

# CHAMBER NOTES

A monthly newsletter of the  
Delaware Area Chamber of Commerce

August 2023

## Sustaining Members Platinum Level



## Gold Level



## Silver Level



The Delaware Area  
Chamber of Commerce  
Established 1907



facebook

## 2024 directory helps members with early-bird, new member and up-size discounts!

The Delaware Area Chamber's Community Profile and Membership directory is the only publication of its kind in Delaware County. This glossy, full-color directory starts with sections on community culture, education, health care, industry and commerce and more. Following is a cross-referenced listing of our members. Some 1000 copies are mailed to new movers, every chamber member and distributed throughout the county all year long. Members are encouraged to request (always free) copies for their lobbies, clients and new-to-the-area staff. And, of course, it's [accessible on our website](#). Advertising in the directory reaches thousands of potential customers and all photos in the publication are straight from our members; there's no stock photography.



### [Click here for a price list and ad agreement form.](#)

- For an additional \$50, your ad can be posted for one month on the **Chamber's website**, getting your ad roughly **3600 views**.
- If you ran an ad last year and up-size your ad this year, you'll receive an **additional discount**.
- **New member** since last year's directory? Discount there as well.
- And our always-popular **early-bird discount**.

Don't miss these incredible offers as the Chamber's way of recognizing your need to advertise and the way you've been tested this year. Questions? Contact the Chamber at [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com).

### Chamber Staff

[Holly Quaine, President](#)  
[Sarah Yoakam, Office Manager](#)  
[Matt Carbary, IT Mgr.](#)

2 Troy Road  
Delaware, Ohio 43015  
740-369-6221  
Fax:740-369-4817  
[DelawareAreaChamber.com](http://DelawareAreaChamber.com)

### Advertisers in this issue

[Anthem Blue](#)  
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[Black Wing](#)  
[Shooting Center](#)  
[Bodine Perry](#)  
[CES Credit Union](#)

[Delaware County Historical Society](#)  
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DELAWARE AREA  
CHAMBER OF COMMERCE



## Supervisor Six Pack 2.0

**Are you a manager or supervisor?**

**How's that going?**

**What's your next step in leadership development?**

**Take your leadership to the next level with SSP 2.0**

This 6 part workshop structure challenges participants to apply the content to pertinent issues in their organization. Each session will have an assignment to complete on the job during the month and then present back during the course. Participants will identify a capstone project to implement that will positively influence their organization. Business leaders sending participants will have access to the assignment as well as coaching points reflective of the course work; actively engage in coaching to these topics to activate the learning through action. [Click here for program session details.](#)

- ⇒ **Basic Strategic Thinking**
- ⇒ **Help: I'm in the Middle!**
- ⇒ **Presentation Skills**
- ⇒ **Change Management**
- ⇒ **Influencing & Motivating**
- ⇒ **Professionalism & Etiquette**

**Capstone Project:** This project will be assigned to groups of 2-3 participants who will have the opportunity to target an area of leadership and management. It would involve the concepts covered in the program and would be focused in at least one of the

following areas: ⇒ Employee Engagement      ⇒ Retaining Talent  
 ⇒ Managing Performance Issues      ⇒ Developing Employees

Project participants will set a project goal and collaborate together to create activities, strategies, and initiatives to achieve their goal for their team in their respective organizations. Program facilitators will help them select a goal and provide guidance on achieving their goals.

Ideal participants have held their supervisory position for at least a year. SSP 2.0 is available for \$900 per participant\* (\$1000 for non Chamber-member participants). Participants will be expected to complete program exercises between sessions that apply to their job. The program will run from **8:00-11:00am on the second Wednesday of the month for six months beginning August 9, 2023**

**Chamber office  
2 Troy Road, Delaware**

\* *Four or more from the same business will receive a discounted price of \$750 per person.*

[Click here to register](#) by

**August 1, 2023  
Class size is limited**



**LET'S LEAD**  
HR CONSULTING

## 2023 Board of Directors

### Executive Committee

Casey Converse—Chair

[Converse & Associates LLC](#)

Mark Clack—Chair Elect

[Attindas Hygiene Partners](#)

Brad Schneider—Immediate Past Chair

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Angel Boulis— Treasurer

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Shane Dawson—Vice Chair

[Dinsmore & Shohl LLP](#)

Maribeth Meluch—Vice Chair

[Kohrman Jackson & Krantz, LLP](#)

Kirt Trimble—Vice Chair

[Trimble Insurance Agency](#)

### Board Members at Large

Tamra Bower

[Polaris Fashion Place](#)

Heidi Kegley

[Delaware City Schools](#)

Todd LeClair

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[Delaware Court Healthcare Center](#)

Chuck Moore

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Liz Owens

[The Alpha Group](#)

Scott Ruth

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Jason Sanson

[GHD Group](#)

Kim Saunders

[Ohio State University Wexner Medical](#)

[Center Outpatient Care Lewis Center](#)

Brian Young

[Spectrum](#)

## Sustaining Members

### Bronze Level



## July Safety Council Presents: Safety Jeopardy

You don't have to be a Safety Council member to join us. Meeting is held on Wednesday, July 26, 8:30-9:30 am at [The Barn at Stratford](#), 2690 Stratford Rd., Delaware. There is a \$5 fee to attend and all are welcome.



## August Business BEFORE Hours

Start your day on Thursday, August 3 by networking when [SourcePoint](#), 800 Cheshire Road, Delaware, hosts the Before Hours. Food, networking— bring lots of business cards to share. The event is held from 8:00—9:30 am. [Please let us know you'll be attending.](#)



## August Business AFTER Hours

End your day on Thursday, August 17 by networking when [Alpha Group](#), 1000 Alpha Drive, Delaware, hosts the After Hours. Food, networking— bring lots of business cards to share. The event is held from 5:00—6:30 pm. [Please let us know you'll be attending.](#)



## August Safety Council Presents: Ladder Safety

You don't have to be a Safety Council member to join us. Meeting is held on Wednesday, August 23, 8:30-9:30 am at [The Barn at Stratford](#), 2690 Stratford Rd., Delaware. There is a \$5 fee to attend and all are welcome.



## New member, new business

Join us at noon on Wednesday, August 23 when we join the staff at [Vitality Natural Wellness & Medspa](#) as they cut the ribbon on their new location at 18 E. William St., Delaware, 43015. [Please let us know you'll be attending.](#)



## New member, new business

Join us at 1:00 pm on Thursday, August 24 when we join [Central Ohio Aesthetics Clinic](#) as they cut the ribbon on their new location at 1012 State Route 521, Delaware, 43015. [Please let us know you'll be attending.](#)



## Reminder to respond to database update

Still on the subject of the directory, a reminder to respond when our office sends the primary contact of your membership an email requesting verification/update of the information we have in our database. We work hard to ensure the directory is accurate and so each summer we ask you to verify and/or make changes to your information. Watch your email for it.



**NEW DATES**



DELAWARE AREA  
CHAMBER OF COMMERCE



## HR Six Pack Series Returns

Are you or one of your staff performing the HR functions in your business?

Are you responsible for only HR but aren't up-to-date on the changing labor laws?

Even a small business without a dedicated HR professional– ESPECIALLY a small business without a dedicated HR professional– needs to understand the current laws, best practices and advice regarding your relationship and responsibilities as an employer.

This program offers a well-rounded exercise in how HR function can prevent expensive issues. The program includes:

- ⇒ Hiring: applications, interviews, I9, reference checks, personality tests and assessments, AI and Biometrics in the hiring process, affirmative action policies, remote work policies, out of state remote workers, drug testing and legal marijuana in the workplace, smart phones and personal devices in the workplace
- ⇒ Employment manuals: policies, required postings, NLRB rulings prohibiting non-disparagement and confidentiality clauses; policies to protect trade secrets and other business assets, employee surveillance, electronic monitoring and privacy issues
- ⇒ Leave: PTO, vacation and sick leave, Ohio and federal laws on maternity leave, Pregnant Workers Fairness Act (PWFA), PUMP Act, FMLA, drug rehab programs, leave as an ADA accommodation, paid? military leave, absenteeism
- ⇒ Non-discrimination: expanding Title VII protected classes to LGBT, restroom policies, ADA considerations, companion and service animals, sexual harassment, religious accommodation, dress codes and appearance policies
- ⇒ Regulatory: wage and hour matters, determining 'regular rate' for OT computation, compliance with overtime exemptions, misclassifying OT exempt employees, permitted deductions from salary for OT exempt employees, controlling "off the clock" work, DOL audits, record-keeping requirements, OSHA audits and investigations, NLRA unfair labor practices and non-union employers, union efforts at increasing membership, OCRC/EEOC highlights, gig workers
- ⇒ Discipline: investigations, progressive discipline, best practices, termination, severance agreements, NLRB restrictions on non-compete and non-disclosure agreements, employment references, documentation

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 September 11 at the Chamber office.** Attendees must prepay to be eligible to participate. [CLICK HERE TO REGISTER.](#)

As it always is, the series will be facilitated by our brilliant attorneys Maribeth Meluch, [Kohrman, Jackson & Krantz, LLP](#), and Shane Dawson, [Dinsmore Shohl, LLP](#), who, between them, have over 50 years of legal experience.



## New job, new retirement account options

Changing jobs? Consider these 401(k) options:

- Leave the money in your previous employer's plan
- Move it to your new employer's plan
- Roll it over to an Individual Retirement Account (IRA)
- Cash out the account subject to early withdrawal penalties

---

**We can talk through your financial goals and find the option that works best for you.**



**Dusty Hostutler, CFP®, AAMS™**

Financial Advisor

595 Sunbury Road  
Delaware, OH 43015  
740-363-9200

**Corporate Sponsor**



DELAWARE AREA  
CHAMBER OF COMMERCE



**Lunch Sponsor**



**Shooter Awards**

- High Shooter
- High Team
- Booby Prize

# 2023 Clay Classic

Deadline to register is October 2

**Friday, October 13, 2023**  
**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 \$130**  
**Station Sponsor \$125**  
**Team Sponsor (5 shooters) \$650**  
**Mulligans \$5 each (limit 5)**

**Shooter Amenities**

- Lunch
- Shells
- Gun rental
- Eye & ear protection
- Range safety officer
- Safety briefing
- Optional side games

**TEAM REGISTRATION**

Team sponsor company name \_\_\_\_\_

Contact name \_\_\_\_\_ Phone \_\_\_\_\_

E-mail \_\_\_\_\_

Shooter #1 \_\_\_\_\_ Shooter #2 \_\_\_\_\_

Shooter #3 \_\_\_\_\_ Shooter #4 \_\_\_\_\_

Shooter #5 \_\_\_\_\_

**INDIVIDUAL SHOOTER REGISTRATION**

Company name \_\_\_\_\_

Shooter \_\_\_\_\_ Phone \_\_\_\_\_

E-mail \_\_\_\_\_

**STATION SPONSOR REGISTRATION**

Company name on sign \_\_\_\_\_

Contact name \_\_\_\_\_ Phone \_\_\_\_\_

E-mail \_\_\_\_\_

Number of Shooters x \$130 \_\_\_\_\_

Station Sponsor \$125 \_\_\_\_\_

Mulligans \_\_\_\_\_ x \$ 5 \_\_\_\_\_



**TOTAL**

**\$** \_\_\_\_\_

Please invoice  Check enclosed

Credit Card # \_\_\_\_\_ exp. date \_\_\_\_\_

Delaware Area Chamber of Commerce, 2 Troy Road, Delaware, Ohio 43015  
740-369-6221 ~ fax 740-369-4817 dachamber@DelawareAreaChamber.com



## Youth transitional housing latest example of community leadership

On June 28, the [United Way of Delaware County](#) held a ribbon cutting for their Young Adult Transitional Living Program, called the TreeHouse. This incredible initiative of community partners provides housing for young adults (18-24) in five private bedrooms for up to two years. The event marked the culmination of several years of preparation and program development that included visiting similar models across Ohio and completing a specialized course from the Corporation for Supportive Housing. Support staff will start in August and begin with training as they prepare to accept their first residents by the end of the summer.



The event was held at the new facility and it's difficult to articulate the energy and emotion on this warm summer day. The UW of Delaware County already has extraordinary forward-thinking, courageous leadership and TreeHouse is just the latest example. There's a demographic of homeless or at risk that, while it would be a surprise to the common local resident, is too well known by the agencies and school districts that serve our county so passionately.



This group of youth finds themselves homeless through no fault of their own. These are honor students with part time jobs whose family just let them down. Many never miss a day of school yet sleep wherever they can find a couch for the night. [Click here to hear their stories.](#)

It is a remarkable community that addresses this particular issue and comes together to create a stable, safe environment for our youth who need a home. The Chamber thanks the UW and all their partners for their unrelenting commitment to our community.

[Click here for more photos.](#)

#MoreThanAHouse #LiveUnited

## Busy scissors demonstrate diverse membership

Yet again our ribbon cuttings shine a light on the diversity of our membership. From youth transitional housing our infamous gold scissors travelled on July 19 to Lewis Center for the exciting grand opening of [TOCA Soccer Center-Columbus](#). TOCA Columbus is a 62,500 square-foot climate-controlled indoor soccer, sports, and fitness center that offers programs for individuals, teams, or organizations looking to train and play all year round.



Their tech-enhanced soccer training designed to produce rapid skill improvement and develop well-rounded players.

Using TOCA's proprietary technology - including the Touch Trainer, Smart Targets, and StudTOCA Football provides a one-of-a-kind, tech-enhanced soccer experience for players of all ages and skill levels.



Serving local communities throughout the United States and Canada, their training centers welcome players and families to find their best with classes, training sessions, and league play that meet players' respective skill-sets. Their Strikers program for children 18 months to 7 years is engaging and educational, while individual or group sessions for 8 year olds onwards offer progressive levels of training for players looking to challenge themselves while also having fun. IO Screens - they take the game to the next level.

Manager Brian Bishop and his staff- congratulations and welcome to Ohio! [Click here for more photos.](#)

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](http://OhioHealth.com/Grady).



## Chamber website banner adds a great value

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](mailto:dachamber@delawareAreaChamber.com) or call 740-369-6221.

### 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 anytime, all the time.

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



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.



Janell Kuck  
Shareholder

*"Proud to live and work in Delaware County for over fifteen years."*



+ Delaware 740.362.9031

+ [maloneynovotny.com](http://maloneynovotny.com)

## Sublime networking

There was no more beautiful place to stop by on your way home from work to network than when the [Dempsey Event Center](#) hosted the July Business After Hours. Although we cut the ribbon just three months ago, Chamber members were eager for an excuse to revisit this amazing venue.

The Dempsey Event Center has a rich history. The original foundation of the main house served as a hunting lodge in the late 1800s. Some have suggested it may have been a point on the Underground Railroad. In the 1940's modifications of the property resulted in a three-bedroom ranch which served as a loving family home. It was surrounded by woods and family pets. The front oval was the path to ride the ponies! In 1975, renovations were completed and the property became an 8000 sq. foot family home. In 2014, the estate became a commercial property and the Sanctuary Building and pedestrian footbridge were built encouraging guests to enjoy the beauty of this sacred property.



Thank you to Lisa for inviting the Chamber back in your stunning doors.

[Click here for more photos.](#)



Our CPAs and advisors  
understand that  
conversations can  
change everything  
**Let's Talk...**

**Tony LaNasa, CPA, CFE**  
Managing Principal

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Delaware Area Chamber of Commerce ~ 2 Troy Road, Delaware, Ohio 43015 ~ 740-369-6221 ~ fax 740-369-4817  
[dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com) ~ [DelawareAreaChamber.com](http://DelawareAreaChamber.com)

## New member orientation

Each quarter the Chamber hosts an event to welcome new and prospective members (or new representatives from current members) to the organization. It starts with an informal reception attended by several board members and ambassadors and continues with a presentation of benefits and services that come with being a member of the Chamber. New members, prospective members and reps from veteran member businesses who attended the July 25 event included:

Roxanne Amidon, [Boardman Arts Park](#)  
Matthew Lis, [Crestcom - Central Ohio](#)  
Barb Lyon, [Lyon & Co. LLC](#)  
Candace Coffman, [Nationwide Children's Hospital - Lewis Center](#)

Rick Sobel, [Red Wing Shoes](#)  
Beth Stackhouse, [Royal Cabinets, Inc.](#)  
Angela Mack, [Stockhands Horses for Healing](#)  
Brian Bishop, [TOCA Soccer Center - Columbus](#)  
Michael Crane, [V3 Companies, Ltd.](#)

[Click here for more photos](#) and join us for our next [New Member Orientation on October 24.](#)



# Experience Black Wing

*An empowering entertainment destination for you and your family!*

Let us take you  
under our wing!

- Family fun on our shooting ranges
- Training for all experience levels
- Unforgettable social + corporate events
- Retail store with something for everyone
- Friendly, knowledgeable staff
- Beginners welcome



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*FAMILY OWNED AND OPERATED*

## **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.



## **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.

## Membership has its benefits: meeting room space

Do you need a place off-site for a meeting, training, planning session, etc? As a member of the Delaware Area Chamber of Commerce, you have access to the Chamber's board & conference room.

Need to meet one-on-one, we can accommodate that too!

### Amenities? Yes, we have them!

Laptop  
Smart screen

Laser pointer  
Wifi

Also included:  
Coffee, tea & water



### Will you be ordering food?

We ask that you use a fellow Chamber member for your needs for both take out or catering

- All Occasions Catering
- BIBIBOP Asian Grill
- Bun's Restaurant
- City Barbecue
- Cove, A Seafood Joint
- Fresh Start Cafe & Bakery
- Gibeye's Pizza
- The Greater Gouda
- Jet's Pizza
- Jimmie G's Barbeque
- Keystone Pub & Patio
- Las Miches Marisqueras
- McDonald's
- Old Bag of Nails
- Pizza Cottage
- S Squared Food & Beverage
- Tim Horton's
- Warehouse Italian
- Wendy's

### Sign me up!

The rooms can be reserved Monday-Thursday from 8:30 a.m.-4:00 p.m. Other arrangements may be made based on availability. The first 5 hours in a calendar year are included in your membership. Rate after five hours is \$25 per hour through the end of the calendar year. Not a member? No problem. You are able to rent the space for \$50 per hour. If you join the Chamber within 30 days, your fee will be applied toward your membership.

Whether you need space for an hour or the entire day, we request that you email [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com) or call 740-369-6221 to get your event on our calendar. The calendar fills quickly, so book your event today!



**Boardroom seats 20**

**Conference Room  
seats 32-34**



## 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](mailto: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 \(Ohio BWC Temporary Authorization to Review Information form\)](#)



## Chamber accepts board applicants

The Chamber's Nominating Committee is accepting Letters of Intent from members interested in serving on the board of directors beginning January, 2024.

The Letter of Intent is the first step in the nominating process. The Nominating Committee will vet applications and invite qualifying members to interview.

If you're interested in submitting a Letter of Intent, please call Holly at 740-369-6221 or via email to [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com). The Chamber will accept Letters of Intent until September 15, 2023

## MANOS, MARTIN & PERGRAM CO., LPA

Attorneys at Law



**Celebrating 72 Years  
Of Serving Central Ohio  
(1951-2023)**

50 North Sandusky Street • Delaware, Ohio 43015-1926

Phone: 740-363-1313 Fax: 740-363-1314

e-mail: [email@mmpdlaw.com](mailto:email@mmpdlaw.com); Web page: [mmpdlaw.com](http://mmpdlaw.com)

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Drawing By Karen Collins

## Chamber's advertising opportunities a great value

Advertising in the Chamber newsletter has always been a great deal. With its distribution list of over 1400 Chamber members and its archival on our website, your ad has a long shelf life. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!**

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

You can also 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.



[About Us](#)   [Find A Business](#)   [Calendar](#)   [Membership](#)   [Annual Events](#)   [Newsletter](#)  
[Community](#)   [Development](#)   [Safety Council](#)   [Member Login](#)   [Leadership Delaware](#)   [Join The Chamber](#)



Banner ads will be \$125 for one month or \$300 for three months. Questions? Contact Sarah at [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com) or call 740-369-6221.

## 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!!***

### 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.



## OFFICE SPACE FOR LEASE

SECOND FLOOR SUITES AVAILABLE NOW  
IN DELAWARE'S HISTORIC JAIL

Lots of natural light with great views of downtown Delaware. Adjacent to county offices with ample off-street parking. Walk to all of Delaware's great amenities. Be a part of history while creating your own. For more information, contact:

GEORGE MANTZOROS  
Office: 740.324.7555  
Cell: 614.306.3831  
[pagamproperties@gmail.com](mailto:pagamproperties@gmail.com)



# 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](mailto:jwroesch@discovercfi.com)

740-363-5433

\*Anthem Elite Certified



## Preferred Benefits Services Agency

Mark Pettitt

[mark@prefben.com](mailto:mark@prefben.com)

740-363-6028

\*Anthem Elite Certified



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

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

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

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

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

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

\* Don't know the month in which your renewal is due? Email [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com).



# Welcome

## New Members

### Buckeye State Bank

Eric Anderson - VP/Market Manager  
9494 Wedgewood Boulevard  
Powell, OH 43065  
(614) 796-4747  
[joinbsb.com](http://joinbsb.com)

*Serves as a community bank that offers a wide array of banking products & financial service*



### SRJ Coaching & Consulting

Sarah JanTausch - Speaker, Executive & Career Coach  
70 South Sandusky Street  
Delaware, OH 43015  
(740) 816-4909  
[www.facebook.com/profile](http://www.facebook.com/profile)

*Provides support for individuals to create values-based careers*



### Lyon & Co, LLC

Barb Lyon - Chief Empowerment Officer  
(740) 513-8574  
[barblyonandco.com](http://barblyonandco.com)

*Offers strategic solutions to help businesses set goals, identify & analyze risks & opportunities, & develop a plan of action*



### Stephanie Steinbeck, RE/MAX Revealty

Stephanie Steinbeck - Realtor  
7700 Rivers Edge Drive, Suite 100  
Columbus, OH 43235  
(614) 738-8097  
[stephaniesteinbeck.com](http://stephaniesteinbeck.com)

*Provides a range of residential real estate services*



### Relationships Under Construction

Catherine Wood - President  
8870 Commerce Loop Drive  
Columbus, OH 43240  
(740) 965-2046  
[www.rucinc.org](http://www.rucinc.org)

*Offers evidence-based youth development program*



The Chamber recognizes  
renewing sustaining member

Platinum Level



## Reinvesting Members

[American Freight Furniture, Mattress & Appliance](#)  
[Arbors at Delaware](#)  
[Central Ohio Veterinary Emergency](#)  
[Common Ground Free Store](#)  
[Delaware County Transit](#)  
[Delaware Family Dental](#)  
[Delaware Smile Center](#)  
[Delaware Speech & Hearing Center](#)  
[Edward Jones - Philip J. Ulery](#)  
[Elford, Inc.](#)  
[Family Promise of Delaware County](#)  
[Federal Heath Sign Co.](#)  
[Libb Company, Inc.](#)

[Maloney + Novotny, LLC](#)  
[Payroll Services, Inc.](#)  
[Price Farms Organics, Ltd.](#)  
[S Squared Food & Beverage](#)  
[Safe Harbor - The Group of Delaware County](#)  
[SERVPRO of Delaware](#)  
[Sherwin-Williams](#)  
[SourcePoint](#)  
[Sunset Springs Outdoor Resort](#)  
[The Growth Coach](#)  
[The Union Bank](#)  
[Waterford Signs, Inc.](#)

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Apply online at [www.cescu.com](http://www.cescu.com)

CES Credit Union



We're here to serve all who live, work, worship or attend school in Delaware County, as well as Ashland, Coshocton, Holmes, Knox, Licking, Morrow and Richland counties in Ohio..



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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.



## Follow Ohio Chamber legislative updates

As a 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.



### Contact your legislator:

#### Ohio Senate District 19

Andy Brenner  
Senate Building  
1 Capitol Square  
Ground Floor  
Columbus, OH 43215  
(614) 466-8086  
[Email](#)

#### Ohio House District 61

Beth Lear  
77 S. High St  
11th Floor  
Columbus, OH 43215  
(614) 466-1431  
[Email](#)

#### District 60

Brian Lorenz  
77 S. High St  
11th Floor  
Columbus, OH 43215  
(614) 644-6711

#### US House District 12

Troy Balderson  
250 East Wilson Bridge Rd.,  
Suite 100  
Worthington, OH 43085  
(614) 523-2555  
[Email](#)


#### District 4

Jim Jordan  
28 Park Avenue West,  
Suite 100A  
Mansfield, OH 44902  
(419) 982-8045  
[Email](#)

#### US Senate

JD Vance  
37 West Broad Street,  
Room 300  
Columbus, OH, 43215  
(614) 369-4925  
[Contact](#)

Sherrod Brown  
200 North High St.,  
Room 614  
Columbus, OH 43215  
(614) 469-2083  
[Email](#)



**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



J-R: Misty Hayden, VP of Business Development; Todd Everingham, Financial Advisor\*; Kevin Smith, Regional President - Marion; 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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### A Place to Call Home

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Short-Term Rehabilitation  
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Home Health & Hospice



Ohio Living

Sarah Moore

740.362.9641 | [ohioliving.org](http://ohioliving.org) 

# August/September

## Calendar

### Safety Council

Wednesday, July 26, 8:30 am  
The Barn at Stratford  
Safety Jeopardy  
[Click here for details](#)

### Business Before Hours

Thursday, August 3, 8:00-9:30 am  
SourcePoint  
[Click here for details](#)

### Supervisor Six Pack 2.0

Session one of six  
Wednesday, August 9, 8:00-11:00  
Chamber office  
[Click here to register](#)

### Leadership Delaware Kick Off

Thursday, August 10, 11:30 am  
Willow Brook at Delaware Run

### Workforce Development & Education Committee

Friday, August 11, 8:30 am  
Chamber office

### Government Affairs Committee

Wednesday, August 16, 9:30 am  
Chamber office

### Business After Hours

Thursday, August 17, 5:00-6:30 pm  
Alpha Group  
[Click here for details](#)

### Chamber Ambassadors

Tuesday, August 22, 3:30 pm  
Zoom

### Safety Council

Wednesday, August 23, 8:30 am  
The Barn at Stratford  
Ladder Safety  
[Click here for details](#)

### Ribbon Cutting

Vitality Natural Wellness & Medspa  
Wednesday, August 23, noon  
[Click here for details](#)



### Ribbon Cutting

Central Ohio Aesthetics  
Thursday, August 24, 1:00 pm  
[Click here for details](#)



### HR Council

Wednesday, September 6  
8:30 am chamber office

### HR Six Pack

Session one of six  
Monday, September 11,  
8:00-10:00 am  
Chamber office  
[Prior registration required](#)

### Supervisor Six Pack 2.0

Session two of six  
Wednesday, September 13, 8:00-11:00  
Chamber office  
[Prior registration required](#)

### Leadership Delaware

Values & Leadership Day  
Thursday, September 14

### HR Six Pack

Session two of six  
Monday, September 18,  
8:00-10:00 am  
Chamber office  
[Prior registration required](#)

### Chamber Board meeting

Wednesday, September 20  
7:30 am, Chamber office

### Government Affairs Committee

Wednesday 20, 9:30 am  
Chamber office

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

### HR Six Pack

Session three of six  
Monday, September 25,  
8:00-10:00 am  
Chamber office  
[Prior registration required](#)

### Chamber Ambassadors

Tuesday, September 26, 3:30 pm  
Zoom

### Safety Council

Wednesday, September 27, 8:30 am  
The Barn at Stratford  
Distracted Driving and New Laws  
[Click here for details](#)

### Third Thursday luncheon

Annual State of the Schools  
Thursday, September 28, 11:45-1:00  
Brookshire Event Center  
[Click here to register](#)

**Note: Date change to the 4th Thursday this year. Enjoy the Jug on the 21st.**

### SAVE THE DATES

Clay Classic  
Friday, October 13, 2023  
Annual Dinner  
Thursday, February 1, 2024  
Golf Outing  
Friday, June 7, 2024

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

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

[\\*Click here for details](#)

### 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

### 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\*

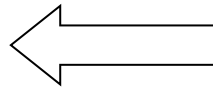
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

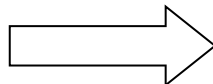
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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.

# 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](mailto:jwroesch@discovercfi.com)  
740-363-5433  
[www.discovercfi.com](http://www.discovercfi.com)

201 Pennsylvania Avenue, Delaware

### **Preferred Benefits Services Agency, Inc.**

Mark Pettitt  
[pettitt@prefben.com](mailto:pettitt@prefben.com)  
740-363-6028  
[www.prefben.com](http://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 days<sup>1</sup>
- 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.<sup>2</sup>
- 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



<sup>1</sup> Internal data 2017

<sup>2</sup> 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.

