

# CHAMBER NOTES

A Monthly Newsletter of the  
Delaware Area Chamber of Commerce

August 2019

## Sustaining Members

Industry Exclusive  
Platinum Level



Gold Level



Silver Level



Bronze Level



Fidelity Federal  
SAVINGS AND LOAN ASSOCIATION  
FDIC Member FDIC



Linux Communications



The Delaware Area  
Chamber of Commerce  
Established 1907

UNITED STATES CHAMBER OF COMMERCE

ACCREDITED



## Chamber offers early bird advertising special

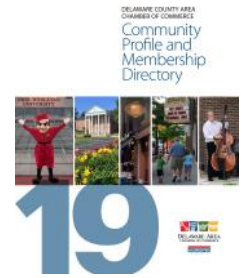
The Chamber is preparing its ad campaign for the publication of the 2020 Community Profile and Membership Directory. In order to ensure the accuracy of information published in the directory, the Chamber will be sending the primary contact of each membership an email requesting verification of the info in the Chamber's database.

To jump start ad sales and pass along savings to the membership, the Chamber is offering an early bird special. Ad prices remain at 2019 levels, but **ads purchased and paid for by August 15, 2019 will receive a 5% discount.** Artwork does not have to be turned in by August 15, but a commitment to the ad purchase must be made.

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](#).



## Reminder to respond to database update

Still on the subject of the directory, a reminder to respond when our office sends the primary contact of your membership an email requesting verification/update of the information we have in our database. We work hard to ensure the directory is accurate and so each summer we ask you to verify and/or make changes to your information. Watch your email for it.

## 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!!***

## Advertisers in this issue

[Anthem Blue](#)  
[Cross/Blue Shield](#)  
[Black Wing](#)  
[Shooting Center](#)  
[CES Credit Union](#)  
[Dawson & Associates](#)

[Dusty Hostutler Edward Jones](#)  
[Fahey Bank](#)  
[First Citizens](#)  
[National Bank](#)  
[Hetter Heating & Cooling](#)  
[HW&Co.](#)

[Maloney + Novotny](#)  
[OhioHealth](#)  
[Ohio Living Sarah Moore](#)  
[Apartment Homes](#)  
[SourcePoint](#)

## 2019 Board of Directors

### Executive Committee

Dusty Hostutler– Chair

[Edward Jones](#)

Zach Price– Chair-elect

[TRIAD Architects](#)

Ana Babiasz– Treasurer

[Fidelity Federal Savings & Loan](#)

Glenn Marzluf– Immediate Past Chair

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

Aric Arnett– Vice Chair

[Ohio Living Sarah Moore](#)

Todd Irion–Vice Chair

[Engineered Materials Systems Inc.](#)

Bill Morgan– Vice Chair

[2K General Co.](#)

### Board Members At Large

Scott Cubberly

[Equity](#)

Shane Dawson

[Dawson & Associates, LLC](#)

Denny Frierimood

[Honda Marysville](#)

Rex Gore

[Black Wing Shooting Center](#)

Chad Hoffman

[Richwood Bank](#)

Andy Miller

[Buckeye Valley Local Schools](#)

Eric Moulton

[42 Storage & U-SELL Center](#)

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Scott Ruth

[Cogburn Electric](#)

Brad Schneider

[The Growth Coach](#)

Andrew Wecker

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

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Delaware, Ohio 43015

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

facebook



## August Business BEFORE Hours

Start your day on Thursday, August 1 by networking when [Delaware County Fairgrounds](#) Log Cabin, 236 Pennsylvania Ave., Delaware. Food, networking – bring lots of business cards to share. The event is held from 8:00 - 9:30 am.

Please let us know you'll be attending. [Click here to register.](#)



## August Business After Hours: OH-IO!

End your day on Thursday, August 15 by networking when [The Ohio State University Wexner Medical Center - Outpatient Care Lewis Center](#) hosts the After Hours. Food, networking– bring lots of business cards to share. The event is held at 6515 Pullman Drive, Lewis Center. (at the other end of the Kroger Marketplace at US 23 and Lewis Center Road.), from 5:00-



**THE OHIO STATE UNIVERSITY**

WEXNER MEDICAL CENTER

6:30pm. pm at Please let us know you'll be attending. [Click here to register.](#)

## Chamber now accepting 2019 award nominations

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

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

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

Who will be presented with these awards for 2019?

⇒Large Business of the Year

⇒Small Business of the Year

⇒Quality of Life Award

⇒Innovation in Business Award

⇒Citizen of the Year

⇒Corporate Citizen of the Year

⇒Chamber Members of the Year

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

And put Thursday, February 6, 2020 on your calendar. Invitations are sent via email in early January to the primary representative of your company. Watch for it!

## Chamber accepts board applicants

The Chamber's Nominating Committee is accepting Letters of Intent from members interested in serving on the board of directors beginning January, 2020.

The Letter of Intent is the first step in the nominating process. The Nominating Committee will vet applications and invite qualifying members to interview.

If you're interested in submitting a Letter of Intent, please call Holly at 740-369-6221 or via email to [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com). The Chamber will accept Letters of Intent until September 15, 2019.

## Luncheon takes a summer break

The Chamber's monthly luncheon series is taking the summer off. Plan to join us on the **fourth** Thursday in September when we hold the annual State of the Schools. (See you at the Jug on the third Thursday)



**DELAWARE AREA**  
CHAMBER OF COMMERCE

# BOURBON *and* BULLETS

**Friday, Aug 16 5:30pm - 8:30pm**

Shooting from 5:30 pm - 7:00 pm • Social from 7:00 pm - 8:30 pm

Cost: \$55/person

*Pre-registration required at [blackwingsc.com/signatureevents](http://blackwingsc.com/signatureevents)*

**Cigars • BYOB: Bring Your Own Bourbon**

**BBQ Sandwich Meal provided by Jimmie G's BBQ Food Truck Included**

*Additional option: Custom engraved whiskey glasses (\$5/glass)*

## **Choose One:**

### Trap & Indoor Option Includes:

- 9mm pistol rental
- 25 rounds of 9mm
- Paper targets
- Eye/ear protection
- Shotgun rental (12 or 20 ga)
- 25 shotshells
- 25 trap targets
- BBQ Meal

### Sporting Clay Option Includes:

- Shotgun rental  
(12 or 20 ga)
- 50 shotshells
- 50 clay targets
- Eye/ear protection
- BBQ Meal



## Marketing 101 for Small Business Six Pack Series

How do you determine what type of marketing will be effective for your business goals? Where do you start? This series takes you from the first step of defining marketing through decision-making of where and how much to spend your marketing dollars; how to navigate your Internet presence; how to handle the press, requests for donations, your staff's role in your brand and much more. The program includes:

- ⇒ **September 16: Marketing 101** What is marketing? Branding; customers and competitors; data: what do the numbers say? Developing a marketing plan and budget
- ⇒ **September 23: The Internet** Your website: what you know, what you don't know and what you think you know about your online presence; SEO, SEM, E-commerce
- ⇒ **September 30: Media Buying and Integration** Traditional media vs digital media vs social media
- ⇒ **October 7: Social Media** Yeah, you have to slay that dragon and go down that rabbit hole. We'll help.
- ⇒ **October 14: Media Relations, Community Giving & Networking** Responding to media and media interviews; managing a crisis; social media tips; establishing a giving strategy and budget; managing requests effectively. What is networking? How to work ON not just IN your business.
- ⇒ **October 21: Reputation Marketing** What does the world (or your community) think of you and what can you do about it? How your reputation becomes your brand.

This program is available for \$250 per Chamber-member participant. (\$325 for non-members) The program will run from 8:00-10:00am for six consecutive Monday mornings beginning September 16. Attendees must pre-pay to be eligible to participate. [CLICK HERE TO REGISTER](#). CLASS SIZE IS LIMITED.

Our presenters:

DEB CROW, director of corporate communications for Greif, Inc.

SIERRA DYER the executive officer of the Richwood Marketing team and helps oversee branding for Richwood Bank and its service lines. From checking accounts to coffee, she keeps all Richwood brands fresh through both digital and traditional media.

GERE JORDAN and his wife Kaitlin own the successful Holony Media.

CECE UTENDORF leads the agency side of Richwood Marketing as the Director of Marketing. She ensures all business clients are receiving the best deliverables, while also implementing marketing for clients.

BROOKS VAN KIRK is a small business owner with extensive corporate marketing experience. She and her husband own Delaware Automotive Service where she has put her background to use growing this successful family business. Brooks is also the owner of Van Kirk Creative where she helps small businesses and start-ups build efficient processes, firm their message and grow their business.

HEATHER WIRTZ is a marketing wizard with the visionary Richwood Marketing. The media platforms to reach your audience keep changing, but the desire for customers to connect on an emotional level hasn't. Across multiple industries, states and objectives, Heather has worked with clients that vary from national companies, politicians and celebrities, to one employee startups and enjoys helping each and every one articulate their "why" message in memorable ways.



# regional chamber BUSINESS EXPO

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



DELAWARE AREA CHAMBER OF COMMERCE

ACCREDITED

**GAIN LEADS  
GET CONNECTED**



THURSDAY 4:00-7:00 PM

**OCTOBER 17, 2019**

**Event located at All Occasions Catering**

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

# RESERVE YOUR BOOTH TODAY!

\$125 Early Bird Registration • after September 1: \$175 • Deadline October 9

Electricity and wifi available for additional \$25. Appetizers and beverages will be provided. Exhibitors registration includes listing on Exhibitor's Map, Vendor List with Contact Information. Exhibitors receive 8-ft space with pre-set 8-ft table and 2 chairs (must bring own linen).

Joint Business Expo 2019 Exhibitors, please complete this form and send with payment to the Delaware Area Chamber for Commerce, 32 South Sandusky Street, Delaware, OH 43015, or for more information contact 740-369-6221 or email [dachamber@delawareareachamber.com](mailto:dachamber@delawareareachamber.com). Registration will not be finalized until payment is received. Registration deadline is Monday, October 7. Electricity and WiFi, or both available for flat fee of \$25. Please specify your requirements in advance. 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.

NAME  COMPANY

ADDRESS

EMAIL  PHONE

SELECT CHAMBER MEMBERSHIP

DELAWARE AREA

MARION AREA

[Click here for electronic version of registration flyer](#)

SELECT BEST THAT DESCRIBES YOUR EXHIBIT

TABLETOP DISPLAY

FLOOR DISPLAY

DON'T NEED A TABLE

REQUIRE ELECTRICITY (\$25)

REQUIRE WIFI (\$25)

REQUIRE BOTH WIFI & ELECTRICITY (\$25)

EXPO \$1,000

**SPONSORS:** SPONSORS RECEIVE: Exhibitor space with premium space assignment Logo on marketing materials & websites OF BOTH CHAMBERS; logo on exhibitor bags, exhibitor map, and event signage.



OhioHealth



## 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

## HOT DEALS

- ⇒ 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.](#)

## Six degrees of chamber member-to-member

The Chamber is relentless about encouraging its members to do business with other members. Do you look to Chamber members first for goods and services?

We encourage you to do business with your fellow Chamber members and to let us know about your experience. Tell us who you've done business with and send us a testimonial.

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

## 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.

## Check Out the

## HOT DEALS

## from Chamber Members

Posting is FREE with your membership

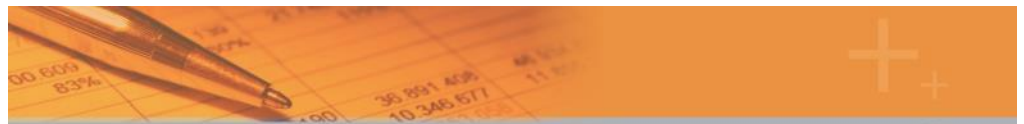
- [Air Conditioning Service/ Installation—Custom Air](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)
- [Unlimited Summer Fixed Route Pass—Delaware Area Transit Agency](#)
- [Closeout on Revere Sandals and Therafirm Hosiery—Foot & Ankle Wellness Center](#)
- [Kona Ice Brings The Party - Kona Ice of Delaware/Marysville](#)
- [Oak & Brazen Wine Co: Daily Deals - Oak and Brazen Wine Co.](#)

## Our Vision

The Delaware Area Chamber of Commerce shall be the region's business leader and community voice.

## Our Mission

The Chamber serves as the visionary leader for programs and services benefiting our members by promoting and advocating a favorable business climate, quality of life and the orderly growth and development of the Delaware area community.



Our **commitment to service** leads to your **financial success.**



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## Member celebrates new location

The Chamber's ribbon cutting scissors have been busy this summer. On July 12 the chamber, [MainStreet Delaware](#) and the [city of Delaware](#) all joined friends and family of Toby Boyce to help cut the ribbon on the real estate office's new location. [C.G. Boyce](#) moved from S. Sandusky Street to the heart of downtown Delaware at 11 1/2 West Winter Street.



Toby summed up best what it meant to him and his family: "We were so overwhelmed with the wonderful response from the community with more than 40 folks joining us on Friday for our ribbon cutting with the Delaware Area Chamber and Main Street Delaware. "We have always loved being part of the Delaware community, but this event made us feel like you might actually like us." The new location is great to enjoy visiting and features a 1960s bowling alley as the conference room table among other things that C.G. Boyce Real Estate Co. tried to add its personal touch to the downtown Delaware scene.



In addition, we offered a "swag bag" with some great giveaway items from [Cassandra Converse Insurance Agency](#), Monarch Title Services, [Richwood Banking Company](#), [Peacock Water Services](#), C.G. Boyce Real Estate Co., Universal Mobile Bears of Central Ohio, Covey Rise Farms, and Cruise Planners' Nicole Lamar.

Lamar from Universal Mobile Bears of Central Ohio gave away a free party which went to Meghann Dunning of [Kalkreuth Roofing and Sheet Metal](#). Charlie and Kerissa from Covey Rise Farms donated a [gift](#) card for some of their amazing pasture-raised meat and Alyssa Howard with Howard Auctions won that prize. "

Congratulations to Toby, Gretchen and little Olivia and best wishes

for years and years of prosperity. [Click here for more photos.](#)

## Members receive awards from local chamber

[First Citizens National Bank](#) recently was awarded Business of the Year for 2018 by the Powell Area Chamber of Commerce. Business of the Year is a business that promotes the Powell Chamber and other organizations in the Powell community. They have to have been in business for at least 1 year and show growth and be recognized as a business that becomes engrained in the Powell community.



Acting Chamber president Brian Harp said of First Citizens: "First Citizens has become a staple in our community not only in Powell, but throughout [Delaware County](#). Founded as the First National Bank in the 1860's in Upper Sandusky, they merged with Citizens Bank in 1946; Citizens having been organized in 1907. In June of 2000 a branch was opened in Powell. As they look towards their 20th anniversary of being a part of our community, we recognize and celebrate their continual contribution to the economic impact and civic awareness they bring to the Powell business community and the prosperity to the surrounding area."

First Citizens is no stranger to chamber awards. Through their membership in the Delaware Area Chamber they received the Outstanding Chamber Member of the Year for 2013 and Large Business of the Year for 2016.

Another Delaware Area Chamber member received recognition as well. The Powell Chamber's first ever Quality of Life Award went to Delaware Area Chamber member [People In Need](#). The Quality of Life Award is presented to a nonprofit organization in the surrounding Powell area that is making a significant contribution to the community. This organization dramatically impacts a key area of need in the community and operates with integrity and nonprofit excellence. This organization is known as a "difference maker" in the community.



Started as the Holiday Clearing House in 1954; PIN is celebrating 39 years of service to Delaware County while the Holiday Clearing House, still in operation, is celebrating its 65 anniversary. A 501(c) 3 social services agency, they are dedicated to providing emergency assistance to the residents of Delaware County. In their 2016 fiscal year, PIN supplied assistance to over 20,700 individuals in Delaware County. At the same time, the 2016 Holiday Clearing House provided food, new clothes, new toys and gifts to 536 families – over 1700 individuals – and 188 homebound seniors/disabled residents. PIN continues to make a significant contribution to those whose lives they change, and continues to proudly wear the moniker of "difference maker" in our [Powell] community.

Congratulations to First Citizens and PIN—we're not surprised!!



DELAWARE AREA  
CHAMBER OF COMMERCE

# Delaware Area Chamber of Commerce Clay Classic 2019



Deadline to register is October 8

**Friday, October 11, 2019**  
**Black Wing Shooting Center**  
**3722 Marysville Road, Delaware**  
12:30pm: Registration & lunch  
1:15pm: Mandatory safety briefing  
1:45: Shooting begins  
4:40-ish: Awards

**Single Shooter \$125**  
**Station Sponsor \$125**  
**Team Sponsor (5 shooters) \$625**  
**Mulligans \$5 each (limit 5)**

### Shooter Awards

- High Shooter
- High Team
- Booby Prize

### Shooter Amenities

- Lunch
- 2 Rounds ammunition
- Gun rental
- Eye & ear protection
- Range safety officer
- Safety briefing
- Optional side games

### TEAM REGISTRATION

Team sponsor company name \_\_\_\_\_  
Contact name \_\_\_\_\_ Phone \_\_\_\_\_  
E-mail \_\_\_\_\_  
Shooter #1 \_\_\_\_\_ Shooter #2 \_\_\_\_\_  
Shooter #3 \_\_\_\_\_ Shooter #4 \_\_\_\_\_  
Shooter #5 \_\_\_\_\_

### INDIVIDUAL SHOOTER REGISTRATION

Company name \_\_\_\_\_  
Shooter \_\_\_\_\_ Phone \_\_\_\_\_  
E-mail \_\_\_\_\_

### STATION SPONSOR REGISTRATION

Company name on sign \_\_\_\_\_  
Contact name \_\_\_\_\_ Phone \_\_\_\_\_  
E-mail \_\_\_\_\_

Number of Shooters x \$125 \_\_\_\_\_  
Station Sponsor \$125 \_\_\_\_\_  
Mulligans \_\_\_\_\_ x \$ 5 \$ 0 \_\_\_\_\_



**TOTAL**

**\$0**

Please invoice  Check enclosed

Credit Card # \_\_\_\_\_ exp. date \_\_\_\_\_

Delaware Area Chamber of Commerce, 32 S. Sandusky St., Delaware, Ohio 43015  
740-369-6221 ~ fax 740-369-4817 dachamber@DelawareAreaChamber.com







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- We Install HUMIDIFIERS and AIR CLEANERS



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## Local Realtor® earns national designation to assist senior home buyers & sellers

[Weichert, Realtors® - Triumph Group](#) is proud to announce that Amy Whetro has been named a Seniors Real Estate Specialist (SRES) by the National Association of Realtors. Whetro is a licensed real estate agent at the Powell-based Weichert® affiliate.



“It truly is an honor to be recognized as a real estate professional who is committed to working with seniors to address their specific home buying or selling needs,” said Whetro. “I learned a great deal about the unique real estate challenges seniors face while working towards my SRES designation. I definitely plan to use all that I learned to help senior home buyers and sellers through this transition.”



Seniors Real Estate Specialists are Realtors that are uniquely qualified to address the needs of home buyers and sellers over the age of 50.

Whetro earned the SRES designation after completing intensive specialized training covering a variety of senior topics, including: how best to work with baby boomers, generational marketing, use and benefits of reverse mortgages, and assembling a team of experts to assist senior clients.

The highly-coveted national designation – which only 16,00 real estate professionals world-wide have earned – is designed to develop business-building skills and resources to better serve the senior real estate market by expanding knowledge of how life stages impact real estate choices.

The National Association of Realtors created the SRES designation as a way to provide a comprehensive foundation of skill development, training and resources to help real estate professionals better represent clients over age 50 through major financial and lifestyle transitions in relocating, refinancing or selling the family home.

“Amy is a highly decorated Realtor who is willing to go the extra mile to ensure her clients receive the best real estate service in the area,” said Steve Wilke, the broker/owner of Weichert, Realtors® - Triumph Group. “Obtaining her SRES designation further demonstrates how dedicated Amy is to her profession.”

Whetro lives in Delaware, Ohio. Congratulations, Amy!

Weichert, Realtors® - Triumph Group is an independently owned and operated Weichert® affiliate. The office serves Delaware, Franklin, Marion, Morrow, Knox, Licking and Union counties.

## Service club changes the guard



The [Rotary Club of Delaware](#) celebrated the beginning of its new fiscal year by installing its new club president and giving a very robust thank you to outgoing president Joe Pemberton, [Suburban Natural Gas](#).



Incoming president George Needham, [Delaware County District Library](#), has big shoes to fill but is more than up to the task.

Rotary International is the largest service club in the world and the Delaware Club embodies the Rotary motto of “service above self”. Through its local and international projects and contributions.

You can rest now, Joe. Good luck to George.

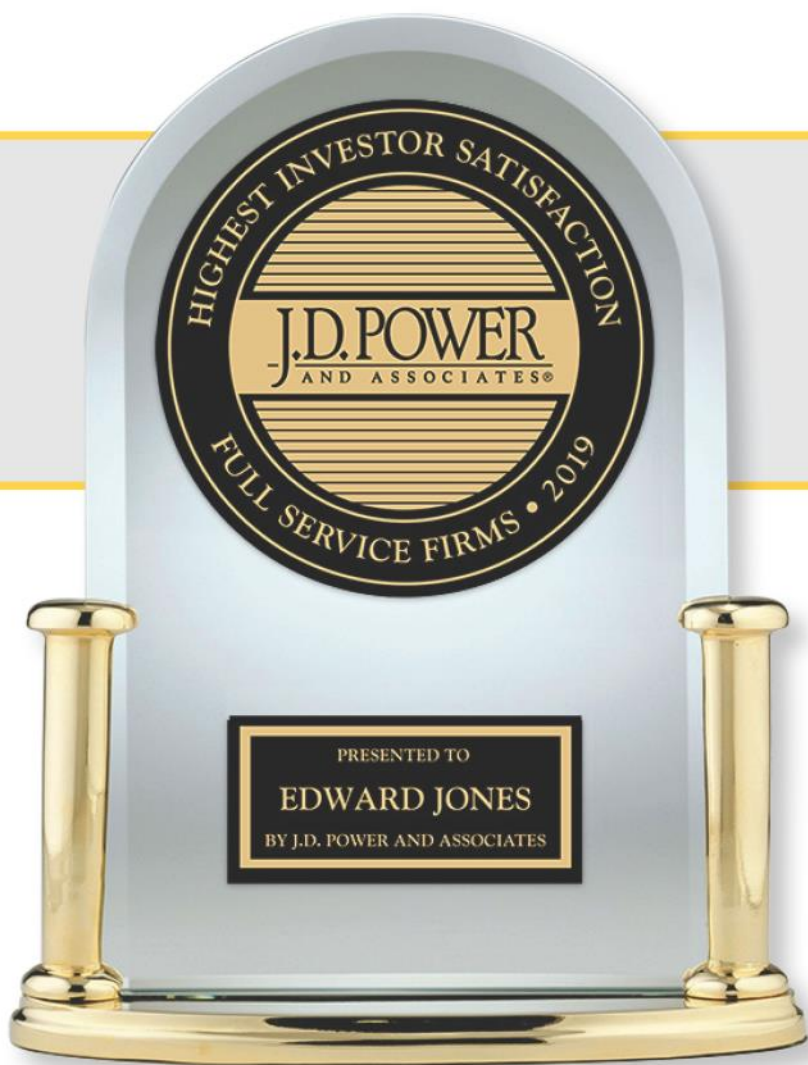
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..is a program that rewards current members for referring new member businesses. Your efforts to grow your organization will earn you \$50 in **Chamber Referral Buck\$\$**. You'll receive a certificate good for *any* Chamber invoice. You may use more 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!!***

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.

Delaware Area Chamber of Commerce ~ 32 S. Sandusky St., Delaware, Ohio 43015 ~ 740-369-6221 ~ fax 740-369-4817  
dachamber@DelawareAreaChamber.com ~ www.DelawareAreaChamber.com



Edward Jones ranks highest in investor satisfaction with full service brokerage firms, according to the **J.D. Power 2019 U.S. Full Service Investor Satisfaction Study<sup>SM</sup>**

**Why?**  
Because we're built for listening.

**So what's important to you?**

Contact me at 740-363-9200 to get started.

**Edward Jones - It's Time for Investing to Feel Individual.**

Study based on responses from more than 4,629 investors who primarily invest with one of the 18 firms included in the study. The majority of the study was fielded in December 2018. Your experiences may vary. Rating may not be indicative of future performance and may not be representative of any one client's experience because it reflects an average of experiences of responding clients. Visit [jdpower.com/awards](http://jdpower.com/awards).



**Dusty Hostutler, CFP<sup>®</sup>, AAMS<sup>®</sup>**  
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595 Sunbury Road  
Delaware, OH 43015  
740-363-9200

[edwardjones.com](http://edwardjones.com)  
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**Edward Jones<sup>®</sup>**  
MAKING SENSE OF INVESTING

## One of a kind cuts ribbon

Just when you thought the [city of Delaware](#) couldn't get any cooler, the Chamber helps celebrate the opening of the [The Food Truck Depot](#). On June 28, under a hot sun and a big crowd, owner Paul Rockwell, cut the ribbon on this unique addition to the east side of Delaware. Paul renovated the existing train depot building, which spans 2,670 square feet and sits on approximately 1.066 acres, into a bar and restaurant. Outdoors, includes two sand volleyball courts and space for multiple food trucks to park and serve patrons. Inside is a bar, seating and fun space. The food trucks vary so every visit is an adventure.



“Conductor” Rich Workman (He’d have the title of general manager in any other business) hints of volleyball “grudge” matches between the city of Delaware police and fire departments, and volleyball tournaments have already started. The Blues Creek Brewery will be serving special brews, as well.



Welcome Paul and staff and congratulations on being the newest coolest. [Click here for more photos.](#)

## After Hours hatches networking

Some 18 months in the making, COhatch and the [city of Delaware](#) saw a dream partnership come true this past February in the old Delaware Gazette building at 18 East William St. [COhatch the Newsstand](#) is a community town hall 2.0, a space where individuals, start-ups, small businesses, large corporations, and non-profits thrive TOGETHER—in the communities in which they live and love. Founder Matt Davis calls the aesthetics “environment branding” and brings that theme to each of their locations. If COhatch were a haircut it would be the mullet: business in the front, party in the back. The “back” is really the lower level complete with air hockey, pinball machines and a 30-seat theatre.



Hosts of the July Business After Hours, COhatch proved to be the hip, brilliant and fun host you’d expect. With several locations in central Ohio, co-owners Matt Davis & Ryan Fogleman and are opening in Springfield and Indianapolis. Thanks to Laurie who manages the Delaware location— let her give you a tour: [laurie@cohatch.com](mailto:laurie@cohatch.com). [And click here for all the fun photos.](#)



## Chamber newsletter advertising a good value

More than 1000 readers at over 430 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	Quarter page: 4 x 5.25 H \$75
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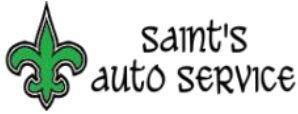
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## Keep it in the family– use a Chamber member first and tell us about it

The Chamber is relentless about encouraging its members to do business with other members. Do you look to Chamber members first for goods and services? We'd like to hear from you. Tell us who you've done business with and send us a testimonial. [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com).



"Todd and Hayden of [Dry Patrol of Delaware](#) did an outstanding job cleaning our duct system of our newly built home today! They were careful using their equipment and made sure things were put back the way they found them. They were very professional and let me know what they doing every step of the way. Another bonus was, they were on time! We have utilized a variety of Dry Patrol's services in our homes and at our business. We will continue to recommend them to others as everyone (Bryan, Bob, Janine and the guys) are a wonderful company to work with at a reasonable price."

Angela Linnane-CFO, [Saint's Auto Service](#)

"When I first launched my firm over a decade ago, I had a difficult time finding an accounting firm that met our needs. As a result, we moved from firm to firm to firm, until I found [Blue & Co.](#) through former partner Ken Barton. Whether it was with Ken or any of the accountants who have followed him, I've been pleased with their professionalism, responsiveness, and efficiency. Matt Dasta, Gina Grote, and Angie Justice make the unpleasant task of taxes one less concern for me."



Shane Dawson, Esquire, [Dawson & Associates](#)



"I recently had an unusual printing job that several local firms were unable to handle. At this point I remembered a Chamber member, [Mail Pro 1](#), (thank you Holly!) and contacted Susan Garrett. My discussion with Susan and her husband Larry convinced me to place my business with their team. As I worked with their folks we found that we would need a "work around" to be able to finish the job. They suggested and implemented exactly what was needed and successfully completed the task. In addition, they came in on time and on budget! I highly recommend their work."

Frank Hickman II, [Integrated Financial Network](#)

"For years I've worked with [Dusty Hostutler at Edward Jones](#). Dusty provides me financial advice related to my investments in my law firm retirement plan, as well as other financial advice. He's very smart and he's a good friend. All of the clients that I've sent to him have reported to me that they appreciate his advice and they like working with him. And, by the way, his assistant, Joyce Evanko, is absolutely delightful!"



D. J. Young, Attorney/Partner--[Firestone, Brehm, Wolf, Whitney & Young LLP](#)



"My family recently woke up to a flooded basement after our sump pump died. What a mess! It was a particular disaster, as we run our business out of our home and our office is located there. We called [SERVPRO of Delaware](#) and they were so quick!! A crew was out there to cleanup within two hours of my calling. They got the wet carpet removed and started the drying process in short order. They were professional and did their best to stay out of our family's way. They were flexible in scheduling dry checks to suit our schedule and helpful in removing damaged furniture etc. We had this daunting problem and ServoPro came out and basically said, "We got this." and they did. We turned it over to them and they did a great job of understanding what the problem AND the solution meant to our family and our business. We are grateful!"

Jason Comstock, [Clarity Technology Solutions](#)

"The [Foot & Ankle Wellness Center](#) proudly endorses [Richwood Bank](#). The home page of their website says it all: "People who really care about you". As a business and personal client of theirs, I can honestly say, they live up to that promise. When I walk into the bank, I am greeted by smiles, tellers who know my name. I might even get a cookie. I appreciate and support their coffee bar fundraiser and my business has benefited from their speaker series. Their partnership and commitment to helping the Delaware community grow strong is truly appreciated by all."

Dr. Jane Graebner [Foot & Ankle Wellness Center](#)



RICHWOOD



Share YOUR story. Send your testimonials about your experience doing business with your Chamber-member peers. Email Holly at [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com).

## So worth the extra drive!

The Chamber's July Business Before Hours was a little out of the way but oh so worth it. Tami Cecil, owner of the very unique and awesome [Woodhaven Farm](#), hosted at her beautiful Johnstown venue. Cooking classes and special events add to the main focus of Woodhaven Farm: team building through cooking. Tami hosts fun and relaxed cooking events in a B & B-style venue. Nestled in a rural setting is an upscale commercial kitchen with dining room, outdoor patio and grill and anteroom for a cocktail reception that begins most events. You choose the menu, you bring your team, Tami sets you up in teams at cooking stations. Each team cooks a menu item and then the feast is enjoyed over leisurely dining that inspires laughs and relaxation and great food.



Tami is an investor-turned-chef and her shtick alone is worth the trip. Tami is a force, hilarious and warm and nobody leaves unimpressed. Food trivia had attendees winning wine glasses.

Thank you to Tami for a real treat. [Click here for more photos.](#)



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

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614.748.0123 – [www.DawsonLawLLC.com](http://www.DawsonLawLLC.com)  
SHANE M. DAWSON, ESQ.  
[sdawson@dawsonlawllc.com](mailto:sdawson@dawsonlawllc.com)

## 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 members and reps from veteran member businesses who attended the July 23 event included:

Richard Workman, [The Food Truck Depot/Blues Creek Brewery](#)

Sheryl Fiedler, [Columbus Advanced Manufacturing Software](#)

Heidi Kegley, [Delaware City Schools](#)

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

Karen Gray, [Ohio Wesleyan University](#)

Caroline Cicerchi, Peyton Hardesty, Brianna Graber and Jeff Kauffman, [Olentangy Watershed Alliance](#)

Eric Macwhinney, [Payroll Services, Inc.](#)

Tom Weiss, [Treplus Communities](#)

Welcome to the Chamber!

[Click here for more photos](#) and plan to join us at our next orientation on [October 22, 2019](#).



## Members are part of company that cares

For the third time in a row, financial services firm **Edward Jones** was named one of the PEOPLE's "50 Companies That Care" by PEOPLE magazine and the Great Place to Work.

Rankings represent feedback from more than 4.5 million U.S. employees. PEOPLE partnered with Great Place to Work, a global people analytics and consulting firm, to analyze employees' survey feedback on how their workplaces make a difference in their lives and communities, and to consider the generosity of each organization's benefits, philanthropic and community support.

Edward Jones, a Fortune 500 company headquartered in St. Louis, provides financial services in the U.S. and, through its affiliate, in Canada. Every aspect of the firm's business, from the investments its financial advisors offer to the location of its branch offices, caters to individual investors. The firm's 18,000-plus financial advisors serve more than 7 million clients and care for \$1 trillion in assets under management. Visit our website at [edwardjones.com](http://edwardjones.com) and recruiting website at [careers.edwardjones.com](http://careers.edwardjones.com). Member SIPC.

About People's "50 Companies That Care" People's Companies That Care list highlights the top 50 U.S. companies with 1,000 or more employees that have succeeded in business while also demonstrating respect, compassion and concern for their employees, their communities and the environment.

To identify the "50 Companies That Care," People partnered with Great Place to Work® to produce the list using the research firm's extensive database and inside knowledge of outstanding workplaces around the globe. The list is based on nearly 370,000 employees' responses to survey questions asking them to rate how their companies treat them on a day-to-day basis. The list also takes into account employees' personal stories about the difference their workplaces have made in their lives and in their communities - and the generosity of their organizations' benefits, financial donations and volunteerism.

The Delaware Area Chamber is proud of its four Edward Jones member offices: [Dan Jay](#), [Dusty Hostutler](#), [Phil Ulrey](#), and [Erin Eizensmits](#). Anyone who knows any of these folks could have told you how much they care about our community and the time, talent and treasure with which they demonstrate that every day.

**Edward Jones**<sup>®</sup>  
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A Place to Call Home

Assisted Living  
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Long-Term Nursing Care  
Home Health & Hospice



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Sarah Moore

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## Medical equipment pioneers join forces to create service-focused asset management solution

Surplus medical equipment company [Centurion Service Group](#) acquires equipment re-furbisher and retailer Ganim Medical to offer hospitals strategic partnership in the equipment liquidation process

Centurion Service Group, a leader in medical equipment liquidation, recently announced that it has acquired Ganim Medical, an accomplished re-furbisher of medical equipment with a unique retail model that enables hospitals to acquire new and preowned equipment via revenue generated from surplus assets.

Centurion Service Group CEO, Erik Tivin, said, "Centurion Service Group has grown to become a leader in medical equipment liquidation through our auction houses. With this acquisition, we are able to integrate this with a retail marketplace that allows the hospital to turn their end-of-life assets into new equipment, appraisals and services. We can now be a more comprehensive partner in the process of asset management."

Edward Chan from growth equity firm 1315 Capital, which acquired Centurion Service Group in 2018, adds, "Combining the two business models is a unique opportunity to play a strategic role in a rapidly growing market. Hospitals are increasingly recognizing the value in treating end-of-life equipment as assets. With Ganim Medical, Centurion Service Group can better respond to this demand."

Ganim Medical has built out a retail service model that is centered on the daily challenges of its clients. From equipment planning and decommissioning buildings to creative software solutions to maximize efficiency, Ganim Medical has set itself apart from its competitors. With the combined business model, Centurion can focus on providing a hassle-free solution to equipment disposal, strategic support to surplus asset management, good value for surplus devices, and a retail environment with new and re-furnished equipment options.

David Ganim, President and CEO of Ganim Medical, says: "The synergies between Ganim Medical and Centurion Service Group will provide our customers a level of expertise and service unrivaled in the healthcare industry. The efforts of Ganim Medical have found a great new home at Centurion Service Group."

Centurion Service Group's auction division sells over 100,000 pieces of surplus medical equipment every year. The new retail division will serve as a single source for healthcare providers to acquire a wide range of re-furnished and new medical equipment, continuing to reduce the environmental impact of surplus medical equipment throughout the world.

### About Centurion Service Group

Centurion Service Group partners with hospitals and surgery centers to unlock and extend the value of their surplus medical equipment. Centurion provides a hassle-free, full-cycle, service-focused solution: The company works with hospitals to create strategies for surplus equipment liquidation; to pick up, transport, warehouse, and sell surplus devices; and to continue the value of surplus equipment by turning it into new equipment, refurbished equipment or essential services. Centurion Service Group is a leading medical equipment lifecycle company with an extensive warehousing, auction and logistical footprint in the United States.

### About Ganim Medical

Ganim Medical has been in the medical equipment business for more than 25 years. The company holds the largest inventory in the Midwest and has a knowledgeable sales and service team that support hospitals, surgery centers, physician offices, teaching facilities and veterinary markets with new and preowned equipment, equipment planning, liquidation, as well as retail sales and service of new and preowned medical equipment.



If you're thinking

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Lisa Clark, Manager

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www.cescu.com

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Looking for product or service? Look to your fellow Chamber members *first*.

The Chamber exists for and by its members—  
[check here](#) before you buy.



## Member receives distinguished recognition



Ken Barton, [Minuteman Press of Dublin](#), is the newest member of the Minuteman Press International President's Million-Dollar Circle. A retired CPA, Ken bought an established Minuteman Press design, marketing, and printing franchise in Dublin, Ohio in 2015. Under his leadership, Ken has grown the business significantly and his franchise has now achieved yearly gross sales of at least \$1 million.

What are the secrets to his growth? Ken answers, "There are three 'secrets' to our success to date. First, I am surrounded by a team of people who care about providing great service and products to our clients. I try to support them the best that I can.

Second, we wouldn't be where we are today without the support of our amazing, loyal customer base. They see us as their one-stop-shop, since in addition to printing, we now offer customized promo items, signage and apparel.

Third, we are located in the growing community of Central Ohio. I really believe that there is much opportunity in this area that we haven't discovered yet, and we are doing what we are supposed to do to introduce ourselves and show everyone what we can do to help them grow. Marketing is key."

Ken's advice to others is this: "Earlier in my career, I believed that the leader of an organization should focus solely on the client. Now I am convinced that as a business owner, my most important role is to support the team of people at our business so they can help the client. The better job I do of supporting the team, the better job the team can do of taking care of our customers."

Congratulations to one of the truly finest people anybody could ever know. Great job, Ken!!

For more information or to request a quote, contact Paula Jordan, Minuteman Press, 614-736-1876 or [paula@minutemandublin.com](mailto:paula@minutemandublin.com).



## 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.

**SHAKE,  
RATTLE  
& ROLL**

Friday, Sept. 13, 6-10 p.m.  
800 Cheshire Road, Delaware

PLAY CASINO GAMES • WIN PRIZES  
BID ON AUCTION ITEMS • EAT & DRINK  
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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.

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To learn more about all the services offered at Grady Memorial Hospital, visit [OhioHealth.com/Grady](http://OhioHealth.com/Grady).

# Welcome New Members

## Columbus Advanced Manufacturing Software

Jeff Trevorrow, president  
105 Innovation Court, Suite J  
Delaware 43015  
(614) 410-2300  
[cutmetalfast.com](http://cutmetalfast.com)

*Offers manufacturing or prototyping services, machining operation; 3D-printers, CAD CAM software & haptic robotics*

# August Calendar

## Business Before Hours

Thursday, August 1  
Delaware County  
Fairgrounds Log Cabin  
8:00—9:30 am  
[Click here to register](#)

## HR Council

Wednesday, August 7  
8:30 am, Chamber office

## Safety Council

Tuesday, August 13  
11:30 am—1:00 pm  
[Click here to register](#)

## Manufacturers' Council

Wednesday, August 14  
7:30 am, EMS

## Leadership Delaware Kick Off Luncheon

Thursday, August 15  
11:45am  
Willow Brook at Delaware  
Run

## Business After Hours

Thursday, August 15  
OSU Wexner Medical  
Center— Lewis Center  
5:00—6:30 pm  
[Click here to register](#)

## Olentangy Watershed Alliance

Caroline Cicerchi, watershed coordinator  
225 Cherry Street  
Delaware, 43015  
[olentangyriver.org](http://olentangyriver.org)  
*Serves to enhance & preserve the  
Olentangy Watershed*

## Treplus Communities LLC

Ann Cook, partner  
90 Burr Oak Drive  
Delaware, 43015  
(740)370-0802  
[trepluscommunities.com](http://trepluscommunities.com)  
*Offers apartment homes for adults age 55  
and over*

# Reinvesting Members

[Acloche' Staffing](#)

[Acoust-A-Fiber](#)

[Artina Promotional Products](#)

[Delaware Area Career Center](#)

[Delaware Court Healthcare Center](#)

[Delaware Speech & Hearing](#)

[Elford, Inc.](#)

[Habitec Security](#)

[Maloney + Novotny LLC](#)

[NorthStar American Concessions](#)

[Oakhaven Golf Club](#)

[Payroll Services, Inc.](#)

[Polaris Fashion Place](#)

[Price Farms Organics](#)

[Professional Pavement Services](#)

[Rotary Club of Delaware](#)

[SourcePoint](#)

[The Growth Coach](#)

[US Army Delaware](#)

[Recruiting Station](#)

[Valley Title & Escrow Agency, Inc.](#)

## SAVE THE DATES

### Clay Classic

Friday, October 11, 2019  
Black Wing Shooting Center  
[Click here for details](#)

### Third Annual Regional

Expo with the Marion Area  
Chamber of Commerce  
Thursday, October 17  
[click here for details](#)

### Annual Dinner

Thursday, February 6, 2020  
Hilton Polaris

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

---

## 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!

---

## New member orientation—except it means you veteran members, too

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

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

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

Our next orientation is **Tuesday, October 22**. [Click here to register](#). We'd love to see you! It's not just for new members!



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.

**Steering Committee**

Susan Garrett  
[Mail Pro 1](#)  
 Billy Gibson  
[Del-Co Water](#)  
 Larry Jones  
[Liberty Casting Company](#)  
 Bill McCaige  
 Abrasive Technology  
 Mark Nelson  
 BWC

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.

**Want more Safety Council news?**

[Click here](#) for this month's Safety Council newsletter

**Chamber looks to revive dedicated government affairs committee**

As committee leadership moved on due to changes in their careers, the Chamber board of directors is looking to restart legislative advocacy in a more formalized way and is looking for Chamber members who are tasked with external affairs in their respective industries. The GAC would focus on local, state and even federal level legislature or policy that impacts business. Ideally, the committee would be made up of at least one member of various industries: education, health care, manufacturing, small business, etc. and would serve as a watchdog for opportunities for the Chamber to be involved in, education for the membership as well as vetting and recommending support or opposition positions.

If you're that person and can commit to being actively involved, please email Holly at [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com).

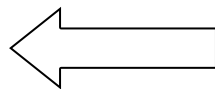
**Looking for product or service? Look to your fellow Chamber members *first*.  
 The Chamber exists for and by its members—  
[check here](#) before you buy.**

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

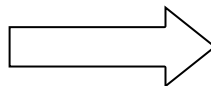
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



## School district plans vendor fair for local businesses

[Olentangy Local Schools](#) invites you and your business to take part in the District's eighth annual Vendor Fair Wednesday, August 14, 2019 at Olentangy Liberty High School, 3584 Home Road in Powell. The Vendor Fair will take place during Olentangy Local School's Convocation and opening day activities. All 2000 plus district staff members will have an opportunity to visit the Vendor Fair during the day.



**OLENTANGY SCHOOLS**<sup>SM</sup>  
*Flourish Here.*

Olentangy believes that a school district operates best when it is engaged in a true partnership with its community. We hope that you will take advantage of this opportunity to connect with our staff members, allowing them to see all of the options and services offered by local businesses.

In order to best accommodate the busy schedules of our Vendor Fair participants, this year's fair will run from 7 a.m. to 11:30 a.m. The fair will be set up in the school's auxiliary gymnasium. In order to reduce unexpected challenges with set-up, we ask that vendor's set-up their area from 5 to 6 p.m. on Tuesday, August 13. If this time does not fit your schedule, vendors may also set-up between 6:15 and 7 a.m. on the day of the fair. Please be ready by 7 a.m.

Staff members will begin to arrive at 7 a.m. the day of the Fair. The first group will begin their Convocation program at 7:30 a.m. and will dismiss at 8:30 a.m. The second group They will dismiss at 11 a.m. All staff members will be given an incentive to attend the Fair before and after their will begin to arrive at 9 a.m. and will begin their Convocation program at 10 a.m. meetings, and until the fair closes at 11:30 a.m. There may be times when the traffic patterns will ebb and flow based on the numbers of attendees at each meeting.

We would like to give as many vendors as possible the chance to meet with our staff. With that in mind, we expect space to be limited. Each vendor will be given the use of one table measuring eight-feet long by approximately two-feet wide for their area. Once you are assigned a table number, because of space and electricity limitations, we will not be able to make table number changes.

Vendors should plan to bring everything they need for their display. There will be no tablecloths, table skirts or copy-machine access provided. Additionally, there will be very limited access to power sources. We ask that vendors bring their own extension cords if using power. Vendors requesting power will be provided with locations closer to power outlets based upon when the District receives a completed reservation form.

Further, we also ask that there are no giveaways or raffles that exceed a value of \$25 per person due to our District policies.

In order to participate, for-profit businesses are required to make a one-time contribution to the Olentangy Education Foundation (OEF) of \$100. The OEF proudly supports the school district in numerous ways including but not limited to funding teacher grants for items not normally supplied in the budget process as well as student scholarships. If you are so inclined, you may register for the Vendor Fair and be represented at the OEF golf outing by sponsoring a hole at the October 7, 2019 event for \$200. Hole sponsorship will include a sign at the hole and indication in the program materials as a hole sponsor. Non-profit organizations are not required to pay a registration fee.

Please consider joining us for the Vendor Fair, see instructions below:

For Profit organizations

Step 1 - [Visit link](#) to submit payment

Step 2 - Complete online registration [form](#).

For Non Profit organizations

Step 1 - Complete online registration [form](#).

Payment and completed registration forms must be received by Wednesday, July 31, 2019.

If you have any questions, please feel free to call Beverly Kready at (740) 657-4060. [olentangy.k12.oh.us](http://olentangy.k12.oh.us)



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

The Southern Ohio Chamber Alliance (SOCA) has teamed up with Anthem Blue Cross and Blue Shield to create a new 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

**Find out more about the SOCA Benefit Plan.** Call 1-844-MED-OHIO or visit [844MedOhio.com](http://844MedOhio.com), or ask your Chamber of Commerce for a referral to a participating broker.





## **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**

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

---

**Fee: \$250.00**

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**Collateral: Vehicle or  
Equipment**

### **FAHEY BANK**

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Marion, OH 43302

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

740.382.8231

Member FDIC

## 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).

## 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](#) 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.

**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.**

## 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.



## 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).



MEDICAL | DENTAL | VISION | LIFE | DISABILITY | BEHAVIORAL

\*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. (4/17)

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



# 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](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



## Your chamber membership creates value for your company.

The savings alone is great. But consider what also comes with it.

- Your choice of plans, from industry-leading consumer-driven health plans to point-of-service products
- Administrative convenience of working with one carrier who offers a complete menu of coverage options: prescription drugs, dental, vision, life insurance, long-term and short-term disability and employee assistance programs
- Extensive selection of providers and lower in-network costs
- Strong local service

You'll also benefit from access to discounts on Anthem dental, vision, life, and disability products.

Product	Group size	Discount
Dental	2-50	5%
	51-99	4%
	100+	2%
Full-service Blue View Vision plans	2-499	15%
Life and Disability	2-9	5%
	10+	10%

In addition to these great savings, Anthem products offer industry-leading product features and networks.

### Dental

- Industry-leading local and national networks with deep discounts, saving members an average of 34% on covered services when they visit an in-network provider
- No waiting periods for major services with employer-paid plans
- Flexible plan designs and optional benefits like annual maximum carryover and brush biopsy
- A dedicated dental service department that provides fast and accurate claims processing that beats the industry average, with the average claim paid in less than 3 days<sup>1</sup>
- 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.<sup>2</sup>
- 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



<sup>1</sup> Internal data 2017

<sup>2</sup> 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.



## Health and wellness programs benefit you and your employee. Here's why.

When your employees have the right tools and resources to improve their health, it helps them be more productive, and improves your bottom line.

Offering health and wellness programs to your employees can result in:

Increased engagement in their health care. 93% followed advice they got from the Anthem 24/7 NurseLine to address health issues.

Lower cost of care. Medical costs could fall \$3.27 for every dollar spent on wellness programs.

Healthier, more productive employees. Absenteeism costs fall by about \$2.73 for every dollar spent on wellness programs.

Better employee retention and recruitment. 72% of companies plan to use their wellness program as a competitive advantage in the next three years — to achieve a high-performing workforce and compete for talent.

There's a program for every employee. Here are just ten of Anthem's many health and wellness programs:

24/7 NurseLine: Access to trained registered nurses any time of the day or night for answers to health questions, to help understand symptoms, and to help decide what type of care may be needed.



Future Moms: Personalized support and guidance from registered nurses for moms-to-be to help them have a healthy pregnancy, a safe delivery and a healthy baby.

ConditionCare: Extra support for asthma, diabetes, heart disease, chronic obstructive pulmonary disease (COPD) or heart failure. A nurse coach can answer questions and help your employees reach their health goals based on their doctors' care plans.

ComplexCare: Extra care for a serious health conditions from a nurse coach who will help answer your employee's questions, work to coordinate their care, and help them effectively use their health benefits.

MyHealth Coach: One-on-one professional advice from an experienced health coach for your employee or their family. Topics range from general wellness information to more serious issues like a chronic illness or help with medications.

Healthy Lifestyles: A personalized well-being plan and custom trackers that help your employees manage their physical and mental health.

Behavioral health resources: Licensed mental health professionals are available 24/7 to help your employees deal with challenges they may be having.

MyHealth Advantage: This program looks at your employee's claims to find ways to help them improve their health and save money.

For more information about how Anthem's health and wellness programs could benefit your company and your employees, please contact your broker or Anthem account manager.

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## Your Chamber membership: True or False?

- The Chamber receives several requests each year for goods or services provided in our community and recommends Chamber member businesses. The Chamber encourages members to supply the office with their brochures for display at no charge. **FALSE!** The Chamber receives *hundreds* of requests each year by phone, email and in the Chamber office.
- Free for the asking is a prescription discount card that you can distribute to all your employees. **TRUE!** There's nothing to sign; no charge to distribute or to use; accepted at all the big chain pharmacies; and the discount is often a bigger savings than the co-pay. Look like a hero to your staff and contact the Chamber today: 740-369-6221 or [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com)
- The Chamber's conference room may be reserved at a very reasonable cost to Chamber members. **FALSE!** 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)