

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

December 2016

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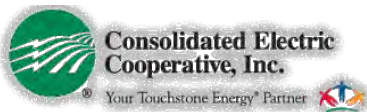
Gold Level



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*The Delaware Area
Chamber of Commerce
Established 1907*



Chamber launches new website

The Chamber announces its [new website](#)! Designed in-house by our IT guy, Matt Carbarry (who built the previous site in 2011), the new site has a whole different look. Cleaner, crisper and more mobile-friendly, it will also allow us to easily change the photos on the home page scrolling banner so Chamber events can be featured quickly. And more important to our member businesses, the new site is more integrated with our online membership directory, which in layman's terms means that it makes search engines like Google happier and even more likely to push your business listing to the top of searches! Thank you to Gere Jordan, [Holony Media](#) for his consult. As we always do, Chamber staff edits and edits but things can still slip past, especially on a website re-launch. We appreciate any oops you find- please let us know: mcarbarry@DelawareAreaChamber.com.

Chamber now accepting 2016 award nominations

As the Chamber does every year, business awards are presented at our Annual Dinner. 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!!

Nominations must be received by January 15, 2016.

And save the date: the Annual Dinner will be held at the Double Tree by Hilton at Crosswoods at 23 @ 270 on Thursday, February 2, 2017. 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.

Invitations will be sent electronically in early January to the primary representative of your company. Watch for it!

Who will be presented with these awards in February?

⇒ 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

And while we're on the subject of the annual dinner...

The Chamber is seeking the memberships' help in assembling items for our live auction. Live auction items could be travel or sports packages, jewelry, art... Appropriate items would have a value of at least \$600. We'll also be sending a request for silent auction items but we need to secure live auction items by December 15. Many thanks from Chamber staff and board.



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Powell Chamber joins Delaware for 5th annual joint December AFTER Hours



[First Citizens National Bank](#) is our host for the **December 1st** Business AFTER Hours, held in partnership with our friends from the Powell Chamber. Enjoy treats from [City Barbeque](#), Raising Cane’s and Graeter’s Ice Cream. Prizes, food, networking– bring lots of business cards to share. The event is held at First Citizens National Bank from **5:30–7:00pm at 9595 Sawmill Parkway, Powell**. Please let us know you’ll be attending. [Click here to register.](#)



December Business BEFORE Hours

Start your day on Thursday, December 15 by networking when the Chamber hosts its 2nd annual holiday Before Hours. Food, networking – bring lots of business cards to share. The event is held from 8:00am - 9:30am at the Chamber office at 32 South Sandusky Street, Delaware. Please let us know you’ll be attending. [Click here to register.](#)



Chamber hosts reception for new MainStreet director



Please join us as we welcome Susie Bibler, [MainStreet Delaware’s](#) new executive director. The Chamber will host a reception for its MainStreet friends to meet, greet and applaud Delaware’s newest community leader. Coffee, pastry and networking will be held at the Chamber office at 32 South Sandusky Street on Tuesday, December 6 from 9:00-10:30 a.m. [Click here to let us know you’ll be joining us.](#)



2017 Community Profile and Membership Directory

The 2017 publication of the Chamber’s annual Community Profile and Membership Directory is on its way to the primary contact of your membership. Another beautiful piece was created by Gayle Holton Design, printed by Performance Printing, Inc.

Copies are mailed to the membership and distributed throughout the year to Chamber walk-in traffic, new mover packets, staff recruitment packets requested by Chamber members and in many venues in the county. We encourage you to contact us for quantities of the publication to display and distribute in your lobby. The publication is also linked on the Chamber’s website.



2017 Edition

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Ransomware

Remember when you learned that the term “cloud” didn’t actually mean that anything was being stored “up there”? C’mon, you thought it meant all this data was being saved on a satellite. Ransomware, on the other hand, is actually a more accurate description of what’s really happening: Bad guys steal data from your server and actually want payment in return for it.

Jason Comstock, [Clarity Technology Solutions](#), is always a good news-bad news presenter. Good news is that he has a rare quality of not just understanding the back end of technology but is able to explain it to those of us who use it. Bad news is that he almost always has, well, bad news. It’s a testament to Jason’s commitment to his trade that he is able to keep up with the whack-a-mole shenanigans of cyber troublemakers. This month’s B.E.D. & Breakfast topic was the latest in virtual window-soaping– the stealing and ransoming of data, which can stop a business in its tracks for days or weeks at a time as expensive professional fees rack up with fingers crossed that data can be recovered to any degree.

But there are as many ways to protect your business as there are to be vulnerable. Jason suggests a technology audit first to determine your exposure and how to plug the holes. Your *entire* staff needs to understand, be trained and on alert; ransomware is the very example of “the weakest link”. With data breaches that can cost a business a collective \$1.6 billion in damages, you can’t afford to ignore this dangerous intrusions. [Click here to view Jason’s slides](#), then call an IT professional like Jason and get your business protected.

Thanks yet again to Jason for a helpful, if not cheerful, presentation.

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 Sara at 740-369-6221 or dachamber@DelawareAreaChamber.com.



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Manager
NMLS # 1486526

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Sarah Moore Community changes name to Ohio Living Sarah Moore



Ohio Living

Sarah Moore

On October 28, Ohio Presbyterian Retirement Services, one of the largest, not-for-profit multi-site senior living organizations (according to the Leading Age Ziegler 150), changed their name to Ohio Living. As a result, Delaware's Sarah Moore Community became [Ohio Living Sarah Moore](#).

This name change was not the result of a merger, acquisition or change in ownership. Rather, it was the result of a thoughtful process that sought to honor the company's nearly 95-year history while remaining relevant to current generations and those well into the future. The company will honor its faith-based heritage and culture with the new tagline - Faith, Compassion and Community.

"It's all about living," said Aric Arnett, Executive Director of Ohio Living Sarah Moore.

The community continues to provide assisted living care, short- and long-term skilled nursing and hospice care to the community as they have done so, in one form or another, for nearly 125 years. "We've been a staple in downtown Delaware for a long time," Arnett said.

Ohio Living Sarah Moore is one of 12 Ohio Living life plan communities. "Through this re-branding, it was important that we kept our identity," he said. But the new brand "brings us all together and unifies us."

"We selected Ohio Living because it embodies the essence of who we are as an organization – a community of people who celebrate living," explained Ohio Living CEO Laurence C. Gumina. "We believe this new brand is an expression of our organizational values and speaks to the principles of who we are and the care and support we provide to the more than 73,000 adults and to our 3,200+ employees throughout the state of Ohio. Our people, mission and ownership will remain the same, while our new name positions us to meet the needs of today's and future generations." To learn more, visit the new website at www.ohioliving.org.

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Thirty short years later....

The Chamber joined the [City of Delaware](#) and [Delaware County](#) in celebrating the official opening of the Sawmill Parkway extension on November 10. On the County's transportation plan for 30 years, this 4.5 mile extension of Sawmill Parkway north from Hyatts Road in Liberty Township to US 42 in the City of Delaware, will open up some 2000 acres of development over the next 20 years. Property, income, and sales tax, plus thousands of jobs means a brighter future for local economic development. The region now has a game-changer tool in the development tool box. To the extent that it encouraged the City and County to continue to work towards an agreement, the Chamber is so very proud to have played a role in this historic event. The Chamber also applauds all the elected officials past and present; county engineers past and present; county administrators past and present, Delaware city councilmen and women and city managers past and present – essentially two generations of leadership participated in Sawmill's contribution to economic growth and development. No doubt there are no small measure of groundbreaking and ribbon cutting ceremonies in the community's future.



More celebrations in November

On November 9, with a gorgeous autumn sunset as a backdrop, [All Occasions Catering and Banquet Facility](#) at 6989 Waldo-Delaware Road, Waldo, unveiled their latest banquet facility, the Barn. Owner Hal Clase was understandably choked up as he described what it meant to him and his family and staff to have been able to expand this family business with a beautiful, unique facility. The ribbon cutting was followed by an open house with samplings of the banquet delights that All Occasions is known for. Congratulations to the Clase family and their staff for the growing success of this enduring family business.

ALL
OCCASIONS
CATERING
&
BANQUET FACILITY



And on November 15, [Delaware Automotive Service](#) celebrated their 2nd anniversary with a belated ribbon cutting at their facility at 201 East William Street, Delaware. Co-owner spouses Brooks VanKirk & Matt Holland tag-team this full-service business with Matt working on the cars (all makes, all models) and Brooks running the office. To celebrate the two years in business and to give back to the community during the holiday season, Delaware Automotive Service is offering to donate one oil change for every oil change purchased to [Common Ground Free Store Ministries](#). Congratulations to Brooks and Matt!

**Delaware
Automotive
Service**



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 Sara at 740-369-6221 or email at dachamber@DelawareAreaChamber.com.

Presenters needed

Are you an expert in a field related to business? The Chamber is seeking presenters for our B.E.D. & Breakfast program. BED is held on the second Tuesday of the month from 7:30-8:30am. Over the years we've covered a myriad of topics from HR to marketing; insurance to IT.



We'd love your help with fresh ideas about topics important to you. We ask that the presentation **not** be an informational (although a speaker never left the building without making a contact or two) but an educational one.

If you think you could offer insight into a business-related topic, please contact Holly at hquaine@DelawareAreaChamber.com. We'll see how we can make your idea work.

Chamber looks to revive dedicated government affairs committee

Once a strong committee, the Chamber's designated government affairs advocacy activity has all but dispersed, 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.

The goal is to seat the committee by the first quarter of 2017. Questions: email Holly.



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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.

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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 prescription. This card functions as a coupon for prescription drugs at retail pharmacies. THIS IS NOT INSURANCE.



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

In response to a member survey, the Chamber has launched a new way to conveniently pay your membership 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 1/8 page newsletter ad!

Call the office for format details or with help creating your ad. 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? Contact Sara at dachamber@DelawareAreaChamber.com.

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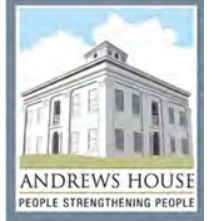
Business Before Hours

The charming and lovely Mel Corrotto, director of [Andrews House](#), hosted the November Business Before Hours. Andrews House is a not-for-profit “gathering space” housed in a historical building that has served many purposes since it was built in 1844, including its most fun story– a frat house that makes Animal House look like a surgical suite! (Which is an interesting comparison, since in 1904, Andrews House served as Delaware’s first hospital.) Its current purpose is that of a community resource providing a wide range of services from a free legal clinic to summer lunch programs. Andrews House also leases office space to the likes of Connections and Big Brothers/Big Sisters.



Andrews House is an important and unique community partner, stewarded by a passionate board of directors and supported by a grateful community.

Thank you to Mel and staff for the hospitality and the morning feast. [Click here for more photos.](#)



County reveals master plans

Demonstrating their interest in economic development and understanding the role of infrastructure in those efforts, roughly 50 Chamber members attended the November Third Thursday luncheon. Attendees were anxious to see the drafts of the County’s sewer and economic development master plans, both many months in the making. The Chamber applauds the County for understanding the need for measured and intelligent future growth, which, according to MORPC’s studies, has Delaware County growing an additional 100,000 residents in the next twenty years. While some would say that the growth between 1990 and 2010 caught the County off guard, today’s leadership knows that there’s no second chance at accidental or incidental growth. Restructuring the environmental services department and hiring director Mike Frommer and bringing in Bob Lamb to serve as the county’s economic development director were strategic moves in themselves. These two young professionals have the experience, expertise and temperament to facilitate the process of developing their master plans and the ability to articulate the results.

Mike Frommer and colleague Tiffany Maag discussed the master plan’s priorities within the County for sewer expansion, using expected population and commercial development as their guide. Also discussed are three options regarding service, surcharge and tap fees. (The City of Delaware is in its final stages of a sewer master plan which is expected to be part of the State of the City presentation at the January Third Thursday luncheon.)

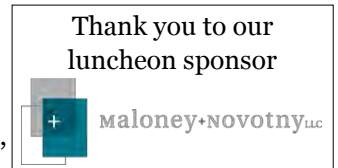
County economic development director Bob Lamb shared a master plan that focuses on three major areas:

Interesting to note about both plans is that they are not mired in details; both plans have a handful of solid priorities. The plans are intentional without the minutia so often passed off as part of a strategic plan.

The Chamber applauds County leadership for their support of the process and the direction that resulted. The drafts may have small tweaks before the final, official approval of the commissioners, but nothing substantive will be altered.

There’s no slowing down the attraction of Delaware County, by any report of measure. But it is essential that the next growth spurt boast deliberate and thoughtful planning as well as partnerships and cooperation among the many jurisdictions within the County.

[Click here for the presentation slides for the economic development master plan.](#) [Click here for the presentation slides for the sewer master plan.](#)



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.

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Leadership Delaware Class of 2017 Agriculture Day

Facilitated by Teresa Watkins '07

Newsletter editors: Kris Dye, Carol Ellis, Denny Frierhood

Agriculture touches our lives every day, and yet, apart from the errant curse flung at the combine operator coming down the road, we seldom take the time to contemplate its actual impact. The 2016 Leadership Delaware class had the opportunity during the November session to meet with several of Delaware County's leaders in agriculture and visit area farms. The passion and commitment that these folks hold for the land, the animals, the community, and their industries impact globally provided a new understanding of agriculture.

Rob Leeds from the Delaware County Extension and Agri-tourism panelist presented an overview of agriculture in Delaware County. The discussion then led into each of the panelists, Doug Dawson (pork and grain production), Tim Harsh (cattle production), Earl Lehner (dairy and grain production), Bret Davis (grain production), and Gary Davis (grain production), offering their perspectives and answering questions surrounding the issues and challenges facing agriculture today.

Technology, community relationships, and regulatory issues were the most common topics during the discussions. Improvements to technology enable farmers to customize their fertilization programs, plant efficiently, and monitor their production rates. Promoting positive relationships within the community also tops the list of a farmer's responsibilities. The sights, sounds, and smells of farm life doesn't always align with the average person's idea of country living and is a problem often left at the doorstep of the farmer to resolve. These problems, both superficial and genuine in nature, have often resulted in a new regulation to which the farmer must comply.

Continued on next page



Leadership Delaware Class of 2017

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[Maloney + Novotny](#)

Leadership continued



The first stop in the tour was Harsh Farms. Owned and operated by the Harsh Family, the farm is a producer of Black Angus cattle. The operation began as a 4-H project that became a way of life for the whole family. The focus of the farm is breeding and raising quality Black Angus for the show ring. The group learned about the breeding process at the farm and what traits were most desirable for the program. The cattle, with a little bribe of grain, welcomed the leadership group into their pasture for a closer look.

Next, we stopped at the Hardscrabble Farm: Skinner Family, owners and operators. The farm started in 1912 and they are the 5th generation to work the family's farm. We got the opportunity to learn and see how technology has changed farming for the better of the environment and the efficiency of the equipment has reduced how labor intensive it was at one time.

The group was able to get in the massive columbine and tractor. It was amazing to see the GPS systems, cameras, and all the conveniences within the cab.



We learned about how the Market Prices have a tremendous impact on the Farms bottom line and some the causes of the swings such as E85 Fuel.



We boarded the bus and off to Sugar Family Farm, owned and operated by Bill Walters and Joe McLead. Truly a beautiful spot on the tour with 150 Acres of rolling hills, and beautiful horses running in the fields. The farm is setup to for a breeding/collection facility for standard bred race-horses. The tour of the facilities was given by Cathy Ross, what a hoot! Cathy explained in detail about the collection and mixing qualities that they look for. This is where some in the Leadership program, mostly guys showed some of their adolescence behavior. We walked through the different areas and eventually walked in to a field with ten plus colts. Watching them run was truly remarkable.

Our last stop on our trip was to Price Farms Organic. Our guide was Austin Price grandson to the founder of Price Farms. Price Farms Organics has been in existence since 1997. They provide the opportunity to recycle organic materials (meaning biodegradable) and produce the highest quality compost, soil and mulch available. They are the compost site for Delaware County that accepts biodegradable materials from the residents of Delaware County and surrounding counties for recycling at NO COST. They sell various types of mulch, compost and blended topsoil's for landscaping and gardens. These items can be purchased in bulk and delivery is available. Some of their products can now be purchased in bags as well. A few of their well know clients are The Ohio State University and the Columbus Zoo, but they work with landscapers, townships, businesses and the public.

[Click here for more photos.](#)

Our Values

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



MEET IT OR BEAT IT

The FIRST CITIZENS NATIONAL BANK
MEMBER FDIC | EQUAL HOUSING LENDER

BASYS
PROCESSING

TO REQUEST A MEET IT OR BEAT IT COST COMPARISON, PROVIDE BASYS WITH AT LEAST TWO MONTHS OF YOUR MOST RECENT MASTERCARD® AND VISA® MERCHANT PROCESSING STATEMENTS.

The cost comparison will be based on a calculation of the overall cost for comparable services, as determined by the processing statements you provide, and will exclude all one time fees.

If BASYS cannot beat your overall processing costs, we will notify you and will give you a \$100 Visa gift card* within 60 days of such notification.

Limit one payment per merchant (as determined by merchant's tax ID).

These merchants do not qualify for the offer:

- Merchants that are considered by BASYS to be high risk or not approved by BASYS' credit policy
- Merchants currently processing with BASYS
- Merchants that have participated in a similar offer with, or otherwise requested a cost comparison or reverse analysis from, BASYS within the past year
- Merchants currently participating in a merchant services program designed specifically for franchisees, trade associations or member associations or merchants whose current pricing is below standard card organization fees
- Offer requires merchant process a minimum of \$60,000 in annual credit card sales

Comparison applies to processing program fees only. It does not apply to equipment or software fees.

Offer expires within 60 days of receipt of application.

Offer may be extended, modified, or discontinued at any time without notice.

Offer subject to change without notice. Some restrictions and limitations

may apply. Offer available only to merchants in the United States.

Valid 9/1/16-12/31/16

For more information, contact Stephanie D. Hufford at

(419) 294-2351 X261  **shufford@firstcitizensnational.com**

*Payments under the Meet It or Beat It offer may be considered taxable income, and merchant is responsible for all applicable taxes.

What's keeping you from advertising FREE on the Chamber's Website???

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



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 Sara how to log in and post your deals: 740-369-6221 or email her at dachamber@DelawareAreaChamber.com.

Check Out the Latest from Chamber Members



Posting is FREE with your membership

- [Chamber Member Only Discount—Anytime Fitness](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council—Delaware Area Safety Council](#)
- [DCDA Seeking Volunteers—Foot & Ankle Wellness Center](#)
- [From Our Family To Yours—Fuller Memorials](#)
- [Increase Your Business by Increasing Your Online Visibility-Haines Local Search](#)
- [25% Discount for Professional Organizing—Major Organizers](#)

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

[*Click here for a la carte details](#)

Delaware Area Chamber of Commerce Sustaining Member Packages

revised & effective 10-2016

[*Click here for a la carte details](#)

Questions: Call Holly at 740-369-6221

***Sustaining packages are purchased in addition to regular membership investment.**

A la carte dollars menu

Annual Dinner Sponsorship

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

Golf Outing

Main Event Sponsor	\$1500
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.)

[*Click here for a la carte details](#)

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 2017 publication

Discounts may be available for early bird sales, new members and ad size upgrades.

**Introducing our newest
Bronze Level Sustaining Member**



Fidelity Federal
SAVINGS AND LOAN ASSOCIATION

Fidic Serving central Ohio since 1887

Fidelity Federal Savings & Loan

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

Our Vision

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

ME Message Envy.

Whatever the reason, join us at Message Envy and we'll help you manage the side effects of this wonderful thing we call living. MessageEnvy.com

\$49⁹⁹
FIRST
MESSAGE*

\$59⁹⁹
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FACIAL*

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(740) 657-1200

Powell
(614) 734-3689

*Offer good for first-time guests only. One-hour session consists of 50-minute massage or facial and time for consultation and dressing. Prices subject to change. Rates and services may vary by location and session. Not all Message Envy locations offer facial and other services. For a specific list of services, check with the specific location or see MessageEnvy.com. Additional local taxes and fees may apply. Each location is independently owned and operated. ©2015 Message Envy Franchising, LLC.

Reinvesting Members

[AlerStallings- Delaware LLC](#)
[Batteries Plus Bulbs](#)
[Bill Kistner & Company LLC](#)
[Brown Jug Storage](#)
[Canvas Creations For You](#)
[Carolyn Asher- American
Family Insurance](#)
[Cassandra Converse Agency-
American Family](#)
[Consolidated Electric Cooperative, Inc.](#)
[Delaware Chiropractic](#)
[Edward Jones- Dusty Hostutler,
Financial Advisor](#)
[Elford, Inc.](#)
[Focus CFO](#)
[KinderCare Learning Center Polaris](#)
[Klepec & Klepec Tax Preparation
and Returns](#)
[Kona Ice of Delaware/Marysville](#)
[Performance Printing, Inc.](#)
[Preferred Wireless - Delaware](#)
[Service Before Self Leadership](#)
[Stevens Construction Company, Inc.](#)

Welcome New Members

**Delaware
Automotive Service**
Brooks VanKirk
Director of Business
& Marketing
201 East William Street
Delaware, OH 43015
(740) 833-3558
www.DelawareAutomotiveService.com
*Provides a full-service auto-
motive repair shop*

**Integrated Financial
Network (IFN) Midwest**
Frank Hickman
Associate General Agent
127 Trotters Circle
Delaware, OH 43015
(513) 368-4350
www.ifnmidwest.com
*Provides an array of finan-
cial advising services*

PJL Ventures LLC
Peg Leach
Owner/Consultant
7851 Riverside Drive
Powell, OH 43065
(740) 272-6427
www.dreamteambydesign.com
*Consults with & coaches
small businesses on HR,
staffing, & retention issues*

Rivers Insurance Group
Ryan Rivers-Owner
Delaware, OH 43015
(614) 515-5236
www.riversinsgroup.com
*Provides a wide variety of
insurance services*



December Calendar

Business After Hours

Thursday, December 1
8:00am—9:30am
Annual joint event with Powell Chamber
[Click here for details](#)

Meet the New MainStreet Director

Tuesday, December 6
9:00am—10:30am
Reception at the Chamber
[Click here for details](#)

HR Council

Wednesday, December 7
8:30-9:30am
Chamber office
[Click here for details](#)

Leadership Delaware

Thursday, December 8
Education Day

Workforce Development & Education committee

Friday, December 9
8:00am
Chamber office

Safety Council

Tuesday, December 13
11:30am—1:00pm
DACC— South
[Click here for details](#)

Business BEFORE Hours

Thursday, December 15
8:00am—9:30am
Annual holiday event at the Chamber
[Click here for details](#)

Infrastructure & Development committee

Tuesday, December 20
8:00am
Chamber office

Chamber office Closed:

Friday, December 23

Friday, December 30

SAVE THE DATES

Annual Dinner

Thursday, February 2, 2017
DoubleTree by Hilton
Crosswoods 23 @ 270

Annual Golf Outing

Thursday, June 1, 2017
Location TBD

Annual Clay Classic

Friday, October 13, 2017
Black Wing Shooting Center

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



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

740-363-5433

www.discovercfi.com

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

Mark Pettitt
pettitt@prefben.com

740-363-6028

www.prefben.com

611 South Sandusky Street, Delaware

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 un expected 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.

We will not send a mass email about the cancellation of an event. At that point, we feel an obligation only to those who have registered. If you registered for an event, you will have received a reminder email, so there should be no question of whether or not you've registered.

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!

Chamber "ads" new dimensions and new sizes to newsletter advertising

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

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
One-eighth page**	4"w x 2.62" h	\$ 50

* vertical only **horizontal only

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.

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 Sara today: 740-369-6221 or dachamber@DelawareAreaChamber.com or check out [this month's article](#) for more information!
- 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 Sara at 740-369-6221 or dachamber@DelawareAreaChamber.com

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 right for a high quality version of the Chamber Web Stamp.



DELAWARE AREA
CHAMBER OF COMMERCE



Click the image to the left for a high quality version of the "Proud Member" Web Stamp.



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!!

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.

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.



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](#)

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Specializing in Pain Management to help you get back to your day

The Pain Management Clinic diagnoses and treats the following conditions:

- + Neck and back pain
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or neck surgery
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O'BLENESS HOSPITAL + MEDCENTRAL MANSFIELD HOSPITAL + MEDCENTRAL SHELBY HOSPITAL + WESTERVILLE MEDICAL CAMPUS
HEALTH AND SURGERY CENTERS + PRIMARY AND SPECIALTY CARE + URGENT CARE + WELLNESS + HOSPICE + HOME CARE
28,000 PHYSICIANS, ASSOCIATES & VOLUNTEERS

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Program Director

Distracted Driving

Drivers today are more distracted now than ever before- taking your eyes off of the road for even 2 seconds can increase your risk for an accident 24 times. Sergeant Skaggs, Ohio State Highway Patrol and Trooper Roberts, Commercial Enforcement, presented an excellent discussion on distracted driving. They shared personal experiences that bring their enforcement of the law into perspective. Better to prevent than to clean up potentially fatal collisions. The Truck Drivers Guide Book was distributed to all attendees. Thank you, Officers, for your time.

Sponsored by R.K. Boyd– thank you for supporting the Delaware Area Safety Council!

Boyd's
Tire & Service Center

Holiday break-out sessions

December's meeting will consist of four 15-minute break-out sessions:

1. Fire Safety During the Holidays presented by Thomas A. Bensen, Bensen Fire & Safety
2. Safe Holiday Lighting presented by Todd Snyder, Indco Electrical Contractors
3. Holiday Food Safety presented by Lin Bensen
4. The Sober Facts of Holiday Drinking and Driving presented by Captain Kevin Savage, Delaware County Sheriff's Office.



Sponsored by [Mom Wilson's Country Sausage Mart](#) – thank you for supporting the Delaware Area Safety Council! [Click here to register.](#)

Safety Council

Reminders

- *****Beginning in January, we will have a new regular meeting location: The Fraternal Order of Eagles, 127 East William Street, Delaware, OH 43015*****
- NEW EMAIL for all Safety Council related matters: dasafetycouncil@gmail.com
- 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 FY17

[Click here](#) for BWC's e-newsletter  Bureau of Workers' Compensation



Safety Council

Calendar

[Holiday Safety - 4 Break Out Sessions](#)

FY17 meeting #6

Tuesday, December 13, 2016

Various presenters & topics (see article above)

Delaware Area Career Center

4565 Columbus Pike, Delaware

[OSHA Updates & the 300 Log](#)

FY17 meeting #7

Tuesday, January 10, 2017

Melissa Linton, OHSA

Eagles Lodge

127 East William Street, Delaware

[Corporate Wellness Program—Consolidated](#)

[Electric Cooperative, Inc.](#)

FY17 Meeting #8

Tuesday, February 14, 2017

Eagles Lodge

127 East William Street, Delaware

*Have a safe and happy holiday
From the Delaware Area Safety Council!*