

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

November 2022



Sustaining Members Platinum Level



Gold Level



Silver Level



The Delaware Area
Chamber of Commerce
Established 1907



Chamber endorses local levy effort

At its October meeting, the Chamber's board of directors supported the government affairs committee's recommendation to support two local levies that voters will see on the November ballot. They were easy decisions, based on the need and track record of both asks.

SourcePoint, Delaware County's most comprehensive senior services provider, goes to the voters every five years. This year's ask is a renewal of the current 1.3 mils with an additional .1 mil (the cost of the additional milage is \$3.50 per year for every \$100k in property value). For thirty years, SourcePoint has been an organization unequaled in its mission, services, culture and contribution to the quality of life that makes Delaware County so special.

The levy is necessary for SourcePoint to continue to provide the vital services that seniors need to stay in their homes as long as possible. In addition to its award-winning Meals On Wheels program, SP provides personal care and basic nursing services, homemaker and chore assistance, caregiver support and respite care, health and wellness and insurance counseling. SP is a one-stop for all things 55 and older, including the social and educational aspects of growing older. SP is both the resource for medical transportation, Medicare workshops, Euchre tournaments, arts programs and elder issues. Those who have lived outside of Delaware County know that SP is uniquely designed and managed; indeed, it's used as a model for senior community initiatives.

The senior population in Delaware County continues to grow. In addition to the aging of the current population, the county attracts seniors from all over the country who migrate to be near grandchildren. They bring with them their income and join with local seniors as a valuable resource to the community.

The Chamber continues to be impressed with how SP is run and what it offers our community. The Chamber encourages its members to support the levy on November 8.



Chamber Staff

[Holly Quaine, President](#)

[Sarah Yoakam, Office Manager](#)

[Matt Carbery, IT Mgr.](#)

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Sustaining Members

Bronze Level



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November Business BEFORE Hours

Start your day on Thursday, November 3 by networking when [YMCA Delaware Community Center](#), 1121 South Houk Road, Delaware hosts the Before Hours. Food, networking— bring lots of business cards to share. The event is held from 8:00—9:30 am. Please let us know you'll be attending.

[Click here to register.](#)



November Business AFTER Hours

End your day on Thursday, November 17 by networking when [Marion Technical College](#), 1467 Mt. Vernon Avenue, Marion hosts the After Hours. Food, networking— bring lots of business cards to share. The event is held from 5:00—6:30 pm. Please let us know you'll be attending.

[Click here to register.](#)

Marion
Technical College

November Safety Council Stop the Bleed/First Aid Basics

presented by [Delaware Public Health District](#).

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

Sponsored by:



Chamber now accepting 2022 award nominations

It is not too early to be thinking about award nominations. As the Chamber does every year, business awards are presented at our annual dinner in February. We are now accepting award nominations.

[Click here for a list of nominating categories, award criteria.](#)

[Click here to submit a nomination.](#) And don't hesitate to self-nominate!!

Who will be presented with these awards for 2022?

⇒ Large Business of the Year

⇒ Small Business of the Year

⇒ Quality of Life Award

⇒ Innovation in Business Award

⇒ Citizen of the Year

⇒ Corporate Citizen of the Year

⇒ Chamber Members of the Year

The Delaware Chamber's Annual Dinner and Awards is THE premier event in Delaware County, with over 400 people attending to experience the fun, awards and the famous table decorations. [Click here for photos of last year's auction, award ceremony, and amazing tables.](#)

And put **Thursday, February 2, 2023** on your calendar. Invitations are sent via email in early January to the primary representative of your company. Watch for it!

Sunbury & Powell updates at Chamber luncheon

City Managers Andy White and Steve Pyles of Powell and Sunbury respectively, updated Chamber members at a State of the Cities luncheon. Both Andy and Steve are new-ish additions to our community leadership docket and it was grand to meet them. No surprise that growth was at the core of the direction and plans for each community.

Sunbury is unique because it became a city only a year ago after the 2020 census. (In Ohio, when a village population reaches 5000, it becomes a chartered city). Becoming a city brings its own challenges and opportunities. Immediately the maintenance of state roads within its boundaries becomes the responsibility of the newly-formed city. It also means collective bargaining and civil services. But even when it was just the village of Sunbury, the culture— indeed their tag line— includes “balance”. “Small town. Big ideas. Perfect Balance.” Sunbury’s quaint downtown is surrounded by the kind of residential and commercial growth the rest of the county is experiencing. In fact, y percentage, Sunbury is the fastest-growing municipality in Delaware County. And, of course, Sunbury is doing its best - as all areas of the county are— to get ahead of the impact of Intel. [Click here for all of Steve’s presentation slides.](#)

Powell may have been a city for far longer, but the executive staff of the city is nearly all brand new. While there’s some institutional history that departed, this new staff led by Andy White means next-level community planning. Streamlining processes for development, making better use of city-owned property are among many fresh ideas.

The passage of a 2% city income tax that became effective in January of this year means the city has the resources to catch up to its growth. Public safety and long-needed capital improvements join the largest paving program in Powell’s history. [Click here for all of Andy’s presentation slides.](#)

New member orientation

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

Kimberly Potter, [Desire Wellness Group, LLC](#)

Jill Chitwood & Sherry Nelson, [Sights Unseen Travel](#)

Andy Norris, [Keller Williams Greater Columbus](#)

Doris Sneed Rapp, [Sneed Business Services](#)

Todd LeClair, [PPG Industries](#)

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



**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.**

Gorgeous autumn day was a blast

What a beautiful, sunny day for fun with a gun. From serious shooters with custom armory to “which-end-shoots?”, [Black Wing Shooting Center](#) was the place to be on October 14 when the Chamber held its annual Clay Classic. After a yummy lunch sponsored by



[Phoenix Environmental](#) and catered by [All Occasions](#), fifty-eight shooters took to the stations on a glorious autumn afternoon.



Thank you to our corporate sponsor, [Liberty National Bank](#), station sponsors, team sponsors, shooters and to Black Wing staff who always make owner Rex Gore proud. [Click here for all the fun photos.](#)

Plan to shoot with us next year. Put Friday, October 13, 2023 on your calendar.

Thank you to our station sponsors

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First Place (again) with an average score of 39.4 was Team Trimble Insurance Agency. Highest score of 44 was shot by Team Trimble's Chris Baker and the coveted Pigeon Award for the lowest score was presented to GHD Group's Jason Sanson with a score of 1.

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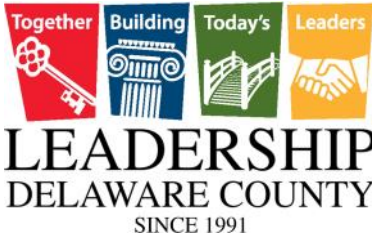
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To learn more about all the services offered at Grady Memorial Hospital, visit OhioHealth.com/Grady.



Leadership Delaware Class of 2023 County Tour Day

Facilitators: Susie Bibler '11 & Brian Leach '17
Newsletter editors: Tim Coan, Shannon Schilling, Sean Miller

Delaware County Tour Day kicked off with breakfast and speed dating (as well as an unconfirmed bug murder) at [The Barn at Stratford](#). During speed dating we learned some fun facts about ten members of our group and there were many laughs. It was a great way to start the day!

THE BARN:

The beautiful Barn at Stratford was a great kick-off location and while we learned some fun facts about the Barn (original 1840s beams still intact! original windows too!) as well as the Meeker Homestead, it was our history lesson of the Delaware County region from Brent Carson that really captivated. Brent was a middle school teacher for over 32 years and it was clear some of his appreciative students were part of our class. Brent is known as “Mr. Delaware History” and it was evident to all that he has earned that title (so much so the Ohio Local History Alliance awarded Brent for Outstanding Individual Achievement the Saturday after our time with him). Brent shared endless stories of not only Rutherford B. Hayes but also we came to better know our settlers and their challenges. We also briefly met the Historical Society’s Director Donna Meyer who told us about the volunteer opportunities (if you would like more info about volunteering you can send an email to volunteer@delawareohiohistory.org).

Continued on next page



Leadership Delaware Class of 2023

Carolyn Asher
[Carolyn Asher American Family Insurance](#)
Lisa Clark
Jay McLaughlin
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[Olentangy STEM Academy](#)
Robin Duffee
[Orange Township](#)
Carrie Snyder
Ostrander Civic Association
Toni Morrison
[Pathways Financial Credit Union](#)
Dan Coutcher
[People In Need](#)

Class continued on next page

Leadership Class continued

Alexis Stiver

[Polaris Fashion Place](#)

Kevin Parrott

Casey Smith

[Preservation Parks of Delaware County](#)

Joshua Daughenbaugh

[Price Farms Organics](#)

Tim Coan

Beth Wilson

[Richwood Bank](#)

Brooke Diedrich

[Snappy's Automotive](#)

Mari Fridenmaker

Karen Pillion

[SourcePoint](#)

Erin Gliatti

[Stratford Ecological Center](#)

Ame Cline

[The Eye Care Studio](#)

Cassie Call

Christina Dresdow

Rachel Roush

[Willow Brook Christian Communities](#)

Roger Hanafin

[YMCA of Central Ohio- Delaware Community Center](#)

Leadership continued

PERKINS OBSERVATORY

Our first bus trip took us to Perkins Observatory where we met Don Stevens, Director of the Perkins Observatory. Don is – not surprisingly – an astrophysicist, but he presented many abstract ideas in ways easily understood (we can all calculate light speed and better understand the night sky as a time traveling device that takes us back in time!). We also got the human side of the Perkins story and were able to connect with the life of Hiram Perkins who through his patriotism, thirst for knowledge and his hard work, converted his inability to serve during the civil war into a gift that allowed Delaware to see the stars. While the original telescope is now in AZ (where it can more effectively be used), the structure – particularly it's dome – are an impressive reminder of the dedication of one man who is still influencing future astronomers. Perkins is primarily used for research and education by the [Ohio Wesleyan](#) Physics and Astronomy Department, but Perkins is also Central Ohio's only observatory that offers public programs yearly. Don shared that the Friday Night programs regularly sell-out and he encouraged everyone to plan an evening and join. www.owu.edu/files/resources/brochure2022.pdf



STRATFORD ECOLOGICAL CENTER

Underneath a blue-gray October sky, the Leadership Delaware Class of 2023 packed into the bus and were off to the [Stratford Ecological Center](#). Located at 3083 Liberty Road in Delaware Ohio, the Stratford Ecological Center (SEC) is a private non-profit organization dedicated to the education of understanding the relationships between agriculture, animals and their environment. Founded in 1991, the Stratford Ecological Center is a full working farm that allows children and adults to connect with nature while at the same time fostering an appreciation for the land. The Leadership Class broke off into smaller groups and with the help of an SEC volunteer tour guide, got the chance to walk around the farm and hear about its history as well as the many functions, programs and activities they offer year-round. The property sits on 236 acres and is home to roughly 120 heads of livestock, which include cattle, sheep, goats, chickens and sometimes hogs. It is a self-sustaining farm, which primarily operates on solar power and all of the livestock are grass-fed. The Stratford Ecological Center receives no state or federal funding so visit their website to find ways to donate or sign up for volunteer opportunities. The SEC has over 200 volunteers who make this wonderful educational farm and nature preserve possible.

Continued on next page



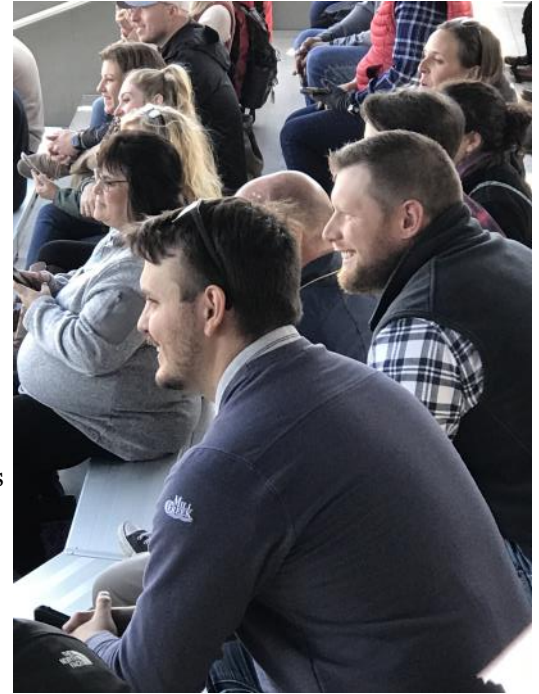
Leadership continued

DELAWARE COUNTY FAIRGROUNDS / THE JUG / COLUMBUS ZOO

After lunch at the [Delaware County Fairgrounds](#) and listening to the history of the Little Brown Jug, the Leadership Delaware Class (LDC) were off to their next stop to visit the Columbus Zoo. The LDC had the opportunity to meet the Zoo CEO Tom Schmid who spoke to the class about the various programs and activities the zoo and aquarium offers to educate children and adults on their efforts for the conservation of wildlife. Afterwards the LDC received a private performance of the seal and sea lion exhibit. It was here when we met the zoo's oldest sea lion Bodega, 26 years old, and Nana who performed tricks and showed how smart these marine mammals truly are. Especially if you have some fish and Jell-O cubes handy!

ALUM CREEK

Our last stop of the day was Alum Creek Dam. We all crowded onto the bus with Sylvia Chelf, Park Manager with the US Army Corps of Engineers who manage the dam. We drove over the dam in the bus, and it was a little nerve-racking to be overlooking the dam on both sides!



Once we parked and all got off the bus, Chelf talked to us about the history and importance of the dam. We learned that next year will be the dam's 50th anniversary, and they have already started to prepare. Alum Creek provides 7 million gallons of water for DELCO water treatment and it is also an additional source of 70 million



gallons of water for the City of Columbus. Further down the creek there is also a pump for the City of

Wester-ville. The dam is two miles long and Alum Creek covers 3400 acres of water and gets five million visitors each year. While the dam and Alum Creek do fulfill recreational, functional, and educational purposes, we learned that the primary mission of the dam is flood damage reduction. If left alone, flooding at Alum Creek can affect the Ohio River and even the Mississippi River, so there are times that they must hold water to prevent flooding downstream. Overall, this was a really educational stop for the group and a unique experience for us to be able to drive over the dam.



After Alum Creek, we returned to The Barn at Stratford and said goodbye to each other and our fantastic bus driver, Lisa. Until next month! [Click here for more photos.](#)

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!!

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
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Quarter page: 4 x 5.25 V \$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.



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- Safety Council
- Member Login
- Leadership Delaware
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Drawing By Karen Collins

*Please join us for the
Grand Opening
and
Ribbon Cutting
of the new office of the
Delaware Area Chamber
of Commerce*

Wednesday, December 14, 2022

Open House 5:00 - 7:00 pm

Ribbon Cutting 5:30

2 Troy Road, Delaware

[Please register here](#)



DELAWARE AREA
CHAMBER OF COMMERCE

United States Chamber of Commerce
ACCREDITED



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Lenin Sadineni - Owner

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The Chamber thanks and recognizes renewing sustaining members

Silver Level



Ohio Living

Sarah Moore

Bronze Level



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...

...that as a member of the Delaware Area Chamber you may use one of the Chamber's conference rooms at no cost? The Board Room sits 20 comfortably and has a screen, projector and Wi-Fi. The Conference Room can seat up to 36 classroom style. Also on hand: podium 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, tea and water. And best of all, it's FREE. To schedule the room, contact the Chamber at 740-369-6221 or dachamber@DelawareAreaChamber.com.





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

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

District 67

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

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

[Email](#)

District 4

Jim Jordan
[Email](#)

US House District 12

Troy Balderson

US Senate
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November/December

Calendar

Safety Council

Wednesday, October 26, 8:30 am
The Barn at Stratford
Winter Emergency Warnings/Fire
Drills for Your Business
[Click here for details](#)

Supervisor Six Pack

Monday, October 31
8:00-10:00 am
**NOTE AT NEW CHAMBER OFFICE:
2 TROY ROAD**

Five of six:
Dealing with Conflict
[Prior registration required](#)

Business Before Hours

Thursday, November 3 8:00—9:30 am
YMCA Delaware Community Center
[Click here to register](#)

Supervisor Six Pack

Monday, November 7
8:00-10:00 am
Chamber office
Six of six:
Planning Work & Activities
[Prior registration required](#)

REMEMBER TO VOTE!

Tuesday,
November 8



Government Affairs Committee

Tuesday, November 8
8:00 am via Zoom

Leadership Delaware

Thursday, November 10
Agriculture Day

Chamber Board of Directors

Wednesday, November 16, 7:30 am
Chamber office

Business After Hours

Thursday, November 17, 5:00-7:00 pm
Marion Technical College
[Click here to register](#)

Ambassadors

Tuesday, November 22 4:00 pm
TBD

Safety Council

Wednesday, November 23 8:30 am
the Barn at Stratford
Stop the Bleed/First Aid Basics

Thanksgiving

Chamber office closed
November 24 & 25

Business After Hours with the Powell Chamber

Tuesday, December 6 5:00-7:00 pm
First Citizens National Bank, Powell
[Click here to register](#)

Leadership Delaware

Thursday, December 8
Education Day

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

Workforce Development & Education Committee

Friday, December 9, 8:30 am
Chamber office

Government Affairs Committee

Tuesday, December 13
8:00 am via Zoom

Chamber New Office Open House & Ribbon Cutting

Wednesday, December 14
5:00-7:00 pm
Ribbon Cutting at 5:30
[Click here to register](#)



Safety Council

Wednesday, December 28 8:30 am
The Barn at Stratford
OSHA Record Keeping

SAVE THE DATES

Annual Dinner
Thursday, February 2, 2023
Golf Outing
Friday, June 2, 2023
Clay Classic
Friday, October 13, 2023



Bill Rogers, CPA
Principal

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regional chamber BUSINESS EXPO



Town Money Saver.



The Delaware Chamber was happy to be able to join the Marion Area Chamber for its sixth annual regional business expo. Held at the beautiful [All Occasions](#) who donated use of the facility, [First Citizens National Bank](#), [Minuteman Press of Dublin](#), [Bridge Credit Union](#), and [OhioHealth](#) joined corporate sponsors from our neighboring chamber. In spite of a cold rainy evening, folks masked up, distanced and made connections. [Click here for more photos.](#) The following Delaware Area Chamber members represented at the Expo:

- [AEP Ohio](#)
- [Bridge Credit Union](#)
- [Busy B Cleaning Service LLC](#)
- [Clarity Technology Solutions](#)
- [Cummins Facility Services, LLC](#)
- [Delaware Building Systems](#)
- [Delaware Community Center YMCA](#)

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- [Mail Pro 1 & MP Promotionals](#)
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- [Sights Unseen Travel](#)
- [The Union Bank Co.](#)



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

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

[*Click here for details](#)

Platinum Level \$5000*

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

Gold Level \$3000*

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

Silver Level \$2000*

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

Bronze Level \$1000*

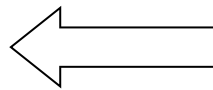
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

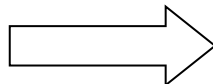
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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



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



DELAWARE AREA
CHAMBER OF COMMERCE



DELAWARE AREA
CHAMBER OF COMMERCE



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

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.

Take the first step needed to reduce your annual premium by requesting a free, no-obligation quote for group rating or other alternative rating/premium discount programs through our organization and let Sedgwick's experts work for you!

[Click here to request a savings analysis by completing an AC-3 online form \(Ohio BWC Temporary Authorization to Review Information form\)](#)

request a savings
quote >>
[AC-3 form]

HOT DEALS

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

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

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

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

Chamber Referral Buck\$\$\$...

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



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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.](#)

Chamber newsletter advertising a good value

More than 1200 readers at over 450 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value. All ads are in full color and should be sent electronically in either a Publisher, png, jpeg or PDF format **ONLY** by the 20th of the month for placement in the next month's edition. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!** Email your ad to hquaine@DelawareAreaChamber.com Ad prices are for one run:

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

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.



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.

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



First for business. First for Delaware.

NOW OPEN at 33 W. William Street | 740-914-8774

OUR TEAM: LOCALS BORN AND RAISED

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

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



FirstCitizensNational.com

100 North Sandusky Avenue, PO Box 299, Upper Sandusky, OH 43351

*Securities and insurance products are offered through Cetera Investment Services LLC, member FINRA/SIPC. Advisory services are offered through Cetera Investment Advisers LLC. Neither firm is affiliated with the financial institution where investment services are offered. Investment products are: * Not FDIC insured * May lose value * Not deposits * Not bank guaranteed * Not insured by any federal government agency. Individuals affiliated with this broker/dealer firm are either Registered Representatives who offer only brokerage services and receive transaction-based compensation (commissions), Investment Adviser Representatives who offer only investment advisory services and receive fees based on assets, or both Registered Representatives and Investment Adviser Representatives, who can offer both types of services.



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

Our Values—The Delaware Area Chamber of Commerce will:

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



Who we are

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

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

What we do

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

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

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

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

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

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

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



Check Out the

HOT DEALS

from Chamber Members

Posting is FREE with your membership

- ⇒ [CENTRAL OHIO SYMPHONY PARTNERS WITH LIBRARIES IN DELAWARE COUNTY FOR FREE STUDENT TICKETS—Delaware County District Library](#)
- ⇒ [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](#)
- ⇒ [Chamber Member Discounts— Staples](#)
- ⇒ [Recurring Service Discount - Busy B Cleaning Service](#)
- ⇒ [Space for rent - building 1— Cummins Facility Services](#)
- ⇒ [Space for rent - building 2 - Cummins Facility Services](#)

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
OSHA compliance
Accident prevention
Leadership
Health & wellness

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 \(ohio.gov\)](#)