

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

October 2022



Sustaining Members Platinum Level



Gold Level



Silver Level



The Delaware Area
Chamber of Commerce
Established 1907



Clay Classic 2022



Corporate Sponsor



Lunch Sponsor



Single Shooter \$130
Station Sponsor \$125
Mulligans \$5 each

Shooter Awards

Highest Score Shooter
Highest Score Team
Lowest Score Shooter

Friday, October 14, 2022
Black Wing Shooting Center
3722 Marysville Road, Delaware
12:00pm: Registration & lunch
12:30 pm: Mandatory safety briefing
1:00 Shooting begins



Deadline to
register is
October 3

[Click here to register shooters and/or sponsor a station](#)

New member orientation—welcome or brush up

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



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

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



Our next orientation is **Tuesday, October 25** [Click here to register](#). We'd love to see you! It's not just for new members!

Chamber Staff

[Holly Quaine, President](#)
[Sarah Yoakam, Office Manager](#)
[Matt Carbary, IT Mgr.](#)

2 Troy Road
Delaware, Ohio 43015
740-369-6221
Fax:740-369-4817
DelawareAreaChamber.com

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

Tamra Bower

[Polaris Fashion Place](#)

Angel Boulis

[Maloney + Novotny](#)

Ken Levering

[Delaware Court Healthcare Center](#)

Maribeth Meluch

[Kohrman Jackson & Krantz, LLP](#)

Liz Owens

[The Alpha Group](#)

Jeff Rupp

[Sunset Springs RV Resort](#)

Scott Ruth

[Cogburn Electric](#)

Jason Sanson

[GHD Group](#)

Kim Saunders

[Ohio State University Wexner Medical](#)

[Center Outpatient Care Lewis Center](#)

Sustaining Members

Bronze Level



Fidelity Federal

SAVINGS AND LOAN ASSOCIATION

Member Since 1962



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KOHRMAN JACKSON KRANTZ



You are invited to attend a program of the Delaware Area Chamber of Commerce
**Meet the New-ish City Managers/
State of the Cities of Powell & Sunbury**

with

City Managers Andy White and Steve Pyles
sponsored by



Thursday, October 20, 2022, 11:45am—1:00pm

[Brookshire Event Venue](#)

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, October 6, 2022

Cancellations after October 6 and no-shows will be charged.

[Click here to register](#)

The Chamber office has moved!! We can't wait to show it off. Watch your email for an invitation, as the date of open house is still TBD.

Our new address is 2 Troy Road, Delaware.



**October Safety Council
Winter Emergency Warnings/
Fire Drills for Your Business**

presented by Sean Miller, Delaware County Department of Homeland Security and Emergency Management and Blaze Stojkov, City of Delaware Fire Department

You don't have to be a Safety Council member to join us. Meeting is held on Wednesday, October 26, 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. [Click here for details.](#)



Advertisers in this issue

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[Cross/Blue Shield](#)

[Black Wing](#)

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[Bodine Perry](#)

[CES Credit Union](#)

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[National Bank](#)

[HW&Co.](#)

[Maloney + Novotny](#)

[Manos, Martin & Pergram](#)

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[Ohio Living Sarah Moore](#)



DELAWARE AREA
CHAMBER OF COMMERCE



Supervisor Six Pack 100 Series

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

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

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

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

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

This program is available for \$250 per participant* (\$325 for non Chamber-member participants). Participants will be expected to complete program exercises between sessions that apply to their job. Successful participants will receive a 100 Series Certificate. The program will run from **8:00-10:00am for six consecutive Monday mornings beginning October 3, 2022**. Attendees must prepay to be eligible to participate and must complete all six sessions to receive the 100 Series Certificate. The series will be facilitated by Brad Schneider.

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

[Click here to register by September 26, 2022](#)

Class size is limited

About Brad Schneider - The Growth Coach of Central Ohio



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

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



regional chamber BUSINESSEXPO

A Joint Effort of Delaware Area and Marion Area Chambers of Commerce



DELAWARE AREA
CHAMBER OF COMMERCE

ACCREDITED

**GAIN LEADS
GET CONNECTED**



THURSDAY 4:00-6:30 PM
OCTOBER 20, 2022

Event located at All Occasions Catering

6989 Waldo Delaware Rd, Waldo, OH | Finger Foods Provided!

Be an exhibitor!

Participate in this joint chamber expo!

Exhibitor - \$125 Early Bird Registration (after September 19: \$175)

- 10 ft space with pre-set 8 ft table and two chairs (must bring own linen)
- Company listing on Exhibitors Map (refer to registration)
- Combined list of registered attendees

Also available: Electricity and/or Wifi - \$25

Space is limited; exhibitor registration will close October 10

Be a corporate sponsor!

Corporate Sponsorships Available - \$1000

- Exhibitor space with premium space assignment
- Logo on marketing materials & websites OF BOTH CHAMBERS; logo on exhibitor bags, exhibitor map, and event signage

Attend this joint chamber expo!

Free admission!

- Build key business connections with the Marion Chamber
- See products and services from a variety of businesses
- Complimentary appetizers, beer & wine

Attendee registration will close October 10

CORPORATE SPONSORS



Town Money Saver.



OhioHealth



Bridge
Credit Union



PARTICIPATING CHAMBERS



DELAWARE AREA
CHAMBER OF COMMERCE

ACCREDITED



Marion Area
Chamber of Commerce
*Business Advocates for Over
100 years!*

Back to school the Chamber way

Among the students lugging back packs as they hurry to their first class was a group of Chamber members enjoying an early-morning networking event on September 1 as [Columbus State Community College Delaware Campus](#) hosted the Before Hours. Program coordinator Lawrence James played host and shared the



college's priority for community outreach. Lawrence urged businesses to challenge Columbus State by bringing their workforce training needs to them.

The Delaware campus, opened some 11 years ago, has a footprint far larger than the current facility. CS has the capacity to grow its campus as the changing needs require.

Thank you to our friends at Columbus State! [Click here for more photos.](#)



Member's event celebrates 130 years in Delaware

It was more than just a networking event—although it certainly was that. When [Ohio Living Sarah Moore](#) hosted the September Business After Hours, it included recognition of the Delaware icon's 130th anniversary. A beautiful spread catered by [The Greater Gouda](#) and wine sourced from [Oak & Brazen Wine Co.](#), the lovely front porch of this Delaware landmark was a scene for friends to meet and network.



Chamber president Holly Quaine presented OLSM director Aric Arnett with a proclamation that memorialized the history and importance of this community within a community.

From its humble beginnings in 1892 when a small group of women came together to discuss the need for a home in Delaware for the aged, to its partnership in 2014 with Ohio Presbyterian Retirement Services (OPRS), Sarah Moore has been a constant in the Delaware community. Providing nursing care, assisted and independent living and rehab services, OLSM's intimate setting feels more like a big family than a medical facility.

Indeed, director Arnett's sentiments draw a picture of the culture of Sarah



Moore: "I do what I do because our senior population deserves the highest level of quality care and respect and I enjoy learning about their experiences."

Health care, yes, for certain. But also home, dignity, activity – thank you to Sarah Moore for 130 years in Delaware!

[Click here for more photos.](#)



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.

Member breaks ground on growing central Ohio footprint

[Heartland BancCorp](#), (“Heartland” and “the company”) (OTCQX: HLAN), parent company of Heartland Bank (“Bank”), announced that a nineteenth Heartland Bank branch will be located at 1754 Columbus Pike in Delaware, Ohio. They broke ground on September 13 in the Delaware Community Plaza. The style will mirror the universal branch model in several current locations and include a night drop, drive-thru and ATM. The space is being designed to include a community room for small gatherings and casual meetings. Plans currently suggest a twelve-month construction timeframe with an anticipated open date in the late summer of 2023.

“Delaware County has been on our radar for quite a while, and we are very excited to bring our brand of community banking to the county seat. The achievements that the City of Delaware and Delaware County along with the surrounding community have been able to achieve are remarkable. We look forward to playing an active role in the future of Delaware County,” stated G. Scott McComb, chairman, president and CEO.

About Heartland BancCorp

Heartland BancCorp is a registered Ohio bank holding company and the parent of Heartland Bank, which operates 18 full-service banking offices and TransCounty Title Agency, LLC. Heartland Bank, founded in 1911, provides full-service commercial, small business, and consumer banking services; professional financial planning services; and other financial products and services. Heartland Bank is a member of the Federal Reserve, a member of the FDIC, and an Equal Housing Lender. Heartland BancCorp is currently quoted on the OTC Markets (OTCQX) under the symbol HLAN. Learn more about Heartland Bank at [Heartland.Bank](#).



In May of 2022, Heartland was ranked #112 on the American Banker Magazine’s list of Top 200 Publicly Traded Community Banks and Thrifts based on three-year average return on equity as of December 31, 2021.

Congratulations to Heartland and welcome to Delaware!

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!

**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.**



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.



Leadership Delaware Class of 2023

Values & Leadership Session

Facilitator: Brad Schneider '16

LEADERSHIP DELAWARE COUNTY

SINCE 1991

Leadership of Delaware County's inaugural session started with breakfast and an introduction to the day's speaker, Brad Schneider. Brad presented a program designed by [The Growth Coach of Central Ohio](#). Prior to the session, each participant completed three assessments designed to create individual personality data. One of the main objectives of the data was to understand your personal tendencies in communication and organizing work. In addition, participants would be better able to recognize their natural strengths and weaknesses and identify the best strategies to help create two or three goals to maximize impact, effectiveness and performance.

The concept of the Johari Window opened the discussion into the bigger ideas of the day. The Johari Window is a four-quadrant model used to understand conscious and unconscious bias that can increase our self-awareness and better understand our relationships. The four -quadrants are the Arena, Blindspot, Façade and Unknown. Brad explained the work done during this session would mainly help identify Blindspots and provide better tools for group interactions. Blindspots are attributes that others have figured out about you but you have not yet realized. Discovery of your Blindspots can help figure out how to better connect and/or lead others.

Continued on next page



Leadership Delaware Class of 2023

Carolyn Asher
[Carolyn Asher American Family Insurance](#)
Lisa Clark
Jay McLaughlin
[CES Credit Union](#)
Cody Hatten
[City of Delaware](#)
Laura Cameron
Converse Electric
Mike Herzog
Jay Poroda
Buck Weaver
[Delaware Area Career Center](#)
Paula Vertikoff
Travis Woodworth
[Delaware City Schools](#)
Jessica Scott
Brittany Conn
Julie Streb
Adam Thacker
[Delaware County Board of Developmental Disabilities](#)
Wendi Foos
Shannon Schilling
[Delaware County District Library](#)
Cobin Bentz

Deanna Roberts
[Delaware County Job & Family Services](#)
Vince Villio
[Delaware County Prosecutor's Office](#)
Brad Fisher
[Delaware County Regional Planning Commission](#)
Rob Curren
Andy Farrow
Amber Shonebarger
[Delaware County Sheriff's Office](#)
Tina Smith
[Delaware County Transit](#)
Tim Pyle
[Delaware Fire Department](#)
Glynnis Dunfee
Lauren Robinson
[Delaware Public Health District](#)
Kristan Warren
[Delaware-Morrow Mental Health & Recovery Services Board](#)
Rick Dunlop
Ben Rogers
[Del-Co Water Co.](#)
Sean McIntire
[Del-Mor Dwellings](#)
Rebecca Skeeles

[Eques Law Group](#)
Bill Martin
[Fidelity Federal Savings & Loan](#)
Evelin Andrade-Wells
Krys Weibling
[First Commonwealth Bank](#)
John Bradley
[Haller Wealth Management](#)
Maureen Wagner
[Huntington Learning Center](#)
Sarah Carlin
[Maloney + Novotny](#)
Mike Stuckey
[Marion Technical College](#)
Jodie Wegmiller
[OhioHealth](#)
Claudia Wade
[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

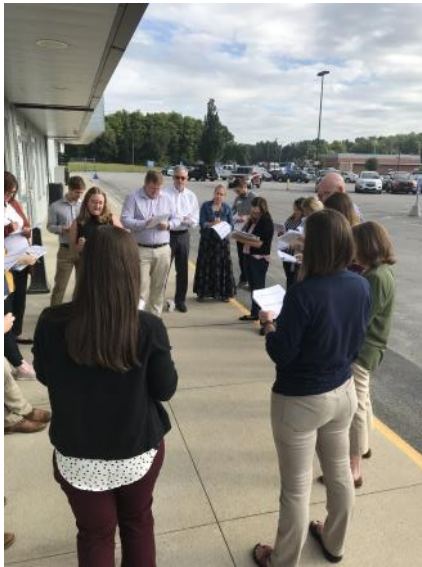
Christina Dresdow

Rachel Roush

[Willow Brook Christian Communities](#)

Roger Hanafin

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



Leadership continued

As part of the initial meeting, Brad led our leadership members through an exploration of the DISC personality traits in an effort to better understand others and their own responses and tendencies. Members were divided into dominant trait (DISC) teams to delve deeper into understanding the impact of our tendencies on our actions and responses, and how to better understand, influence the various personalities we will encounter in our work.

Group members spent time sharing a little about themselves and some interesting facts about their lives. A select few were lucky enough to participate in a 'speed dating' round for a little further 'get-to-know-you' activities. It was a great time learning about



some of the dynamic experiences we have in our little group.

[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!!



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Shareholder

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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 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.



- About Us
- Find A Business
- Calendar
- Membership
- Annual Events
- Newsletter
- Community
- Development
- Safety Council
- Member Login
- Leadership Delaware
- Join The Chamber

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.



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



**Celebrating 71 Years
Of Serving Central Ohio
(1951-2022)**

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 e-mail: email@mmpdlaw.com; Web page: mmpdlaw.com

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 Apply online at www.cescu.com

CES Credit Union



We're here to serve all who live, work, worship or attend school in Delaware County, as well as Ashland, Coshocton, Holmes, Knox, Licking, Morrow and Richland counties in Ohio.
 Federally insured by NCUA. Loans subject to credit qualifications.

Welcome

New Members

HealthMarkets—Don Larson

Don Larson - Licensed Insurance Agent

50 Coughlin Lane, Suite G

Delaware, OH 43015

(740) 472-8511

HealthMarkets.com

Offers life & health insurance options



Sights Unseen Travel

Jill Chitwood - Co-Owner/Agent

562 Meadow Lane

Marion, OH 43302

(740) 262-6891

sightsunseentravel.com

Serves as a full service travel agency



Sneed Business Services

Doris Sneed Rapp - Owner/Accountant

1067 Osburn Road

New Bloomington, OH 43341

(740) 499-2903

facebook.com/sneedbus

Provides tax preparation, payroll; accounting/bookkeeping for small businesses & non-profits

Reinvesting Members

[Acloche' Staffing](#)

[All About Kids Childcare and](#)

[Learning Center](#)

[Bob Sturgill Insurance Agency](#)

[Bridgewater Banquet &](#)

[Conference Center](#)

[ComDoc/Xerox Business](#)

[Solutions](#)

[Delaware Court Healthcare](#)

[Center](#)

[Equity](#)

[Federal Heath Sign Co.](#)

[Firestone, Brehm, Wolf &](#)

[Whitney](#)

[Friction Metals](#)

[Fuller Memorials](#)

[Helpline of Delaware & Morrow](#)

[Counties](#)

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[Hickory Grove Capital Company](#)

[Innovative Storage](#)

[Kirkham Building System, Inc.](#)

[The Law Office of Brian Jones](#)

[Liberty National Bank](#)

[Marion Technical College](#)

[The Modern Maid](#)

[NAMI Mid-Ohio](#)

[Next Day Signs](#)

[Orange Township](#)

[Peak Financial Partners](#)

[People In Need, Inc. of Delaware](#)

[County](#)

[Planned Communities, Inc.](#)

[PNC Bank](#)

[Prism Home Decor](#)

[Reflektions Ltd.](#)

[Salvation Army Delaware](#)

[Southeast Healthcare](#)

[TriAd Marketing & Media](#)

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under our wing!

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- Training for all experience levels
- Unforgettable social + corporate events
- Retail store with something for everyone
- Friendly, knowledgeable staff
- Beginners welcome



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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

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
Rob Portman

[Email](#)



Looking for product or service? Look to your fellow Chamber members *first*.
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Our CPAs and advisors understand that conversations can change everything
Let's Talk...

Tony LaNasa, CPA, CFE
Managing Principal

HW & Co.
CPAs & Advisors

www.hwco.cpa | 614-794-8710

October/November

Calendar

Safety Council

Wednesday, September 28,
8:30 am
The Barn at Stratford
[Click here for details](#)

Supervisor Six Pack

Monday, October 3
8:00-10:00 am
**NOTE AT NEW CHAMBER OFFICE:
2 TROY ROAD**
One of six:
Roles of a Supervisor
[Prior registration required](#)

HR Council

Wednesday, October 5
8:30 am Chamber office
**NOTE AT NEW CHAMBER OFFICE:
2 TROY ROAD**

Supervisor Six Pack

Monday, October 10
8:00-10:00 am
**NOTE AT NEW CHAMBER OFFICE:
2 TROY ROAD**
Two of six:
Establishing Yourself as a Leader
[Prior registration required](#)

Government Affairs Committee

Tuesday, October 11
8:00 am via Zoom

Leadership Delaware

Thursday, October 13
County Tour Day

Clay Classic

Friday, October 14, 2022
[Click here to register](#)

Supervisor Six Pack

Monday, October 4
8:00-10:00 am
**NOTE AT NEW CHAMBER OFFICE:
2 TROY ROAD**
Three of six:
Common Purpose
[Prior registration required](#)

Chamber Board of Directors

Wednesday, October 19, 7:30 am
Chamber office

Third Thursday Luncheon

Meet the New-ish City Managers/
State of the Cities of Powell & Sunbury
Thursday, October 20
11:45 am -1:00 pm
Brookshire Event Center
[Click here to register](#)

Sixth Annual Regional Expo with the Marion Area Chamber of Commerce

Thursday, October 20
[Click here for details](#)

Supervisor Six Pack

Monday, October 24
8:00-10:00 am
**NOTE AT NEW CHAMBER OFFICE:
2 TROY ROAD**
Four of six:
Communicating for Understanding
[Prior registration required](#)

New Member Orientation

Tuesday, October 25 8:00 am
Chamber office
[Click here to register](#)

Safety Council

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

SAVE THE DATES

Annual Dinner
Thursday, February 2, 2023
Golf Outing
Friday, June 2, 2023

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

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.



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.

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*

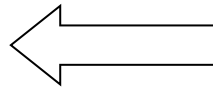
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

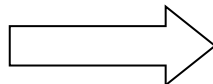
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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

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



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 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.

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 Confer-](#)

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.



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.

- Your choice of plans, from industry-leading consumer-driven health plans to point-of-service products
- 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
- Extensive selection of providers and lower in-network costs
- 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 \(ohio.gov\)](#)