

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

February 2021

Sustaining Members

*Industry Exclusive
Platinum Level*



Gold Level



Silver Level



Bronze Level



*The Delaware Area
Chamber of Commerce
Established 1907*



Chamber annual dinner a very different affair

COVID 19 meant the cancellation of the Chamber's signature annual event but members still received recognition. Outgoing and incoming board members and four awards were presented and [accessible through this link](#).

Congratulations go out to the five Delaware County k-12 school districts who received the Innovation in Business Award. [Buckeye Valley Local Schools](#), Big Walnut Local Schools, [Delaware City School District](#), [Delaware Area Career Center](#) and [Olentangy Local Schools](#) shared the award for their epic ingenuity in providing our local students with academics, meals, support and so much more under overwhelming circumstances. Also recognized for their phenomenal work in 2020 was the [Delaware Public Health District](#) as they received the Quality of Life award.

The private sector rounded out recognition with Small Business of the Year going to [Cummins Facility Services](#) and Large Business of the Year being accepted by [Domtar Personal Care](#).

A very special thank you goes out to our sponsors who stuck with us this year.

We've booked Monday, February 3, 2022 when we look forward to being back with you at this special event.

2021 Annual Dinner Corporate Sponsors

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Bronze Level



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2021 Board of Directors Executive Committee

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Zach Price– Immediate Past Chair

[TRIAD Architects](#)

Ana Babiasz– Treasurer

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Brad Schneider–Vice Chair

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[Center Outpatient Care Lewis Center](#)

Kirt Trimble

[Trimble Insurance Agency](#)

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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 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 January 26 virtual event included:

Steven Leppert, [Collaborative Talent, LLC](#)

Alberto Burdignon, [Onda USA, LLC](#)

Andy Panyik, [Money Concepts Sunbury](#)

Tony Locker, [US Heating & Air Conditioning](#)

Brandi Orsini, [OhioMeansJobs Delaware County](#)

Madeline Stille, [KEMBA Financial Credit Union](#)



State of the city

The Chamber held its 13th annual State of the City on January 21, presented by the [City of Delaware](#).

Joining Mayor Carolyn Kay Riggle was city administrator Tom Homan.

Both are veteran local leaders. Mayor

Riggle has served on Delaware City Council since 2003 and has served as mayor since 2013. She also serves on Delaware's Planning Commission, the Airport Commission and on the Sister City Advisory Board. When not serving as mayor and on council Carolyn works as a title agent.

Tom Homan has been Delaware city manager since 1999. As the city's CEO, Tom oversees the operations of a full-service city, a workforce of more than 300 and an operating budget of approximately \$70 million. Tom previously held manager positions in Connecticut and New York. He is an accredited member of the International City/County Management Association.

Tom and Carolyn were joined by the heads of the planning, economic development, parks & rec, engineering departments as well as assistant city manager who shared the innovative ways they got work done during 2020.

While adapting to new ways to get the complex work of the city done, small business was supported in unprecedented ways through grants, revolving loans and community engagement. And even in the midst of the tremendous challenges of 2020, the city issued a 16-year high of new dwelling permits. Clearly, Delaware continues to see a demand for new residents and businesses.

Thank you to Carolyn, Tom and staff for a presentation you can enjoy by **clicking here**. And thank you to all city staff for incredible efforts.

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.





Disaster Field Operations Center East

Release Date: Jan. 21, 2021

Contact: Michael Lampton (404) 331-0333

Michael.Lampton@sba.gov

Release Number: 21-224, OH 16468

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SBA Deadline in Ohio is Feb. 22 for Working Capital Loans Due to March Severe Storms and Flooding

ATLANTA – The U.S. Small Business Administration is reminding businesses in **Ohio** that working capital loans are still available to small businesses, small agricultural cooperatives, small businesses engaged in aquaculture and private nonprofit organizations affected by severe storms and flooding on March 20-22, 2020.

“Businesses that suffered economic losses as a result of the disaster and want to apply for low-interest loans from the SBA are urged to do so before the **Feb. 22, 2021** deadline,” said Kem Fleming, Director of SBA Field Operations Center East.

Low interest disaster loans are available in the following counties: Coshocton, Delaware, Fairfield, Franklin, Knox, Licking, Muskingum and Perry in **Ohio**.

Working capital loans up to \$2 million are available at 3.75 percent for small businesses, and 2.75 percent for private nonprofit organizations with terms up to 30 years. The loans are intended to pay fixed debts, payroll, accounts payable, and other expenses that could have been paid had the disaster not occurred. To be considered for this assistance, eligible entities need to apply by the deadline.

Applicants may apply online using the Electronic Loan Application (ELA) via SBA’s secure website at www.DisasterLoan.sba.gov and should apply under SBA declaration # 16468, not for the COVID-19 incident.

Businesses may also obtain information and loan applications by calling the SBA’s Customer Service Center at 1-800-659-2955 (1-800-877-8339 for the deaf and hard-of-hearing), or by emailing DisasterCustomerService@sba.gov. Loan applications can also be downloaded at www.sba.gov/disaster. Completed applications should be mailed to: U.S. Small Business Administration, Processing and Disbursement Center, 14925 Kingsport Road, Fort Worth, TX 76155.

The deadline to return economic injury applications is **Feb. 22, 2021**.

About the U.S. Small Business Administration

The U.S. Small Business Administration makes the American dream of business ownership a reality. As the only go-to resource and voice for small businesses backed by the strength of the federal government, the SBA empowers entrepreneurs and small business owners with the resources and support they need to start and grow their businesses. It delivers services to people through an extensive network of SBA field offices and partnerships with public and private organizations. To learn more, visit www.sba.gov.

###

Welcome

New Members

Bodine Perry

Michael Rhinehart - Accountant
7620 Olentangy River Road
Columbus, OH 43235
(614) 431-1040 ext 231
bodineperry.com
Provides a full range of CPA services



Branch Insurance

Dustin Thomas - Director of Partnerships
875 North High Street, 3rd Floor
Columbus, OH 43215
(833) 427-2624
ourbranch.com
Offers a full range of insurance products



Functional Training Services

Joseph Roop - President/Executive Director
92 North Sandusky Street, Suite 100
Delaware, OH 43015
(740) 417-8237
ftsjobs4u.com
Provides career services to individuals with developmental disabilities



Huntington Learning Center

Maureen Wagner - Executive Director
83 Neverland Dr.
Lewis Center, OH 43035
(740) 201-1880
huntingtonhelps.com
Offers tutoring services & test prep



OhioMeansJobs Delaware County

Brandi Orsini - Employer Services Representative
145 North Union Street
Delaware, OH 43015
(740) 833-2338
ohiomeansjobs.com/delaware
Provides free job search and consulting services



Saling Simms Associates, Inc.

Brent Simms - Vice President
7965 North High Street
Columbus, OH 43235
(614) 841-1881
salingsimms.com
Offers personalized service & investment strategies



US Heating and Air Conditioning

Tony Locker - Co-Owner
3736 South 2 Bs and K Road
Galena, OH 43021
(614) 888-7332
usheating.com
Provides residential & commercial heating & cooling repair, maintenance & new installation

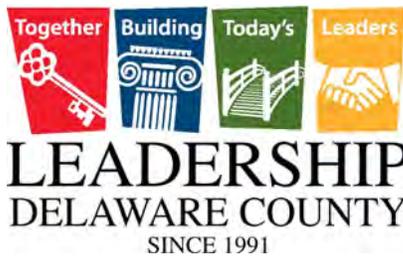


Reinvesting Members

- [All Occasions Catering & The Barn at All Occasions](#)
- [American Electric Power](#)
- [Berlin Township](#)
- [Buckeye Ready-Mix, LLC](#)
- [Capital Medical Resources, LLC](#)
- [Central Storage](#)
- [Centurion Service Group](#)
- [COhatch The Newsstand](#)
- [Cross Creek Resort, Ltd.](#)
- [Delaware County District Library](#)
- [Delaware County Historical Society](#)
- [Delaware-Morrow Mental Health & Recovery Services Board](#)
- [Dexxon Digital Storage, Inc.](#)
- [Dinsmore & Shohl, LLP, Columbus](#)
- [Douglas W. Warnock Co., LPA](#)
- [Emergency Bail Bonds](#)
- [Floagility, LLC](#)
- [Four Star Living](#)
- [Friends of the Delaware County District Library](#)
- [Gabel, E. Marianne](#)
- [Harmony Brands, LLC](#)
- [Helpline of Delaware & Morrow Counties](#)
- [Hetter Heating & Cooling](#)
- [Jet's Pizza](#)
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- [Little Smiles of Delaware](#)
- [Mail Pro 1, LLC](#)
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- [MD Transmissions, Ltd.](#)
- [Mike's Roofing, Inc.](#)
- [Miller, Rozella](#)
- [Minuteman Press - Dublin & Lewis Center](#)
- [OSU Alumni Club of Delaware County](#)
- [Pathways Financial Credit Union](#)
- [Performance Columbus Automotive Group](#)
- [Preferred Benefits Services Agency, Inc.](#)
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..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!!



Leadership Delaware Class of 2021 Social Services, Volunteerism and Boardmanship Day

Facilitator: Barb Lyon '12, Bethany Moore '15 & Holly Quaine '09
Newsletter editors: Kenzie Johnson and Tola Francis-Sanusi



Leadership Delaware Class of 2021 met for their social services day at the [Willis Education Building](#) on Thursday, January 14th. It was a fantastic day hearing from leaders in our community that provide resources to those in need. The session was facilitated by Barb Lyon, [United Way of Delaware County](#) and Bethany Moore, [Delaware Speech and Hearing](#). To kick the morning off, Bob Anderson, director of [Delaware County Job and Family Services](#) gave an overview of his team and how they provide assistance to the community. There are three categories in which they work in: fiscal, protective services and public assistance. A cool note about his team is that they have a focus on workforce development meaning they help citizens of [Delaware County](#) find jobs for the future and also help train for jobs.

Barb Lyon gave an overview of the poverty we experience throughout the county. The reality is 1 in 5 children come from a disadvantaged home. She also reported that 15,620 people are considered food insecure. We have children, families, youth and individuals who are living on the land, in cars and/or in unstable housing.

[Dusty Hostutler of Edward Jones](#) joined us for a discussion with Holly about the dos and don'ts of joining a board. He said something that truly resonated with us, "You volunteer to make your community better. You are either a giver or a taker, be part of the 10% that gives back."

After this discussion we enjoyed lunch and some time to catch up with another. Following lunch, we got to go on a tour of the Willis Education Building. Barb showed us around and explained what the classrooms and lockers are used for now that school is no longer in session there. Lots of community partners have made the most of the space and turned the building into a one stop shop for community members needing resources. In a non-COVID world, the building is definitely worth checking out to see all of the services offered.

The afternoon was capped off with a panel of leaders from the community featuring, Brandon from United Way, Zack from [Delaware County Economic Development](#), Jenn from the [Delaware Public Health District](#), Kathy from the Hunger Alliance and Sue from [Helpline](#). Great conversation and questions were answered in regard to; the housing alliance, economic development visions, human trafficking coalition, hunger alliance, and our 24-hour crisis hotline.

One last speaker, Suzanne took the stage to discuss different ways in which we can volunteer our time through the [Connections Volunteer Center](#). It was a great day had by all and we are looking forward to our next session, Government Day! [Click here for more photos.](#)

Leadership Delaware Class of 2021

Chris Baker
[Delaware County Foundation](#)
Matt Brown
[Delaware County](#)
Stephen Cook
[First Citizens National Bank](#)
Chelsea Dean
[Delaware County Sheriff's Office](#)
Rachel Dobney
[Olentangy Local Schools](#)
Tola Francis-Sanusi
[Marion Technical College](#)
Dawn Hall
[Delaware Public Health District](#)
Megan Hammond
[Delaware County Prosecutor](#)
Holly Hanson
[Drama Kids of North Columbus](#)

Craig Heath
[Delaware City Schools](#)
Kenzie Johnston
[Ohio State University Extension](#)
Tricia Kalmar
[Price Farms Organics](#)
Lori Kannally
[Delaware Public Health District](#)
Angi Lee
[Safe Harbor](#)
Kyle Lewis
[Delaware-Morrow Mental Health & Recovery Services Board](#)
Lindsay Mauter
[Ohio Wesleyan University](#)
Larry McQuain
[Delaware County Court of Common Pleas -Domestic Division](#)

Russ Meade
[Meade & Associates](#)
Morgan Mellen
[The Alpha Group](#)
Jason Sanson
[Environmental Design Group](#)
AJ Santos
[Preferred Benefits Insurance Agency](#)
Melissa Stroupe
[Delaware Historical Society -The Barn at Stratford](#)
Courtney Vanest
[Fidelity Federal Savings & Loan](#)
Joe Wheeler
[Dinsmore & Shohl, LLP](#)
Tonia Wilson
[Family Promise of Delaware County](#)

COhatch named #1 in Columbus Business First Fast 50

Columbus-based start-up [COhatch](#), a social enterprise offering a new kind of shared work, social, and family space built on community, took the [No. 1 spot](#) in the Columbus Business First annual Fast 50 with 274% growth averaged over the past three years. The Fast 50 is an annual ranking of the fastest growing, private Central Ohio companies based on average annual sales growth from 2017 to 2019*.

As the largest coworking business in the area—with nearly 100,000 square feet across eight locations and plans for continued expansion in Columbus and outlying areas including Cleveland, Cincinnati, Indianapolis—COhatch snagged the top spot. Described in Business First as “part office, part incubator, part clubhouse and part community room,” COhatch is built on a modern Town Hall 2.0 model centered on community.

CEO and co-founder Matt Davis told Business First; he was inspired to start the business after driving past abandoned storefronts across small town America. “We need something to fill that gap that Main Street used to provide. Commerce can go online but we are still social creatures.”

Davis’ model is to reimagine old spaces and renovate them with modern touches that play off local tastes. “The adaptability makes COhatch resilient and provides different avenues in which to grow,” wrote Business First’s Tristan Navera.

“Being ranked #1 on the Columbus Business First list of the fastest growing companies is nothing short of an honor and a testament to our mission, team and business model,” said Davis. “For the past four years, my partners and I have poured our hearts and souls into this concept to live a better life, spend more time with family, walk to work, thrive at work with like-minded people and to fulfill our purpose building something that improves cities and people’s lives. Our results speak for themselves, especially when we see the faces of our partners, our team and our members walk through our doors.”

As far as future plans for Central Ohio, Davis indicates he will likely build five to 10 more locations, each with their own flavor. Currently, the company is building an 8,000 square foot “digital flagship” space in collaboration with The Ohio State University that will focus on technology incubation and allow for real-world integration with other business leaders and services. COhatch also has a new build under construction in the historic district of Dublin, adjacent to the city’s new Link Bridge that runs across the Scioto River.

“On behalf of Columbus Business First and Fast 50 Awards sponsors Taft Law, GBQ and Huntington Bank, congratulations to the team at COhatch for leading this year’s list of the fastest growing private companies in Central Ohio,” said Columbus Business First Publisher Nick Fortine. “This is the 25th anniversary of the Fast 50 Awards and COhatch is a fitting new addition to this year’s list. We celebrate their entrepreneurial spirit, passion, hard work and success. We also thank them for their contribution to the health of our business community and economy.”

As part of its business model, COhatch also is actively involved with the local non-profit community in each market. COhatch offers the [GIVE Scholarship program](#) which provides scholarships each year to more than 500 organizations in each market to organizations aligned with COhatch’s philanthropic goals of helping non-profits that support anti-human trafficking/domestic violence, people experiencing homelessness, and children and adults with developmental disabilities among others.

With enrollment activities from November 1 through January 1, COhatch extends free community memberships to qualifying organizations, providing them access to space and meeting rooms and all the amenities of a COhatch membership.

Members gain access to all COhatch resources and spaces at any of its locations throughout the Midwest, including GIVE Scholarships, a Florida beach house, the “Mobi” community trailer, health and wellness coaching and special member events.

COhatch now has 17 total locations open or under development with more than 200,000 square feet in the Midwest, representing a 20-fold increase of COhatch’s footprint since its inception in 2016. The company is looking to expand across the United States in 2021.



Same agency, different name

American Family Insurance, 44 E. Winter Street in Downtown Delaware is now [Converse & Associates, LLC](#). Casandra Converse—known as Casey— opened her agency April 1st, 2014. Her intention with the name selection is to empower her agency’s current and future clients to know and trust that their whole team is qualified and capable of serving their needs! Chamber board member Casey says, “We are far from a “one man show” here- Christina and Roberto are an integral part of our operation and provide incredible value to the families we serve.” If you know Casey you’re not surprised that she credits her team for her agency’s success. Congratulations, Casey!



REBUILD MY TOWN

Columbus, Ohio



Help lift up your community by sharing the Columbus virtual mosaic, which encourages consumers to support local this holiday season.

You can still be a part of this campaign by adding your business to our Support Local directory, where local consumers can find you and give you their business.

[Shop Local Now](#)

Show your support by promoting it on your marketing and social channels. Join the movement!

Spectrum Reach stands with our communities. **Together, we will rebuild.**

Is your advertising strategy ready for 2021?

Reach us at [1-844-TO-REACH](tel:1-844-TO-REACH) to schedule a call with a local Account Executive today.

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 **Liber ty 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](#).



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.

Upcoming TechCred Application Periods Opens January 4th

Lt. Governor Jon Husted, Director of the Governor's Office of Workforce Transformation, announced the results of the October round of TechCred, which will provide the opportunity for 246 Ohio companies to upskill their workforce.

The most recent TechCred application period closed at the end of October. During this round, **246 Ohio employers** were approved for funding, resulting in Ohio employees earning up to **3,164 technology-focused credentials**. This round marks a milestone as funding for the program has been approved for over **15,000 credentials**.

In August, the TechCred program exceeded 10,000 tech-focused credentials, fulfilling a commitment made by Governor DeWine and Lt. Governor Husted to fund 10,000 technology-focused credentials each year. Since the program's start, a total of **966 Ohio employers** have been approved for funding, supporting the earning of **15,105 tech-focused credentials** by Ohio employees. The seventh TechCred application period opens on **Monday, January 4th** and closes on **January 29th at 3:00 p.m.**

Businesses with employees who have completed their TechCred training are reminded to submit proof of credential completion to receive reimbursement at TechCred.Ohio.gov.

You can learn more about the program at TechCred.Ohio.gov.



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February Calendar

HR Council

Wednesday, February 3
8:00 am via Zoom

Government Affairs Committee

Tuesday, February 9
8:00 am via Zoom

Manufacturers' Council

Wednesday, February 10
7:30 am via Zoom

Safety Council

Wednesday, February 10
9:00 am via Zoom

Leadership Delaware Government Day

Thursday, February 11

Chamber Board of Directors

Wednesday, February 17
7:30 am via Zoom

SAVE THE DATE

Golf Outing
Friday, June 18, 2021

Clay Classic
Friday, October 8, 2021

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

Safety Congress registration now open



Registration is now open for the 2021 Ohio Safety Congress & Expo (OSC21)! Due to the ongoing COVID-19 pandemic, OSC21 will be a completely online event, including our first-ever digital expo.

Visit the [OSC21 website](#) for more information and to register for the event, which will stream live March 10-11, 2021. Now in its 91st year, the Ohio Safety Congress & Expo is the largest and longest-running regional occupational safety, health and workers' compensation conference in the U.S.

More than 4,000 representatives from Ohio businesses and government are expected to attend the event to discover the strategies and tools needed for a healthy, safe, and productive workforce. The event offers topics on organizational behavior, safety leadership, emerging trends, and mental health. Participants can visit the digital expo marketplace, compete in a scavenger hunt, download resources, earn attendance credit and chat with others.

Register today, invite your colleagues and tag us [@OhioBWC](#) #OSC21. We'll see you online for OSC21!

Delaware manufacturer has new owner

Domtar Personal Care announced that it has entered into a definitive agreement to sell its Personal Care business to [American Industrial Products](#) (AIP) for \$920 million. The deal is expected to close in 1Q 2021. The transaction includes the plant in Delaware, which produces baby diapers and training pants and employs 300 people.

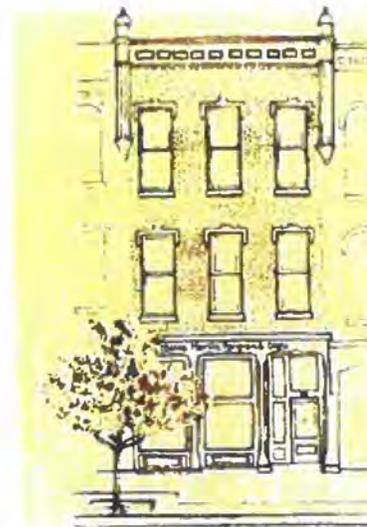
AIP has deep roots in the industrial economy and has an impressive track record of successfully acquiring, growing and managing manufacturing businesses. They are prepared to build on the strength of the business that we have developed over the past several years.

Plant manager Mark Clack says, "We are looking forward to working with AIP to execute a smooth and successful transition for our employees and customers."

Domtar came to Delaware from Marion, Ohio roughly 13 years ago as Associated Hygienic Products. It was sold to Canadian Domtar several years ago. Whatever name has been on its sign, AIP has held fast to its culture as one of the best places to work in Delaware County and one of the most generous corporate citizens. The Chamber welcomes AIP.

AMERICAN INDUSTRIAL PARTNERS

MANOS, MARTIN & PERGRAM CO., LPA Attorneys at Law



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Drawing By Karen Collins

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.

Welcome spring with joint chamber virtual networking event!

We know you've missed networking. So have we! So we've planned a virtual networking event that we'll share with the Marion Area Chamber of Commerce. Here's how it will work:



Marion Area
Chamber of Commerce

- Event will take place on Friday, March 12 from noon to 1:15.
- [Register using this link.](#)
- There is a \$10 registration fee that must be paid by credit card at the time of registration.
- There is a limit of five attendees per business.
- The event will flow like speed dating with attendees making multiple contacts around virtual tables, with four table assignment rotations guaranteeing that attendees will ALWAYS meet NEW representatives at every table.
- **Approximately two weeks prior to the event attendees will receive an email requiring the downloading of the platform, called Remo. Be sure to watch for it!**
- The event is for Chamber members who want to nurture new contacts, expand their client base and make new friends.

Welcome spring with us as we ease back into what Chambers do best— network! Space is limited so register today.



Member announces staff promotion

The [Delaware County District Library](#) is pleased to announce that Denise Kilton will be promoted to the position of Circulation Supervisor at the Orange Branch Library. Kilton most recently worked in the Community & Family Outreach Services Department as an Outreach Specialist, and in the Youth Services Department as a Youth Services Specialist.

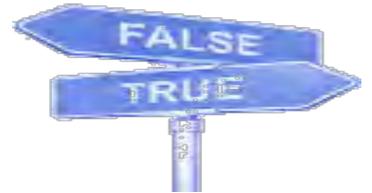


Congratulations, Denise.



Your Chamber membership: True or False?

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



Conversations That Change EverythingSM

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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.

**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.**

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.](#)



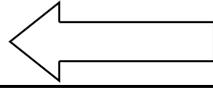
Your online calendar displays events from other members, Chamber events, and of course, any events that you have posted. You can register online for Chamber events only; to register for another member's event, please contact that member directly. If the event you'd like to register for has a fee associated 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.](#)

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

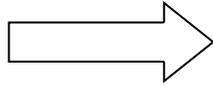
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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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.



A message from the Government Affairs Committee

The Chamber's Government Affairs committee shares some information on significant pending legislation to keep you informed. What to watch:

- The Department of Labor has released their final rule on Independent Contractor Status. Of course, it is subject to change as soon as the Democrats appoint new Board members to the DOL. Click here to read their ruling. www.dol.gov/agencies/whd/flsa/2021-independent-contractor. The ruling reaffirms the "economic reality test" which incorporates a right of control test but also looks at whether the worker will experience can generate a profit or loss from his work based on his own investment and initiative. Secondary factors include the skill level required for the work, the permanency of the relationship, and whether it involves in integrated unit of production. It is effective 60 days after publication which is scheduled for March 8, 2021.

Source: Maribeth Meluch, [Isaac, Wiles, Burkholder & Teetor](#)

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.



Contact your legislator:

Ohio Senate

District 19

Andy Brenner
Senate Building
1 Capitol Square
Ground Floor
Columbus, OH 43215
Hometown: Powell
(614) 466-8086

[Email](#)

Ohio House

District 68

Rick Carfagna
77 S. High St
13th Floor
Columbus, OH 43215
Phone (614) 466-1431
Fax (614) 719-6990

[Email](#)

District 67

Kris Jordan
77 S. High St
11th Floor
Columbus, OH 43215
Phone (614) 644-6711
Fax (614) 719-0002

[Email](#)

US House

District 12

Troy Balderson
250 East Wilson Bridge Rd.,
Suite 100
Worthington, OH 43085
Phone: (614) 523-2555

[Email](#)

District 4

Jim Jordan

[Email](#)

US Senate

Rob Portman
Sherrod Brown

[Email](#)

Government Affairs committee needs YOU

The Chamber's GAC meets the first Tuesday of the month and is recruiting members to serve. If you follow or lobby for business-related issues in your industry, consider joining our committee and help shape the Chamber's legislative agenda and advocacy. Contact holly at hquaine@DelawareAreaChamber.com.

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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

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740-363-6028

*Anthem Elite Certified



PREFERRED BENEFITS SERVICES AGENCY, INC.

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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Lisa Clark, Manager

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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](#)
- ⇒ [Delaware City Flex service—Delaware County Transit](#)
- ⇒ [Joslyn Law Firm: Criminal Defense Lawyer—Joslyn Law Firm](#)
- ⇒ [Joslyn Law Firm: Criminal Defense Lawyer—Joslyn Law Firm](#)
- ⇒ [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](#)

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. All ads are in full color and should be sent electronically in either a Publisher, png, jpeg or PDF format **ONLY** by the 20th of the month for placement in the next month's edition. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!** Email your ad to hquaine@DelawareAreaChamber.com

Ad prices are for one run:

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

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.



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.



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!!

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.

Did you know...

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



Janell Kuck
Shareholder



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