

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

July 2021

Sustaining Members

*Industry Exclusive
Platinum Level*



Gold Level



Silver Level



Bronze Level



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



LAST CALL!! Chamber accepting Leadership Delaware program applications for class of 2022

There are just a few spots open for the Leadership Delaware class of 2022 so don't delay in submitting. This prestigious program has become a must-have experience for emerging leaders in Delaware County. Through Leadership Delaware, class participants learn first-hand about the challenges and opportunities facing the community. Participants are exposed to people and places they could not on their own and discover a perspective unavailable in the normal course of their work. Even participants who've lived their entire lives in Delaware County are amazed at what they learn.

The nine-month program, which is held on the second Thursday of each month September through May, focuses on various topics, including

Over 725 Delaware County professionals have graduated from the program since its inception in 1992. These alumni serve on local boards and committees helping to shape the future of the Delaware area.

[Click here to view the program brochure](#) and [click here to apply on-line](#). Get more information at DelawareAreaChamber.com or by calling the Chamber at 740-369-6221. All applicants will be notified as to their acceptance by mid-July. Space in the program is limited and it fills up fast. Consider this the year that you or a valuable member of your staff should experience Leadership Delaware.



Chamber announces new advertising opportunity

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

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

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

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facebook

July Business BEFORE Hours

Start your day on Thursday, July 1 by networking when **The Alpha Group**, 1000 Alpha Dr., 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. [Click here to register.](#)



July Business After Hours

End your day on Thursday, July 18 by networking when the magnificent **Swan Lake Event Center**, 5900 Liberty Road North, Powell hosts the Before 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. [Click here to register.](#)



New member orientation—except it means you veteran members, too



Every quarter the Chamber holds a new member orientation. Members mingle with board members over coffee and pastries and then retreat to the conference room where Chamber staff run through the benefits of membership.

But we know that there are many of our current/long-standing members who could use a brush-up or have new staff who should be brought up to speed.

Everyone is invited– even prospective members, and the Chamber staff encourages you to register to attend; bring a client who may be considering membership.

Our next orientation is **Tuesday, July 27**. [Click here to register.](#) We'd love to see you! It's not just for new members!

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Chamber seeks ambassadors

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

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

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

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

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



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

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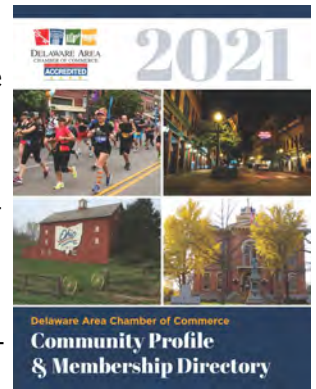
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2022 directory helps members with *reduced ad prices* and *enhanced website advertising*; early-bird, new member and up-size discounts!

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.



Understanding the challenges you've faced this year, the Chamber is making it easier for you to advertise AND offers an opportunity for NEW website banners ads. Here's how it works:

•Ad prices for the 2022 directory WILL REMAIN AT THE REDUCED 2021 PRICES.

- 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**.

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

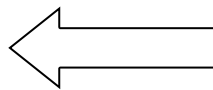
Don't miss these incredible offers as the Chamber's way of recognizing your need to advertise and the way you've been tested this year. Questions? Contact the Chamber at dachamber@DelawareAreaChamber.com.

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

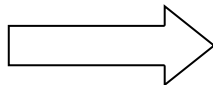
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a member of the Delaware Area Chamber of Commerce in good standing, you are encouraged to use the Chamber's logo on your email signature, website, stationery and marketing materials. Call the Chamber for an electronic version of our logo. Take advantage of the cache your membership brings to your business.



Click the image to the left for a high quality version of the Chamber **web stamp**.



Click the image to the right for a high quality version of the "**Proud Member**" web stamp.



**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.**

2021 Golf Outing



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Over a hundred Chamber members and friends gave the stink eye to the covid restrictions of the past year the when they came out to the 2021 Chamber golf outing at [Kings Mill Golf Club](#) on June 11. And then Mother Nature gave it right back with a thunderstorm that pulled everyone in from the course and a two-hour delay. Folks who chose to sit out the rain and finish their play packed the clubhouse and enjoyed networking, food and, of course, beverages. When the sky finally cleared, the die hard golfers and table sponsors went back out to enjoy the day.

A huge thank you to Linda Krom and her team at Kings Mill for the way they handled our rain delay. From getting our table sponsors and players in off the course and dodging lightening, to feeding the golfers in the clubhouse, to running the carts in the barn to keep them dry, to offering to those players who chose not to wait out the rain a certificate for round of golf with lunch– Kings Mill sets a high bar for customer service and we can't thank Linda enough.

This year's tournament sponsor was our good friends at [Cummins Facility Services](#); beverage cart sponsor [V & P Hydraulics](#); and [Delaware Court Healthcare Center](#) has been serving our golfers breakfast forever.

And because Chamber staff has yet to perfect the art of being in several places at one time, we always have volunteers to thank who step up to help us out. A big thank you to those awesome gals who took your money and your picture; Angel Boulis, [Maloney & Novotny](#); Ana Babiasz, [Fidelity Federal Savings & Loan](#); and Amy Pinnick, [Heartland Bank](#).

And a very special thank you to Chamber office manager Sarah Yoakam who, as always, did all the event's heavy lifting.

First place team with a score of 59 was Team [Buckeye Ready-Mix](#) and second place team with a score of 60 was [The Daily Dumpsters team](#). Ken Levering won \$65 in 50/50 and \$280 in skins was won by Team Buckeye Ready Mix.

And of course, several members had tables out on the course giving away everything from lip balm to Bloody Marys.

Missing again this year were proximity prizes and lunch together with presentation of prizes. But players, who had tee times as opposed to the scramble, enjoyed lunch on the turn of grilled brats, burgers and bologna. Hopefully next year we can resume the scramble with a shotgun start and lunch together.

Thank you to everybody who came out to play with us, brought their clients and staff, and allowed us to pick their pockets. We appreciate the support on behalf of the membership.

[Click here for photos.](#)

And, of course, no respectable golf outing is held without members stepping up to sponsor hole signs, goody tables at the hole, goody bag treats and prize donations. Join us in recognizing these folks:

[2K General](#)

[Amanda Plumbing](#)
[Attindas Hygiene Partners](#)
[Bresco Broadband](#)
[Buckeye Ready Mix](#)
[Consolidated Cooperative](#)
[Creative Financial Insurance](#)
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[Sheetz](#)
[Smith-Feike-Minton Insurance](#)
[The Daily Dumpsters](#)
[Tim Horton's Cafe & Bake Shop](#)
[T-Mobile](#)
[Trimble Insurance](#)
[Triple T Transport](#)

Annual joint After Hours



As we do every June since 2013, the Chamber shared a networking event with our friends at the Sunbury Chamber. Our hosts again this year was [Tanger Outlets Columbus](#) with food again supplied by Ries Pies. It was a beautiful summer evening to network. We also got to meet the Sunbury Chamber's new director, Nancy Crawford and new office manager Donna Jauchius.

Thank you to Tanger manager Brianne Knight (and congratulations on her promotion to manager) and her staff for their hospitality.

[Click here for more photos](#)



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](#).



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Chamber back in person to celebrate, congratulate and network

Although the Chamber held one virtual presentation, June marked the official back to in-person business for the Chamber. In addition to the golf outing, the Chamber held two ribbon cutting events and its annual joint Business After Hours with the Sunbury Chamber.



It began on June 2nd with a ribbon cutting for new member [Northwest Title Family of Companies](#) in Downtown Delaware. Director Matt Teliak and his staff, Delaware Mayor Carolyn Kay Riggle and Chamber members officially opened Northwest's newest location. Northwest has over 50 years in the business with offices throughout Ohio and Kentucky. They describe their culture best: "We are dedicated to building the communities we live in and serve, which not only means providing excellent title services but also supporting professional groups in our area and fostering a sense of unity among real estate professionals operating in the same locations that we are." The Chamber welcomes Northwest to the organization and the community. [Click here for more photos.](#)



On June 4 long-time Chamber member Emergency Plumbing held a twofer: They celebrated both their new location on Route



23 North at Coover Rd. and announced their new name— [Emergency Plumbing Heating & Air](#). The Rose family and staff heralded their expansion into the HVAC service. As always, food and fun accompanied the affair and their new logo was unveiled. [Click here for more photos.](#)



Congratulations to Northwest and Emergency Plumbing! Two very different businesses, same awesome people!



STARS STRIPES & SMILES

We are excited to announce our **FREE Dentistry for Veterans Event!**

When: Friday, July 2nd from 9am-3pm

Where: Northstar Family Dental

7740 Graphics Way Lewis Center, OH 43035

Call 614-392-8879 to schedule.

This event is open to Veterans & Active duty military. Appointments are good for Cleanings, Fillings and/or Extractions. Must present some form of military ID OR discharge papers.



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



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Drawing By Karen Collins

Local service club swears in new president



On Monday, June 28, the [Rotary Club of Delaware](#) swore in its new president. Ana Babiasz will lead the club for its 2021/22 year, taking the gavel from out-going president Scott Cubberly. Ana was sworn in by Rotary District 6690 president, Mary Jane Shackelford. Other officers in the club include first vice president Phil Ulrey, second vice president Lyndsey Dinovo, secretary Mary Jane Santos, treasurer Dick Zechiel, and Sergeant-at-Arms David Hejmanowski. Rounding out the board are Trish Bishop, Frank Reinhard, Larry Walters, Deana Brandt, Sarah JanTausch, Scott Martin, Kirt Trimble and Julie Zdanowicz.

The Rotary Club of Delaware was chartered in December, 1928 with 25 members. Today the club boasts 103 members, making it the 6th largest in Rotary District 6690, which consists of 59 clubs and over 3400 members in central and southeastern Ohio. The club's local service efforts include highway clean-up, PIN Holiday Clearinghouse, trailhead cleanup and dozens of projects each year. It's known more recently as the group that created and facilitates the popular Taste of Downtown Delaware. The club also supports Rotary International's projects throughout the world.



Rotary started with the vision of one man – Paul Harris. The Chicago attorney formed the Rotary Club of Chicago on 23 February 1905, so professionals with diverse backgrounds could exchange ideas and form meaningful, lifelong friendships.

Over time, Rotary's reach and vision gradually extended to humanitarian service. Members have a long track record of addressing challenges in their communities and around the world. Today over 1.2 million Rotary members from over 35,000 clubs make a difference in their local communities through over 16 million volunteer hours each year. Rotary's international efforts are most known for the irradiation of polio, a Rotary effort that has been funded primarily by local Rotarians. Since its Polio Plus campaign began, 2.5 BILLION children across the globe have received a polio vaccine. Only a handful of known cases are left in the world.

Click here to learn more about [Rotary International](#). If you'd like to learn more about the Rotary Club of Delaware, [click here](#). The Rotary Club of Delaware meets every Monday at noon at Brookshire Banquet Center. If you'd like to be a guest at a meeting, you can email the club's membership chair, [Joe Evans](#).

Congratulations to president Ana Babiasz and best wishes for a great Rotary year!

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 shut-down 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.

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	Quarter page: 4 x 5.25 H	\$75
Half page: 8 x 5.25 H	\$90	Eighth page: 4 X 2.62 H/V	\$50

Climate change legislation subject of virtual meeting



On June 23, Danny Richter, VP of Government Affairs for the Citizens' Climate Lobby spoke to chamber members and friends via Zoom from Washington DC.

Citizens' Climate Lobby is a nonprofit, nonpartisan, grassroots advocacy climate change organization focused on national policies to address climate change.

Their current focus is to train and support volunteers to build relationships with elected officials, the media and their local community in order to generate the political will necessary for passage of the [Energy Innovation and Carbon Dividend Act](#). There are 587 active chapters across the United States, 18 of which are in Ohio. CCL boasts 200,000 supporters, 180,000 of whom are in the US.

The discussion focused on the inevitability of some form of carbon fee and what the current options in the form of proposed legislature and budget reconciliation will have on business. Economists, researchers and policy wonks all agree that in order to reduce carbon emissions, SOME form of carrot or stick will eventually be put in place. But, of course, the issue is complicated, politicized, and misunderstood.

President Biden named "climate" one of his four top priorities. There is a sense of urgency in addressing policy as many trading partners of the United States either have or are planning to put a price on exports to countries that do not address carbon emissions– this is a serious stick in trading with, for example, our largest trading partner, Canada.

Carbon pricing has unlikely bedfellows. Even the US Chamber of Commerce supports a market-based approach to reducing carbon emissions.

[Click here](#) for a recording of the presentation that will fill in the blanks of this recap. And thank you to our local chapter of CCL for bringing this very important subject to our members.

City adopts new comp plan

[City of Delaware](#) City Council in May adopted a new comprehensive plan, Delaware Together.

This Plan replaces the current Comprehensive Plan which has served the community well since 2003. Over the next 10-15 years, this new Plan will help shape and direct growth and development.

The document incorporates input collected over more than two years from a wide range of community members and stakeholders. It integrates more than 2,000 comments on a range of topics, including character and land use, economic development, housing, transportation, parks and recreation, and much more.

The Comprehensive Plan was developed thoughtfully and deliberately. The 31-person Steering Committee was carefully selected by City Council to reflect diverse backgrounds, interests, and areas of the City itself. It has resulted in 6 high-level goals, almost 60 objectives, and over 230 specific recommendations that will be pursued, monitored, and adjusted as needed over time. It is meant to be a living document that will be revisited through the years and can be modified as needed while its core vision and goals continue to guide decision-making.

Outcomes can be measured individually, but the plan also leverages the potential for synergies between the individual recommendations. For example, land use decisions directly relate to fiscal health; and providing housing opportunities in a broad spectrum reflects the overall quality of life in the community and the City's distinctive character.



"The City of Delaware is a great place, with a rich history, and exciting future. It will take each of us working individually and collectively to bring the Plan to reality in our ongoing effort to make Delaware the best it can be," said Planning and Community Development Director Dave Efland.

Next TechCred round launches June 1st

The next round of TechCred opens on June 1st and closes on June 30th at 3:00 p.m.

Ohio businesses can visit [TechCred.Ohio.gov](#) to apply and help their employees earn a short-term, technology-focused credential at no cost. Not only can businesses upskill their current employees, but they can upskill those they plan to hire as long as they are on the payroll at the time of reimbursement.

More than 1,100 Ohio businesses have used TechCred, some having used it multiple times, creating the opportunity for 19,841 technology-focused credentials to be earned by Ohio employees.

The results from the April application period will be announced in the near future.

Visit [TechCred.Ohio.gov](#) to learn more!





DELAWARE AREA
CHAMBER OF COMMERCE



Supervisor Six Pack 100 Series

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

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

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

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

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

This program is available for \$250 per participant* (\$325 for non Chamber-member participants). Participants will be expected to complete program exercises between sessions that apply to their job. Successful participants will receive a 100 Series Certificate. The program will run from **8:00-10:00am for six consecutive Monday mornings beginning September 20, 2021**. Attendees must prepay to be eligible to participate and must complete all six sessions to receive the 100 Series Certificate. The series will be facilitated by Brad Schneider.

** Four or more from the same business will receive a discounted price of \$200 per person.*

[Click here to register by September 13, 2021](#)

Class size is limited

About Brad Schneider - The Growth Coach of Central Ohio



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

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

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Serves as a carryout only BBQ restaurant

Reinvesting Members

[Affordable Insurance Agency of Ohio](#)
[American Freight Furniture Mattress Appliance](#)
[Brandon Shroy - Attorney at Law](#)
[Burr Oak Commons, A Treplus Community](#)
[Central Marketing Associates, Inc.](#)
[Chesrown Chevrolet Buick GMC](#)
[Delaware County Board of Developmental Disabilities](#)
[Delaware Court Healthcare Center](#)
[Edward Jones - Philip J. Ulery](#)
[Gibson The Florist](#)
[Hallenross and Associates, LLC](#)
[Home Helpers Delaware-OH](#)
[MP Digital](#)
[Peacock Water](#)
[Recreation Unlimited Foundation](#)
[S Squared Food & Beverage](#)
[Sherwin-Williams](#)
[Simero Roofing Systems, Inc.](#)
[Symmetry One, LLC](#)
[The Animal Health Organization](#)
[The Inside Wire](#)
[The Law Office of Brian Jones, LLC](#)
[The Recovery Village Columbus](#)
[Too Smooth Floor Prep, Inc.](#)
[Waterford Signs, Inc.](#)

July Calendar

Business Before Hours

Alpha Group
Thursday, July 1, 8:00-9:30am
[Click here to register](#)

Government Affairs Committee

Tuesday, July 13
8:00 am via Zoom

Business After Hours

Swan Lake Event Center
Thursday, July 15
5:00-6:30 pm
[Click here to register](#)

Safety Council

Wednesday, July 21
11:00 am via Zoom
[Click here to receive link](#)

New Member Orientation

Tuesday, July 27
8:00 am
Chamber office
[Click here to register](#)

Manufacturers' Council

Wednesday, July 28
7:30 am via Zoom

SAVE THE DATES

Clay Classic
Friday, October 8, 2021
Annual Dinner
Thursday, February 3, 2022
Golf Outing
Friday, June 10, 2022

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

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, 2022.

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. The Chamber will accept Letters of Intent until September 15, 2021.

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7620 Olentangy River Road, Columbus, OH 43235
614.431.1040 | BodinePerry.com

Unemployment identity theft update

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

Employers:

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

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

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

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

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

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

Step Three: Share resources with your employees.

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

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

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

An educational opportunity for company employees

Since 2016, [Columbus State Community College](#) and Franklin University have partnered to bring the Exact Track program to the Columbus State Delaware Campus. This business program earns students an Associate of Applied Science in Business Management from Columbus State and a B.S. in Business Administration and Management and Leadership from Franklin University. Below are the benefits of the program.



Convenient: Classes are automatically scheduled each semester for Exact Track students by academic advisors.

Predictable: Courses are held the same day and time throughout the program. You'll take two classes every eight weeks: One online class and one in-person class (Tuesday nights at Columbus State's Delaware campus)

Collaborative: Work with same group of peers throughout the program.

Cost Effective: Textbooks and parking are provided free of charge.

Supportive: Advisors are on hand to support you throughout your education.

Streamlined: Coordination between Columbus State and Franklin University means seamless transfer of admission, financial aid, and transcript information.

If you are interested in learning more about this program, you can register for one of our Exact Track info sessions. Registration Link: <https://www.csc.edu/academics/departments/exact-track/index.shtml>

Also, if any businesses are interested in having a virtual presentation for their employees, we can set that up as well.

To learn more about the program, please contact Lawrence James at (740) 203-8224 or email at lames6@csc.edu.

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.

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.

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.





Program assistance
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Accident prevention
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STAY INFORMED SAFELY

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



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

“

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

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

Webinars kept the life blood pumping in our safety veins.

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

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

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

”

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

Who we are

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

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



What we do

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

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

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

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

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

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

Are you making the most of the freebies that your Chamber membership offers?



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

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

Your online calendar displays events from other members, Chamber events, and of course, any events that you have posted. You can register online for Chamber events only; to register for another member's event, please contact that member directly. If the event you'd like to register for has a fee associated with it (for example, Third Thursday luncheon is \$20 per person), you can pay online right then and there, select to pay at the door, or let us know you'd like an invoice. [Click here for the full instructions on registering for Chamber events.](#) So, you've attended an event and you opted to be invoiced for it. You can pay that invoice online as well as ANY Chamber invoice. [Click here for instructions on how to pay invoices online.](#)

County Engineer offers annual report

Delaware County Engineer Chris Bauserman and his office have released their 2020 Annual Report. The County's roads, bridges and drainage systems are integral components of quality of life, safety and development and Chris has led these efforts in this fast-growing county for some 25 years.



County Engineer
DELAWARE
COUNTY *Ohio*

[Click here to read the report.](#) And thanks to Chris and his staff for all they do to get us in and around the County as well as strategically planning for the future.

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.



Our Guiding Principle

The Delaware Area Chamber of Commerce acts as a champion of prosperity by influencing policy and regulations that impact the interests of business; researches, communicates, educates and advocates public issues on behalf of the and quality of life and the interests of business.



Our Vision

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



Our Mission

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



Chamber Referral Buck\$\$...

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



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A message from the Government Affairs Committee

Pro-business legislation awaits House action following unanimous vote in the Senate

As Ohio's budget deadline looms, the Ohio Senate yesterday advanced important legislation in support of the state's business community. The legislation – House Bill 168 (HB 168) uses American Rescue Plan dollars to eliminate Ohio's federal unemployment loan that has grown to nearly \$1.5 billion.

This move will prevent employers of every size and across the Buckeye State from facing a fifty percent increase in their unemployment payroll tax beginning in 2022. In all, paying down the federal unemployment loan will save employers more than \$100 million in added taxes next year and over a three year period will result in an estimated savings of approximately \$658 million.

The Ohio Chamber of Commerce made HB 168 a key vote that is recorded in our Free Enterprise Index because of the significant positive impact it will have on Ohio's business climate. Eliminating the federal unemployment loan brings more stability and predictability for employer payroll costs at a time it is needed since many companies are feeling the impact of the coronavirus pandemic on their revenues and workforce. Likewise, enacting HB 168 will also prevent a repeat of what occurred following the 2008 recession when it took more than eight years to pay off Ohio's unemployment loan that totaled \$3.39 billion and accrued more than \$250 million in interest.

HB 168 now awaits a concurrence vote in the Ohio House and the Ohio Chamber has urged representatives to bring it to a floor vote quickly. Waiting to pass HB 168 only jeopardizes Ohio's post-pandemic recovery because the loan's first interest payment will be due in a little more than three months and should a loan balance remain on January 1, 2022, then Ohio's employers will be saddled with a fifty percent increase in their federal unemployment tax. Ohio employers cannot afford legislative inaction with the statehouse's summer break likely to begin next week, so the Ohio Chamber will continue advocating in the final days of June for the Ohio House to concur with the Senate amendments to HB 168.

Source: By Kevin Shimp on June 25, 2021, Ohio Chamber of Commerce

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

[Email](#)

Sherrod Brown

[Email](#)

Follow Ohio Chamber legislative updates



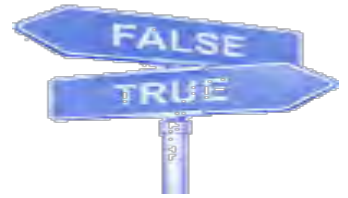
As a proud member of the [Ohio Chamber of Commerce](#), we're grateful for their advocacy on behalf of small business. For chambers like ours with bare bones staff, the value of our membership with Ohio Chamber is the vetting, education and lobbying that we lack the adequate resources to take on. We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



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.

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



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.



..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.

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

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

In addition to financial protection, this innovative alternative offers:

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

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

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

Creative Financial Insurance Services Agency

Jim Roesch

jwroesch@discovercfi.com

740-363-5433

*Anthem Elite Certified



Preferred Benefits Services Agency

Mark Pettitt

mark@prefben.com

740-363-6028

*Anthem Elite Certified

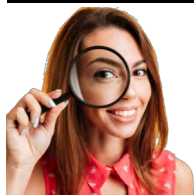


PREFERRED BENEFITS SERVICES AGENCY, INC.

Chamber website banner ads a great value

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

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



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

If you're thinking

I need a
better bank

then you need to think
beyond the banks.



Lisa Clark, Manager

Delaware Service & Lending Center
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by Walgreens, Delaware, OH 43015

740.363.8118
lclark@cescu.com
www.cescu.com

CES Credit Union



Serving all who live, work, worship or
attend school in Delaware County.
Federally insured by NCUA.

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

- ⇒ [Get a quote ... receive a gift card! - Branch Insurance](#)
- ⇒ [10% OFF Of Commercial Carpet Cleanings—Cummins Facility Services](#)
- ⇒ [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- ⇒ [Join Safety Council— Delaware Area Safety Council](#)
- ⇒ [Free ride to get vaccine- Delaware County Transit](#)
- ⇒ [\\$\\$\\$ OFF - hearing aid package—Delaware Speech & Hearing Center](#)
- ⇒ [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.](#)
- ⇒ [Receive 20% off Assisted Living—Ohio Living Sarah Moore](#)
- ⇒ [SourcePoint Shares Aging Expertise via Speakers Bureau—SourcePoint](#)
- ⇒ [Exclusive discounts at Staples stores- Staples](#)
- ⇒ [Christmas in July Special! - Swan Lake Event Center](#)

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: getyour login and password and publish Hot Deals yourself— it's faster and the independence means you can post any-time, all the time.

Chamber newsletter advertising a good value

More than 1200 readers at over 450 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value. Contact us as dachamber@DelawareAreaChamber.com

Ad prices are for one run:

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