

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

March 2022

Sustaining Members

Industry Exclusive
Platinum Level



Gold Level



Silver Level



Bronze Level



The Delaware Area
Chamber of Commerce
Established 1907



DELAWARE AREA
CHAMBER OF COMMERCE

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

13th Annual Delaware County Update

with

Delaware County Commissioner 2022 President Barb Lewis
Delaware County Administrator Tracie Davies
Delaware County Economic Development Administrator Rob Platte
sponsored by



Thursday, March 17, 2022, 11:45am—1:00pm at [Brookshire Banquet](#)
405 Greif Parkway, Delaware 43015

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

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

Deadline to register is Thursday, March 3, 2022

Cancellations after March 3 and no-shows will be charged.

[Click here to register](#)

March Business After Hours

End your day on Thursday, March 17 by networking when [United Way of Delaware County](#), hosts the After Hours. Located in the Willis Education Center, 74 W. William St., Delaware, our hosts will provide updates from all their partnerships as well as tours of the initiatives located at Willis. 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.](#)



United Way
of Delaware County

Chamber reschedules annual dinner, golf outing

As the Chamber made plans for the return of the annual dinner and awards on February 3, it became clear that Covid hadn't finished having its way with our annual event. In order to give our members a chance to attend we have rescheduled the event to May 3. The event will look exactly like it does with the silent auction, decorated tables and business awards. [Click here to make your reservations.](#)

Rescheduling the annual dinner meant pushing the golf outing as well from June 20 to July 15. Here's to hoping 2023 will find us back on track!

**2022 Board of Directors
Executive Committee**

Brad Schneider—Chair
[The Growth Coach](#)

Casey Converse— Chair-Elect
[Converse & Associates LLC](#)

Aric Arnett— Immediate Past Chair
[Ohio Living Sarah Moore](#)

Ana Babiasz— Treasurer
[Fidelity Federal Savings & Loan](#)

Mark Clack—Vice Chair
[Attindas Hygiene Partners](#)

Shane Dawson— Vice Chair
[Dinsmore & Shohl LLP](#)

Kirt Trimble—Vice Chair
[Trimble Insurance Agency](#)

Board Members at Large

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[Polaris Fashion Place](#)

Angel Boulis
[Maloney + Novotny](#)

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Jason Sanson
[GHD Group](#)

Kim Saunders
[Ohio State University Wexner Medical
Center Outpatient Care Lewis Center](#)

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**Welcome spring with joint chamber virtual
networking event!**

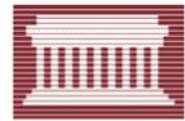
Back by popular demand is our
joint virtual networking event



with the Marion Area & Wyandot Chambers of Commerce. Make new
friends in our market to the north and join our sponsor [First Citizens Na-
tional Bank](#) as we speed network virtually.

Here's how it will work:

- Event will take place on Friday, March 4 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 one week 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.



Marion Area
Chamber of Commerce

[Space is limited so register today.](#)

**New Member celebrates new
Delaware location**



On February 8 the Delaware Area Chamber of Commerce welcomed [The Eco Plumbers](#) to Delaware with a ribbon cutting at their newest location at 599 Sunbury Road. In business for fifteen years, The Eco Plumbers has locations in Columbus and Dayton as well as the Eco Plumbers University, a trade school in Hilliard that grows their own staffing.

Congratulations to Eco Plumbers' owner Aaron Gaynor and welcome Delaware manger Shawn Decker and staff.



Advertisers in this issue

- | | | |
|--|--|--|
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| <u>Bodine Perry</u> | <u>HW&Co.</u> | |
| <u>CES Credit Union</u> | <u>Maloney + Novotny</u> | |

NEW DATES



HR Six Pack Series Returns

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

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

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

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

The program includes:

- ⇒ Hiring: applications, interviews, ADA, I9, reference checks, tests and assessments, avoiding pitfall questions you think is innocent small talk; medical marijuana in the workplace
- ⇒ Employment manuals: policies, content, required postings, NLRB guidelines for social media, confidentiality; non-competes and non-disclosure agreements, protecting trade
- ⇒ Leave: sick leave, drug rehab programs, EAPs, ADA accommodations, absenteeism
- ⇒ Non-discrimination: medical exams, more ADA, religion, race, national origin, gender, age, LGBT– (restrooms and health care provisions), establishing a culture to avoid unintentional insensitive comments that can cause big issues
- ⇒ Regulatory: wage and overtime, commissions, OT exemptions, record-keeping, OSHA, Whistleblower, HIPAA, time-keeping, email and smart phone issues, unemployment compensation
- ⇒ Discipline: progressive discipline, best practices, termination, severance agreements, more ADA, employment references, documentation, process of termination, workplace violence resulting from termination

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

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



TRUSTED

for business insight

We're excited to announce our North Central Ohio Economic Survey for local Businesses!

Your responses will help us formulate a comprehensive program of content, events, and expert presentations to aid local businesses tackle the current challenges and issues they (and you!) face.

PLEASE PARTICIPATE. The survey is available through the end of February and takes less than 10 minutes to complete. Simply scan the QR code with your mobile device or visit the survey link below.

surveymonkey.com/r/BusinessSurvey2022

THANK YOU IN ADVANCE FOR YOUR PARTICIPATION!





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- Doctorate of Physical Therapy, Southwest Baptist University
- Board Certified Specialist in Orthopedic Physical Therapy
- Bachelors of Exercise Science, Indiana Wesleyan University
- Certified in Blood Flow Restriction Training
- Enjoys treating a variety of orthopedic conditions with a special interest in the spine, shoulder, and knee
- Outside the clinic he enjoys spending time with his wife, reading, golfing, and watching sports



CLEAN, SAFE & READY

We are taking measures to ensure the comfort and safety of our patients, associates, and their families while providing the hands-on care our communities need. Our highly trained staff has always practiced industry-exceeding techniques to ensure our facilities, linens, and equipment are disinfected and handled properly each and every day.

Follow us on
FACEBOOK!



Chamber's advertising opportunities a great value

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. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!**

Full page: 8.5 x 11 portrait \$125 per run
Half page: 8 x 5.25 H \$90 per run

Quarter page: 4 x 5.25 H \$75 per run
Eighth page: 4 X 2.62 H/V \$50 per run

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

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.



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



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.



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.

Iconic bank names new president; current president changes role

[Fidelity Federal Savings & Loan Association](#), Delaware's mutual bank for 135 years, welcomes William Martin as President. William was the President/CEO at Mercer Savings Bank in Celina, OH and brings 27 years of experience to Fidelity Federal, starting on January 3, 2022.



Fidelity Federal

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"Fidelity is a community minded mutual bank," said Martin. "I look forward to working with our customers and employees of Fidelity."

While at Mercer Savings Bank, Martin led the bank to increased profitability and grew the bank.

Ana Babiasz will continue as the CEO.

Bill received his bachelor's degree from the University of Cincinnati in 1988. He is a member of the Ohio Banking Commission and the Financial Managers Society. Bill is a former national chairman of FMS. His interests include financial literacy and advocating for the developmentally disabled. Also, Bill enjoys golf, tennis, and basketball. Bill has three children and two grandsons.

Bill will be responsible for the daily activities of the bank while Babiasz will be handling the strategic aspects of the bank.



Member receives industry recognition in a big way

[Treplus Communities](#) brought home the gold this week from [The Nationals](#), the largest and most prestigious awards competition at a black tie awards event held by The [National Association of Homebuilders](#) (NAHB). The event was held at the Hyatt Regency during the 78th International Builders Show and Convention that attracted over 60,000 participants at the Orange County Convention Center in Orlando, Florida from February 8-10, 2022.



This annual conference showcases the most exciting trends in housing and marketing throughout North America. The Nationals honors the best in the building industry — including home builders, developers, associates and consultants — for their determination, integrity, creativity and endurance. A diverse panel of industry professionals selected the [2022 Gold Award winners](#) from nearly 1,200 entries.



About Treplus Communities

As an innovative, active adult community developer, Treplus Communities has been selected as a finalist or a Gold Award winner for three consecutive years in The Best of 55+ Housing Awards. The 2022 Gold Award was received for [Burr Oak Commons](#), as the Best 55+ Gold Award as a 92-unit active adult community located in

Delaware, Ohio. "We are thrilled to be recognized for excellence in redefining 55+ living for active adults at Burr Oak Commons" says [Jane Arthur Roslovic](#), CEO and Co-Founder of Treplus Communities.

Treplus Communities is an industry champion and thought leader that is redefining 55+ living for active adults in a setting that is uniquely designed to offer beautiful, single-story, condo-quality apartment homes with attached garages and designer finishes. Treplus Communities provides the space and structure for a rich, socially-engaging resident experience along with a luxury real estate product.

For more information on the NAHB, please visit www.nahb.org. For more information about Treplus Communities or to schedule a tour, visit TreplusCommunities.com or call 1-833-Live 55+ (548-3550).

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Family-owned business celebrates extraordinary anniversary

[Suburban Natural Gas Company](#) celebrates 140 years of service this year. A beneficiary of Ohio's early oil boom, the company was founded in 1882 as The Consumers Natural Gas Company at Cygnet, Ohio. Suburban has continuously served Cygnet and the Villages of Dunbridge and Jerry City. Since the late 1950s it expanded to the villages of Haskins, Grand Rapids, Tontogany, McClure, and Weston, as well as portions of Bowling Green, Ohio.



Suburban Natural Gas Company
Established 1882

In 1988, Suburban ventured into southern Delaware County, Ohio establishing a natural gas distribution system at then-rural Lewis Center, Ohio. Over the past 34 years, Suburban has added more than 15,000 meters to its original 100 farmhouses in Delaware County, including such high-profile facilities as The Polaris Centers of Commerce, the Kroger Regional Distribution Center, and The Chase Data Center in southern Delaware County. In addition to Lewis Center, Suburban serves portions of the cities of Columbus, Delaware, and Marion, Ohio.

While serving large commercial and several industrial customers, Suburban's customer base is more than 95% residential and small commercial. With a total of 18,906 meters, Suburban is the largest family-owned and the sixth largest natural gas distribution company in Ohio.

"While our 35 employees are proud of our accomplishments and success in an industry dominated by corporate giants, we look forward to even greater growth in the years ahead and are gearing-up to face the uncertain future of our industry with the advent of green energy," said Suburban's President Joe Pemberton. "Our Corporate Secretary and Special Projects Coordinator, Sally Phillips, is on the cutting-edge of alternate fuels, existing and yet to be developed, for natural gas as we strive to keep pace with these new technologies. In the meantime, we shall continue to maintain our unblemished record of safe and secure service to our largely suburban and rural customers," said Pemberton.

Member celebrates golden anniversary

In celebration of service excellence, [Cummins Facility Services](#) will host a series of exciting events throughout the year in an effort to share with its community the milestones and challenges of the last 50 years, while looking forward to future opportunities.



President and CEO, Jill Frey remarked, "We have achieved this milestone through the grit and determination of our leaders, and the hard work and dedication of our employees. The culture of our company is to serve our customers with excellence. We have dedicated ourselves to 50 years of developing innovative technology designed to make facilities management more efficient, and to provide our customers with the highest quality of janitorial products and service. Throughout 2022, we will be taking a look at where we started, what we have achieved, and what our plans are for the future. In June we plan to host an open house celebrating this achievement."

In 1972, Cummins Facility Services was created at Ron and Myra Cummins' kitchen table with a focus on floor care. Cummins was a leader in the industry when it came to floor care. He and his team took great pride in bringing life back to an old surface.

While Ron Cummins was growing the business in Marion, Ohio, his wife Myra handled bookkeeping and administrative tasks from their home.

In 1994, Cummins' daughter, Jill took over leadership of CFS. At that time CFS had only 15 employees and operated in one city, Marion, Ohio. By 2009, CFS was signing its first national contract and in 2010, became part of the Women's Business Enterprise National Council (WBENC) and certified as a 100 percent women-owned business.

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

Annual State of the City returns in person

Since 2009 the Chamber has hosted an annual State of the City with [city of Delaware](#) leaders. Last year's event was held virtually but this year a large group gathered in person to hear what's going on in our county seat. Never hesitating to present to the Chamber was again this year Mayor Carolyn Kay Riggle and long-time city administrator Tom Homan.

What's the state of the city? Busy and growing. When the Chamber held this first annual event in 2009 the population of Delaware was roughly 33,000. Today it stands at over 44,000 with 15,500 households boasting a median income of \$71,000 and an average age of 34. Increasing technology for both security and customer service, remodeling of the administrative building and balancing a robust commercial/residential economic development environment keep the City staff busy.

Partnerships with both private investors and Delaware County highlights the importance of relationships that have an eye on the long view. A case in point is the City's airport. With the attention of the county commissioners, the airport is on its way to becoming a more valuable player in the region. Private sector development of affordable housing working with the City will allow for vital diverse housing options needed for a balanced community.

A master plan to be completed later this year, a new fire station at 36/521; The Point project finally seeing daylight and Sawmill Parkway seeing the movement it needs to accommodate dynamic industrial development are just snippets of what's keeping city staff and leadership busy.

And in a manner that sums it all up, Delaware proudly claims bragging rights as an *Ohio Magazine* Best Hometown, a *Money Magazine* Top 50 Best Place to Live in America and an award-winning downtown.

Thank you to Ms. Riggle and Mr. Homan for their continued leadership and partnership with our Chamber members.

[Click here for the presentation](#) and see for yourself why Delaware is a Best Place to Live.

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FAMILY OWNED AND OPERATED



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](#)

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? Reach out to us. Hquaine@DelawareAreaChamber.com



City and County partner to move project forward

[Delaware City](#) Council recently voted to enter into a contract with the [Delaware County](#) Finance Authority to issue bonds valued at nearly \$7.5 million.

The funds will be used for improvements at “The Point,” the east side bottleneck where U.S. Route 36 and state Route 37 enter from the east and split at the railroad bridge. The plan calls for widening the road and replacing the bridge.



Construction on the project is expected to begin in 2023. The city will issue the bonds late next year.

“This is a great deal for the city of Delaware,” said Mayor Carolyn Riggle. “This gives us the funds to keep moving forward with this important project. We are grateful to Delaware County Treasurer Donald E. Rankey Jr. and the Delaware County Finance Authority for creating and administering a bond

fund that keeps our dollars local and benefits all the taxpayers of the county.”

Rankey announced the creation of the Delaware County Bond Fund in July. The fund was created to give local governments in Delaware County the ability to issue bonds for capital projects at a lower interest rate than they can get on the open market. Conversely, the bonds return a higher interest rate to the county than available with traditional investments. The project was launched in conjunction with the Delaware County Finance Authority, which acts as the administrator and issuer for the bond fund.

Under the terms of the resolution:

- The city will issue bonds totaling \$7,464,674
- The bonds will be issued for 10 years at 1.75% interest
- There will be a 1% origination fee of \$74,647

“I never get tired of saying this: It’s a win-win for both sides,” Rankey said. “The bond fund is able to assist the city of Delaware in a very important project. In return, the taxpayers of Delaware County will get a better return on their money.”

Delaware County Finance Authority Treasurer David Stadge noted that the cooperation between Delaware County and the City of Delaware provides significant financial benefits to both parties without impairing the county’s ability to borrow to finance projects. Coupled with previous agreements between the Delaware County Finance Authority and Liberty Township and the Tri-Township Fire District, the bond fund demonstrates the need of the county to provide improved access to capital markets.

Bill Bishop, chairman of the Delaware County Finance Authority, said the bond fund is doing exactly what it was created to do.

“The bond fund is putting Delaware County dollars to work in Delaware County,” Bishop said. “This fund is such a great resource for our townships, villages and cities. I expect to see more and more governmental subdivisions take advantage of this fund.”

The DCFA is a political subdivision created by the Delaware County Board of Commissioners to assist in economic development and job creation in Delaware County. The DCFA offers numerous incentive programs and has the ability to issue tax-exempt and taxable bonds for business, developer, nonprofit and governmental projects. The DCFA works in partnership with traditional lending institutions and its public partners to provide the most advantageous financing for projects that benefit the community

Source: [The Delaware Gazette](#)



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The Chamber exists for and by its members— *check here* before you buy.

March/April

Calendar

Virtual Networking with Marion Area & Wyandot Chambers

Friday, March 4

Noon-1:00

[Register here to receive link](#)

Government Affairs Committee

Tuesday, March 8

8:00 am via Zoom

Leadership Law Enforcement & the Courts Day

Thursday, March 10

Chamber Board Meeting

Wednesday, March 16

7:30 am Chamber office

Third Thursday luncheon

Delaware County Update

Thursday, March 17

11:45-1:00 pm

Brookshire Banquet

[Click here to register](#)

Business After Hours

Thursday, March 17

5:00-6:30 pm

United Way of Delaware County

[Click here to register](#)

Manufacturers' Council

Wednesday, March 23

7:30 am

HR Six Pack

One of Six

Monday, April 4

8:00- 10:00 am

Via Zoom

[Click here to register](#)

HR Council

Wednesday, April 6

8:30 am Chamber office

Business Before Hours

Thursday, April 7

8:00-9:30 am

Snappy's Automotive

[Click here to register](#)

HR Six Pack

Two of Six

Monday, April 11

8:00- 10:00 am

Via Zoom

Prior registration required

Government Affairs Committee

Tuesday, April 12

8:00 am via Zoom

Safety Council

BWC Mega Meeting

Wednesday, April 13

11:00 am

[Click here to join the meeting](#)

Leadership Health Care Day

Thursday, April 14

HR Six Pack

Three of Six

Monday, April 18

8:00- 10:00 am

Via Zoom

Prior registration required

Chamber Board Meeting

Wednesday, April 20

7:30 am Chamber office

Business After Hours

Thursday, April 21

5:00-6:30 pm

Fidelity Federal Savings & Loan

[Click here to register](#)

HR Six Pack

Four of Six

Monday, April 25

8:00- 10:00 am

Via Zoom

Prior registration required

New Member Orientation

Tuesday, April 26

8:00 am Chamber office

[Click here to register](#)

Manufacturers' Council

Wednesday, April 27

7:30 am

SAVE THE DATES

Annual Dinner

Tuesday, May 3, 2022

Hilton Polaris

Golf Outing

Friday, July 15, 2022

Clay Classic

Friday, October 14, 2022

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

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OUR TEAM: LOCALS BORN AND RAISED

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

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



FirstCitizensNational.com



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

100 North Sandusky Avenue, PO Box 299, Upper Sandusky, OH 43359

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LEADERSHIP
DELAWARE COUNTY
SINCE 1991

Is it possible for
“Government Day” to be an
enjoyable day? Yes. Are

there attorneys that are funny? Yes. What are the chances an
entertaining attorney would facilitate “Government Day” to
make it fun? While it may seem unlikely, the reality is, it hap-
pened on Thursday, February 10, 2022 in Delaware County
Ohio for the Delaware Leadership Group.

Government Day started off with breakfast and a round of not
-so-fast speed dating. Perhaps everyone’s caffeine had not
kicked in yet however, the class did get to enjoy a brief karao-
ke moment by Cheyenne Fletcher.

Continued on next page

Leadership Delaware Government Day

Facilitators: Darren Shulman ‘12 & Ginny Berry ‘11
Newsletter editors: Jill Jones, Nick Karafa, Gina Kolp



Leadership Delaware Class of 2022

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

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

Natalie Long
[United Way of Delaware County](#)
Scoot Martin
[MP Digital, LLC](#)
Brienne McFarland
[OhioHealth Foundation](#)
Julie McKenzie
[Delaware County Sheriff's Office](#)
Kate Nelson
[First Commonwealth Bank](#)
Kyle Pace
[Preservations Parks of Delaware County](#)
Dana Polhamus
[First Citizens National Bank](#)
Meghan Raehll
Franklin University
Kevin Rider
[Forensic Human Factors, LLC](#)
Mike Ringle
[Delaware County Auditor's Office](#)
Chris Roshon
[Preservation Parks of Delaware County](#)
Jeff Sell
[Delaware County Job & Family Services](#)
Laura Smith
[SourcePoint](#)
Mikela Thomas
[Olentangy Local Schools](#)
Jim Wasil
[Del-Co Water Co.](#)
Brett Wiemken
[Orange Township](#)

Leadership continued

Next up was our lesson on Local Government 101 facilitated by Mr. Darren Shulman. Darren was funny, interactive, very knowledgeable, and brought candy. Learning key differences between federal, state, county, township, and municipality funding and roles was eye-opening. For example, while we all knew “taxes” provide money to government, it was good to dig a little deeper to know the primary funding source for each. Counties primary funding source is sales tax. Municipalities are income and property tax while townships are only property tax.

Further discussion on roles of each made more sense as to why townships cannot provide water and sewer to their residents as it drive development and that is not a township function, but rather the county. The only services a township can provide are fire, EMS, police, parks, recreation, cemeteries, senior services, and zoning.

It was interesting to see the population of the 17 townships within Delaware County. Although the numbers shared were from the 2010 census, it was obvious the southern portion of the county is heavily populated with the northern portion still being very much rural. Also, welcome Sunbury to city status.

Next up was focus on public transportation by Ginny Berry with the Delaware County Transit (DCT). Ginny shared information that many in the class did not seem to know about DCT. It was great to hear DCT was #7 in the country for system ridership. The most shocking information was not how their office had to change their routes due to Covid restrictions or possibly extending their business hours, but rather under their FLEX service, a fare is only \$1.00 each way and \$0.50 for riders under 18 years old and over 65. Speaking of Covid, DCT gives people free rides to get Covid vaccinations. This office truly has looked at ways to continue to serve the public even during a pandemic. The DCT is mostly funded by federal grants (\$2.6M) and gets no money from the county.



The transportation panel discussion with Thom Slack (ODOT-District 6 Capital Programs Administrator), Chris Bauserman (County Engineer), and Matt Weber (City of Delaware Engineer) helped explain how the three offices work together. Thom explained more than 90% of a new road is funded by gas tax. It doesn't matter which town, city, or county you buy your gas. The state collects all the gas tax money and evenly distributes it to the 88 counties in Ohio. Often, a big challenge is which level of government is going to pay for which portion of a project. All three panelists indicated that federal money comes with a lot of strings and can take a long time to get and use it with the federal guidelines. Thom indicated that roads often are maintained every 10-12 years at a cost of \$125,000 per lane mile. Delaware County is very fortunate as it appears today levels represented collaborate well and support each other to get the job done.

Once again, Holly outdid herself with a delicious lunch buffet from All Occasions. Lunch time discussion to determine what our class community service project was going to be. It didn't take us long to decide on helping Preservation Parks plant trees at Shale Hollow Preserve and the not yet open McCammon Creek Park. Chris Roshon will take the lead on providing multiple dates and two-hour time slots for the team to complete our group project. Community members are welcome to , follow along with updates in future newsletters.

The afternoon started with a panel of various leaders within the county including: Prosecutor Melissa Schiffl, Radnor Township Trustee Dan Boysel, Liberty Township Trustee Bryan Newell, City of Delaware Assistant City Manager Kyle Kridler, Delaware County Commissioner Barb Lewis, and Sunbury Administrator Steve Pyles. It was interesting to hear of the different focuses based on the level of government represented. While very simple and not something often given much thought to, it makes sense there is always an odd number of trustees as to never have a tie on a vote. We heard them discuss how Covid impacted operations and it seemed like most did not change much other than adding technology to their public meetings which hadn't been an option pre-covid due to the codes. We also learned that the smaller the organization the more challenging Sunshine Laws make operating. One common thread from everyone that participated was how well the offices in the county works with each other and that the best part of working in government is the positive impact their service has on the community members. There truly seems to be a mutual level of respect and professionalism by ever member of the panel.

We ended the day with a very competitive game of trivia between Team Congress and Team Senate with the Board of Elections (BOE). This was a clever and interactive way to engage the group on multiple arenas covered by the BOE. *Categories covered were: it's a numbers game, elections time-line, elections, who's who, potpourri, and what's what.*

Continued on next page

2022 Annual Dinner Corporate Sponsors

Platinum Level



Gold Level



Silver Level



Bronze Level



Annual dinner preparations continue

You know by now that the annual dinner has been moved to May 3rd. The Chamber is still looking for table decorators and silent auction donations. Please help your event be a success. Contact Sarah today and tell her your business can help.

dachamber@DelawareAreaChamber.com or 740-369-6221.

[And make your reservations here.](#) Don't miss out on the return of the annual dinner!

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.



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.



Angel Boulis
Senior Manager

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



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+ maloneynovotny.com

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

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

[*Click here for details](#)

Industry-Exclusive Platinum Level \$5000*

- Recognized for twelve months as Platinum Level on Chamber website home page, newsletter, letterhead, staff email signature line, and event programs; banner ad on Chamber website home page for twelve months (\$2000 value)
- \$3000: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

PLATINUM LEVEL: ONLY ONE PER INDUSTRY

Gold Level \$3000*

- Recognized for twelve months as Gold Level on Chamber website home page, newsletter, letterhead and event programs (\$1000 value)
- \$2000: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

Silver Level \$2000*

- Recognized for twelve months as Silver Level on Chamber website home page, newsletter, letterhead and event programs (\$1000 value)
- \$1000: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

Bronze Level \$1000*

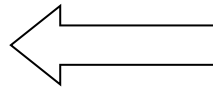
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

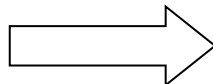
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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



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



DELAWARE AREA
CHAMBER OF COMMERCE



DELAWARE AREA
CHAMBER OF COMMERCE



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

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

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



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

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request a savings
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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.



Share your news

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

Tell us what's going on in your business so that we can share it with our membership.

E-mail your news to hquaine@DelawareAreaChamber.com.



If you're thinking

I need a
better bank

then you need to think
beyond the banks.



Lisa Clark, Manager

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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!!

OhioHealth Grady Memorial Hospital

Quality medical care serving the Delaware community.



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

BELIEVE IN *WE*™  OhioHealth

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

Welcome

New Members

3rd Act Medical Alerts, LLC

Brien Neal - Managing Member

(888) 699-5570

3rdactalerts.com

Offers medical alert systems



Homestead Beer Co.

Joshua Schirtzinger - Events Coordinator

59 Potter Street

Delaware, OH 43015

(740) 513-3908

homesteadbeerco.com/delaware

Serves as a taproom serving beer from Heath, OH



Kohrman, Jackson & Krantz, LLP

Maribeth Meluch - Partner

103 N. Union Street

Delaware, OH 43015

(740) 972-3335

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Natalie Plate - Owner

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Richwood, OH 43344

(937) 689-5967

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The Eco Plumbers

Shawn Decker - Delaware

Manager

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Delaware, OH 43015

(614) 568-9973

ecoplumbers.com

Offers full-service plumbing & HVAC residential home service



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[Breakaway Cycling](#)

[Bresco Broadband](#)

[Chiller Ice Rinks](#)

[Cross Creek Resort, Ltd.](#)

[Delaware City Schools](#)

[Delaware County Engineers Office](#)

[Delaware County Historical Society](#)

[Delaware Pediatric Dentistry](#)

[Dinsmore & Shohl, LLP, Columbus](#)

[FC Bank](#)

[Fidelity Federal Savings and Loan Association](#)

[Goodwill Industries serving Marion, Delaware, Union,](#)

[Crawford & Morrow Counties](#)

[Hamilton Parker](#)

[Heartland Bank](#)

[Jack Fling Agency](#)

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[Kroger Company Great Lakes Distribution Center](#)

[LaborMax Staffing](#)

[Little Smiles of Delaware](#)

[Luvata Ohio, Inc.](#)

[M.A.S.H \(Military and Service Heroes\) Pantry and](#)

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[Optimal Eye Care](#)

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[Preferred Benefits Services Agency, LLC](#)

[Raising Cane's](#)

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Our Values—The Delaware Area Chamber of Commerce will:

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



Check Out the

HOT DEALS

from Chamber Members

Posting is FREE with your membership

- ⇒ [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- ⇒ [Join Safety Council— Delaware Area Safety Council](#)
- ⇒ [15% off Guest room Nationwide Hotel and Conference Center—Nationwide Hotel and Conference Center](#)

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.

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

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

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

In addition to financial protection, this innovative alternative offers:

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

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

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

Creative Financial Insurance Services Agency

Jim Roesch

jwroesch@discovercfi.com

740-363-5433

*Anthem Elite Certified



Preferred Benefits Services Agency

Mark Pettitt

mark@prefben.com

740-363-6028

*Anthem Elite Certified



Chamber website banner ads a great value

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

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



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

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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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.](#)