

# CHAMBER NOTES

A Monthly Newsletter of the  
Delaware Area Chamber of Commerce

August 2017



## Sustaining Members

Industry Exclusive  
Platinum Level



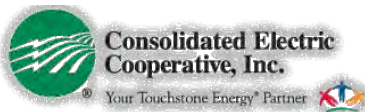
Gold Level



Silver Level



Bronze Level



The Delaware Area  
Chamber of Commerce  
Established 1907



## Chamber offers EXTENDED early bird ad special up-grade pricing

The Chamber is preparing its ad campaign for the publication of the 2018 Community Profile and Membership Directory. To jump start ad sales and pass along savings to the membership, the Chamber is offering an early bird special. Ad prices remain at 2017 levels, but **ads purchased by August 15, 2017 will receive a 5% discount. And advertisers up-sizing from last year receive a discount. If you ran a 1/8 or 1/4 page last year and up size, take another \$50 off. If you ran a half page and upsize to a full page, take \$100 off.** Artwork does not have to be turned in by August 15, but a commitment to the ad purchase must be made.

In addition, any member who joined the Chamber after June 1, 2016 qualifies for a new member discount of an additional 10% off the price of their ad if purchased by August 15, 2017. We'll be following up with email reminders so you have several opportunities to be reminded of this special offer. Linked is the [ad agreement form](#) for those of you ready to move forward with reserving your ad at the special price. We'll be working again with [Gayle Holton Design](#) who will continue to offer special pricing for ad prep for those of you who need art created for your ad. Contact the Chamber at [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com) with questions and to return your ad form. For a look at this year's directory, [click here](#).

## Chamber board endorses DCS levy

At its June meeting, the Chamber board of directors voted to endorse a 5-year 8.35 mil emergency levy that the [Delaware City Schools](#) is forced to put on the November ballot. This levy request comes six years after the last new operating levy was passed. At that time, that levy was expected to last three years. The November levy is vital because, at current funding from the state, the district will see an \$18 million deficit in the 2020/21 academic year.



Because of a funding cap enacted during the recession, those districts that grew during that time are not receiving the funds per pupil from the state that is required. Lifting the cap would mean that all districts receive the per-pupil funding they are entitled to. Asking local taxpayers to cover for what the state legislature rightfully owes those growth-districts should not be necessary, but Delaware City Schools and their teachers, support staff and most especially the students should not be abandoned by the residents of this amazing district at the local level as it has been at the state level. Because the state sees fit to hold tax payers responsible for school funding in districts that grew in a down economy (ironically, in large part to the excellence of the schools) DCS has no choice but to put the issue on the ballot and the Chamber asks the support of those voters in the district.

The district has demonstrated a commitment to controlling costs as evidenced by their low per pupil spending. DCS spends \$9,733 per pupil as compared to the state average of \$11,162 and a central Ohio average of nearly \$12,000. Without additional revenue, DCS would be forced to cut spending by an additional \$1000 per student – cuts that would negatively impact the quality of education through reduced academic and extra-curricular offerings and larger class sizes.

The Chamber also encourages voters to contact their representatives in Columbus. The chair of the House committee on education is Andy Brenner: 740-602-5033.

## 2017 Board of Directors

### Executive Committee

Tony Eyerman, Chair

*Eyerman Planning Associates LLC*  
Chad Hoffman, Immediate Past Chair

[Richwood Bank](#)

Ken Barton, Treasurer

[Minuteman Press of Dublin](#)

Glenn Marzluf– Chair–Elect

[Del-Co Water Company, Inc.](#)

Dusty Hostutler– Vice Chair

[Edward Jones](#)

Bill Morgan– Vice Chair

[2K General Co.](#)

Judd Scott, Vice Chair

[V & P Hydraulic Products](#)

### Board Members At Large

Aric Arnett

[Ohio Living Sarah Moore](#)

Ana Babiasz

[Fidelity Federal Savings & Loan](#)

Jack Brickner

[Planned Communities](#)

Paul Craft

[Delaware City Schools](#)

Rex Gore

[Black Wing Shooting Center](#)

Todd Irion

[Engineered Materials Systems Inc.](#)

Jen Knittle

[The Kleingers Group](#)

Maribeth Meluch

[Isaac, Wiles, Burkholder & Teetor, LLP](#)

Zach Price

[TRIAD Architects](#)

Andy Wecker

[Manos, Martin & Pergram Co.](#)

### Staff

Holly Quaine, President

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[safetycouncil@DelawareAreaChamber.com](mailto:safetycouncil@DelawareAreaChamber.com)

Matt Carbary, Communications/IT Mgr.

[mcarbary@DelawareAreaChamber.com](mailto:mcarbary@DelawareAreaChamber.com)

32 S. Sandusky Street

Delaware, Ohio 43015

740-369-6221

Fax:740-369-4817

[www.DelawareAreaChamber.com](http://www.DelawareAreaChamber.com)



## DELAWARE AREA CHAMBER OF COMMERCE

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

**Ohio's Lt. Governor, Mary Taylor**

*sponsored by*



Thursday, August 17, 2017, 11:45am—1:00pm at [SourcePoint](#)

800 Cheshire Road, Delaware 43015

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

Chamber members: \$15 ~ Non-Chamber members: \$20

**Deadline to register is Monday, August 14, 2017**

Cancellations after August 14 and no-shows will be charged.

[Click here to register](#) or call 740-369-6221 or email

[dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com)

### August Business AFTER Hours a good time you can bank on



Join us for our August Business AFTER Hours

on Thursday, August 17 from 5:00—6:30pm as [Richwood Bank](#), 1512 West William Street, Delaware, hosts the Chamber event. And far more than a remodel, Richwood's lobby/coffee shop must be experienced. They also have an awesome pinball machine in the lobby but you'll have to get past Chamber pres Holly Quaine to play... Bring lots of business cards to share. Please let us know you'll be attending. [Click here to register.](#)

### Chamber joins other chambers to host business expo

What started as a conversation every year about hosting an After Hours with the Marion chamber but never being able to coordinate a date, became a separate event; a hybrid of networking and expo and participation from chambers of commerce to the north and east of Delaware. Participating chambers are Marion, Wyandot, Crestline/Galion, Bucyrus, and, of course, Delaware.

The event will be held on Thursday, October 26 at [All Occasions Banquet Center](#) with earl-bird pricing on exhibitor participation for only \$125. Corporate sponsorships of \$1000 are also being accepted with the sponsor's logo on all marketing material before, during and after the event as well as an exhibitor table.

[Click here to register as an exhibitor or sponsor.](#)

Don't miss the chance to attend this FREE event and network even if you're not an exhibitor. Be on the lookout for our attendee RSVP announcement.

### Advertisers in this issue

[Anthem Blue](#)

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[Blue & Co.](#)

[Black Wing](#)

[Shooting Center](#)

[CES Credit Union](#)

[Dawson & Associates](#)

[Delaware County Historical Society— The Barn](#)

[Fahey Bank](#)

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[Hetter Heating & Cooling](#)

[HW&Co.](#)

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[OhioHealth](#)

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## New member orientation

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

John Meegan [MKC Architects](#)

Javier Ramos [The UPS Store](#)

Scott Martin [MP Digital](#)

Melissa Friday [Silver Maple Apartment Homes](#)

Jana Cassidy, [Humane Society of Delaware County](#)

Tamie Wilson [Foot and Ankle Wellness Center](#)

Marla Weiss PNC Bank

[Click here for more photos](#) and plan to join us at our next orientation on October 23.



TIRED OF THE SAME OLD GROUP OUTING?  
**SHOOT FOR SOMETHING BETTER**

Outdoor & Indoor Ranges • Meeting & Banquet Spaces • Full Catering  
Professional Event Staff • Experienced Range Safety Officers

CALL 740.363.7555 TO SCHEDULE YOUR GROUP OUTING.  
For more information, visit [blackwingsc.com](http://blackwingsc.com) or email [events@blackwingsc.com](mailto:events@blackwingsc.com)



# NORTHWEST REGIONAL BUSINESS EXPO

Thursday, October 26, 2017  
4:00–7:00 P.M.

A joint effort of five Chambers of Commerce

**GAIN LEADS & GET CONNECTED**

**BUCYRUS AREA | DELAWARE AREA | GALLION-CRESTLINE AREA | MARION AREA | WYANDOT**

Event Held at: All Occasions Catering, 6989 Waldo Delaware Rd, Waldo, OH (off of St Rte 23)

## RESERVE YOUR BOOTH TODAY!

### EXHIBITOR ELIGIBILITY:

Available only to members of the participating Chambers.

### FOOD AND BEVERAGES:

Finger foods and beverages will be provided for exhibitors and attendees.

### REGISTRATION DEADLINES:

\$125 - Early Bird - October 5th

\$175 - Final - October 16th



### ELECTRICITY and WIFI:

Applicants must specify in advance by indicating on the registration form. Availability is limited. Exhibitors must bring their own extension cords and power strips. Host is not responsible for any power failure or insufficient power source.

### EXHIBITORS RECEIVE:

- 8 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

## EXPO SPONSORSHIPS

**\$1,000**

### SPONSORS RECEIVE:

- Exhibitor space with premium space assignment
- Logo on marketing materials, websites, exhibitor bags, exhibitor map, and signage

## Your Opportunity to Network at a Regional EXPO

### RESERVATION INFORMATION

To register as a Regional Business Expo 2017 exhibitor, please complete this form and send to the Delaware Area Chamber of Commerce, 32 South Sandusky Street, Delaware, OH 43015.

Email form to [dachamber@delawareareachamber.com](mailto:dachamber@delawareareachamber.com) or by fax 740.369.4817. Registration deadline is Monday, October 16.

### CONTACT INFORMATION

Company Name \_\_\_\_\_

Contact Person \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Zip \_\_\_\_\_

Phone Number \_\_\_\_\_

Fax Number \_\_\_\_\_

Email \_\_\_\_\_

### REGISTERING WITH:

- Bucyrus Area  Delaware Area  Gallion-Crestline Area  
 Marion Area  Wyandot

### EXHIBIT SPACE FEES (check all that apply)

8 ft space with pre-set 8 ft table and two chairs (must bring own linen) - \$125

#### Exhibit Description (select the best that describes your exhibit)

- Tabletop Display  Floor Display  Do Not Need a Table

Electricity:  Yes WIFI:  Yes Either or both flat fee of \$25

### EXPO SPONSORSHIP \$1,000

### PAYMENT METHOD

- VISA  MasterCard  Discover  AMEX  Check (Payable to Chamber)

Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Card Holder Name \_\_\_\_\_ Signature \_\_\_\_\_

Card ID Code \_\_\_\_\_ Billing Address: \_\_\_\_\_

## EXPO SPONSORS



**QUESTIONS:** Call the Chamber Office at 740.369.6221 or email [dachamber@delawareareachamber.com](mailto:dachamber@delawareareachamber.com)



Your piggy bank isn't the only place you can look for savings.



At **The First Citizens National Bank**, we are committed to finding you ways to save money on business expenses. That's why we've partnered with BASYS Processing, to bring you the best credit card processing rates possible.

We're so confident that we'll be able to help you save on your monthly processing costs that we promise - if we can't save you money, we'll give you \$25! And if we can help, and you sign with us by July 31, 2017, we'll give you \$25 just for giving us the opportunity to earn your business! It's a win-win!

To take advantage of this offer, and stop relying on your piggy bank to save money each month, simply send two months' Mastercard/VISA statements and we'll complete a side-by-side comparison with your current program. Give us a call at (419) 294-2351 for help with questions, and to discuss your credit card processing needs!

For more information, contact:

**Stephanie Hufford**

(419) 294-2351

SHufford@FirstCitizensNational.com





## Member announces new staff

Tamie Wilson has recently joined the [Foot & Ankle Wellness Center](#) as their new Director of P.R. & Marketing. Tamie studied marketing and P.R. at Otterbein University and resides in Delaware with her son Anthony. Tamie has put her out-of-the-box talents to work by partnering with the [City of Delaware](#) to declare August 30th Delaware's

Day of Kindness. Mayor Riggie will issue the proclamation at the FAWWC's Summer Celebration. Tamie shares, "August is: What will be your legacy month, so we've made our event open to the public. We want everyone to come enjoy free food, live music, tour the office, and participate in our huge heart aerial photo. We want the residents of Delaware to be the champions of kindness. My goal is to get as many people to our event as possible so together, as a community, we can express goodwill to mankind" Welcome, Tamie!



## Are you making the most of the freebies 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.](#)

In the [March newsletter](#) we covered [Hot Deals](#), [login](#) and [posting events](#) (click the previous links for last month's tutorial). In the [April newsletter](#) we showed you how to register and pay for Chamber events and how to set up auto pay for your annual membership investment.

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 \$15 a 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.](#)




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8800 Lyra Drive, Suite 450 | Columbus, OH 43240  
Gina Grote, Senior Manager | 614.340.6798 | ggrote@blueandco.com



**Glenn Bertrand**  
Manager  
NMLS # 1486526

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# 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](http://OhioHealth.com/Grady).





## **FAHEY BANK HELPING HANDS SMALL BUSINESS LOAN.**

### **Let us help!**

The Fahey Bank Helping Hands Small Business Loan makes it easy for you to get the cash you need to help your small business. So whether it's a new vehicle or some new equipment, our fixed rate loan can help.

Loan special for a limited time. Subject to credit approval. All other loan terms and requirements apply. This offer is for new loans and is not available for refinancing existing Fahey Bank loans. Maximum loan amount is \$75,000.00. Other restrictions may apply. Interest Rate of 4.24%. Advertised rate available on 84 month loan. Rate without automatic payments deducted from Fahey Bank Account is 4.49%.

**Loan Amount:  
\$10,000 - \$75,000**

---

**Term: Up to 7 years**

---

**Fixed Rates: As low  
as 4.24% with  
automatic payment  
from your Fahey  
Bank Account**

---

**Fee: \$250.00**

---

**Collateral: Vehicle or  
Equipment**

### **FAHEY BANK**

127 N. Main St.  
Marion, OH 43302

[www.faheybank.com](http://www.faheybank.com)

740.382.8231

Member FDIC

## Another member benefit: discount prescription drug card available FREE to you and all your employees

The Delaware Area Chamber of Commerce, through its membership in the Southern Ohio Chamber Alliance, can make you a hero in your workplace. And because you're a Chamber member in good standing, you can distribute FREE Prescription Drug Cards that can offer your employees and their families savings of up to 75% (discounts average roughly 30%) at more than 56,000 national and regional pharmacies. This card can be used as your primary plan and/or it can be used on prescriptions not covered by your insurance plan. This program also includes other value added programs which will be listed on the card. Generating the card is as simple and quick as entering a name in the card via the link below. (no application/enrollment or eligibility required). This program has "LOWEST PRICE" logic to guarantee the best deal on your prescriptions. (You pay the lower of a discount off Average Wholesale Price—AWP, discount off MAC Pricing or Pharmacy Promotional/Retail price). This card is pre-activated and can be used immediately!

Need to order hard copies of cards for your friends, family, members or employees?

Simply [click here](#) and follow the instructions to order your own personal cards online. You can even customize the cards by adding your own logo image to the cards! Just another way our Chamber looks out for you.






You will need to bring this card to the pharmacy with your prescription.



**Member:** Confidential Member

**ID Number:** 3227AEEH3A

**RxBIN:** 610709

**RxGrp:** UN08

**UNA RxCARD .com**

INSTRUCTIONS: This card/coupon is pre-activated and can be used immediately. Present this card/coupon to any participating pharmacy to receive a discount on prescription medications.

Pharmacy Helpline | **800-223-2146** | Customer Service | **877-321-6755**

POWERED BY: UNA RxCARD | TOWERED BY: United Networks of America

NOTE: Everyone is eligible for this program. There are no age or income restrictions. Each family member must have their own card. If you can't print a card have your pharmacy call the Pharmacy Help Line and we will help them process your prescriptions. This card functions as a coupon for prescription drugs at retail pharmacies. THIS IS NOT INSURANCE.



## Having trouble clicking newsletter links?

If you have been having difficulty accessing links from the electronic newsletter, you may need to try the "alternative" version. Smartphone, tablet, Google Chrome, Microsoft Edge, and Firefox users should use the main version of the newsletter. Internet Explorer users can use the alternative version available from the newsletter email or found right below the main newsletter link from our newsletter webpage. Let us know of any other newsletter issues by contacting the Chamber at 740-369-6221 or email at [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com).



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Worthington | 614.781.6174

[maloneynovotny.com](http://maloneynovotny.com)





**T & R**  
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APARTMENT HOMES

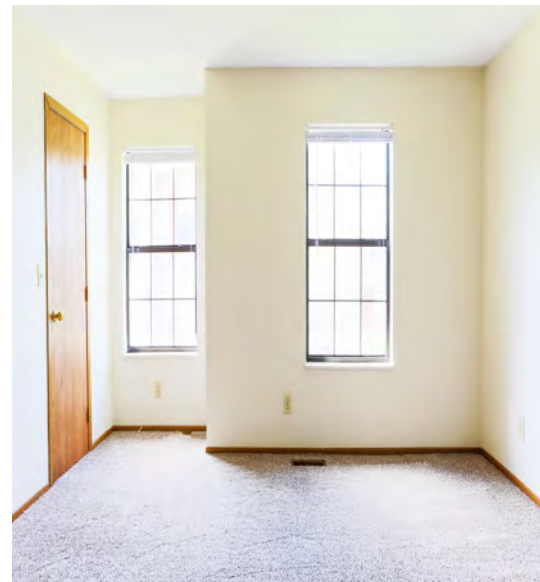
**278 Silver Maple Drive  
Delaware, OH 43015**

**740.363.5393**

**silver@trprop.com    www.silvermaple-trprop.com**



Welcome to your very own charming community – Silver Maple. One visit and you will fall in love with everything we have to offer. Lush trees, beautiful landscapes, and quiet residential streets make a house a home. This gorgeous community is surprisingly located close to all the amenities for your modern lifestyle.



### *Features & Amenities*

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- Attached Garages\*
- Pets Welcome\*\*



\*Select Units

\*\*Breed Restrictions Apply

## Use your freebies with ChamberMaster

To use any of the features offered, you will need a username and password. [Click here for instructions.](#)

Click here for tutorials: [Hot Deals](#), [posting events](#), [register for events](#), [pay invoices online](#)

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 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!!*

## HOT DEALS

Are YOU taking advantage of the FREE opportunity to list your sales and deals on the Chamber's website and newsletter???

Hot Deals is a value-added benefit that comes with your membership. You can post sales open to the public or Chamber-member discounts. And you can use the Hot Deals anytime all the time and change up your ads when you want to. Hot Deals are posted on the home page and linked on every page of the Chamber's website, visited over 6,000 times each month. They're also posted and linked in the Chamber's monthly newsletter which is distributed to over 900 recipients. And new Hot Deals are also automatically sent via email to over 300 who have signed up to receive new deals.

## Hot Deals: what's keeping you from posting??

Call the Chamber and ask how to log in and post your deals:  
740-369-6221 or email [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com).

## Check Out the Latest

## HOT DEALS

## from Chamber Members

## Posting is FREE with your membership

- [More Than 50% OFF CLOSEOUT - Foot & Ankle Wellness Center](#)
- [15% Off Legal Services—Joslyn Law Firm](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)

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

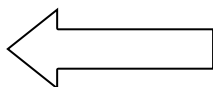
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



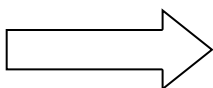
DELAWARE AREA  
CHAMBER OF COMMERCE



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



## Welcome New Members

### JMAC Architects, LLC

Cindy Clay—Business Manager  
781 Northwest Boulevard, Suite 100  
Columbus, OH 43015  
(614) 481-8574

[www.jmacarchitects.com](http://www.jmacarchitects.com)

*Provides efficient & cost-effective approaches to design & construction through communication, innovation & dedication*

### MKC Architects

John Meegan  
President  
90 Hidden Ravines Drive  
Powell, OH 43065  
(740) 879-4622

[www.mkcinc.com](http://www.mkcinc.com)

*Provides commercial architectural services; including planning & interior design*

## August Calendar

### Safety Council

Tuesday August 8  
11:30am—1:00pm

[Click here for details](#)

### Leadership Delaware Class of 2018

#### Kick off luncheon

Thursday, August 10  
Willow Brook at Delaware Run

#### Ribbon Cutting

Wednesday, August 16  
10:00am

UPS Store, Delaware

[Click here for details](#)



Click here to visit the chamber's  
interactive calendar of events

### NEX Transport, Inc.

Leann Blanton—Staffing Manager  
1076B Pittsburg Drive  
Delaware, OH 43015  
(937) 642-8333

[www.nextransportinc.com](http://www.nextransportinc.com)

*Provides supply chain solutions in environmental & socially sustainable manner*

### Sneed Business Services

Doris Sneed Rapp - Owner/  
Accountant  
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[www.facebook.com/sneedbus](http://www.facebook.com/sneedbus)

*Provides tax preparation, income, payroll, sales tax, commercial activity tax, IFTA, unclaimed funds. Accounting/bookkeeping for small to mid-sized businesses & non-profits*

## Reinvesting Members

[Artina Promotional Products](#)  
[Browning & Meyer Co., LPA](#)  
[C.G. Boyce Real Estate Co.](#)  
[Chesrown Chevrolet Buick GMC](#)  
[Coughlin Automotive Group](#)  
[Delaware Area Career Center](#)  
[Delaware Court Healthcare Center](#)  
[Delaware Family Dental](#)  
[Delaware Speech & Hearing](#)  
[Elford, Inc.](#)  
[Fahey Bank](#)  
[Get Fit LLC](#)  
[Liberty Township](#)  
[Mid-Ohio Foodbank](#)  
[NorthStar American Concessions](#)  
[Payroll Services, Inc.](#)  
[Price Farms Organics, LTD](#)  
[Recreation Unlimited Foundation](#)  
[The Delaware Arts Festival](#)  
[The Growth Coach](#)  
[Valley Title & Esgrow Agency, Inc.](#)  
[Waterford Signs, Inc.](#)

### Third Thursday Luncheon

Thursday August 17  
11:45-1:00 SourcePoint  
Lt. Governor Mary Taylor

[Click here for details](#)

### Business After Hours

Richwood Bank  
Thursday August 17  
5:00-6:30pm

[Click here for details](#)

### SAVE THE DATES

#### Supervisor Six Pack

September 11-Oct 16

[Click here for details](#)

### Annual Clay Classic

Friday, October 13, 2017  
Black Wing Shooting Center

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

### Multi-Chamber Expo

Thursday, October 26, 2017  
[click here for details](#)

### Microsoft 4-Part Training

October 30, November 6, 13 & 20

NOTE: DATES CHANGE

[Click here for details](#)

### 2018 Annual Dinner

Monday, February 5  
Nationwide Conference Center



DELAWARE AREA  
CHAMBER OF COMMERCE  
1907 - 2017



## The Annual Supervisor Six Pack 100 Series



Does your business rely on supervisors who were good performers who were promoted into 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:

- ⇒ **September 11: 7 Roles of a Supervisor**
- ⇒ **September 18: Establishing Yourself as the Leader**
- ⇒ **September 25: Common Purpose – Everyone Moving in the Same Direction**
- ⇒ **October 2: Communicating for Understanding**
- ⇒ **October 9: Dealing with Conflict**
- ⇒ **October 16: Planning Work and Activities**

This program is available for \$250 per participant (\$325 for non chamber members). 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 a.m.—10:00 a.m. for six consecutive Monday mornings beginning September 11, 2017. 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.

**Click here to register by August 31, 2017**



### 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.

## Chamber lunch State of the Townships

The Chamber has long reserved three Third Thursday luncheon presentations for states of the city (of Delaware), county and school districts. Their popularity never wanes and so this year we added what we hope will become another annual state of: State of the Townships. The July luncheon began with [Orange](#), [Liberty](#) and [Berkshire Townships](#). After an overview of what townships are, why they exist and how they're funded, Township administrators Lee Bodnar, Matt Huffman and Jeff George each presented perspectives, statistics, challenges and opportunities unique to their township.

Not every state includes a township form of government. The creation of townships in Ohio began in 1806 and was primarily a means of creating, in the Ohio Revised code, a handing-off maintenance of roads and cemeteries to a newly-created VERY local form of government with VERY limited powers. Townships are unincorporated and as such except from the statute that mandates villages become cities when they reach a census population of 5000. It's for that reason township populations are often larger than surrounding villages and cities, as in the case of Orange Township's population of over 27,000. Townships are funded only through property tax and their services reflect their budget. Some townships are large enough to provide their own police, fire and/or EMS. Others will contract with other municipalities, like the county services. Budget will also dictate whether or not a township can afford to hire an administrator. Townships are governed by three trustees who hold two-year terms and each township must have a fiscal officer and zoning officer. Townships often overlap with other municipalities which can lead to annexation, usually driven by economic development needs. Townships depend on the county to provide infrastructure and, in the case of Delaware County, water from Del-Co Water Company, which is a privately-held, non-profit utility.

Although the three townships presenting share many characteristics, they also have issues and quality of life that differs from each other. For all, however, property tax and the mix of residential to commercial is always forefront and often controversial. But whatever their township looks like, Lee, Matt and Jeff have a chemistry that they use to interact and leverage as peers looking to each other to administer intelligently and with great stewardship.

Thank you to the Three Amigos and [click here](#) for the overview and Berkshire presentation; [click here](#) for Orange and [click here](#) for Liberty.

## 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 interests of business and quality of life.



## A Place to Call Home

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CORPORATE FUNDRAISERS  
RETREATS

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The Barn at Stratford is owned and operated by the Delaware County Historical Society. All proceeds from events benefit historical preservation and education in Delaware County.

## FY17 Steering Committee

Walt Bensen  
*Bensen Fire & Safety*  
Susan Garrett  
[Mail Pro 1](#)  
Larry Jones  
[Liberty](#)  
[Casting Company](#)  
Mark Nelson  
*BWC*  
Gary Taylor  
*Boyd's Tire*  
Tracy Thompson  
*BWC*

The Delaware Area Safety Council is here to provide our community with quality programs addressing occupational safety and health, workers' compensation and risk management education and information.

## Chamber is happy to introduce new SC Program Manager; email address

As the sponsoring organization of the Safety Council program, the Chamber is delighted to announce that Tara Harris is now serving as the program's manager. The program's steering committee that has a long tradition of commitment and dedication to the program, is looking at ways to make attending easier (ease the bottle neck at the check in for one) and eliminated the need for a SC member who plans to eat lunch to have to show a ticket to the caterer to prove lunch has been paid for.



They also are looking carefully at the program's budget to insure it has sufficient resources to remain the high quality program that it has been for so many years. Another seemingly small but monthly task eliminated is to ask Kathy, [North Star American Concessions](#) who caters the monthly luncheons, to put together a menu for the entire fiscal year so they can be posted on the website far in advance of the meetings. Look for other tweaks and email Tara if you have a suggestion.

And the committee is also looking for opportunities to increase SC membership. The Chamber has offered to pitch in by expanding its Chamber membership referral program to Safety Council. Chamber Buck\$ is a program in which any Chamber member who refers a new Chamber member receives \$50 in Chamber Buck\$, good for any Chamber invoice. The Chamber will offer any member of Safety Council who is also a member of the Chamber those referral bucks for bringing in a new SC member. The Buck\$ never expire and are good for any Chamber invoice.

The program also has a new email address that reflects its importance as a Chamber program: [SafetyCouncil@DelawareAreaChamber.com](mailto:SafetyCouncil@DelawareAreaChamber.com).

So welcome Tara, make note of the new email address and thank you to the steering committee members who do the heavy lifting on your behalf.

Monthly meetings are the second Tuesday of the month 11:30 – 12 optional lunch, 12-1 program.

All meetings are at the Eagles Lodge, 127 East William Street Delaware, OH unless otherwise specified. Check the [Safety Council website](#) for more details.



## Safety Council basics:

- ⇒ Don't forget to sign in at every meeting and check the box if you are a CEO
- ⇒ Up to two of your 10-meeting requirement can be substituted by external trainings. Plan ahead for the year now and schedule your classes with BWC. [Click here](#) for a list of courses offered in Columbus for FY18
- ⇒ [Click here to go to the BWC monthly newsletter.](#)

## Safety Council

### Calendar

**August 8:** Tours: [Delaware City Police Dept](#), [Luvata](#), Delaware Water Treatment Plant, [PPG](#), [Vertiv](#), [V & P Hydraulic Products](#)

**September 12:** Lunch and Learn sponsored by



**October 10:** What to Expect After You Call 911 & Business Continuity After a Fire sponsored by



Thank you to



for sponsoring the July Health & Wellness Fair



**BACK BY POPULAR DEMAND!!**

**The Delaware Area Chamber of Commerce  
is pleased to offer a 4-part  
Microsoft Office Productivity Training  
in partnership with  
Clarity Technology Solutions**



Using Microsoft Office products doesn't have to be difficult. Register for this four-part workshop designed to maximize your Outlook, Excel, PowerPoint, Word, and Word programs.



## **Workshop Schedule**

### **October 30 – Microsoft Outlook**

- ⇒ How to use the Clutter tool
- ⇒ How to easily and quickly attach files
- ⇒ Utilizing the Outlook Calendar

### **November 6 – Microsoft Excel**

- ⇒ How to create Waterfall charts
- ⇒ Explaining 3D maps and how to use them
- ⇒ How to use one-click forecasting

### **November 13 – Microsoft PowerPoint**

- ⇒ Introducing 6 new chart types
- ⇒ How to set up a self-running presentation
- ⇒ How to use Presenter view

### **November 20 – Microsoft Word**

- ⇒ How to track and review changes
- ⇒ How to insert a table or pie chart
- ⇒ How to set up keyboard shortcuts.

All sessions will be held at the Delaware Area Chamber of Commerce  
32 S Sandusky St, Delaware, OH 43015  
from 8:00 AM – 10:00 AM

Cost: \$125 for complete series

Pick any three sessions: \$100

Pick any two sessions: \$75

Single session: \$40

*Deadline to register is October 16, 2017.*

*No shows will be charged the full amount.*

This is a hands-on workshop so  
**please bring a laptop with your  
Microsoft Office Suite.**

*All participants will be entered to win a  
FREE 1 Year Subscription for Office 365  
Home Edition for 5 users*

***Click here to register***

## Did you know...

...that as a member of the Delaware Area Chamber you may use the Chamber's conference room at no cost? The conference room sits 25 comfortably and has a screen, projector and Wi-Fi. Also on hand: podium, easel and white board. It's the perfect location for training, strategic planning or meetings you'd rather have off-site; for home-based members it a perfect place to meet your clients. We'll even supply coffee, water and soft drinks. And best of all, it's FREE. To schedule the room, contact the Chamber at 740-369-6221 or [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com).

## Chamber's event cancellation policy

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

In those cases, we notify via email those who have registered for the event. Those who have not registered and show up at the venue will be inconvenienced and we apologize. Although we expect walk-ins at the event, we cannot predict how many there will be so we can't include that unknown number in our

decision to hold or cancel an event. Often, had we known the number of unregistered walk-ins will attend, we would not have had to cancel the event.

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

Bottom line: please register for events. Thank you!

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 newsletter advertising a good value

More than 900 readers at over 400 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](mailto:hquaine@DelawareAreaChamber.com)

Ad prices are for one run:

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



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## Connecting the dots for the bigger picture in health care

Great things often start with a simple idea, like connecting the dots. That's what Anthem Whole Health Connection<sup>SM</sup> approach to health care is all about.

How it works: They connect the dots in health care — medical, drug, dental, vision, life and disability. Each time a member sees a doctor or dentist or fills a prescription, it's like a dot on a page. Connecting all those dots gives us the bigger picture — a more complete health profile of the whole person.

Doctors and other caregivers can easily share this information with each other. And seeing the bigger picture early on can help doctors catch chronic diseases like diabetes, cancer or heart disease earlier. And catching diseases early can mean earlier treatments and better results.

How it saves: Connecting the dots gives better data, better insights and better outcomes.

Up to 74% lower medical costs and fewer hospital stays, when patients who have chronic disease or are pregnant treat their periodontal disease<sup>1</sup>

\$8,000 in medical costs savings for members with a connected medical and disability plan<sup>2</sup>

More than 26,000 diabetics identified earlier through yearly routine eye exams<sup>3</sup>

How it can work for you: When you add dental, vision, life or disability to Anthem's medical benefits, you get improved health care for your employees and cost savings for your business. That's because they connect member health records, claims and clinical data to help make sure they get better care with greater insight.

See how their products work together for a bigger, more holistic view of health care. Or talk to your Anthem sales rep.

1-American Journal of Preventive Medicine's Impact of Periodontal Therapy on General Health Study, June 2014.

2-Anthem, Inc. Productivity Solutions data study and Actuarial validation, 2015.

3-Anthem, Inc. data 2016.

## Save money on health benefits without pinching pennies

As a chamber member with 2-50 employees, you can get a discount on any health plan from Anthem Blue Cross and Blue Shield — including industry-leading HSAs, HRAs and HIAs.\*

While your competition is busy cutting corners, you get preventive care programs, prescription drug coverage and one-stop shopping for a complete benefits package.

Call (888) 506-1574, or get a free quote online at [www.chambersaver.com/cocc](http://www.chambersaver.com/cocc).

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\*Discount only applies to Chamber members who do not already have Anthem insurance. 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. (407)

For a list of Anthem-authorized Chamber member agents, call the Chamber at 740-369-6221 or [Click Here](#)

## Attention small businesses, new medical plan now available

Through our membership with the Southern Ohio Chamber Alliance, the Chamber is excited to offer a new self-funded medical plan for groups of 2 to 50 employees; the SOCA Benefit Plan. Anthem Blue Cross and Blue Shield will be administering this plan and will provide stop loss coverage. This new plan is a multiple employer welfare arrangement (MEWA) which enables smaller employers to join together to share in the overall claims risk. This new program offers competitive rates, fixed, predictable monthly payments, various plan designs, including four PPO and three HSA options, Anthem's broad Blue Access PPO Network and National RX Formulary, coverage for claims run-out/terminal liability coverage.

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](mailto:jwroesch@discovercfi.com)  
740-363-5433  
[www.discovercfi.com](http://www.discovercfi.com)

201 Pennsylvania Avenue, Delaware

### **Preferred Benefits Services Agency, Inc.**

Mark Pettitt  
[pettitt@prefben.com](mailto:pettitt@prefben.com)  
740-363-6028  
[www.prefben.com](http://www.prefben.com)

611 South Sandusky Street, Delaware

## 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.

### Industry-Exclusive Platinum Level \$5000\*

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

*PLATINUM LEVEL: ONLY ONE PER INDUSTRY*

### Gold Level \$3000\*

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

### Silver Level \$2000\*

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

### Bronze Level \$1000\*

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

### \*Spend your “a la carte” dollars

#### Annual Dinner Sponsorship

Platinum Sponsor .....	\$2000
Gold Sponsor .....	\$1500
Silver Sponsor .....	\$1000
Bronze Sponsor .....	\$500

#### Golf Outing

Main Event Sponsor .....	\$150
Hole Sponsor .....	\$125
Table Sponsor .....	\$125
Hole & Table .....	\$200

#### Clay Classic

Station Sponsor .....	\$125
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#### Leadership Delaware

Scholarship Sponsor .....	\$825
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#### Third Thursday with the Chamber

Luncheon Sponsor .....	\$125
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#### Monthly Newsletter

Full page .....	\$125
Half page .....	\$90
Quarter page .....	\$75
Eighth page .....	\$50

(Rate is per month. Choose 10 months and receive two additional months free. All ads are full color and hot linked.)

#### Annual Community Profile and Membership Directory

Advertorial (center spread) .....	\$2500
Inside front cover .....	\$1600
Outside back cover .....	\$2300
Inside back cover .....	\$1600
Full page .....	\$1100
1/2 page .....	\$900
1/4 page .....	\$550
1/8 page .....	\$350

All ads are full color and directory is linked on Chamber website. Rates effective for 2018 publication  
Discounts may be available for early bird sales, new members and ad size upgrades.