

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

December 2021

Sustaining Members

Industry Exclusive
Platinum Level



Gold Level



Silver Level



Bronze Level



The Delaware Area
Chamber of Commerce
Established 1907



Chamber now accepting 2021 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 2021?

⇒ 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 auction, award ceremony, and amazing tables.](#)

And put Thursday, February 3, 2022 on your calendar. Invitations are sent via email in early January to the primary representative of your company. Watch for it!

2022 Annual Dinner Corporate Sponsors

Platinum Level



Gold Level



Silver Level



Bronze Level



2022 Community Profile and Membership Directory

The 2022 publication of the Chamber's annual Community Profile and Membership Directory is on its way to the primary contact of your membership. This beautiful publication, the only of its kind in the county, was assembled and printed this year by [Minuteman Press of Dublin.](#)

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.](#)



Community Profile
& Membership Directory

**2021 Board of Directors
Executive Committee**

Aric Arnett– Chair

[Ohio Living Sarah Moore](#)

Brad Schneider–Chair elect

[The Growth Coach](#)

Zach Price– Immediate Past Chair

[TRIAD Architects](#)

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[Fidelity Federal Savings & Loan](#)

Casey Converse– Vice Chair

[Converse & Associates LLC](#)

Shane Dawson– Vice Chair

[Dinsmore & Shohl LLP](#)

Eric Moulton–Vice Chair

[The Daily Dumpsters](#)

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[Polaris Fashion Place](#)

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[Attindas Hygiene Partners](#)

Bill Morgan

[2K General Co.](#)

Liz Owens

[Alpha Group of Delaware](#)

Jeff Rupp

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Scott Ruth

[Cogburn Electric](#)

Kim Saunders

[Ohio State University Wexner Medical](#)

[Center Outpatient Care Lewis Center](#)

Kirt Trimble

[Trimble Insurance Agency](#)

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facebook

December Business BEFORE Hours

Start your day on Thursday, December 16 by networking when the Chamber hosts its 5th annual holiday BEFORE Hours. Have your photo taken with Santa Frank and get a present!! Naughty OR nice– Santa has a gift for you! Food, networking – bring lots of business cards to share. The event is held from 8:00 - 9:30 am at the Chamber office at 32 South Sandusky Street, Delaware. Please let us know you'll be attending. [Click here to register.](#)



**Powell Chamber joins Delaware for 9th annual joint
December AFTER Hours**

[First Citizens National Bank](#) is our host for the December 6 Business

AFTER Hours, held in partnership with our friends from the Powell Chamber. Prizes, food, networking– bring lots of business cards to share. The event is held at First Citizens National Bank 9595 Sawmill Parkway, Powell, from 5:30–7:00 pm at Please let us know you'll be attending. [Click here to register.](#)



New member orientation—welcome or brush up

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

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

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



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



Advertisers in this issue

- | | | |
|--|--|---|
| <u>Anthem Blue</u> | <u>Delaware Building Systems</u> | <u>Maloney + Novotny</u> |
| <u>Cross/Blue Shield</u> | <u>Delaware Court Healthcare</u> | <u>Manos, Martin & Pergam</u> |
| <u>Black Wing</u> | <u>Center</u> | <u>LPA</u> |
| <u>Shooting Center</u> | <u>First Citizens</u> | <u>OhioHealth</u> |
| <u>Bodine Perry</u> | <u>National Bank</u> | <u>Ohio Living Sarah Moore</u> |
| <u>CES Credit Union</u> | <u>HW&Co.</u> | <u>Warehouse Italian Dinners</u> |



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\$188.98

Pasta Bar To Go Party Pack 2

House Made Tomato Sauce with fresh ground beef & Italian sausage • Choice of fresh pasta •

\$198.98

Pasta Bar To Go Party Pack 3

Your choice of a large pan of Chicken Diablo or Chicken & Mushroom Alfredo •

\$208.98

It comes with an incredible Italian salad with classic Italian dressing, your choice of pasta & sauce, our famous Tuscan bread & herb butter, & even brownies. You also get plates, bowls, silverware, napkin, salt & pepper, serving utensils, & a warming chafer with fuel. It's all self contained with easy set up & teardown, and nothing to return.

Ordering is easy.

Call The Warehouse Marion or Delaware ask for a party to go manager. We are always-ready to help you with your catering or party to go order.

WHEN TO ORDER

We appreciate your order as far in advance as possible (24 to 48 Hours Minimum), but we can accommodate most same day orders. Our products are prepared fresh by order so if orders are placed less than 24-48 hours prior to pick up, some menu choices may be limited as some items need additional preparation time.

PAYMENT

Payment is required when you place your order.
We accept all major credit cards.

CARRY OUT

All products can be scheduled for easy pick up at either location, fresh hot and ready to serve your guests.

If you prefer to pick up in advance of your party, call and we will help determine the best products for your party & provide heating instructions for you.

If you require delivery, orders must be placed a minimum of 7 days in advance, a minimum order is required & there will be an additional fee for this service.

The Historic **WAREHOUSE** Italian Dinners

320 West Center Street • Downtown Marion • Phone: 740-387-8124 • Fax: 740-387-8224

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Visit us on the web: www.thewarehouseitalian.com

CATERING & PARTY Pans To Go

PASTA PARTY PANS To Go

Small Serves 4 Medium Serves 6-8 Large Serves 10-15



Spaghetti & Tomato Sauce

Our House Made Tomato Sauce is vegetarian & gluten free (Gluten Free Pasta is available).

\$19.95 \$35.00 \$60.00

Spaghetti & Meat Sauce

House Made Tomato Sauce with with fresh ground beef & Italian sausage.

\$24.95 \$45.00 \$75.00

Chicken & Mushroom Alfredo

Grilled chicken & fresh mushrooms blended with our rich cream sauce & fettuccini.

\$29.95 \$55.00 \$110.00

Vegetarian-hold the chicken.

Chicken Diablo

Penne pasta, spicy tomato cream Diablo sauce, grilled chicken, fresh spinach & roma tomatoes. Vegetarian-hold the chicken.

\$29.95 \$55.00 \$110.00

Tuscan Chicken

Grilled chicken breast over Parmesan risotto, finished with a blend of fresh herbs, cheese & tomato.

\$60.00 \$100.00

Ravioli

Jumbo cheese filled ravioli with your choice of House Made Tomato Sauce or meat sauce.

\$50.00 \$90.00

Lasagna

Our House Made Meat Sauce is prepared with fresh ground beef & Italian Sausage.

\$70.00 \$140.00

Gluten Free Pasta is available ask your party to go manager. Pasta choice or substitution of penne, fettuccini, angel hair or spaghetti noodles.

TUSCAN BREAD TO GO

Loaf of Bread with Herb Butter

\$7.99

Tray of 4 Loaves with Herb Butter

\$29.95

Herb Butter Only Small (8 oz) \$3.99 Large (16 oz) \$6.99

SALAD BOWLS TO GO

Small Large

Italian Tossed

Crisp greens, carrots, Roma tomatoes, red onion, black olives, Pepperoncini peppers, mozzarella & classic Italian dressing.

\$19.00 \$36.00

Classic Caesar Salad (Top it with Chicken)

Romaine, Parmesan, Tuscan croissants, & Caesar dressing.

\$19.00 \$36.00

Warehouse 320 Salad

Romaine, leaf & iceberg, grilled chicken, sun dried apples, crasins, & walnuts. Dressing suggestion raspberry vinaigrette.

\$24.00 \$40.00

PARTY APPETIZERS TO GO

Order the quantity you wish, we'll package your order in one disposable container.

Toasted Ravioli

Spicy cheese filed, lightly breaded & deep fried, served with tomato sauce for dipping.

\$7.99

Mozzarella Marinara

\$7.99

Bruschetta

Fresh Roma tomato & fresh basil with toasted bread.

\$6.99

Risotto Balls

Risotto, Italian sausage, parmesan & herbs hand rolled, lightly breaded, deep fried, with a side of tomato sauce.

\$6.99

Spinach & Artichoke Dip

With parmesan flatbread for dipping.

\$8.99

Sautéed Mushrooms (by weight)

Garlic, lemon & cheese butter with a hint of white wine.

\$8.99

Deep Fried Mushrooms (by weight)

\$8.99

Calamari (Half Pound)

Deep fried, served with tomato sauce on the side.

\$10.99

Mussels (1 Pound) In garlic butter sauce.

\$9.99

Fried Zucchini May require advance order time.

Served with tomato sauce on the side.

\$8.99

PARTY PAN TOPPERS

Small Pan Size: Medium Large

Cheese Topping

Choose 5 cheese blend, mozzarella, provolone or cheddar.

\$2.99 \$4.99 \$7.99

Sautéed Mushrooms (Sliced)

\$2.99 \$4.99 \$7.99

Green Peppers & Onions

\$2.99 \$4.99 \$7.99

PARTY SIDES TO GO

House Meatball

6 ounce meatball with ground beef & Italian sausage, in tomato sauce. Order the quantity you need packaged on the side.

\$2.99 each

Chicken Breast (Whole, halved or chopped)

Charbroiled, packaged on the side or make your pan extra meaty by adding in any quantity you desire.

\$3.79 each

Italian Sausage

Italian sausage packaged on the side, sold by the weight.

\$2.99 quarter pound

House Made Tomato Sauce

16 ounces \$6.49

8 ounces \$3.59

House Made Meat Sauce

16 ounces \$7.59

8 ounces \$3.99

Alfredo Sauce

16 ounces \$8.99

8 ounces \$4.99

DESSERTS TO GO

Brownies (10)

\$22.00

Cobbler Cherry • Apple • Peach Serves 10-12

\$22.00

Cheesecake or Tiramisu (10)

\$24.00

Death by Chocolate Cake (10)

\$48.00

PARTY EXTRAS TO GO

Tableware

Plates, bowls, & silverware packets. (Knife, fork, napkin, salt & pepper)

\$1.00 per person

Serving Utensils

Plastic serving spoon, salad forks, or tongs.

\$1.00 each

Large Pan Warmer with Fuel (1)

\$10.00

Fuel Only (1)

\$3.00



Chamber announces new advertising opportunity: [website banner ads](#)

Advertising in the Chamber newsletter has always been a great deal. With its distribution list of over 1200 Chamber members and its archival on our website, your ad has a long shelf life. Advertising in our annual Community Profile and Membership Directory is another vehicle to use your Chamber membership to reach an audience throughout the county. The beautiful, full color 64-page one-of-its-kind publication with its description of the county and Chamber membership directory is sent to new movers and distributed in public places for people to browse and learn about Delaware County featuring photos of our members and ultimately a reference guide to goods and services through the membership directory. Linked on our website, anyone searching for a profile of our community accesses the directory.

Today the Chamber announces a third means of advertising that reaches a third type of audience: the Chamber website. You can now place a banner ad on the Chamber's website where it will be seen via 3600 viewers per month on the website pages that get the most attention: Website's home page, any calendar event, any business search, Hot Deal search, any Job search, and Member Login. That's hundreds of combinations of searches that expose your ad. And just like our newsletter ad pricing, banner ads will come in a one-month run or discounted multi-month run. In addition, if you choose the multi-month option, you can choose the three months or run them consecutively. And just like the newsletter multi-run option, you can change up your banner at any time.

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

Come for the coffee, make a difference

November's Business Before Hours was held at the fabulous [Olentangy River Brewing Company](#). Located in Lewis Center, ORBC is certainly one of the area's premier brew houses, but this event focused on the other venture under their care, located in Columbus.



The ORBC partners with the Roosevelt Coffeehouse, a BBB-validated social impact endeavor. Profits from their roaster supports initiatives that fight hunger, unclean water, and human trafficking. They exist to end these injustices, so they roast their coffee with care—for the

farmer, for the quality, and for the people in need that their coffee impacts. Their customers help to bring communities around the world closer to the resources that they need to live.

Their mission is three-fold: The prevention of water-borne diseases and providing long term water stability through wells that are built and maintained by local organizations; fighting hunger through education and the proper investments, allowing communities facing starvation can become fully self sustained, feed themselves and their future generations; and fighting human trafficking. The victims of Human Trafficking suffer unimaginable physical and mental abuse. There is hope that they can be rescued and restored, and they are invested in reversing this terrible trend.

So Chamber members enjoyed amazing coffee in a cool, hip atmosphere while recognizing the bigger part to play in the world. The Chamber is proud of ORBC's owner Steve Schweitzer, his values and his action.

[Click here for more photos of the event.](#)



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Delaware Building Systems is committed to providing a turn-key product to its customers through the safest and highest quality expectations in both ourselves and those we employ. We pride ourselves on being an empowering presence in both our client and team members lives and will carry that into every project we deliver. We manage construction projects and provide design-build services working with our network of nationally recognized designers, architects, and engineers.

Recently, we completed Midway Market, this was an approximate 9,000 square foot complete site redesign. We worked closely with the owner, Chris, to make his vision come true, all while achieving minimum downtime to his already operating business.

Whether you are developing ground-up on a vacant land parcel, require demolition, expanding or renovating an existing building, creating, or remodeling an interior, or executing a tenant improvement project, Delaware Building Systems has the expertise and team to accomplish your goals.

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GENERAL CONTRACTING

Using our extensive list of established consultants, we can provide our construction phase from union and nonunion subcontractors



CORPORATE SPONSORS



OhioHealth



regional chamber BUSINESS EXPO

The Delaware Chamber was happy to be able to join the Marion Area Chamber for its sixth annual regional business expo. Held at the beautiful [All Occasions](#) who donated use of the facility, [First Citizens National Bank](#), [Minuteman Press of Dublin](#), and [OhioHealth](#) joined corporate sponsors from our neighboring chamber.

[Click here for more photos.](#)

The following Delaware Area Chamber members represented at the Expo:

Corporate Sponsors:

[First Citizens National Bank](#)

[Minuteman Press of Dublin & Lewis Center](#)

[OhioHealth](#)

Vendors:

[Alpha Group](#)

[Athletico Physical Therapy](#)

[Branch Insurance](#)

[Clarity Technology Solutions](#)

[Cogburn Electric](#)

[Cummins Facility Services](#)

[Delaware Building Systems](#)

[Delaware Speech & Hearing Centers](#)

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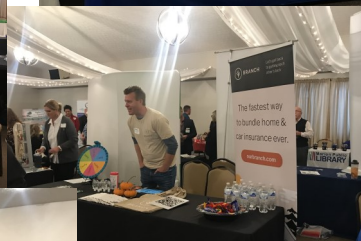
[Richwood Bank](#)

[Sedgwick](#)

[The Growth Coach](#)

[United Church Homes A Polaris](#)

[Community](#)



Chamber networking events available for new year

One of the fundamental benefits of a chamber membership is the opportunity to meet other members. The Delaware Area Chamber offers members the chance to host or attend either an am or pm networking event most months.

Want to show off your business by inviting members over for refreshments and schmoozing? The Chamber is taking reservations for hosting in 2022. Dates are filled on a first-come basis* so contact the Chamber to hold your date. Contact Sarah at dachamber@DelawareAreaChamber.com.



Available dates for 2022:

Business BEFORE Hours 8:00-9:30 am

April 7
May 5
June 2
July 7

September 1
October 6
November 3

Business AFTER Hours: 5:00-6:30 pm

April 21
July 21
August 18

September 15
November 17

* Excluding annual traditional events, please allow 18 months since your last hosting.

Members partner to host networking event

David Green of [Focus CFO Group](#) and Nick Sheets, owner of [Henmick Farm & Brewery](#) partnered to host the November Business After Hours. Since David works out of his home, he called on his partnership with Nick to utilize Henmick as the venue.

David and Nick have known each other for several years, dating back to their days as co-workers at Grief. Since then, they have stayed in touch and David jumped at the opportunity to become an investor in Nick's vision for Henmick Farm & Brewery.

Focus CFO works with small to medium size business owners, on long and short-term basis, to help them ensure they are financially healthy. They are part of their client's senior management team, helping to manage cash flow, reduce risk and plan for scalable growth through customized solutions. David has been with the company for 4 1/2 years and enjoys the challenges of the job.

Henmick Farm & Brewery is arguably the hottest place in Delaware County. Off the beaten path, it has made quite a name for itself since opening in July. Nick and his wife, Jodi, are passionate about this new venture and are committed to the success of the business. Nick dreamt of opening a brewery since a visit to Vermont over 20 years ago. Nick's 100+ year old family farm was the perfect opportunity as he has an emotional attachment to the land. The brewery was modeled after Sonoma country wineries, or rural breweries more prevalent in New England, and his way of reinventing his family farm. [Click here](#) for all the fun photos.



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Chamber seeks young professionals

The Chamber is seeking input from 18-35-year-olds to determine the level of interest in creating a Young Professionals group. Interested people should email Holly at hquaine@DelawareAreaChamber.com.

The purpose and goals of the group will be determined in a focus group held by the Chamber in late October. The Chamber hopes that will be enough time to gather numbers sufficient enough to meet to discuss the possibility of adding a YP group to the Chamber's list of special interest groups.

If you or a member of your staff is interested in developing a YP group, email Holly today.

Chamber seeks ambassadors

The Delaware Area Chamber is looking to revive its Ambassador program. What is a Chamber ambassador? Their main function is to help promote the Chamber, welcome new members to the Chamber, and make Chamber events successful and enjoyable for everyone. They are a special group of people who volunteer their time to help promote and support Chamber functions.

Ambassadors are those members who have a lively, engaging, and proactive personality and can make the shyest person feel comfortable and welcome. Ambassadors project a positive image for their company and the Chamber and enjoy having fun in a professional environment. Ambassadors have the confidence to make personal contact with any Chamber member, encourage others to become Chamber members and attend ribbon cuttings and other Chamber events. These duties also provide a great opportunity to have a few minutes of fun and network with other movers and shakers in the community. Chamber Ambassadors are often the first community representative a new Chamber member meets so it's the perfect opportunity to make new business connections through an avenue that is not a cold call. Ambassadors may also reach out to members who haven't been active to encourage them to attend events or just to touch base, say hello and hear what's on their mind.

Ambassadors have flexible work schedules that allow for attendance at Chamber events that are held during working hours. They help celebrate ribbon cuttings, greet members at Before and After Hours and volunteer at other Chamber events.

Being a Chamber Ambassador not only helps the Chamber but offers an opportunity to get your foot in the door. Meeting new people by representing the Chamber is a great ice breaker for you and a great way to share the Chamber culture.

Does this sound like you? Reach out to us.



Bill Rogers, CPA
Principal



"40 Years of serving family owned businesses in the Delaware Area."

Delaware | 740.362.9031

maloneynovotny.com

An educational opportunity for company employees

Since 2016, [Columbus State Community College](#) and Franklin University have partnered to bring the Exact Track program to the Columbus State Delaware Campus. This business program earns students an Associate of Applied Science in Business Management from Columbus State and a B.S. in Business Administration and Management and Leadership from Franklin University. Below are the benefits of the program.



Convenient: Classes are automatically scheduled each semester for Exact Track students by academic advisors.

Predictable: Courses are held the same day and time throughout the program. You'll take two classes every eight weeks: One online class and one in-person class (Tuesday nights at Columbus State's Delaware campus)

Collaborative: Work with same group of peers throughout the program.

Cost Effective: Textbooks and parking are provided free of charge.

Supportive: Advisors are on hand to support you throughout your education.

Streamlined: Coordination between Columbus State and Franklin University means seamless transfer of admission, financial aid, and transcript information.

If you are interested in learning more about this program, you can register for one of our Exact Track info sessions. Registration Link: <https://www.csc.edu/academics/departments/exact-track/index.shtml>

Also, if any businesses are interested in having a virtual presentation for their employees, we can set that up as well.

To learn more about the program, please contact Lawrence James at (740) 203-8224 or email at ljames6@csc.edu.

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FAMILY OWNED AND OPERATED

Unemployment identity theft update

Thank you to Maria Reese, [Small Business Payroll Services](#), for sharing this important update from the Office of Unemployment Insurance Operations and the Ohio Department of Job and Family Services. Employers:

We know that identity theft and unemployment fraud continue to be challenges. Thank you for your efforts to report it to us, so that we can stop payment and take other needed actions. Please continue to follow the steps below, and remember that you also can find this information at unemploymenthelp.ohio.gov/IdentityTheftEmployer.

Step One: Report identity theft through the hotline or website.

If you receive an unemployment notification from the Ohio Department of Job and Family Services regarding someone you don't know, please notify us as soon as possible by calling our hotline at (833) 658-0394.

If you would like to report identity theft involving one or more of your employees, you can either use the hotline or [complete this secure online form](#). If you use the online form, you will be prompted to download an Excel template, enter the requested data in the template (including your employees' full Social Security numbers), and upload the file as instructed.

Step Two: Continue to respond to any "Request for Separation Information" notices that you receive from us.

Please respond timely to these notices and write "fraud/identity theft" on them so that we can investigate the claims and take appropriate actions. The most expedient way for employers to respond to Request for Separation forms is by responding via your online account or by using the State Information Data Exchange System (SIDES) portal.

Step Three: Share resources with your employees.

Please share the [resources for individuals](#) on this website with the employees at your organization. This web page includes a link to the IRS guidance regarding identity theft involving unemployment benefits and other measures individuals can take to protect themselves.

We recognize that reporting suspected fraud through both Step One and Step Two may be an inconvenience, but both steps are necessary to reduce the likelihood that fraudulent claims will be paid.

As a reminder, you can access the hotline number, the online reporting portal, identity theft resources, and frequently asked questions and answers at unemployment.ohio.gov, by clicking on the red "Report Identity Theft" button.

MANOS, MARTIN & PERGRAM CO., LPA

Attorneys at Law



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Of Serving Central Ohio
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Drawing By Karen Collins

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.



**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.**

December/January

Calendar

Business After Hours

Wednesday, December 8
5:30-7:00 pm
First Citizens National Bank
[Click here to register](#)

Leadership Education

Day
Thursday, December 9

Government Affairs Committee

Tuesday, December 14
8:00 am via Zoom

Safety Council

Wednesday, December 15
11:00 am via Zoom
Eliminating Smart Phone Distractions in the Workplace
[Click here to receive link](#)

Ribbon Cutting

Alpha Group's
TAG Community Living
Wednesday, December 15
2:00 pm
[Click here to register](#)

Business Before Hours Chamber Holiday Party

Thursday, December 16
8:00 am—9:30 am
Chamber office
[Click here to register](#)

December 24 Chamber office closed

December 31 Chamber office closed

Government Affairs Committee

Tuesday, January 11
8:00 am via Zoom

Safety Council

Wednesday, January 11
11:00 am via Zoom
Bullying & Aggression in the Workplace
[Click here to receive link](#)

Leadership Social Services Day

Thursday, January 13

Workforce Development & Education Committee

Friday, January 14
8: am Chamber office

Manufacturers' Council

Wednesday, January 26
7:30 am

SAVE THE DATES

Annual Dinner
Thursday, February 3, 2022
Golf Outing
Friday, June 10, 2022
Clay Classic
Friday, October 14, 2022

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

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.



Share your news

New staff? Let us introduce them.
New product line? Let's announce it. Industry recognition? Toot your horn.



Tell us what's going on in your business so that we can share it with our membership. E-mail your news to hquaine@DelawareAreaChamber.com.

First for business. First for Delaware.

NOW OPEN at 33 W. William Street | 740-914-8774

OUR TEAM: LOCALS BORN AND RAISED

You've probably seen us at Chamber functions, supporting Main Street Delaware, or any number of community events over the years. We care deeply about our community and that pride shows through in everything we do.

To learn more about what we can do for your business, call 740-914-8774. We'll be glad to meet in person or virtually.



FirstCitizensNational.com



L-R: Misty Hayden, VP of Business Development; Todd Everingham, Financial Advisor; Kevin Smith, Regional President - Marion; Frank Reinhard, Regional President - Delaware; Stacy Webb, VP - Branch Operations.

100 North Sandusky Avenue, PO Box 299, Upper Sandusky, OH 43351

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LEADERSHIP DELAWARE COUNTY SINCE 1991

Leadership Delaware Agriculture Day Facilitators: Teresa Watkins '07 and Kenzie Johnston '21 Newsletter editors: Chris Conrad, Cathy Courtice, Lisa Dooley

On November 11, the rain held off long enough for the Leadership Delaware Class of 2022 to have a rich and interesting Agriculture Day, a favorite of many past class years. The entire day was an eye-opener for anyone who lives or works in Delaware County.

Our day started at the Radnor Township Hall with an overview of Delaware County agriculture by [OSU Extension](#) agent Jacci Smith, who really knew her stuff—and also farms (but in a neighboring county—boo!). Just kidding! Jacci filled us in on how Delaware County has changed in the past 10 years with regard to crop production, ag sales, acres used for farmland, livestock production, and much more. Did you know corn and soybeans are Delaware's top crops? Neither did we!

Continued on next page



Leadership Delaware Class of 2022

Beth Anderson
[Delaware-Morrow Mental Health & Recovery Services Board](#)
Mike Augenstein
[Marion Technical College](#)
Amanda Bacon
[Delaware County Board of Developmental Disabilities](#)
Andrea Banks
[Ohio Living Sarah Moore](#)
Eric Barr
[Delaware City Schools](#)
Andy Bartlett
[Delaware County District Library](#)
Max Bennett
[Pathways Financial Credit Union](#)
Adonis Bolden
[Delaware City Schools](#)
Rachel Clukey
[Delaware County District Library](#)
Destiny Coleman
[Ohio Wesleyan University](#)
Chris Conrad
[Elford, Inc.](#)
Cathy Courtice
[Willow Brook](#)
[Christian Communities](#)
Lisa Dooley
[Delaware-Morrow Mental Health & Recovery Services Board](#)
Mollie Driscoll
[Delaware County Board of Developmental Disabilities](#)

Dave Erickson
[United Country Real Estate & Auction Services](#)
Todd Everingham
[First Citizens National Bank](#)
Cheyenne Fletcher
[United Way of Delaware County](#)
Andrew Gerberry
[Del-Co Water Co.](#)
Emily Hartley
[Ohio Living Sarah Moore](#)
Courtney Hendershot
[City of Delaware](#)
Craig Hill
[Delaware County Board of Developmental Disabilities](#)
Kathy Hoff
[People In Need of Delaware County](#)
Carrie Hunt
[Delaware City Schools](#)
Jill Jones
[Delaware County Sheriff's Office](#)
Nick Karafa
[Delaware County Sheriff's Office](#)
Gina Kolp
City of Powell
Ian Lafferty
[Power Wellness- Mount Carmel fitness Center](#)
Tyler Lane
[Delaware County Prosecutor's Office](#)
Rachel Layne
[Delaware County Job & Family Services](#)
Natalie Long
[United Way of Delaware County](#)

Scot Martin
[MP Digital, LLC](#)
Brianna McFarland
[OhioHealth Foundation](#)
Julie McKenzie
[Delaware County Sheriff's Office](#)
Kate Nelson
[First Commonwealth Bank](#)
Kyle Pace
[Preservations Parks of Delaware County](#)
Dana Polhamus
[First Citizens National Bank](#)
Meghan Raehll
Franklin University
Hunter Rayfield
[Liberty Township](#)
Kevin Rider
[Forensic Human Factors, LLC](#)
Mike Ringle
[Delaware County Auditor's Office](#)
Chris Roshon
[Preservation Parks of Delaware County](#)
Jeff Sell
[Delaware County Job & Family Services](#)
Laura Smith
[SourcePoint](#)
Mikela Thomas
[Olentangy Local Schools](#)
Stephanie Ward
[Fidelity Federal Savings & Loan](#)
Jim Wasil
[Del-Co Water Co.](#)
Brett Wiemken
[Orange Township](#)

Leadership continued

Jacci then talked about how Delaware ranks in comparison to neighboring counties, giving us a full picture of a county in transition, but with an ironclad agricultural heritage that farmers who continue to tend the land, come what may. It was interesting to note that every farmer on the panel had been anxiously tracking the rain that was expected in the afternoon, and every so often would check their phones for the latest radar pictures. Our class could clearly see the important role the weather plays in the life of a farmer.

After our brains were filled with statistics, we had the opportunity to hear from local farmers in their own words about the issues and challenges facing agriculture today. Jacci, Doug Dawson, Tim Harsh, Earl Lehner, Bret Davis, and Gary Davis gave us a birds-eye view into their day-to-day farming lives and the issues they are grappling with; everything from the public's perception of farming to supply chain snags to rising costs of farming needs like fuel and fertilizer. Land use came up more than once; most of the farmers on the panel had various parcels of land around the county rather than contiguous tracts. Development was a topic of discussion, as it has meant less available land to use for farming and larger lot sizes for suburban new builds.

While most of us think as agriculture in terms of crops and animals, the panel discussed other ways people are getting into the ag business: aquaculture (fish farms), cannabis, and tourism are all burgeoning areas for growth in Delaware County.

After the panel discussion, the class got its collective boots dirty by visiting Tim Harsh's Certified Angus Beef Farm, HFS Angus, just down the road from the township hall. Tim introduced us to his cattle and gave us a primer on the history of his farm operation, cattle genetics, and the long hours and physical nature of being a livestock farmer.

The message many of us took away from the morning portion of our day was to be open-minded about what farmers do and to be advocates for agriculture in our families and spheres of influence.

Lunch at the township hall featured a hearty meal of locally grown and produced meat, mashed potatoes, veggies, and homemade pie—lucky for us, our afternoon would give us a chance to stretch our legs and maybe even walk off a pound or two (the power of positive thinking!).

After lunch we hopped on the bus to [Hardscrabble Farms](#) to visit with the Skinner family. We heard a lot from this multi-generational farming family about the changes in technology that they have had to learn and overcome and how this has helped the younger generation of farmer play a more critical role in the business. This generational knowledge shift has really leveled the playing field a lot more than in previous generations, allowing the youngest generation to contribute to the family farm in a lot more ways. After talking with the group, the Skinners let us all tour their equipment barn, which was very eye opening to some in the group who had never been that close to large farm equipment.

Our next stop was to [Price Farms Organics](#), a 7th generation hog farm that also functions as the premier organics recycling and compost facility in the area. Tom Price and his family toured the facility with us and shared stories about how they became the facility that they are today. We also learned about their unique Zoo Brew compost blend. Working with the Columbus Zoo & Aquarium, Price Farms Organics developed a compost blend and "tea" that utilizes the manure and discarded animal bedding from the zoo to create the staff favorite blend for landscapers and homeowners use in their gardens. And don't worry too much about the smell. They mix in recycled coffee grounds to take the edge off!



Our final stop for the day was a trip out to Leeds Farm, in Ostrander, where we met with Christy Leeds to hear about their farm history. Christy shared their family story about how their 4th generation farming operation turned from a farm with a pumpkin side business, selling them out of the front yard with an "honor" system bucket, into one of the most successful agritourism spots in Delaware County.

We want to thank all of the farmers, presenters, and organizers for an excellent day of learning and experiencing agriculture in Delaware County. We know you could have been in the fields or taking care of things on the farm, and you chose to educate us instead. We appreciate all you do and are so grateful for the time you took out of your busy day.



Chamber supports local levies-update

At its September meeting, the Chamber board of directors voted to support the Government Affairs Committee's recommendation that the Chamber endorse three levies that voters saw on the ballot in November. All three issues were found to be sound decisions vital to maintain the quality of life we have come to enjoy in Delaware County as well as funding to support the most vulnerable population. Each of the agencies have proven to be good stewards of taxpayer dollars and all have strong visions for the future.



The [Preservation Parks of Delaware County](#) levy will enable significant land acquisition which will expand the already hearty footprint of our parks and trails.

The [Delaware-Morrow Mental Health & Recovery Services Board](#) was asking for its first increase (.5 mil) since 1984. And the [Delaware County Board of Developmental Disabilities](#) is both keeping their 2018 promise of sunsetting a .56mils levy AND requesting a decrease in its 2.1 mil levy to 2mils.

The Chamber is delighted that all three measures passed soundly with the voters and congratulates our agencies for the fine work they do in the county and their stewardship of the funds entrusted to them.

Transitional work grant update

Helping employers get their injured workers back to work as soon as safely possible, the Ohio Bureau of Workers' Compensation launched its revamped Transitional Work Grant (TWG) program June 1, offering free grants and guidance worth thousands of dollars.

To encourage participation, the agency removed its 3-to-1 matching requirement for grants as well as its one-grant-per-lifetime limit. Employers are now eligible for 100% reimbursement up to their approved grant maximum, and one grant every five years.

"Transitional work programs work – they help injured workers stay on the job or get back to work more quickly, and they save employers resources when it comes to lost production, hiring and training substitute workers, and claims costs," said BWC Interim Administrator/CEO John Logue.

BWC also added services to the TWG program that help employers manage an injured worker's return to work during the COVID-19 pandemic. Another service assists employers in managing their workspace for health and safety during COVID-19.

Employers with a transitional work plan actively participate in the recovery and return to work of their employees. Injured employees can resume their work functions with minimal time off, and employers are better prepared to place an injured employee in a job or given work tasks consistent with any medical or physical restrictions.

Transitional work grants are based on the employer's number of employees and range from \$2,900 to \$6,300. To learn more, visit Transitional Work Programs on BWC's website or email questions to TWSupport@bwc.state.oh.us.

County offers relief programs

[Delaware County](#) launched an Economic Development Revolving Loan Fund application to the Delaware County business community.

Powell-based Buckeye State Bank will administer the program, which will provide loans between \$10,000 and \$25,000 over a five-year term. The loan principal can equal up to six months' of rent, mortgage and/or utility payments. The interest rate is 4 percent with a \$1,000 fee that will be added to the loan principal. Interest-only payments will be required during the first six months of repayment. Review and approval of the loan application will take no more than 10 business days. If you apply for other local loans, we will ask you to withdraw from our program, in order to give other businesses a chance to use local funds.

The fund was engineered by the Commissioner-appointed Delaware County Economic Recovery Advisory Team, a committee that was established in response to the COVID-19 pandemic. Delaware County officials, including Clerk of Courts Natalie Fravel, have contributed \$2.5 million to get the fund started. The Delaware County Finance Authority, [Orange Township](#) and [Liberty Township](#) have each contributed \$250,000. The committee continues to seek additional contributions to the fund. To apply for the loan, visit <https://BSBDelCo.com>. For more information about Delaware County's response to the economic impacts of the COVID-19 pandemic, [visit their website](#).



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

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

[*Click here for details](#)

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)
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Silver Level \$2000*

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

Bronze Level \$1000*

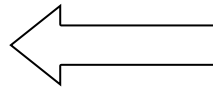
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

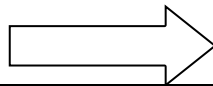
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a member of the Delaware Area Chamber of Commerce in good standing, you are encouraged to use the Chamber’s logo on your email signature, website, stationery and marketing materials. Call the Chamber for an electronic version of our logo. Take advantage of the cache your membership brings to your business.



Click the image to the left for a high quality version of the Chamber **web stamp**.



Click the image to the right for a high quality version of the “**Proud Member**” web stamp.



DELAWARE AREA
CHAMBER OF COMMERCE



DELAWARE AREA
CHAMBER OF COMMERCE



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

Chamber recommends third party administrator; offers discount to members, Chamber Buck\$ for getting a quote

As a member of the Delaware Area Chamber of Commerce, you have access to discounted, first-rate third party administrator for your Worker's Compensation. We're so sure you'll save money and receive great service that **we're offering \$50 in Chamber Buck\$ just for getting a quote.** Just forward the email confirming your quote to dachamber@DelawareAreaChamber.com and we'll send you a certificate good for \$50 off ANY Chamber invoice.



Sedgwick is Ohio's leading third party administrator for workers' compensation specializing in alternative rating/premium discount programs and cost containment strategies that annually save our clients over \$120 million in premium paid.

Take the first step needed to reduce your annual premium by requesting a free, no-obligation quote for group rating or other alternative rating/premium discount programs through our organization and let Sedgwick's experts work for you!

Click here to request a savings analysis by completing an AC-3 online form (Ohio BWC Temporary Authorization to Review Information form)

request a savings
quote >>
[AC-3 form]

City offers revolving loan

The [City of Delaware](#) has opened a \$300,000 revolving loan fund to bolster the city's small businesses. Any business (or business owner) within city limits is eligible to apply for the low-interest loan program. The fund will be administered by Economic and Community Development Institute (ECDI), a community microlender that is headquartered in Columbus and serves small businesses throughout the state of Ohio.



In a time when a majority of small businesses – even those with a long, stable history – are struggling due to the economic shutdown caused by COVID-19, access to capital can be a sustaining lifeline. Borrowers can request up to \$25,000 from the City of Delaware fund, and can access ECDI's portfolio of funds for additional capital up to \$350,000* for their total loan. Funds can be used for any business purpose, including payroll, inventory, renovations or other.

Loans of 0-25K will be funded at 3% rate. Loans of 25-50K will be funded at 5% blended rate. Beyond that, your business will work with ECDI to get the best rate they can or will seek financing from other entities of your choice.

To apply, please visit <https://www.ecdi.org/small-business-loans/>. For further questions, please reach out to Aaron Cornell at (614) 559-0196 or by email, ACornell@ecdi.org.



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To learn more about all the services offered at Grady Memorial Hospital, visit OhioHealth.com/Grady.

Member grows through acquisition; receives recognition

HW&Co., a regional CPA and advisory firm with offices in Cleveland, Columbus and Mentor, Ohio has successfully merged in The Shealy Group, based in Mansfield, Ohio. The Shealy Group joins more than 120 HW&Co. professionals serving clients across Ohio and the United States.



The Shealy Group, founded in 2001 by Dave Shealy CPA, CGMA becomes HW&Co.'s fifth office. "The Shealy Group is pleased to join with HW&Co. We believe our shared values and combined knowledge will enable us to continue to serve our clients at the highest level," said Dave Shealy, who will serve as Managing Principal of the firm's Mansfield location.

According to Brandon Miller, CEO of HW&Co., "The Shealy Group provides HW&Co. the opportunity to expand our presence throughout Ohio, not only with their expertise in Agribusiness, but they also add to our extensive list of Manufacturing and Distribution, and Healthcare clientele. Dave Shealy and his staff have exceptional talent and we look forward to integrating them into our team."

HW&Co. is honored to be selected as the best Accounting Firm (25 Employees or Larger) for the second year in a row by *Ohio Business Magazine*. The magazine hosts its Best in Ohio Business Awards annually to honor exceptional Ohio businesses.

The award is based entirely on community voting and covers a range of different categories.

According to HW&Co. President & CEO Brandon Miller, "We are honored to be recognized as the Best Accounting Firm in Ohio* by Ohio Business Magazine. HW&Co. has four offices in Ohio and we make it a priority to stay connected to the communities where we live and do business. We are extremely proud to have won this recognition for the second year in a row, and thank our employees, clients and the community for their votes."

To learn more about some of the benefits of working at HW&Co., visit <https://www.hwco.com/careers/>

*with more than 25 employees

HW&Co. is a Top 200*, regional, independent Certified Public Accounting (CPA) firm providing accounting, tax, healthcare consulting and business advisory services to privately held companies and family-owned businesses in industries such as construction and real estate, healthcare and manufacturing and distribution as well as nonprofit organizations. HW&Co. services clients in over 40 states. www.hwco.cpa



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.



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snappysautomotive.com

Provides a full service vehicle repair shop



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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.

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.



Check Out the

HOT DEALS

from Chamber Members

Posting is FREE with your membership

- ⇒ [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- ⇒ [Join Safety Council— Delaware Area Safety Council](#)
- ⇒ [15% off Guest room Nationwide Hotel and Conference Center—Nationwide Hotel and Conference Center](#)
- ⇒ [Oak & Brazen Wine Co: Daily Deals—Oak and Brazen Wine Co.](#)
- ⇒ [SourcePoint Shares Aging Expertise via Speakers Bureau—SourcePoint](#)
- ⇒ [Exclusive discounts at Staples stores- Staples](#)

HOT DEALS

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

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- ⇒ No strings— FREE to Chamber members.
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- ⇒ 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
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[Click here to find out what you're missing and for do-it-yourself instructions.](#)

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

The Southern Ohio Chamber Alliance (SOCA) teamed up with Anthem Blue Cross and Blue Shield to create a health program that can lead to more rate stability – and it could offer potential savings for groups with 50 or fewer employees. This self-funded multiple employer welfare arrangement (MEWA) lets smaller employers join together to share in the overall claims risk. By being part of a larger, self-funded pool, employers have financial protection backed by Anthem's stop loss coverage.

In addition to financial protection, this innovative alternative offers:

- Competitive rates
- Fixed, predictable monthly payments
- A variety of plan designs
- Anthem's broad Blue Access PPO provider network and Essential Rx formulary
- Coverage for claims run-out/terminal liability coverage
- Expanded wellness offerings
- Specially discounted rates on SOCA-exclusive specialty products including dental, vision, life, optional life, and disability insurance

As a member in good standing with the Delaware Area Chamber of Commerce, your business is eligible for discounted group health care *including plans for sole proprietors*, sold through our Chamber-member authorized agents.

Contact one of our agents to see if there's a plan that's right for you.

Creative Financial Insurance Services Agency

Jim Roesch

jwroesch@discovercfi.com

740-363-5433

*Anthem Elite Certified



Preferred Benefits Services Agency

Mark Pettitt

mark@prefben.com

740-363-6028

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Chamber website banner ads a great value

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

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

If you're thinking

I need a
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Lisa Clark, Manager

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Looking for product or service? Look to your fellow
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The Chamber exists for and by its members—
check here before you buy.

Did you know you can get a discount on health insurance for your company through your local chamber?

The relationship you have with your employees is key, especially when it comes to your health plan. That's why the Central Ohio Chambers of Commerce (COCC) and Anthem Blue Cross and Blue Shield teamed up to offer you ChamberSaver discounts.

What matters most to you when it comes to your company's health coverage?

An affordable health plan? Healthier employees? A full range of health insurance offerings? That's exactly what you get when you choose ChamberSaver. Companies with 2-50 eligible employees can save 1.4% and companies with 51-500 eligible employees can save 1% on health insurance – and not just on a few plans, but rather, on Anthem's full range of health insurance offerings.*

Access to care that's right for your employees

When employees feel good, they are usually more focused and more likely to perform at a higher level, which can have a positive affect on a company's bottom line. That's why every Anthem plan includes 100% coverage for checkups, flu shots, and other preventive care services for your employees and their families. The reward is peace of mind and better health at no extra cost to your employees.

To learn more specifics about this new offering contact one of the following Chamber members who are Anthem Elite or Champion Brokers:

**Creative Financial
Insurance Services Agency, Inc.**

Jim Roesch
jwroesch@discovercfi.com
740-363-5433
www.discovercfi.com

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

Mark Pettitt
pettitt@prefben.com
740-363-6028
www.prefben.com
611 South Sandusky Street, Delaware



Your chamber membership creates value for your company.

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

- o Your choice of plans, from industry-leading consumer-driven health plans to point-of-service products
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- o Extensive selection of providers and lower in-network costs
- o Strong local service

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

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

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

Dental

- Industry-leading local and national networks with deep discounts, saving members an average of 34% on covered services when they visit an in-network provider
- No waiting periods for major services with employer-paid plans
- Flexible plan designs and optional benefits like annual maximum carryover and brush biopsy
- A dedicated dental service department that provides fast and accurate claims processing that beats the industry average, with the average claim paid in less than 3 days¹
- Expanded care with our clinically integrated program, Anthem Whole Health Connection, is included at no extra cost. This includes additional dental services for members with certain health conditions.

Blue View Vision

- One of the largest vision networks in the nation, with the choice of independent eye doctors or Glasses.com, ContactsDirect, 1-800 CONTACTS, LensCrafters®, Pearle Vision®, Sears Optical®, Target Optical®, or JC Penney® Optical stores
- Members can buy extra pairs of glasses for 40% off from any network provider. And kids under age 19 get UV-blocking Transitions® lenses at no extra cost while adults get a discount.²
- Access to a dedicated and knowledgeable customer support team 7 days a week
- Enhanced care with our clinically integrated program call Anthem Whole Health Connection is included at no extra cost. This includes market-leading collaboration between primary care doctors and eye doctors

Life and Disability

- A broad portfolio of life and disability products and an A.M. Best financial rating of A (Excellent)
- Value-add programs include at no additional charge provide emotional, financial and legal support, along online will preparation and identity theft recovery services
- Telephone claim intake is standard in addition to a dedicated call center with calls answered live during business hours
- Outstanding claims turnaround time and payment accuracy – and we help with Social Security disability filings and approvals
- Integration of short-term disability and our health benefits may improve employee health and productivity



¹ Internal data 2017

² Except when discounting of non-covered services is prohibited by state law. Standard broker commissions apply. Offer available to Ohio-headquartered businesses adding new Anthem dental, vision, life and/or disability plans. This discount program can be changed or terminated at any time.

Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company. An independent licensee of the Blue Cross and Blue Shield Association. Anthem is a registered trademark. The Blue Cross and Blue Shield names and symbols are the registered marks of the Blue Cross and Blue Shield Association.





Program assistance
OSHA compliance
Accident prevention
Leadership
Health & wellness

STAY INFORMED SAFELY

Ohio employers small and large know Ohio Safety Councils offer convenient and affordable access to occupational safety education, resources and networking.



Learn among your business and community peers.
Contact your local safety council today and get involved to proactively prevent injuries, control costs and benefit your workforce.

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Incidents and accidents do not pause for a pandemic. Taking a year off of Safety Council never crossed our mind.

~ Ryan Mathys,
Preferred Airparts, LCC,
Orville Area Safety Council

Webinars kept the life blood pumping in our safety veins.

~ Kent Sherry,
Bryce Hill Inc.,
Springfield-Clark County Safety Council

Even though the meetings are virtual now, it is still beneficial to meet, to talk, to share, & to learn with other members to continue to get the support we all need.

~ Jim Stephen,
Zemba Bros., Inc.,
Zanesville-Muskingum County
Safety Council

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[Safety council locations | Bureau of Workers' Compensation \(ohio.gov\)](#)

Who we are

The Chamber is a voluntary organization of businesses investing their time and money to improve the economic, civic and cultural well-being of the community. Through this investment, the individual volunteer, company or corporate sponsor increase their business, expand their profile and value and in turn accomplish their personal and professional goals. Everyone shares in the benefit created by the growth and prosperity generated.

The dues structure is designed to permit even the smallest business to be a member. The work of the Chamber is financed by the investment of individuals and businesses that support it. *The Chamber is not part of the city or the government. It is a unique organization and it belongs to the members.*



What we do

The Chamber provides its members with a platform to accomplish their business goals. Belonging to the Chamber increases a member's opportunity to network, develop professional and personally, build a referral base and increase their visibility. A recent study from the Shapiro Group shows that consumers are 49% more likely to think favorably of a Chamber-member business and 80% more likely to purchase goods or services from the company in the future. A Chamber membership comes with a 73% increase in customer awareness and a 68% increase in local reputation.

Your organization helps create jobs through stimulation of industrial and commercial growth. The Chamber is a voice for small business and keeps abreast of issues that affect the business climate and alerts membership to resources that may assist in their resolution. It also assists in bringing new business to the community by acting as a resource to the business principals and leaders. The Chamber serves as a resource for membership and provides referrals from a trusted network of business men and women.

The program of work is facilitated by the Chamber's member volunteers and committees under the direction of the board of directors. The goal is always to create more prosperity and opportunity for all members. Every member has a voice in determining the Chamber's work, policies and projects- and every member is needed to work to get the job done!

And programming? Your Chamber knows how vital networking and educational programming are to its members. Monthly Before Hours and After Hours, Third Thursday luncheons, ribbon cuttings and other celebrations; annual golf outing and clay classic, the unique annual dinner and awards event; educational series, Safety Council and Leadership Delaware are the organization's sweet spot.

And what of your investment in the organization? In 2018, the Delaware Area Chamber received its second consecutive 5-year, 4-Star accreditation. Only 3% of chambers nationwide (and only four in Ohio!) seek and receive this prestigious recognition. What this means is that from finances to communication; HR to programming your Chamber is run like a business. A solid, well-run business and is committed to the accreditation process every day.

No other organization can do all that the Chamber does. We've been doing it since 1907. Times change but the relevancy of your Chamber endures.

Are you making the most of the freebies that your Chamber membership offers?



The Chamber uses an integrated database system called ChamberMaster. From the staff's point of view, ChamberMaster's integration with our secure accounting system and website, and its use as a database system are only the tip of the iceberg; CM's features are robust and responsive to chambers of commerce who subscribe. But ChamberMaster is also a multi-faceted tool for our members that increases the value of membership to those who use it.

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

Your online calendar displays events from other members, Chamber events, and of course, any events that you have posted. You can register online for Chamber events only; to register for another member's event, please contact that member directly. If the event you'd like to register for has a fee associated with it (for example, Third Thursday luncheon is \$20 per person), you can pay online right then and there, select to pay at the door, or let us know you'd like an invoice. [Click here for the full instructions on registering for Chamber events.](#) So, you've attended an event and you opted to be invoiced for it. You can pay that invoice online as well as ANY Chamber invoice. [Click here for instructions on how to pay invoices online.](#)