

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

April 2023



Sustaining Members
Platinum Level



Gold Level



Silver Level



The Delaware Area
Chamber of Commerce
Established 1907



2023 Golf Outing

Corporate Sponsor



Breakfast Sponsor



Lunch Sponsor



Drink Cart Sponsor



[Click here to register today!](#)



Friday, June 2
Kings Mill Golf Club

2500 Berringer Road
Waldo OH 43356

Check-in and breakfast 8:00 am

Shotgun start 9:00 am

\$110 per golfer

Includes:

18 holes with cart
breakfast & lunch
Proximity awards

Optional:

Skins \$20 per team
Mulligans \$5 each
50/50

Other marketing opportunities:

\$125 hole sign sponsorship
\$125 goody table on the hole
sponsorship
\$200 hole sign AND goody
table on the hole

Advertisers in this issue

[Anthem Blue](#)

[Cross/Blue Shield](#)

[Black Wing](#)

[Shooting Center](#)

[Bodine Perry](#)

[CES Credit Union](#)

[First Citizens](#)

[National Bank](#)

[Heartland Bank](#)

[HW&Co.](#)

[Maloney + Novotny](#)

[Manos, Martin & Pergram](#)

[LPA](#)

[OhioHealth](#)

[Ohio Living Sarah Moore](#)

2023 Board of Directors

Executive Committee

Casey Converse—Chair

[Converse & Associates LLC](#)

Mark Clack—Chair Elect

[Attindas Hygiene Partners](#)

Brad Schneider—Immediate Past Chair

[The Growth Coach](#)

Angel Boulis— Treasurer

[Maloney + Novotny](#)

Shane Dawson—Vice Chair

[Dinsmore & Shohl LLP](#)

Maribeth Meluch—Vice Chair

[Kohrman Jackson & Krantz, LLP](#)

Kirt Trimble—Vice Chair

[Trimble Insurance Agency](#)

Board Members at Large

Tamra Bower

[Polaris Fashion Place](#)

Heidi Kegley

[Delaware City Schools](#)

Todd LeClair

[PPG Industries](#)

Ken Levering

[Delaware Court Healthcare Center](#)

Chuck Moore

[Commodore Bank](#)

Liz Owens

[The Alpha Group](#)

Scott Ruth

[Cogburn Electric](#)

Jason Sanson

[GHD Group](#)

Kim Saunders

[Ohio State University Wexner Medical](#)

[Center Outpatient Care Lewis Center](#)

Brian Young

[Spectrum](#)

Sustaining Members

Bronze Level



April Business AFTER Hours

End your day on Thursday, April 20 by networking when [Leaf Chiropractic & Wellness Center](#), 1012 State Route 521, Delaware, 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.](#)



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, April 25**. [Click here to register.](#) We'd love to see you! It's not just for new members!



April Safety Council Call 811

You don't have to be a Safety Council

member to join us. Meeting is held

on Wednesday, April 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.



New event center holds grand opening

Join us at noon on April 27 when we help Deb Joseph and staff celebrate the opening of the latest event venue in Delaware County. We'll be cutting the ribbon at the [Dempsey Event Center](#) at 123 Hyatts Road, Delaware.



Come help us welcome this fabulous new event center. [Click here](#) to let us know you'll be joining us.



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](#)

Chamber accepting Leadership Delaware program applications for class of 2024

Leadership Delaware is now accepting applications for the class of 2024. This prestigious program has become a must-have experience for emerging leaders in Delaware County. Through Leadership Delaware, class participants learn first-hand about the challenges and opportunities facing the community. Participants are exposed to people and places they could not on their own and discover a perspective unavailable in the normal course of their work. Even participants who've lived their entire lives in Delaware County are amazed at what they learn.



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

Values & Leadership	Social Services,	Law Enforcement and the
Delaware County History	Volunteerism &	Courts
and Tour	Board Service	Health Care
Agriculture	Government	Economic Development
Education		

Over 850 Delaware County professionals have graduated from the program since its inception in 1992. These alumni serve on local boards and committees helping to shape the future of the Delaware area.

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

Heartland Bank is Hiring!

We can't wait to be a part of your Delaware community!

Now Hiring for Branch Manager and other staff positions at our new Delaware location. We are growing our community through people like you.

Visit Heartland.Bank/Careers for more information about available positions in Delaware.

Heartland Bank is an Equal Opportunity Employer



Doors open this fall at:
1754 Columbus Pike • Delaware, OH 45015

Member
FDIC

Member receives accolades. Again.

[HW&Co.](#) is pleased to announce it has again been included on the list of Top Firms in the Great Lakes Region by the accounting profession's leading trade publication, [Accounting Today](#). The list was released as part of Accounting Today's annual listing of the Top 100 Firms in the nation.

Each year, Accounting Today ranks national and local accounting firms to assess growth and success throughout the previous year. Accounting Today's Great Lakes region includes public accounting firms based in Indiana, Illinois, Michigan, Ohio and Wisconsin. It is the second-largest region in the United States, in terms of revenue. HW&Co.'s repeated ranking demonstrates its continued growth as a financial advisor for middle-market businesses and nonprofit organizations.

"Over the past year, we have acquired exceptional talent in accounting and tax, which has driven growth in our client base, not only in the number of clients but services provided," according to Brandon Miller, CEO. "We thank our employees, clients, and Firm leadership for our continued success!"



Annual Delaware County update

Since January of 2009, the [Delaware County commissioners](#) have accepted the Chamber's invitation to present an update at a Chamber luncheon. On March 16, the tradition continued. This year Commissioner Jeff Benton joined County Administrator Tracie Davies and Economic Development Director Monica Conners.

It was impossible not to consider how far the County has come since 2009. Everyone knows the County's statistics and it's evident leadership has stepped up to govern like the growing, educated, sophisticated community it is. One of only 2 Central Ohio Triple A Bond Rated counties, an award-winning EMS, the long range planning and partnerships continue to make Delaware County extraordinary. Quality of life is a term much used but it's not overused. It is the best way to describe this community that is as much agricultural as it is residential, retail and commercial. With an eye on balance, the County leadership is proud of how it manages its revenue, contributes to local cultural organizations and keeps an eye down the road.

Tracie Davies and Monica Conners are brilliant leaders whose combined experience leaves no gaps in development.

Thank you Jeff, Tracie and Monica for indulging us again this year and for all you and staff do for our *community*.

[Click here for their presentation slides.](#)

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.

Thank you to our event sponsor



Angel Boulis
Shareholder

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



+ Delaware 740.362.9031
+ maloneynovotny.com

Chamber offers discounted tix to Cirque Du Soleil

Cirque Du Soleil is coming back to Columbus and Chamber members can purchase tickets at a 20% discount. This is a great way to thank your staff or treat the family. [Click here to purchase fewer than ten tickets under the Chamber discount.](#) You can save even more if you purchase in blocks of more than ten tickets. To do so, contact [Sarah Hudson](#).

If you've ever experienced Cirque you know how amazing it is!



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 website banner adds a great value

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

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

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

HOT DEALS

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

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

- ⇒ No strings– FREE to Chamber members.
- ⇒ The Chamber's Website boasts visitors each day.

- ⇒ And your Hot Deal will be listed in the Chamber newsletter and eblasted to nearly 1,000 Chamber-member addresses
- ⇒ No limit to the number of Hot Deals
- ⇒ Do-it-yourself: get your login and password and publish Hot Deals yourself– it's faster and the independence means you can post anytime, all the time.

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

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 Law Enforcement & the Courts Day

Facilitator: Erik Penkal '20

LEADERSHIP Newsletter editors: Glynnis Dunfee, Evelin Andrade-Wells, Deanna Roberts
DELAWARE COUNTY
SINCE 1991

The Delaware County Leadership class of 2023 met on March 9, 2023, at the [Delaware County](#) Hayes Building for Law Enforcement & Court Day. The facilitator for the day was Eric Penkal, class of 2020. The day commenced with a walk to Juvenile/Probate Court where The Honorable Judge David Hejmanowski met us. Judge Hejmanowski shared with the group the history of the juvenile court system, how cases are heard, the challenges facing juveniles in Delaware County today, and answered questions from the group.



The group visited the Delaware County Court of Common Pleas next and listened to perspectives from The Honorable Judge Randall Fuller and the Honorable Judge James Schuck. Each judge shared their individual perspectives on their area of specialty, history, and their passion for their area's dockets and how they help to enrich the lives of our community.

A late morning panel discussion, mediated by Erick Pankel, with Sheriff Martin, Chief Adam Moore from Delaware City PD, Chief Steve Hrytzik from the City of Powell PD, Carlos Crawford Chief Public Defender for Delaware County, Amelia Bean-DeFlumer, Delaware City Prosecutor and Melissa Schiffel, Delaware County Prosecutor, held court and the attention of all in the room. *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

[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](#)

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 Weibling

[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](#)

Alexis Stiver

[Polaris Fashion Place](#)

Kevin Parrott

Casey Smith

[Preservation Parks of Delaware County](#)

Joshua Daughenbaugh

[Price Farms Organics](#)

Class continued on next page

Leadership Class continued

Beth Wilson
[Richwood Bank](#)
Brooke Diedrich
[Snappy's Automotive](#)
Mari Fridenmaker

Karen Pillion
[SourcePoint](#)
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

The panel spoke highly about their families and how without their support the panel would not be where they are today. The impact of their respective jobs and the sacrifices made by their families was emotional and impactful. Sheriff Martin will be retiring April 17th after 43 years in the field. Holly congratulated him on his retirement, thanked him for his service and sacrifice, and wished him well.



The panel was then questioned about mental health and substance abuse and the impact this has on our community. Everyone agreed that in their job, the goal is to help the individual with their needs and to not have a “crime” happen again. The partnerships, respect, and working relationships throughout the panel was evident and a welcomed surprise. The panel agreed that Delaware County is very fortunate to have resources to be able to help individuals but, in the end, there still are not enough resources, such as “beds” at mental health and rehab facilities.

The panel also spoke about the misconception of law enforcement, the public view, and the media portrayal of law enforcement. Careers in law enforcement was a goal to many a generation ago; today, there are legal and law enforcement shortages in our community and in our country.

After lunch, Chief Adam Moore spoke to the class about his career and the [Delaware City](#) Police Dept. Chief Moore provided some stats for his 11-million-dollar budget: 72 full-time employees, 2 part-time employees, of which 60 are sworn officers. He stated that he has a 5-officer minimum per shift, with a variance of 1 or 2 per shift. Common crimes in Delaware are Petty theft, Domestic Violence, Felony theft, Criminal Damaging, Assault, Disorderly conduct, and Possession of Marijuana. The unit receives 30-35 thousand citizen calls a year, average 2,2278 arrests per year, 1,552 citations, 2,238 offence reports, and 719 accidents or vehicle crashes.

The group took a short walk to Delaware City Municipal Court, where we observed a few hearings and proceedings. The Honorable Judge Marianne Hemmeter greeted the group and spoke about her court, along with the road she traveled in becoming a Judge. Judge Hemmeter shared the Municipal Court’s dockets: OVI, Veteran’s, and Mental Health. Judge Hemmeter also spoke of the new program that the Magistrate developed and implemented called LEAP (License Evaluation & Assessment Program). This program assists individuals in having their licenses reinstated.



The leadership session concluded with a guided tour of the Delaware County Jail. The group learned about the history of the jail, met with corrections officers, and toured the men’s and women’s facility. The group walked away with a great appreciation for all the men and women that serve our community, keep us safe, and ensure that Delaware City and County is one of the greatest communities in Ohio.

[Click here for more photos.](#)

Member sends letter of retirement

You'd be hard pressed to find anyone in the Delaware community who hasn't done business with [Waterford Signs](#). The familiar face of owner Tim Moore was just a given. But the years pass quickly and Tim has decided to make one more sign: "Retired". In an email Tim announced his departure with the same cheek as we come to know him.



Customers and Friends of Waterford Signs, Inc. :

I just wanted to inform you that Waterford Signs has a new owner!

After thirty years in the business, I have decided to retire and I have sold the business to Scott Hall, my long time (19+ years!) right hand man. We just wanted to let everyone know how much we have appreciated your business and friendship over the years! Nothing will change here at the shop except you will now always be greeted by a bunch of young guys instead of my aging, cheery face!

You will receive the same top quality products and fast service, just like you have hopefully experienced in the past.

Stop in or call to congratulate Scott on his new endeavor!

Sincerely,

Tim Moore

Congratulations to Tim and thank you for being part of the Delaware business community. And best wishes to Scott and his family. We wish them 30 years as wonderful as Tim's were.

Community celebrates opening of new library

In 2016 the [Delaware County District Library's](#) board of trustees recognized the need for an additional branch in southern Delaware County. In 2018 they went to the voters who supported a 15-year levy with the promise of building that new facility. As soon as the levy passed, the board began its careful study of what the new branch should provide and where it should be located. The Library purchased property at the corner of Home and Steitz Roads in Liberty Township. The property was annexed into the City of Powell and the project began, breaking ground in November, 2020. Pandemic, inflation, supply issues— all contributed to a delayed opening but that was all in the past on Sunday, March 26 when the ribbon was cut and the doors opened to the public.

Thousands of residents were on hand, anxious to explore the 42,00 square feet, 3-story library. Library director Bryan Howard thanked his extraordinary staff and board of trustees president Holly Quaine shared, "It's rare...to be part of the time and place that brings a (community) volunteer to this podium; to stand before a crowd of one's peers inviting them to open a gift as enduring as a library."

Congratulations to the residents of Delaware County on the newest edition to the most intrinsic of institutions dedicated to the freedom of knowledge.



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.

Member announces partnership to expand services

[First Citizens National Bank](#) announces its partnership with Midwest Trust Company to provide trust services to its customers throughout its footprint. The move signals a continual focus on expanding products and services the Bank provides to meet the evolving needs of its business and consumer customer base.



First Citizens is headquartered in Upper Sandusky, with a growing presence in Marion, Delaware, and Powell, Ohio. Established in 1860, First Citizens is a local, community bank that provides traditional banking services, along with consumer, agricultural, and commercial lending products.

“Over our long history, First Citizens has been dedicated to providing the highest level of products and services to our customers,” said Mark Johnson, President and CEO of First Citizens National Bank. “We strive to be a trusted financial partner to the families, businesses, and communities we serve, so we are excited to partner with Midwest Trust to offer their extensive expertise and best-in-class fiduciary services to address the generational needs of our customers.”

Through the referral agreement with Midwest Trust, First Citizens will provide its customers with the opportunity to work with an established Corporate Trustee. Midwest Trust Company is an independent trust company that works with customers and their attorneys and CPAs at the local level to insure proper estate planning, financial stability, and peace of mind.

“Midwest Trust is proud of our partnership with First Citizens as a trusted advisor to expand the breadth of services to their customers,” said Bob Morrison, Managing Director of Midwest Trust. “This partnership is indicative of our shared values and dedication to meeting the ever-changing needs of First Citizen’s customers.”

About First Citizens National Bank

The First Citizens National Bank is the 4th oldest national bank in the United States still operating under local leadership. It prides itself for its unique style of community banking, blending leading-edge technology and convenience with outstanding personal service, and access to experts who provide advice and tailored solutions to more complex financial questions. Founded in Wyandot County in 1860, the Bank operates thirteen banking and ATM locations in Wyandot, Hardin, Marion, and Delaware Counties, including branches in Powell, Marion, Delaware, Carey, Dunkirk, Nevada, and Upper Sandusky.

About Midwest Trust Company

Midwest Trust is a full-service wealth management institution formed in 1993 as an independent trust company, offering complete trust services in the areas of personal trust administration, estate planning, investment management, charitable and foundation management.



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.**

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]

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.

Experience Black Wing

An empowering entertainment destination for you and your family!

Let us take you
under our wing!

- Family fun on our shooting ranges
- Training for all experience levels
- Unforgettable social + corporate events
- Retail store with something for everyone
- Friendly, knowledgeable staff
- Beginners welcome



740.363.7555 • BLACKWINGSC.COM



FAMILY OWNED AND OPERATED

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

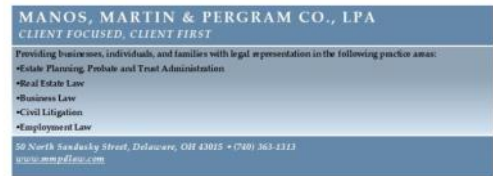
Quarter page: 4 x 5.25 V \$75 per run
 Eighth page: 4 X 2.62 H/V \$50 per run

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.



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!!***



A Place to Call Home

Assisted Living
 Short-Term Rehabilitation
 Long-Term Nursing Care
 Home Health & Hospice



Sarah Moore

740.362.9641 | ohioliving.org



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.

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



**Have YOU signed up for auto-pay and received your FREE newsletter ad?
What are you waiting for?**

The Chamber offers an recurring, incremental payment option for annual dues investment. Members can choose to deduct the payment from bank account or credit card [securely stored offsite via Authorize.net](#). You'll also be able to opt in to the billing frequency of choice: monthly, quarterly or annually.

Auto pay must be set up at least 30 days prior to the month of your membership renewal date*.

You can sign up now, even if your renewal date is up to twelve months from today. Fill out the [Membership Investment Auto Pay Form](#). Bank account EFT is preferred to avoid credit cards that expire and interrupt the deduction.

Your banking/credit card account is secure; the Chamber renews its PCI compliance annually. Only *membership* invoices are eligible for this option. All other Chamber invoices remain due within 15 days. And remember that you can pay those online as well.

Members who sign up receive a free 1/4 page newsletter ad! Call the office for format details. So sign up today to make paying for your Chamber investment a snap. There are no administration or set-up fees.

* Don't know the month in which your renewal is due? Email dachamber@DelawareAreaChamber.com.

Welcome

New Members

Boardman Arts Park

Roxanne Amidon - Executive Director
P.O. Box 242
Delaware, OH 43015
(614) 226-8744
boardmanartspark.org



Serves as an outdoor art exhibit & event venue

Columbus Zoo and Aquarium

Tom Schmid - President & CEO
P.O. Box 400
Powell, OH 43065
(614) 645-3400
columbuszoo.org



Serves as a recreational & educational destination; the complex covers 585 acres & has more than 11,000 animals; offers meeting space for group & corporate outings; Also includes Zoombezi Bay & The Wilds

Commodore Bank

Charles Moore - President, Central Ohio
202 Commodore Court
Hebron, OH 43025
(740) 467-2078
commodorebank.com



Offers a wide variety of personal & commercial banking products & financial services

Langhals Law, LLC

Matthew Langhals - Owner/Attorney
5 North Sandusky Street, Suite 201
Delaware, OH 43015
(937) 738-6700
marysvilleohiolawyer.com



Provides legal services & criminal defense

Modern Woodmen Fraternal Financial

Brian Denney - Financial Advisor
79 North Sandusky Street
Delaware, OH 43015
(740) 990-0022
modernwoodmen.org



Serves as a member-owned fraternal financial services organization

Reinvesting Members

- [Absolute Impressions](#)
- [Addison Properties](#)
- [Andrews House, Inc.](#)
- [BackCare Family Chiropractic, LLC](#)
- [Beem's BP](#)
- [Distributing, Inc.](#)
- [Bresco Broadband](#)
- [Brookshire Event Venue](#)
- [Buckeye Valley Local Schools](#)
- [Central Avenue Eye Care](#)
- [Charter Next Generation](#)
- [Coughlin Brothers Racing, LLC](#)
- [Creative Foundations](#)
- [CT Consultants, Inc.](#)
- [Delaware County District Library](#)
- [Delaware County Foundation](#)
- [EQUES Law Group](#)
- [Fifth Third Bank](#)
- [First Commonwealth Bank](#)
- [Focivity](#)
- [Greif, Inc.](#)
- [Hardscrabble Farms](#)
- [Henrick Farm & Brewery](#)
- [Hilborn Insurance](#)
- [Homewood Suites by Hilton Columbus](#)
- [Polaris](#)
- [Horizon](#)
- [George Kaitisa](#)
- [Little Smiles of Delaware](#)
- [Modern Office Methods \(MOM\)](#)
- [Money Concepts Sun-bury](#)
- [Nagase Chemtex America](#)
- [National Lime & Stone Company](#)
- [NvIRONMENT](#)
- [Oakland Nursery](#)
- [Office City Express](#)
- [Olentangy Local Schools](#)
- [Peacock Water](#)
- [Preservation Parks of Delaware County](#)
- [Shawan-Marquis Agency](#)
- [Tanger Outlets Columbus](#)
- [Terrain Evolution](#)
- [The Alpha Group](#)
- [The Daily Dumpsters](#)
- [The Strategy Group Company](#)
- [Too Smooth Floor Prep](#)
- [TRIAD Architects](#)
- [US Heating and Air Conditioning](#)
- [Warehouse Italian Dinners, LLC](#)

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.

**The Chamber recognizes
renewing sustaining members**

Silver Level





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
(614) 466-8086
[Email](#)

Ohio House District 61

Beth Lear
77 S. High St
11th Floor
Columbus, OH 43215
(614) 466-1431
[Email](#)

District 60

77 S. High St
11th Floor
Columbus, OH 43215
(614) 644-6711

US House District 12

Troy Balderson
250 East Wilson Bridge Rd.,
Suite 100
Worthington, OH 43085
(614) 523-2555
[Email](#)

District 4

Jim Jordan
28 Park Avenue West,
Suite 100A
Mansfield, OH 44902
(419) 982-8045
[Email](#)

US Senate

JD Vance
37 West Broad Street,
Room 300
Columbus, OH, 43215
(614) 369-4925
[Contact](#)

Sherrod Brown
200 North High St.,
Room 614
Columbus, OH 43215
(614) 469-2083
[Email](#)

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

April/May

Calendar

HR Council

Wednesday, April 5, 8:30 am
Chamber office

Government Affairs Committee

Tuesday, April 11, 8:00 am
Chamber office

Leadership Delaware

Thursday, April 13
Health Care Day

Workforce Development & Education Committee

Friday, April 14, 8:30 am
Chamber office

Chamber Board of Directors

Wednesday, April 19, 7:30 am
Chamber office

Business After Hours

Thursday, April 20, 5:00-6:30 pm
Leaf Chiropractic & Wellness Center
[Click here to register](#)

New Member Orientation

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

Chamber Ambassadors

Tuesday, April 25, 3:30 pm
Chamber office

Safety Council

Wednesday, April 26, 8:30 am
The Barn at Stratford
[Click here for details](#)

Ribbon Cutting

Thursday, April 27 12:00 pm
Dempsey Event Center
[Click here to register](#)



HR Council

Wednesday, May 3, 8:30 am
Chamber office

Business Before Hours

Thursday, May 4, 8:00-9:30 am
Delaware Speech & Hearing
[Click here to register](#)

Government Affairs Committee

Tuesday, May 9
8:00 am Chamber office

Leadership Delaware

Thursday, May 11
Economic Development Day

Workforce Development & Education Committee

Friday, May 12 8:00 am
Chamber office

Leadership Graduation

Tuesday, May 16, noon
Willow Brook at Delaware Run

Ribbon Cutting

Monday, May 15, 3:00 pm
The Barn at Stratford
[Click here to register](#)



Third Thursday luncheon

Thursday, May 18, 11:45-1:00 pm
Delaware County Sheriff's Department
Community Relations/K9 therapy
[Click here to register](#)

Chamber Ambassadors

Tuesday, May 23, 3:30 pm
Chamber office

Safety Council

Wednesday, May 24, 8:30 am
The Barn at Stratford
[Click here for details](#)

SAVE THE DATES

Golf Outing

Friday, June 2, 2023

Clay Classic

Friday, October 13, 2023

Annual Dinner

Thursday, February 1, 2024

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



For loans for ATVs | Boats | Campers | Cars | Motorcycles | RVs | Trucks | SUVs in Delaware County, we're here for you!

Lisa Clark
Manager | Lender

Delaware Service & Lending Center
33 London Road
by Walgreens, Delaware, OH 43015

740.363.8118 | 888-397-1136
lclark@cescu.com
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.

Trusted and professional tax, auditing, and business valuation experts



BodinePerry
Certified Public Accountants & Advisors

7620 Olentangy River Road, Columbus, OH 43235
614.431.1040 | [BodinePerry.com](#)

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

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

[*Click here for details](#)

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*

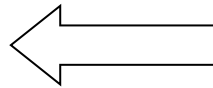
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

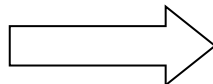
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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

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.](#)

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 premier source for the success of the Delaware area business community by being a visionary leader for programs and services benefiting our members; supporting economic vitality, advocating for business, and providing collaborative growth opportunities.



Did you know...

...that as a member of the Delaware Area Chamber you may use one of the Chamber's conference rooms? 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 also have a small office perfect for one-on-one meetings. We'll even supply coffee, tea and water. For Chamber members the first ten hours in any calendar year are free; \$25 an hour thereafter. To schedule the room, contact the Chamber at 740-369-6221 or dachamber@DelawareAreaChamber.com.



MANOS, MARTIN & PERGRAM CO., LPA

Attorneys at Law



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

50 North Sandusky Street • Delaware, Ohio 43015-1926

Phone: 740-363-1313 Fax: 740-363-1314

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

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

Drawing By Karen Collins

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.

