin University
Hunter Rayfield
[Liberty Township](#)
Kevin Rider
[Forensic Human Factors, LLC](#)
Mike Ringle
[Delaware County Auditor's Office](#)
Chris Roshon
[Preservation Parks of Delaware County](#)
Jeff Sell
[Delaware County Job & Family Services](#)
Laura Smith
[SourcePoint](#)
Mikela Thomas
[Olentangy Local Schools](#)
Stephanie Ward
[Fidelity Federal Savings & Loan](#)
Jim Wasil
[Del-Co Water Co.](#)
Brett Wiemken
[Orange Township](#)

Leadership continued

This exercise was very informative and entertaining for everyone. We learned about our shared experiences and became closer as a group. We saw that many described themselves as introverts yet they didn't show a hint of being nervous speaking in front of a large group.

After a short break we came back together to discuss our DISC results using the Cloverleaf App. We discovered the diverse ways that the class broke down into personality types.

For those who know our faithful fearless leader Holly Quaine, you know that she has HQ's (Holly Quotes). My personal favorite for the day was "Snakes Don't Sit".

We are a "people" group overall shown in our DISC assessment. This affected how long our morning ice breaker took. We then broke into 9 groups of 5 leaders and brainstormed for 40 minutes on 3 ideas for a class project. Our discussion involved brain-storming service projects, gathering our known resources and relationships, evaluating how each idea would make an impact in our community, and how each idea had challenges and what they were. Next, we discussed team roles related to how we interacted in our group discussion.

Afterwards, we gathered back together into the large group to recap our discussions. Each group gave one to two ideas of possible service projects and then reported back on how our team worked with our roles. We had a lot of service and environmental project ideas as a total group. Some of the ideas presented were a water clean-up/tree-planting day, an all-inclusive county resource guide, job fair/staffing programs, helping to assist an agency setting up a needed space for children, an art in the park day, and many more. Holly stated we had some starts to ideas and we all would learn more about our project in March 2021.

After this time, we had lunch from [City Barbeque](#). The food was great with pulled pork, sandwiches, baked beans, macaroni and cheese, corn bread, cookies, and water or pop to drink. Most of lunch time was spent getting to know more about our class mates and discussing what we had learned from our time together so far. It was so nice to get time to meet others that work and/or live in our community.

The First activity of the afternoon was spent doing a spirited exercise of Speed Dating. Seven members of the group answered questions ranging from "steak or seafood?", to "what living celebrity would you most like to marry?" and "if you could be beamed anywhere for a week where would it be"? The contestants had fun with their answers and the group got to know the contestant's food tastes along with some of their darkest secrets.

Brad Schneider continued our DISC assessment discussion by reviewing the groups Motivating Values and Energy Rhythms. Among other information, we learned that the 2022 Leadership group is made up of about 63% pacers with 15% starters and 22% anchors. Pacers do their best work during the morning or afternoon with an energy trough during the afternoon, which was not apparent in this group as our next and last activity of the day turned out to be very high-energy.

The large group was broken into the same groups as the morning activity and asked to think about the roles of a Quarterback, Coach, Cheerleader and Offensive Lineman and which personality style would best suit the duties of each. This question brought on some lively discussion regarding the different roles each play on a team but was soon to be out-done by the next question – decide on a song that best emulates each of the DISC personality styles which led to energetic and lively performances of various song titles. Lastly the groups were asked to determine a famous person, real or fictional, who demonstrated each of the DISC Personality styles.

During the wrap-up, Mr. Schneider reviewed the motivating values portion of the DISC assessment and explained each of the six categories: Theoretical, Economic, Aesthetic, Social, Political and Regulatory. He explained how knowing this about yourself and others can assist in understanding what motivates action or stimulates behaviors in each of us and the fundamental idea of who we are. He also noted that the DISC assessment is meant to be a tool in assisting in getting the results and outcomes you desire rather than learning how to change yourself.

A question-and-answer session finished off the day along with Holly closing the class by noting this is certain to be a fun and successful Leadership year as we are a "Spectacular" group!

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



Transitional work grant update

Helping employers get their injured workers back to work as soon as safely possible, the Ohio Bureau of Workers' Compensation launched its revamped Transitional Work Grant (TWG) program June 1, offering free grants and guidance worth thousands of dollars.

To encourage participation, the agency removed its 3-to-1 matching requirement for grants as well as its one-grant-per-lifetime limit. Employers are now eligible for 100% reimbursement up to their approved grant maximum, and one grant every five years.

“Transitional work programs work – they help injured workers stay on the job or get back to work more quickly, and they save employers resources when it comes to lost production, hiring and training substitute workers, and claims costs,” said BWC Interim Administrator/CEO John Logue.

BWC also added services to the TWG program that help employers manage an injured worker’s return to work during the COVID-19 pandemic. Another service assists employers in managing their workspace for health and safety during COVID-19.

Employers with a transitional work plan actively participate in the recovery and return to work of their employees. Injured employees can resume their work functions with minimal time off, and employers are better prepared to place an injured employee in a job or given work tasks consistent with any medical or physical restrictions.

Transitional work grants are based on the employer’s number of employees and range from \$2,900 to \$6,300. To learn more, visit Transitional Work Programs on BWC’s website or email questions to TWSupport@bwc.state.oh.us.

County offers relief programs

Delaware County launched an Economic Development Revolving Loan Fund application to the Delaware County business community.

Powell-based Buckeye State Bank will administer the program, which will provide loans between \$10,000 and \$25,000 over a five-year term. The loan principal can equal up to six months’ of rent, mortgage and/or utility payments. The interest rate is 4 percent with a \$1,000 fee that will be added to the loan principal. Interest-only payments will be required during the first six months of repayment. Review and approval of the loan application will take no more than 10 business days. If you apply for other local loans, we will ask you to withdraw from our program, in order to give other businesses a chance to use local funds.



The fund was engineered by the Commissioner-appointed Delaware County Economic Recovery Advisory Team, a committee that was established in response to the COVID-19 pandemic. Delaware County officials, including Clerk of Courts Natalie Fravel, have contributed \$2.5 million to get the fund started. The Delaware County Finance Authority, **Orange Township** and **Liberty Township** have each contributed \$250,000. The committee continues to seek additional contributions to the fund. To apply for the loan, visit <https://BSBDelCo.com>. For more information about Delaware County’s response to the economic impacts of the COVID-19 pandemic, [visit their website](#).



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[*Click here for details](#)

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*

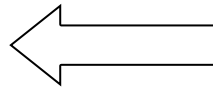
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

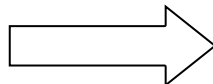
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



DELAWARE AREA
CHAMBER OF COMMERCE



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.

Chamber recommends third party administrator; offers discount to members, Chamber Buck\$ for getting a quote

As a member of the Delaware Area Chamber of Commerce, you have access to discounted, first-rate third party administrator for your Worker's Compensation. We're so sure you'll save money and receive great service that **we're offering \$50 in Chamber Buck\$ just for getting a quote.** Just forward the email confirming your quote to dachamber@DelawareAreaChamber.com and we'll send you a certificate good for \$50 off ANY Chamber invoice.



Sedgwick is Ohio's leading third party administrator for workers' compensation specializing in alternative rating/premium discount programs and cost containment strategies that annually save our clients over \$120 million in premium paid.

Take the first step needed to reduce your annual premium by requesting a free, no-obligation quote for group rating or other alternative rating/premium discount programs through our organization and let Sedgwick's experts work for you!

Click here to request a savings analysis by completing an AC-3 online form (Ohio BWC Temporary Authorization to Review Information form)



City offers revolving loan

The [City of Delaware](#) has opened a \$300,000 revolving loan fund to bolster the city's small businesses. Any business (or business owner) within city limits is eligible to apply for the low-interest loan program. The fund will be administered by Economic and Community Development Institute (ECDI), a community microlender that is headquartered in Columbus and serves small businesses throughout the state of Ohio.



In a time when a majority of small businesses – even those with a long, stable history – are struggling due to the economic shutdown caused by COVID-19, access to capital can be a sustaining lifeline. Borrowers can request up to \$25,000 from the City of Delaware fund, and can access ECDI's portfolio of funds for additional capital up to \$350,000* for their total loan. Funds can be used for any business purpose, including payroll, inventory, renovations or other.

Loans of 0-25K will be funded at 3% rate. Loans of 25-50K will be funded at 5% blended rate. Beyond that, your business will work with ECDI to get the best rate they can or will seek financing from other entities of your choice.

To apply, please visit <https://www.ecdi.org/small-business-loans/>. For further questions, please reach out to Aaron Cornell at (614) 559-0196 or by email, ACornell@ecdi.org.

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Drawing By Karen Collins

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.



Marketing 101 for Small Business Six Pack Series

How do you determine what type of marketing will be effective for your business goals?

Where do you start? This series takes you from the first step of defining marketing through decision-making of where and how much to spend your marketing dollars; how to navigate your Internet presence; how to handle the press, requests for donations, your staff's role in your brand and much more.

The program includes:

- ⇒ **November 8: Marketing 101** What is Marketing? Developing a marketing strategy & plan; who are your customers & competitors? Your customer value journey.
- ⇒ **November 15: The Internet** Your website and online presence; email marketing, sales, data - What do the numbers tell you?
- ⇒ **November 22: Branding** What is branding? How can branding help your business? Design services, promotional products & apparel; brand & commercial photography; head shots & product shots.
- ⇒ **November 29: Media Relations, Community Giving & Networking** Responding to media and media interviews; managing a crisis; social media tips; establishing a giving strategy and budget; managing requests effectively. What is networking? How to work ON not just IN your business.
- ⇒ **December 6: Social Media** Yeah, you have to slay that dragon and go down that rabbit hole. We'll help.
- ⇒ **December 13: Reputation Marketing** What does the world (or your community) think of you and what can you do about it? How your reputation becomes your brand.

This program is available for \$250 per Chamber-member participant. (\$325 for non-members) The program will run from 8:00-10:00am for six consecutive Monday mornings beginning November 8. Attendees must prepay to be eligible to participate.

[**CLICK HERE TO REGISTER.**](#)

Welcome

New Members

Bob Sturgill Insurance Agency

Robert Sturgill - Owner
103 North Union Street, Suite 2B
Delaware, OH 43015
(740) 602-7676
thesturgillagency.com



Offers a full range of insurance products

Heritage Clinic of Chiropractic

Steven Hedges - Co-Owner
29 Grandview Avenue, Suite B
Delaware, OH 43015
(740) 990-0036
heritageclinicofchiro.com



Provides chiropractic, massage, clinical nutrition, corporate wellness & rehabilitation services

Liberty Sign and Graphics

Tammy & Chris Bauermeister - Co-Owners
7500 Green Meadows Drive, Unit 2301
Lewis Center, OH 43035
(614) 212-4800
libertysignandgraphics.com



Provides custom signs, banners, marketing displays, vehicle graphics, lettering & more

The Modern Maid

Amanda Owens - Owner
P.O. Box 45
Delaware, OH 43015
(740) 272-0017
the-modern-maid.com



Provides custom signs, banners, marketing displays, vehicle graphics, lettering & more

Reinvesting Members

[Acloche' Staffing Blue & Co., LLC](#)
[Bridgewater Banquet & Conference Center](#)
[Central Ohio Symphony](#)
[Creative Financial Insurance Services Agency](#)
[Daniel Accounting Equity](#)
[Fahey Bank](#)
[Friction Metals](#)
[Hickory Grove Capital Company](#)
[Innovative Storage](#)
[Marion Technical College](#)
[Masoni-McQuillen Insurance Agency](#)

[Meade & Associates](#)
[NAMI of Delaware and Morrow Counties](#)
[Olentangy River Brewing Company](#)
[Orange Township](#)
[Peak Financial Partners](#)
[People In Need, Inc. of Delaware County](#)
[Planned Communities](#)
[R.F. Meyer & Associates, Attorneys at Law](#)
[Reflektions Ltd.](#)
[Sky Climber, LLC](#)
[Southeast Healthcare](#)

Share your news

New staff? Let us introduce them.
New product line? Let's announce it.
Industry recognition? Toot your horn.



Tell us what's going on in your business so that we can share it with our membership. E-mail your news to hquaine@DelawareAreaChamber.com.

Chamber announces new advertising opportunity: [website banner ads](#)

Advertising in the Chamber newsletter has always been a great deal. With its distribution list of over 1200 Chamber members and its archival on our website, your ad has a long shelf life. Advertising in our annual Community Profile and Membership Directory is another vehicle to use the your Chamber membership to reach an audience throughout the county. The beautiful, full color 64-page one-of-its-kind publication with its description of the county and Chamber membership directory is sent to new movers and distributed in public places for people to browse and learn about Delaware County featuring photos of our members and ultimately a reference guide to goods and services through the membership directory. Linked on our website, anyone searching for a profile of our community accesses the directory.

Today the Chamber announces a third means of advertising that reaches a third type of audience: the Chamber website. You can now place a banner ad on the Chamber's website where it will be seen via 3600 viewers per month on the website pages that get the most attention: Website's home page, any calendar event, any business search, Hot Deal search, any Job search, and Member Login. That's hundreds of combinations of searches that expose your ad. And just like our newsletter ad pricing, banner ads will come in a one-month run or discounted multi-month run. In addition, if you choose the multi-month option, you can choose the three months or run them consecutively. And just like the newsletter multi-run option, you can change up your banner at any time.

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[FirstCitizensNational.com](https://www.FirstCitizensNational.com)



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Regional President - Delaware
NMLS #2131792



KEVIN SMITH
Regional President - Marion
NMLS #522606



MISTY HAYDEN
VP - Business Development
NMLS #520882



STACY WEBB
VP - Branch Operations
NMLS #1180684

LATEST PROJECTS

\$500,000, Delaware Area Composting Facility, Revolving Line of Credit | \$550,000, Delaware Area Farm, Agricultural Mortgage Loan
\$1 million, Equipment Purchase Line for Trucking Company | \$3.3 million, Commercial Mortgage Refinance

Unemployment identity theft update

Thank you to Maria Reese, [Small Business Payroll Services](#), for sharing this important update from the Office of Unemployment Insurance Operations and the Ohio Department of Job and Family Services. Employers:

We know that identity theft and unemployment fraud continue to be challenges. Thank you for your efforts to report it to us, so that we can stop payment and take other needed actions. Please continue to follow the steps below, and remember that you also can find this information at unemploymenthelp.ohio.gov/IdentityTheftEmployer.

Step One: Report identity theft through the hotline or website.

If you receive an unemployment notification from the Ohio Department of Job and Family Services regarding someone you don't know, please notify us as soon as possible by calling our hotline at (833) 658-0394.

If you would like to report identity theft involving one or more of your employees, you can either use the hotline or [complete this secure online form](#). If you use the online form, you will be prompted to download an Excel template, enter the requested data in the template (including your employees' full Social Security numbers), and upload the file as instructed.

Step Two: Continue to respond to any "Request for Separation Information" notices that you receive from us.

Please respond timely to these notices and write "fraud/identity theft" on them so that we can investigate the claims and take appropriate actions. The most expedient way for employers to respond to Request for Separation forms is by responding via your online account or by using the State Information Data Exchange System (SIDES) portal.

Step Three: Share resources with your employees.

Please share the [resources for individuals](#) on this website with the employees at your organization. This web page includes a link to the IRS guidance regarding identity theft involving unemployment benefits and other measures individuals can take to protect themselves.

We recognize that reporting suspected fraud through both Step One and Step Two may be an inconvenience, but both steps are necessary to reduce the likelihood that fraudulent claims will be paid.

As a reminder, you can access the hotline number, the online reporting portal, identity theft resources, and frequently asked questions and answers at unemployment.ohio.gov, by clicking on the red "Report Identity Theft" button.

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When looking for senior care options for your loved one, consider Delaware Court and our individualized care to meet their needs. They'll love making themselves at home in our newly renovated rooms, and you'll find comfort in knowing that our selectively-chosen nursing staff is prepared to offer the very best in restorative and rehabilitative care, including physical, occupational, respiratory, and IV therapy. Rated 4 stars with medicare.gov, Delaware Court welcomes your loved one to tour our Levering Management facility.

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After Hours held at iconic local agency

Sixty-seven years ago local resident Nancy Frankenberg started Christmas Clearing House to provide food during the holidays for those in need. In September, **People In Need** hosted the Chamber's Business After Hours, an agency that needs little introduction.

Although PIN has become synonymous with "Holiday Clearing House", its services to our community's vulnerable population includes a food pantry, produce market and emergency utility assistance, dental and vision care and eviction prevention, help that has taken on a new urgency during the pandemic.

Thank you to director Kathy Hoff and staff for their work in the community and for their hospitality at our BAH.



People In Need, Inc.
of Delaware County Ohio

[Click here for more photos.](#)

Chamber supports local levies

At its September meeting, the Chamber board of directors voted to support the Government Affairs Committee's recommendation that the Chamber endorse three levies that voters will see on the ballot in November. All three issues were found to be sound decisions vital to maintain the quality of life we have come to enjoy in Delaware County as well as funding to support the most vulnerable population. Each of the agencies have proven to be good stewards of taxpayer dollars and all have strong visions for the future.

The [Preservation Parks of Delaware County](#) levy will enable significant land acquisition which will expand the already hearty footprint of our parks and trails.

The [Delaware-Morrow Mental Health & Recovery Services Board](#) is asking for its first increase (.5 mil) since 1984. And the [Delaware County Board of Developmental Disabilities](#) is both keeping their 2018 promise of sunsetting a .56mils levy AND requesting a decrease in it's 2.1 mil levy to 2mils.

The Chamber encourages its members to review the fact sheets on the next three pages of this newsletter and to support the important work these agencies do.

If you'd like to promote the levy with a lawn sign or other media, contact:

Preservation Parks:
heidtomcurtin@gmail.com

Delaware Morrow Mental Health:
(740) 368-1740

Vote



Angel Boulis
Senior Manager



"As a 20+ year resident, I am proud to serve our community."

Delaware | 740.362.9031

maloneynovotny.com



FACTS & INFORMATION

Nov 02 Levy Renewal General Election with a Reduction

Delaware County Board of
Developmental Disabilities



About DCBDD

The Delaware County Board of Developmental Disabilities (DCBDD) is a county agency primarily funded by levy dollars which provides support to people with developmental disabilities and their families in Delaware County.

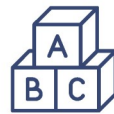
Mission: "To inspire, empower, and support people to achieve their full potential."

Impact of DCBDD's Support

DCBDD supports the coordination of a variety of services such as:



Support to live a quality & fulfilled life



Early Intervention to enhance child development



Employment support to find & maintain a job



Connections to community resources



Assistance with daily living needs & learning new skills

About 2.0 Mill Renewal Levy

- DCBDD is on the ballot in November for a levy renewal with a reduction (decrease) in taxes.
- **Taxpayers will see a DECREASE in taxes** because DCBDD is...
 - reducing the 2.1 mill renewal levy to 2.0 mill and;
 - not renewing our 0.56 mill levy.
- This levy will result in **no new taxes**.
- The reduced 2.0 mill renewal levy will generate an estimated \$15 million per year to support the services DCBDD provides Delaware County.

Connect With Us



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www.dcbdd.org





DELAWARE-MORROW MENTAL HEALTH & RECOVERY SERVICES BOARD

DELAWARE AREA CHAMBER OF COMMERCE

2021 LEVY INFORMATION

Every five years, the Delaware-Morrow Mental Health & Recovery Services Board asks voters to pass a property tax that provides most of our funding.

To ensure we can continue to meet the growing need for behavioral health services, the DMMHRSB is asking voters to renew our current 1.0 mill levy with an additional .5 mills added. This would cost property owners \$41.56 annually, or \$3.46 per month, for every \$100k of taxable value.



LOCAL FUNDS = LOCAL SERVICES

With this levy, we are committing our locally collected funds into a provider network that is largely available close-to-home, instead of forcing residents to drive to other counties for treatment.

EFFECTIVE AND EFFICIENT

94%

of our expenditures go to direct services for consumers. That means you get the direct benefit of your tax payment.

NOW, MORE THAN EVER!



GROWING POPULATION

The Census Bureau estimates that Delaware County's population will have grown by 36% by 2040. A growing population means a growing need for quality behavioral health services.



COVID RECOVERY

The Kaiser Family Foundation reports that the number of people suffering from anxiety and depression symptoms have increased by 30% since the pandemic started. More people experiencing symptoms means there will be a higher demand for behavioral health services.



DEFEATING THE STIGMA

More and more we are seeing people be open and honest about mental health and addiction, and with that more people are seeking services. It is essential that we continue to meet this demand and have services available for those in need.

Preservation Parks Levy FAQ



Delaware County voters will have the opportunity to approve a 10-year, 0.4-mill (additional) levy for the purpose of acquiring land for future parks and developing and improving park sites on November 2, 2021.

For more information about the levy, go to preservationparks.com

Why do we need it? Why now?

Rapid county population growth coupled with a fast-paced housing development market is causing available land to quickly disappear. PPDC has been presented with several new opportunities to purchase land for future parks that would help accommodate our increased park visitation—nearly 60% increase in recent years.

How will Preservation Parks use the money from the levy?

Preservation Parks will:

- Purchase an estimated 800 acres for parks and trails while the opportunity exists. The levy will also work in tandem with the current levy dollars to accelerate the purchase of 472 acres north of Sunbury.
- Develop and open additional parks and trails and improve existing parks for public use and habitat protection. This includes having the ability to open parks more quickly such as the park north of Sunbury, McCammon Creek Park in Orange Township, and develop amenities at Hickory Woods Park in Delaware Township.

How much will the levy cost?

The new levy will cost a homeowner \$1.16/month each year, per \$100,000 in home market value.

How much money would the levy provide?

The land acquisition and development levy would provide \$3.7M in funding a year resulting in \$37 million over 10 years. Land acquisition is estimated at \$24M; while park development and improvement is estimated at \$13M.

How long will the levy last?

The ballot issue is a proposed 10-year levy, with collections to begin in 2022.

How is this different from the current levy?

The current levy includes all park district operating costs.

The new levy seizes upon current land acquisition opportunities that are available now and also accelerates park development. It does not include operating costs.

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.

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

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

In addition to financial protection, this innovative alternative offers:

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

As a member in good standing with the Delaware Area Chamber of Commerce, your business is eligible for discounted group health care *including plans for sole proprietors*, sold through our Chamber-member authorized agents.

Contact one of our agents to see if there's a plan that's right for you.

Creative Financial Insurance Services Agency

Jim Roesch

jwroesch@discovercfi.com

740-363-5433

*Anthem Elite Certified



Preferred Benefits Services Agency

Mark Pettitt

mark@prefben.com

740-363-6028

*Anthem Elite Certified



Chamber website banner ads a great value

You can now place a banner ad on the Chamber's website where it will be seen via 3500 viewers per month on the website pages that get the most attention: Website's home page, any calendar event, any business search, Hot Deal search, any Job search, and Member Login. That's hundreds of combinations of searches that expose your ad. And just like our newsletter ad pricing, banner ads will come in a one-month run or discounted multi-month run. In addition, if you choose the multi-month option, you can choose the three months or run them consecutively. And just like the newsletter multi-run option, you can change up your banner at any time.

Banner ads will be \$125 for one month or \$300 for three months. Questions? Contact Sarah at dachamber@delawareAreaChamber.com or call 740-369-6221.



**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.**

If you're thinking

**I need a
better bank**

then you need to think
beyond the banks.



Lisa Clark, Manager

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



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

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

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

Access to care that's right for your employees

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

To learn more specifics about this new offering contact one of the following Chamber members who are Anthem Elite or Champion Brokers:

Creative Financial Insurance Services Agency, Inc.

Jim Roesch
jwroesch@discovercfi.com
740-363-5433
www.discovercfi.com

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

Mark Pettitt
pettitt@prefben.com
740-363-6028
www.prefben.com
611 South Sandusky Street, Delaware



Your chamber membership creates value for your company.

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

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

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

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

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

Dental

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

Blue View Vision

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

Life and Disability

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



¹ Internal data 2017

² Except when discounting of non-covered services is prohibited by state law. Standard broker commissions apply. Offer available to Ohio-headquartered businesses adding new Anthem dental, vision, life and/or disability plans. This discount program can be changed or terminated at any time.

Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company. An independent licensee of the Blue Cross and Blue Shield Association. 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.





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Ohio employers small and large know Ohio Safety Councils offer convenient and affordable access to occupational safety education, resources and networking.



Learn among your business and community peers.
Contact your local safety council today and get involved to proactively prevent injuries, control costs and benefit your workforce.

“

Incidents and accidents do not pause for a pandemic. Taking a year off of Safety Council never crossed our mind.

~ Ryan Mathys,
Preferred Airparts, LCC,
Orville Area Safety Council

Webinars kept the life blood pumping in our safety veins.

~ Kent Sherry,
Bryce Hill Inc.,
Springfield-Clark County Safety Council

Even though the meetings are virtual now, it is still beneficial to meet, to talk, to share, & to learn with other members to continue to get the support we all need.

~ Jim Stephen,
Zemba Bros., Inc.,
Zanesville-Muskingum County
Safety Council

”

[Safety council locations | Bureau of Workers' Compensation \(ohio.gov\)](#)

Who we are

The Chamber is a voluntary organization of businesses investing their time and money to improve the economic, civic and cultural well-being of the community. Through this investment, the individual volunteer, company or corporate sponsor increase their business, expand their profile and value and in turn accomplish their personal and professional goals. Everyone shares in the benefit created by the growth and prosperity generated.

The dues structure is designed to permit even the smallest business to be a member. The work of the Chamber is financed by the investment of individuals and businesses that support it. *The Chamber is not part of the city or the government. It is a unique organization and it belongs to the members.*



What we do

The Chamber provides its members with a platform to accomplish their business goals. Belonging to the Chamber increases a member's opportunity to network, develop professional and personally, build a referral base and increase their visibility. A recent study from the Shapiro Group shows that consumers are 49% more likely to think favorably of a Chamber-member business and 80% more likely to purchase goods or services from the company in the future. A Chamber membership comes with a 73% increase in customer awareness and a 68% increase in local reputation.

Your organization helps create jobs through stimulation of industrial and commercial growth. The Chamber is a voice for small business and keeps abreast of issues that affect the business climate and alerts membership to resources that may assist in their resolution. It also assists in bringing new business to the community by acting as a resource to the business principals and leaders. The Chamber serves as a resource for membership and provides referrals from a trusted network of business men and women.

The program of work is facilitated by the Chamber's member volunteers and committees under the direction of the board of directors. The goal is always to create more prosperity and opportunity for all members. Every member has a voice in determining the Chamber's work, policies and projects- and every member is needed to work to get the job done!

And programming? Your Chamber knows how vital networking and educational programming are to its members. Monthly Before Hours and After Hours, Third Thursday luncheons, ribbon cuttings and other celebrations; annual golf outing and clay classic, the unique annual dinner and awards event; educational series, Safety Council and Leadership Delaware are the organization's sweet spot.

And what of your investment in the organization? In 2018, the Delaware Area Chamber received its second consecutive 5-year, 4-Star accreditation. Only 3% of chambers nationwide (and only four in Ohio!) seek and receive this prestigious recognition. What this means is that from finances to communication; HR to programming your Chamber is run like a business. A solid, well-run business and is committed to the accreditation process every day.

No other organization can do all that the Chamber does. We've been doing it since 1907. Times change but the relevancy of your Chamber endures.

Are you making the most of the freebies that your Chamber 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.](#)

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 \$20 per 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.](#)

New members celebrate new businesses, shared space

Delaware's latest health care business is dedicated to making you look your best through a menu of techniques. On September 16 Ashley Tincher and her staff cut the ribbon on **4 You** and the Chamber was introduced to a clinic that is dedicated to that self esteem that comes with loving how you appear. Services range from cryoskin for body sculpting, Botox and derma fillers, and facial rejuvenation including liquid face lift.



Sharing space in the clinic is Melbry Cahoon of **Brow Innovation**. Permanent makeup, micro-bladed, powder and/or combo brows are just a few of the artistic services Mel offers.



4 You is offering grand opening specials on all their services to encourage everyone to see what non-invasive cutting-edge procedures that can make you

look fabulous! Congratulations to Ashley and Melbry!

[Click here for more photos.](#)



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 and quality of life and the interests of business.



Our Vision

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



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Our Values—The Delaware Area Chamber of Commerce will:

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



Check Out the

HOT DEALS

from Chamber Members

Posting is FREE with your membership

- ⇒ [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- ⇒ [Join Safety Council— Delaware Area Safety Council](#)
- ⇒ [15% off Guest room Nationwide Hotel and Conference Center—Nationwide Hotel and Conference Center](#)
- ⇒ [Oak & Brazen Wine Co: Daily Deals—Oak and Brazen Wine Co.](#)
- ⇒ [SourcePoint Shares Aging Expertise via Speakers Bureau—SourcePoint](#)
- ⇒ [Exclusive discounts at Staples stores-Staples](#)

HOT DEALS

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

- ⇒ 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 any-time, all the time.

Chamber newsletter advertising a good value

More than 1200 readers at over 450 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. Contact us as dachamber@DelawareAreaChamber.com

Ad prices are for one run:

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