

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

March 2021

Sustaining Members

**Industry Exclusive
Platinum Level**



Gold Level



Silver Level



Bronze Level



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



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.



virtual

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

12th Annual State of the County

sponsored by



Thursday, March 18, 2021, 12:00—1:00pm

[Click here to register and receive the link](#)

2021 Board of Directors Executive Committee

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[Ohio Living Sarah Moore](#)

Brad Schneider—Chair elect

[The Growth Coach](#)

Zach Price— Immediate Past Chair

[TRIAD Architects](#)

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Member receives accreditation

In Fall 2020, [Syntero](#) invited surveyors from the Commission on Accreditation of Rehabilitation Facilities (CARF) International to evaluate how well the organization meets international standards for quality and identify areas for improvement. As part of the evaluation, surveyors interviewed clients, their families, staff members and board members. As a result of the survey, Syntero has been issued a distinguished Three-Year CARF Accreditation! Syntero has been accredited by CARF International for more than 10 years.

Syntero offers a comprehensive range of behavioral health care services, providing compassionate, professional, expert counseling and community based services in Central Ohio for over 40 years. Syntero works with behavioral healthcare professionals throughout their service area to ensure all people have access to the resources they need. They collaborate with many organizations, and are always looking for new ways to serve our communities.

Congratulations to Syntero for its continued commitment to excellence.



Two members named to new Best Workplaces list

Each year for nearly a decade, *Columbus CEO* has recognized central Ohio's top workplaces. Partnering with Exton, Pennsylvania-based Energage, wthey survey employees to assess how they feel about their workplace. The top-scoring employers are then organized into three categories: small, medium and large.

For the first time ever, Energage has decided to expand the survey, developing an inaugural 2021 Top Workplaces USA. Covering the United States, Puerto Rico and Guam, the survey invited several thousand employers to participate, and over 1,100 participated.

To be eligible, the organization was required to have at least 150 employees in the United States, Puerto Rico and Guam. Winners were chosen over a 12-month period, which started Dec. 2020, with results being based on comparison of the survey's research-based statements against industry benchmarks.

Of the participants, 570 were announced winners, some with 150 employees, and others with over 2,500 employees. Among the central Ohio workplace winners were [Syntero](#) and [Richwood Bank](#).

This comes as no surprise to anyone familiar with either of these extraordinary chamber members. Congratulations on your recognition.



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Member welcomes new branch manager

Jennifer Wile has recently been named Manager at [First Commonwealth Bank's](#) West Central community office, located at 980A West Central Avenue, Delaware, OH 43015. Wile has fifteen years of financial and lending experience with Allstate Insurance, Huntington National Bank, Reliant Capital Solutions, and JP Morgan Chase.



“We are excited to welcome Jennifer to First Commonwealth Bank, and we look forward to assisting the community’s small business and personal banking customers,” stated Central Ohio Market Leader Matt Burns. “Her years of banking experience in Central Ohio will be a great asset,” Burns added.



In her role as the Manager of the West Central community office, Wile leads the efforts in building new customer relationships and expanding current relationships to support customer needs in full-service banking, wealth, insurance and trust services.

“I’m really looking forward to this opportunity to work in the Delaware community and serving their business and personal banking needs,” Wile said. “With First Commonwealth being recognized this year by Forbes as one of the World’s Best Banks, in addition to their recent digital banking upgrades, this is a tremendous opportunity,” she added.

Wile has been a participant and supporter of Pelotonia and involved in the Leukemia & Lymphoma Society of Columbus, including a nomination for their “Woman of the Year” in 2015. She resides in Galena with her husband, Keith, two children, and their golden retriever.

Member rebrands

[Preservation Parks of Delaware County](#) unveiled its new logo to the community on National Fox Day, September 17. The logo is the final touch to a brand identity process that was introduced by the park district in 2016. The new logo, called the “foxleaf”, is unique, modern and unexpected among Ohio park districts.

It is one piece of a strategic initiative to create greater awareness of the park district.

“We are excited to share our new logo,” said Tom Curtin, executive director of Preservation Parks. “It will differentiate Preservation Parks in a county that is fortunate to be home to state parks, a popular Columbus Metro Park and other local community parks. Each step in the process was done with intent and with the goal on being good stewards to our natural and financial resources.”

The new logo is an illustration of a red fox looking back at its tail, which is represented by an oak leaf.

“We looked at all sorts of animals to represent the parks and everyone resonated with the concept of a fox,” said Jeremy Slagle, designer at Slagle Design, LLC. “It’s easy to forget all the times you’ve spotted a deer or bird, but you never forget the times you have seen a fox in the wild.”

According to Slagle, Preservation Parks are all about memorable and unexpected experiences.

“By integrating the fox with a leaf, we were able to bring both flora and fauna to the logo, further representing the beauty the parks have to offer,” he said.

The creation of the new logo was not only to differentiate Preservation Parks, but to continue to communicate Preservation Parks’ mission to Delaware County residents. “To protect and conserve the natural and historic features of Delaware County and to inspire outdoor exploration and learning.”

“The new logo is definitely unique and different from the ‘expected’ look of a park’s logo. The design and implementation were a bottom up approach by the Preservation Parks staff. The goal of differentiating from other parks logos with adventure, activity, exploration, and a bolder look is positive. I think it hits on what the staff were going for,” said Bruce Ruhl, Preservation Park commissioner.

The logo was presented in February, 2020 to a focus group comprised of a diverse gathering of community stakeholders. The overwhelming consensus of the group was that the logo successfully distinguishes Preservation Parks from other nearby park districts.

Over the next year, the district plans to transition to the new brand. The transition will begin with electronic formats and any print projects currently in production.



Welcome

New Member

Collaborative Talent, LLC

Steven Leppert - Founder

P.O. Box 2505

Westerville, OH 43086

(614) 233-1239

collaborativetalent.com

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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!!

March

Calendar

Government Affairs Committee

Tuesday, March 9

8:00 am via Zoom

Manufacturers' Council

Wednesday, March 10

7:30 am via Zoom

Leadership Delaware

Law Enforcement & the

Courts Day

Thursday, March 11

Virtual Networking with Marion

Chamber

Friday, March 12

Noon-1:00

[Register here to receive link](#)

Chamber Board of Directors

Wednesday, March 17

7:30 am via Zoom

Third Thursday

Annual State of the County

Thursday, March 18

12:00-1:00

via Zoom

[Register here to receive link](#)

Business Before Hours

Thursday, April 1

In person!

8:00-9:30 am

Stratford Ecological Center

[Click here to register](#)

SAVE THE DATE

New Member Orientation

Tuesday, April 27 8:00-9:15am

Chamber office

[Click here for details and registration](#)

Golf Outing

Friday, June 18, 2021

Clay Classic

Friday, October 8, 2021

Annual Dinner

Thursday, February 3, 2022

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

Leadership Delaware Class of 2021 Government Day

Facilitators: Darren Shulman '12, Ginny Berry '11
Newsletter editors: Matt Brown, Lori Kannally, and Angela Lee

February's program began bright and early on February 11th and was hosted by [Delaware City Schools](#) at the Willis Education Center. Facilitated by Darren Shulman '12 and Ginny Berry '11, the topic was the famed and favorite "Government Day." Darren kicked off the morning by doing a broad overview of the intricacies of local government. He broke down the differences between county, city, village and township governance. He stated that it was important to differentiate the leadership and funding sources for each type.



County government is run by the elected officials which are the three county commissioners with the county administrator handling the day-to-day decisions. County government is primarily funded by sales tax such as the revenue generated by the sale of products and services. Municipalities such as villages and cities (incorporated entities of 5,000 or more residents) are managed by elected officials such as the mayor or city council. Either a city manager or the mayor is responsible for the daily operations. The primary funding source for these municipalities are resident's income tax. Thus, it is beneficial to have large facilities that employ many people and have industries that are highly technical or specialized in order to increase the funds generated from income taxes for city improvements.

Townships are led by the township trustees which are elected by the residents. Often the trustees will not only make decisions for the townships but will be the boots on the ground, while some townships will employ a township administrator to run the township's operations.

Townships are funded primarily by property taxes, thus it is important to have robust development. Sometimes sections may be annexed into a city, and taxes will be split between the entities. One item to note is that townships cannot supply utilities (water and sewer); these entities have to annex to city or tap into the county to get these services.

The second presentation of the day focused on public transportation. Ginny Berry of [Delaware County Transit](#) (formerly Data Bus) provided a broad overview of what services are available in Delaware county. DCT is Delaware County's urban transit system with a seven-member board approved by the County Commissioners. Delaware County Transit is an agency versus a transit authority such as COTA which has the ability to tax residents. DCT's services are available to anyone wishing to use them. DCT is owned, operated, and governed by the citizens of [Delaware County](#) through the Delaware County Transit Board.

Continued on next page

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-Sanus
[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](#)

Leadership continued

Ms. Berry continued by discussing the protocols that have been implemented since the start of the pandemic. Some of the changes include: a three-person limit on each bus, sanitizer on each bus, deep vehicle cleans, and the federal requirement that all riders must mask or have a doctor's excuse on file in order to ride. DCT has also suspended all routine routes through March 31st.



One of the newer services is "Flex", a same-day service which is similar to using the Uber service. This service currently is only available within [Delaware City](#) limits and also provides service from Delaware City to the [Delaware Area Career Center](#) and the Health Center on Route 23. This curb-to-curb service is available from 6 am to 6 pm M-F and only cost \$1.00 each way--50 cents for seniors 65 and up and for children 18 and under.

To schedule a ride on Delaware County Transit, go to <http://www.delawaremobility.com/directory/delaware-area-transit-agency-data/>

Lunch was followed by a panel discussion led by facilitator Darren Shulman. The panel consisted of Chris Bauserman, [Delaware County Engineer](#), Tom Slack, Administrator of ODOT Capital Programs, and Jonathan Owen, City of Delaware Project Engineer. Members of the panel discussed a variety of subjects and how they related to their respective agencies. Topics ranged from a discussion on the increase in commercial trucks and the decrease in cars due to COVID to how some projects must be timed around the migration of Indiana bats.

Snowplows were a major topic for the panel with the recent snowfall in the area. Each member of the panel discussed how their agency prioritizes roads to plow and the work that goes into keeping the roads clear. Most roads are assigned a priority level depending on how actively they are used. Higher priority roads are plowed first while lower priority neighborhoods are plowed last.

The increased use of roundabouts in central Ohio was another big topic for the panel. The advantages of utilizing roundabouts opposed of stop signs and traffic lights were discussed. One of the biggest reasons given for the shift to roundabouts was the 90% reduction in fatality accidents. The panel explained that roundabouts force drivers to slow down which significantly reduces major collisions. Most accidents that occur at roundabouts are at much lower speeds than those at stop signs or traffic lights.

The final presentation of the day, entitled *Government Game*, consisted of a panel representing elected and appointed community officials. The panel members included Kyle Kridler, Delaware Assistant City Manager; Gary Merrell, Delaware County Commissioner; Dan Boysel, Radnor Township Trustee, and Allen Rothermel, Village of Sunbury Administrator. Panelists were asked a round robin set of questions by moderator Darren Shulman. Topics ranged from affordable housing updates, infrastructure modifications to roads, taxpayer funded initiatives, and future endeavors planned at the varying levels of government. Participants in the Delaware Leadership Class also had the opportunity to pose questions to the panel. Affordable housing and road maintenance were the most discussed topics of the afternoon. The class appreciated the opportunity to learn from the panelists, gaining a broader understanding of local government operations.

[Click here for more photos](#)

Our Guiding Principle

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



The Non-Profit & Community Bulletin Board

This feature is a vehicle through which the Chamber's forty-some members that are governed by a board of directors can connect with those interested in serving in the community.



The Delaware Speech and Hearing Center was founded in 1959 and has been helping people communicate in Delaware County and surrounding areas for more than sixty years! With clinical offices in Powell and Delaware, they provide Speech Language Pathology, Occupational Therapy, Audiology and Hearing Aid services to more than 3000 people per year.

They are seeking individuals with an interest in serving on their Board of Directors. The primary role of the board is to provide guidance, written policy and advice for the operations and properties of the programs. The Board meets monthly on the fourth Thursday of each month. For more information, contact Bethany Moore, Executive Director, at 740-369-3650 or bmoore@delawareshc.org.



Chamber's preferred TPA announces name change

Third party administer [CompManagement](#) is excited to announce that it will become Sedgwick as of March 1, 2021. Sedgwick's commitment to Ohio employers remains as strong as ever. With more than 3,000 colleagues in Ohio, they will continue to offer the best workers' compensation program solutions to help employers mitigate risk and reduce costs.

At Sedgwick, taking care of people is at the heart of everything they do, because caring counts[®]. Under the Sedgwick name, their team will continue to provide employers with the best possible service and outcomes and deliver on their mission of taking care of their clients and employees. learn more about Sedgwick — a leading global provider of technology-enabled risk, benefits and integrated business solutions — at sedgwick.com.

There will be no staff changes as a result of this merger. Clients will continue to receive the same compassionate, consistent and quality service from the same team they've been working with at CompManagement.

We look forward to a continued and strong partnership with Sedgwick.

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 ljames6@csc.edu.



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* Average bundle savings from all prices seen by users who visited Branch between 7/11/2019 - 10/28/2019

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.

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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.

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!

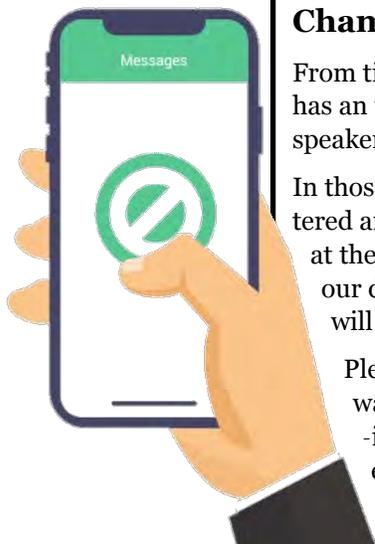


Chamber's event cancellation policy

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

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

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



OhioHealth Grady Memorial Hospital

Quality medical care serving the Delaware community.



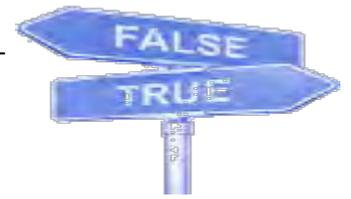
Whether you need preventive care, emergency services, a routine test or rehabilitation, OhioHealth Grady Memorial Hospital is here for you. And, if additional care is required, *WE* seamlessly connect you with physicians and facilities from our entire OhioHealth system and then arrange follow-up care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

BELIEVE IN *WE*™  OhioHealth

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

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



Six degrees of chamber member-to-member

The Chamber is relentless about encouraging its members to do business with other members. Do you look to Chamber members first for goods and services?

We encourage you to do business with your fellow Chamber members and to let us know about your experience. Tell us who you've done business with and send us a testimonial. 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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e-mail: email@mmpdlaw.com; Web page: mmpdlaw.com

Practicing in Business, Civil Litigation, Employment, Estate Planning and Estate Administration, and Real Estate

Drawing By Karen Collins

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.](#)





DELAWARE AREA
CHAMBER OF COMMERCE



Marketing 101 for Small Business Six Pack Series

How do you determine what type of marketing will be effective for your business goals? Where do you start? This series takes you from the first step of defining marketing through decision-making of where and how much to spend your marketing dollars; how to navigate your Internet presence; how to handle the press, requests for donations, your staff's role in your brand and much more. The program includes:

- ⇒ **April 5: Marketing 101** What is marketing? Customers and competitors; data: what do the numbers say? Developing a marketing plan and budget
- ⇒ **April 12: The Internet** Your website: what you know, what you don't know and what you think you know about your online presence; SEO, SEM, E-commerce
- ⇒ **April 19: Branding** What IS branding? How do you use it?
- ⇒ **April 26: Media Relations, Community Giving & Networking** Responding to media and media interviews; managing a crisis; social media tips; establishing a giving strategy and budget; managing requests effectively. What is networking? How to work ON not just IN your business.
- ⇒ **May 3: Social Media** Yeah, you have to slay that dragon and go down that rabbit hole. We'll help.
- ⇒ **May 10: Reputation Marketing** What does the world (or your community) think of you and what can you do about it? How your reputation becomes your brand.

This program is available for \$250 per Chamber-member participant. (\$325 for non-members) The program will run from 8:00-10:00am for six consecutive Monday mornings beginning April 5. Attendees must prepay to be eligible to participate. [CLICK HERE TO REGISTER.](#)

Our presenters:

CECE UTENDORF leads the agency side of Richwood Marketing as the Director of Marketing. She ensures all business clients are receiving the best deliverables, while also implementing marketing for clients.

BROOKS VAN KIRK is a small business owner with extensive corporate marketing experience. She and her husband own Delaware Automotive Service where she has put her background to use growing this successful family business. Brooks is also the owner of Van Kirk Creative where she helps small businesses and start-ups build efficient processes, firm their message and grow their business.

HEATHER WIRTZ is a marketing wizard with the visionary Richwood Marketing. The media platforms to reach your audience keep changing, but the desire for customers to connect on an emotional level hasn't. Across multiple industries, states and objectives, Heather has worked with clients that vary from national companies, politicians and celebrities, to one employee startups and enjoys helping each and every one articulate their "why" message in memorable ways.

SIERRA DYER the executive officer of the Richwood Marketing team and helps oversee branding for Richwood Bank and its service lines. From checking accounts to coffee, she keeps all Richwood brands fresh through both digital and traditional media.

MISSY SESLAR owner of Periwinkle Photography

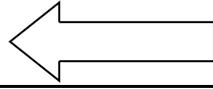
VICKIE CLAUSSE owner of Hype 5

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

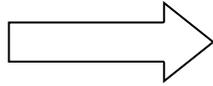
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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

- [White House announces changes to PPP](#)
- [Ohio Chamber bill to modernize Ohio's overtime laws get hearing](#)
- [Residential broadband access bill moves forward](#)
- [Tax conformity bill passes Ohio Senate](#)
- [Governor's budget proposal prioritizes small business recovery](#)

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
[Email](#)
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

mark@prefben.com

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.



If you're thinking

I need a
better bank

then you need to think
beyond the banks.



Lisa Clark, Manager

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www.cescu.com

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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](#)
- ⇒ [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](#)

HOT DEALS

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

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

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

Chamber newsletter advertising a good value

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



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.



Our **commitment** to service leads to your **financial success**.

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