

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

January 2017



Sustaining Members

*Industry Exclusive
Platinum Level*



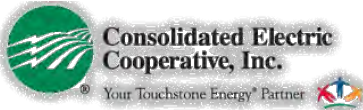
Gold Level



Silver Level



Bronze Level



*The Delaware Area
Chamber of Commerce
Established 1907*



Annual dinner auction items still needed; table decorators filling up fast

The Chamber is seeking the memberships' help in assembling items for our silent auction. If you think you have an idea for a silent auction donation, call Sara at 740-369-6221. We also still have a few tables left to decorate but they go fast so if you'd like to be part of the famous table decorating for annual dinner, call Sara today.

And with regard to invitations for the event...

The Chamber will be sending invites to the annual dinner via email this year. The invites will be sent to the member's primary representative. Guests will be able to register and pay online as well.

And while we're here...

Make a note that the event will be held on Thursday, February 2nd with a change of venue. We'll be at Doubletree by Hilton at Crosswoods, SR 23 near 270.

See you all at the event!

The Chamber recognizes the 2017 Annual Dinner Corporate Sponsors

Platinum Level



Gold Level



Silver Level



Bronze Level



For all our business owner members: Chamber launches new signature program



Success 2.0

A Business Owner's Strategic Growth program of the Delaware Area Chamber of Commerce

The Delaware Area Chamber is well known for its Leadership Delaware and Safety Council programs. The Chamber has been the county-wide sponsor and facilitator of these programs for many years. The Chamber is now launching what it plans to become the signature program for owners of businesses that have been successful and are on solid footing but are ready for the next level for both the owner and the business.

Success 2.0 is a 2-year program that will meet quarterly and is designed to be a small intimate group of business owners across all industries who want to sharpen their focus, increase their effectiveness by changing the priorities from what they were in their business' growth phase to the one it enjoys now in order to grow profits and balance their lives.

The program plans to begin in March and groups are limited in size. [Click here for more details](#) and the [program syllabus](#).

2017 Board of Directors

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Eyerman Planning Associates LLC
Chad Hoffman, Immediate Past Chair

[Richwood Bank](#)

Ken Barton- Treasurer

[Minuteman Press of Dublin](#)

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Delaware, Ohio 43015

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DELAWARE AREA CHAMBER OF COMMERCE

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

presenting

The Annual City of Delaware State of the City

with

Mayor Carolyn Kay Riggle and City Manager Tom Homan

sponsored by



Thursday, January 19, 2017, 11:45am—1:00pm at [SourcePoint](#)
800 Cheshire Road, Delaware 43015

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

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

Deadline to register is January 16, 2017

Cancellations after January 16 and no-shows will be charged.

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

dachamber@DelawareAreaChamber.com

January Business BEFORE Hours

Start your day on Thursday, January 5 by networking when
[Delaware Community Center YMCA](#), 1121

South Houk Road, Delaware, OH 43015, hosts the monthly
Business Before Hours. Food, networking – bring lots of

business cards to share. The event is held from 8:00am - 9:30am. Please let us
know you'll be attending. [Click here to register.](#)

And later that day, stop back at the Y when they hold a five-year anniversary
celebration. Cupcakes will be served after a brief ceremony at 6:00pm.



January Business AFTER Hours

End your business day and join us for networking
on January 19 when we join our host, [Wesbanco](#)
[Bank](#), 10716 Sawmill Parkway Powell, OH 43065.

Enjoy refreshments, food and networking. Bring

lots of business cards to share. The event is held from 5:00pm—6:30pm. Please
let us know you'll be attending. [Click here to register.](#)



2017 Community Profile and Membership Directory

By now you have received a copy of the Chamber 2017 publica-
tion. It was mailed to the person noted as your membership's
primary representative.

Copies are 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 dis-
play and distribute in your lobby.** [The publication is also linked on the
Chamber's website.](#)



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The Chamber celebrates its 110th anniversary!

The Chamber was relevant in 1907 and it's relevant today. How much do you know about your Chamber membership? Maximize the value of your Chamber investment by being informed of the benefits of your membership. Are you aware that the Chamber offers to ONLY our members:



BUSINESS REFERRALS

The Chamber receives hundreds of 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. NO CHARGE**

INTERNET LISTING

Members are provided free listing on our website and a link to their website. Members may also post their events, "Hot Deals" and job postings on the Chamber's website. **NO CHARGE**

MEETING ROOM

Our meeting room can accommodate 25 people and is available at no charge to members during business hours. Laptop, projector and wireless Internet are available. And we'll provide coffee, water and soft drinks. **NO CHARGE**

NEWSLETTER

The Chamber publishes a monthly electronic newsletter that includes news from the organization and its members, upcoming events, business-related articles and much more. The newsletter is distributed to over 900 email addresses membership-wide and is posted and archived on the Chamber's website.

NO CHARGE TO RECIEVE AND GREAT DEALS ON ADVERTISING

THIRD THURSDAY WITH THE CHAMBER

Held at noon on the third Thursday of each month, this luncheon features speakers or panels discussing issues relevant to business. Candidate forums, legislative issues and opportunities to address current business educational needs are the focus.

\$15 INCLUDES LUNCH BUFFET

SAFETY COUNCIL

Each month a luncheon program is presented to encourage safe practices in the workplace. Topics include OSHA regulations, fire safety, drug-free workplace, and much more. Participation in Safety Council can result in a 4% rebate on premiums.

NO CHARGE TO BELONG; \$10 LUNCH FEE ONLY

HEALTH INSURANCE

Members are eligible for affordable health insurance through Anthem Blue Cross and Blue Shield insurance plans in Ohio, offering a large network of physicians and hospitals. Dental coverage through Superior Dental Care is also available, including to sole proprietors. **YOUR MEMBERSHIP PROVIDES ACCESS.**

PRESCRIPTION DISCOUNT CARDS

Through our affiliation with the Southern Ohio Chamber Alliance, we're able to offer our members, their staff and family access to discounts on prescriptions. The discounts are not attached to a health insurance plan and may be used at hundreds of local and national chains providing service. **NO CHARGE**

WORKERS' COMPENSATION

Members save on workers' compensation premiums by enrolling in our group rating plan offered through our affiliation with CompManagement, Incorporated. This third party administrator also offers claims management, advocacy and free workshops and seminars related to Worker's Compensation. Participating in Safety Council can mean additional premium savings and rebates. **YOUR MEMBERSHIP PROVIDES ACCESS.**

Want to learn more about the benefits of membership? It's not for just new members...

Every quarter the Chamber holds a new member orientation. Members mingle with board members over coffee and pastry and then retreat to the conference room where Chamber staff runs 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. Anyone is invited– even prospective members, and the Chamber staff encourages you to **register to attend**; bring a client who may be considering membership.

[Click here to register to attend the orientations on January 24 at 8:00am.](#) We'd love to see you!

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



Using Microsoft Office products doesn't have to be difficult.

Register for this four-part workshop designed to maximize your Outlook, Excel, PowerPoint, Word, and Word programs.



Workshop Schedule

February 13th – Microsoft Outlook

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

February 20th – Microsoft Excel

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

February 27th – Microsoft PowerPoint

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

March 6th – Microsoft Word

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

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

Cost: \$100 per person*

Deadline to register is February 7, 2017.

No shows will be charged the full amount.

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

**Those registering for the series will be given priority seating. Ala Carte sessions, if available, will be \$30 each per person and not available until February 8, 2017. Contact the Chamber to determine availability.*

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

[Click here to register for the series](#)

DISCOVER & EXPLORE

TUSCANY

WITH THE DELAWARE AREA CHAMBER OF COMMERCE



9-DAY JOURNEY

HIGHLIGHTS:

- Round trip scheduled airfare
- Round trip transfers between airports and hotel
- 7-nights first class Hotel
- Superb cuisine, daily breakfast, and 4 dinners
- City tour of Florence: see the Cathedral, Baptistry, and the famous Gates of Paradise
- The Leaning Tower of Pisa
- Full day tour of San Gimignano
- Chianti Wine Tasting
- Chamber Exchange in Tuscany
- Tuscan Feast Dinner
- Discovery Program Guide



Tuscany

DAY BY DAY

DAY 1

- Transatlantic flight

DAY 2

- Arrive in Italy and transfer to your hotel for the next 7 nights
- Dinner at your hotel

DAY 3

- Breakfast at your hotel
- City tour of Florence
- Chamber Experience (leather & textile industry)

DAY 4

- Breakfast at your hotel
- Tour of Pisa
- Dinner at your hotel

DAY 5

- Breakfast at your hotel
- Full day at leisure in Montecatini
- Optional trip to Cinque Terre

DAY 6

- Breakfast at your hotel
- Tour into the Heart of Tuscany & San Gimignano
- Chamber Experience (wine industry)
- Dinner at your hotel

DAY 7

- Breakfast at your hotel
- Full day at leisure in Montecatini
- Optional trip to Venice

DAY 8

- Breakfast at your hotel
- Full day at leisure in Montecatini
- Optional full day tour of Siena
- Tuscan Feast Dinner

DAY 9

- Breakfast at your hotel
- Transfer to the airport for flight home



San Gimignano

BOOK & SAVE

~~\$3,125 PER PERSON~~

\$2,925 PER PERSON

*if deposited by April 30th!**

Departing October 18, 2017

For more information, please contact:
the Chamber at (740) 369-6221

New member celebrates expanding business...

Join us on Wednesday, January 18 at 11:30am when we welcome new Chamber member [NEX Transport](#) and help them celebrate the opening of their new location at 1076B Pittsburg Drive, Delaware. NEX is based out of

East Liberty Ohio and provides consolidation, import, export, packaging and other special projects for the automotive industry. Ribbon cutting will be held at 11:30am followed by an open house and tours until 2:00pm. Light snacks will be provided. [Click here to let us know you're joining us.](#)



And new member celebrates new business

And the next day, Thursday, January 19 at 3:00 we're celebrating the grand opening of the latest, hot new business in downtown Delaware. [Olivina Taproom](#), (pronounced "all-liv-EEN-ah") is an olive oil and vinegar taproom that offers a unique experience. Come celebrate (44 South Sandusky Street, Delaware) with founder Chris Schobert and hear about this one-of-a-kind family business. [Click here to let us know you're coming.](#)



Traditions rule December networking

The December Before and After Hours networking events switched dates but continued traditions old and newer. In 2015 the Chamber hosted the December Before Hours and because the

staff loves to have the lobby full of people, called dibs on the month every year. And once again, Chamber president's resident knight in shining armor (last seen at the October After Hours as Frank-N-Stein) played Santa and members clamored to have their photo taken with him. OK, clamored is a bit of a stretch. As people walked by they agreed to stand still for a photo, But, still, lots of

laughs, tons of pastry and the single-digit temperature outside forgotten for a bit to make merry with friends and colleagues. Ho Ho Ho till December, 2017!! [Click here for more photos.](#)



Business After Hours

Several years older than the Chamber's holiday Before Hours, the annual holiday joint After Hours with our friends from the Powell chamber and made a tradition by Kevin Smith, [First Citizens National Bank](#), was another fun event. We never know what Kevin has up his sleeve and this year was no different. Members and friends started at First Citizens where they received a string of white beads. Different color beads (and yummy food samples) were given out at the three other progressive networking event partners: Graeters Ice Cream, Crane's chicken and [City Barbeque](#). Covered in four strands of beads it was back to First Citizens to claim a prize. From holiday cds to bottles of wine, nobody left hungry or empty-handed.

Our thanks to Kevin for stewarding this tradition and to our friends at the Powel chamber for joining us at this special time of year. And of course a hearty thanks to the Delaware and Powell chamber members who opened their doors and each year feed hungry networkers.

[Click here for more photos.](#)



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.

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31,536,000 seconds of happiness!*



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Find the word(s) in **GREEN** below:

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(**GAS STATIONS** and **DRY CLEANERS**, etc). We can help you resolve that
SCARY EPA LETTER, find **LEAKING TANKS**, **IDENTIFY** those **MYSTERY DRUMS**, **REMEDIATE**
CONTAMINATION and obtain **GRANT FUNDS**.

*Phoenix Environmental's goal: **ASSESS - ADVISE - RESTORE***



Phoenix
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Visit our website www.phoenixel.com or facebook page for additional information fb.com/phoenixel

175 S. Sandusky St., Suite 325, Delaware, OH 43015

614 746 2695 | jeff@phoenixel.com | www.phoenixel.com

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.

The Non-Profit Bulletin Board

This feature is a vehicle through which the Chamber's forty-some members that are governed by a board of directors can connect with those interested in serving in the community.



Symphony seeks board members



Central Ohio Symphony

The [Central Ohio Symphony](#), located in downtown Delaware, is seeking board members. The Symphony is an extraordinary organization led by a passionate director and board. [Click here for information about serving and contact information](#). The Chamber encourages anyone interested to seek this opportunity to proudly serve as part of this leadership team.

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.



Glenn Bertrand
Manager
NMLS # 1486526

33 London Road
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Chamber member receives The Dispatch CBUS Top Picks Award

TWO MEN AND A TRUCK Columbus was selected as the top moving company in central Ohio. The community voted for their top picks and the company was awarded with The Dispatch CBUS Top Picks Award at a ceremony on December 7, 2016.

“We strive to move people forward whether it’s our employees, customers or the community,” said Stephanie Clarey, senior sales and marketing manager. “We’re honored that the community recognized us in this way. We love serving central Ohio.”

Congratulations to Two Men who have most likely had to expand their offices to include an award room!



**TWO MEN
AND A
TRUCK**

“Movers Who Care.”

About TWO MEN AND A TRUCK Columbus

TWO MEN AND A TRUCK Columbus serves central Ohio with two locations, 33 trucks and more than 100 employees. Woman-owned since 1993, the company has decades of experience in home, business and interstate moving. In 2015, they completed 8,754 moves. They were recently named Top Moving Company through The Dispatch CBUS Top Picks. For more information, [visit their website](#) or call 614.423.4842.



Member awarded ethics recognition

Hetter Heating & Cooling is so proud to announce that they have been selected for an unprecedented SECOND time as a recipient of the Torch Award for Ethics from the central Ohio chapter of the Better Business Bureau. Hetter is one of only two companies to win the award twice, having done so for the first time in 2010. EE Ward Moving & Storage is the only other two time winner. “We accept this award again not only with great pride & enthusiasm but with great responsibility to all our customers & future customers who select us for their HVAC needs,” says Hetter owner & president John Hetterscheidt. “We are excited to be our industry’s only two time winner.” The BBB launched the Torch Awards program in 1994 to recognize businesses who are intentionally pursuing the highest standards of organizational ethics. A seven member panel of local businesses and community leaders served as the selection committee. Check out the 16-page feature story on the three Torch recipients this year in the November edition of Columbus CEO Magazine. Congratulations to our friends at Hetter!



Chamber celebrates new business with new member

On December 12, the Chamber helped celebrate the grand opening of new Chamber member **Gale’s Pharmacy**. Owner Gale Mussleman has worked as a pharmacist since 1987, serving in a variety of environments from local, regional and national chain stores. Gale’s belief in the importance of a community pharmacy led to his dream of opening a local store of his own. Working side-by-side with his bride, Jill, Gale is looking forward to long-term relationships and first-name basis with his customers. Gale’s Pharmacy is located in Delaware in the strip on the corner of W. Central and Troy Road.

Congratulations to Gale and Jill and to all their customers who will benefit from being part of their “family”.



It’s not for just new members...

Every quarter the Chamber holds a new member orientation. Members mingle with board members over coffee and pastry and then retreat to the conference room where Chamber staff runs 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.

Anyone 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 orientations is Tuesday, **January 24**. [PLEASE click here to register](#). We’d love to see you!

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.

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.



DELAWARE AREA
CHAMBER OF COMMERCE
1907 - 2017



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Sarah Moore

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Mike Dickey, CPA
Shareholder

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Canton | 330.966.9400
Delaware | 740.362.9031

Elyria | 440.323.3200
Worthington | 614.781.6174
maloneynovotny.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.

Delaware Area Chamber of Commerce 32 S. Sandusky St., Delaware, Ohio 43015 ~ 740-369-6221 ~ fax 740-369-4817
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Chamber launches new website

The Chamber announces its [new website](#)! Designed in-house by our IT guy, Matt Carbary (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: mcarbary@DelawareAreaChamber.com.

Chamber welcomes new MainStreet director

On December 6, the Chamber held a reception in honor of Susie Bibler, the newly-hired MainStreet Delaware director. Susie is no stranger to the Chamber; she serves as a Leadership Delaware County Tour Day facilitator. The Chamber was delighted when



MainStreet's board of directors hired Susie and wanted to recognize her and all the members of the organization. Chamber members mingled with MainStreet members and enjoyed pastry and coffee. While the Chamber's first choice was to plan the event over cocktails, it was important to be able to include the local merchants who would not have been able to leave their business in the evening. It was delightful to have business owners not typically involved in the Chamber visiting our office and celebrating with us. Congratulations to Susie and congratulations to MainStreet for the success it will experience with her at the helm. [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.

**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.**

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.

PRINT CARD
TEXT CARD
EMAIL CARD
SAVE CARD

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



Member: Confidential Member
ID Number: 3227AEEH3A
RxBIN: 610709
RxGrp: UN08

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

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

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.



MEMBER FDIC | EQUAL HOUSING LENDER



MORE

than just banking!

Powell Banking Center

9595 Sawmill Parkway Powell, OH | (614) 789-9595 | www.FirstCitizensNational.com

BREAK OUT THE BIG GUNS

FOR YOUR NEXT CORPORATE OUTING!



**BLACK WING SHOOTING CENTER
OFFERS AN UNFORGETTABLE EXPERIENCE
FOR YOUR NEXT BUSINESS EVENT.**

Unlike a traditional golf outing, this exciting activity requires no experience, no special skills, no expensive equipment and less time out of the office. Your guests will enjoy a thrilling experience unlike anything they've tried before.

A 5-STAR FACILITY

Black Wing is Ohio's First Five-Star Rated Facility. We offer trap shooting, skeet shooting and a 20-station sporting clays course on a beautifully landscaped 150-acre campus. Our indoor rifle and pistol ranges feature individually controlled firing points, multi-stage HEPA air filtration systems and full downrange illumination.

SAFETY FIRST

Our trained professionals have more than 300 years of combined shooting experience. They will stay with your guests every step of the way to ensure a safe, fun and relaxing environment for first-timers and competitive shooters alike.

LEAVE A POWERFUL IMPRESSION

Our professional event planners can customize your entire visit and handle every detail. We offer several all-inclusive packages, unique catering options, and a variety of meeting, classroom and banquet spaces to accommodate groups of any size.

CALL **740.363.7555** TODAY
TO SCHEDULE YOUR GROUP OUTING!

For more information, please visit blackwingsc.com
or email events@blackwingsc.com.

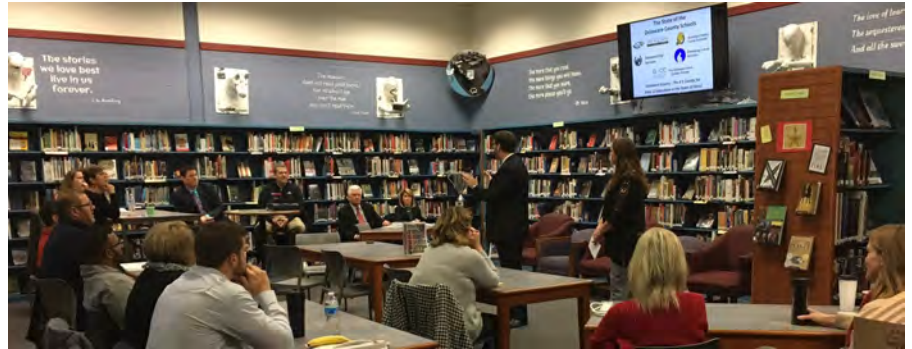




Leadership Delaware Class of 2017 Education Day
 Facilitated by: Mindy Burgeson '16 & Joseph Uher '16
 Newsletter editors: Mark Gore, Julie Guy, Luke Henry & Laura Scott

December's Leadership Delaware session started in the innovatively designed Hayes High School Library. Their Librarian, Sara Ressler, has taken the time to create a more open and inviting space, while reorganizing the books by genre to help students find what they are after and experience new books they may have never thought to seek out. Paul Craft, [Delaware City Schools](#) very own Superintendent, welcomed our group and introduced us to his fellow Superintendents that all took time out of their hectic schedules to give us a glimpse into the current state of their schools.

First up was Mary Beth Freeman from [Delaware Area Career Center](#). We learned that the Delaware Area Career Center serves all of Delaware County and offers 25 programs to their students. In addition to serving the high school aged students' needs, they also provide adult education programs to help all ages secure a profession. Next up was our very own Mark Cooper, who filled us in on Big Walnut Schools. Big Walnut's first goal is to improve academic achievement for each of their students. Their "2020 Vision" is aimed at personalizing, engaging, and growing each student while keeping in mind that 65% of jobs 10 years from now have not even been created yet. You can view their video here: <https://youtu.be/oBJr32pgMmU>



Continued on next page

Leadership Delaware Class of 2017

- Mitchell Briant
- Big Brothers Big Sisters
- Bill Bussey
- [Delaware Area Career Center](#)
- Phil Caskey
- [Consolidated Electric Cooperative](#)
- Lisa Clark
- [People In Need](#)
- Mark Cooper
- Big Walnut Local Schools
- Jenn Copley
- [Delaware County Bank](#)
- Heather Day
- [Delaware General Health District](#)
- Marci DeWitt
- [Anchor and Away Travel](#)
- Tim Dodge
- [Alpha Group of Delaware](#)
- Melinda Draper
- [Delaware County Board of Developmental Disabilities](#)
- Kris Dye
- [Del-Co Water Company](#)
- Carol Ellis
- [Delaware County Bank](#)
- Missy Fillinger
- [Howard Hanna RealCom Realty](#)

- Denny Freirmood
- [Performance Chrysler Jeep Dodge](#)
- Mark Gore
- [Black Wing Shooting Center](#)
- Julie Guy
- Coldwell Banker King Thomson
- Luke Henry
- [ProScape Lawn & Landscape](#)
- Laura Herron
- [Pathways Financial Credit Union](#)
- Sarah JanTausch
- Ohio Department of Education
- Carolyn Jones
- [Fidelity Federal Savings & Loan](#)
- Kelsey Kuhlman
- [Delaware General Health District](#)
- Sandy Kuhn
- [Delaware County Agricultural Society](#)
- Patti Laney
- [Delaware Creative Housing](#)
- Brian Leach
- [Del-Co Water Company](#)
- Tanya McCarthy
- [Greater Powell Area Chamber of Commerce](#)
- Jayna McDaniel
- [Delaware City Schools](#)

- Nancy McGovern
- [First Citizens National Bank](#)
- George Needham
- [Delaware County District Library](#)
- Ryan Rivers
- Rivers Insurance Group
- Mindy Sandford
- [OhioHealth](#)
- Jeff Scholl
- [FC Bank](#)
- Laura Scott
- [V & P Hydraulic Products](#)
- Amanda Sheterom
- [Orange Township](#)
- Bree Smith
- [Sarah Moore Community](#)
- Amee Sword
- [Delaware County District Library](#)
- Phil Ulery
- [Edward Jones – Phil Ulery](#)
- Kyle Weber
- [The Kleingers Group](#)
- Toby West
- [Delaware City Schools](#)
- Rob Wilkin
- [Maloney + Novotny](#)

Leadership continued

Andy Miller from [Buckeye Valley Local Schools](#) was our next speaker, who filled us in on how he manages students from four counties in one district. Buckeye Valley currently handles 2,300 students and has big plans in place for an expansion of their facilities for the '18/'19 school year. Out of their 2016 graduating class, 76% of their graduates went on to a two or four year college. Our host, Paul Craft, stepped up next to discuss the Delaware City Schools. Delaware City Schools' main focus is to "Promote a Culture of Excellence." This means finding a way to reach each of the 5,700 students enrolled in their schools for K-12. schools.



Whether it is individualized reading lessons or how Hayes has developed a "House Cup" to involve each student in different aspects of their schools, they are working towards reaching as many students as possible. Our final superintendent was from Olentangy schools, Mark Raiff. Their current enrollment for K-12 is a staggering 19,903 students, with an additional 416 students in their preschool programs. Olentangy is currently managing 23 school buildings and 1 Olentangy Academy. There are currently 22 advanced placement courses and many options in place to help students get ready for their lives outside of K-12 education. After speaking to each of the superintendents, the three biggest concerns in each school appear to be bullying, communication, and athletics. It was very eye opening to hear how each school is affected in different ways and what they have in place to help their students learn and grow. We were also treated to an awe inspiring performance by the Delaware Hayes Singers. This was truly a treat to be able to witness such a talented group of young singers. To wrap things up for our morning at Hayes High School, we got to hear from Charlie and Brooke, who are current students at Hayes. Their stories told of a supportive, innovative, and exciting place to call their home.

Second on the trip, we visited Olentangy's STEM program, which stands for science, technology, engineering, and math. In just its second year, the program can take 100 students who are freshman and sophomores from any of the three Olentangy high

The program is very collaborative and hands-on, with the various classrooms set up specifically for this learning model, including chairs and desks on wheels for small group discussion, the "fab lab", 3-D printers, CNC routers, and other gadgets all to help students explore and hone their STEM interests.

Next we visited the beautiful [Columbus State Community College's](#) Delaware campus, situated on 108 acres that is being developed to include different sports fields and currently includes a cross country course. Dr. Edwards, the dean of the campus explained that their goal is to provide a debt free degree. A number of associates degrees can be completed 100% on that campus. They also offer what they call a "preferred pathway" to four-year degree programs that are transferable to many other colleges. Their facility also includes meeting space for up to 110 people and a self-serve café.

The Delaware Area Career Center ("DACC") was next. We first heard from the Superintendent of DACC, Mary Beth Freeman. DACC has two locations: the North Campus located on State Route 521 and the South Campus located on U.S. 23 Columbus Pike. DACC has a total of 1400 students that they serve with approximately 800 students attending on campus. They offer full day and half day classes to the students. DACC has 25 programs for High School students that include Auto-Tech., Bio-Science, Zoo School and many others. They also offer Adult Learning Programs which include Fire, Law and Healthcare. DACC currently has a building project in which they are adding on 145,000 square feet to the 80,000 square feet they currently have at the South location. DACC also has 3 satellite locations, Big Walnut, Delaware Hayes, and Buckeye Valley High School.

Moving on, we go to stop by the first [Delaware County District Library](#) which was built in 1890 and started from a women's reading club. A new building was built in 1904 with a gift of \$25,000 by philanthropist Andrew Carnegie. We now have four Libraries in Delaware County: Ostrander, Powell, Delaware, and Orange. The Delaware County Leadership Group took a tour of the Delaware Library and saw the different departments that help the Library function on a daily basis. The library is 35,000 square feet and is one of the oldest and largest library in our Library system. All the administrative offices are located on the second floor. Delaware County Genealogical Society is hosted in the Main Library on a weekly basis and helps others track down their family tree. Several volunteers are in the library to assist as Genealogy researchers on Thursdays, Saturdays, and Sundays.

Our last stop was at Perkins Observatory, an astronomical observatory owned by [Ohio Wesleyan University](#). Perkins was founded in 1923 by Hiram Perkins with money saved up from pig farming. One of his only requests was that the observatory always host programs open to the public; this year, the observatory has hosted hundreds of programs already. The primary use of Perkins is for research as well as classes taught to OWU students. If you want to see the stars, stop by on Friday nights to use one of the largest telescopes in the U.S.

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



MEET IT OR BEAT IT



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???

HOT DEALS

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

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

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

Check Out the Latest

HOT DEALS

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](#)
- [15% Off Legal Services—Joslyn Law Firm](#)

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 |
|-----------------|-------|

Leadership Delaware

| | |
|---------------------|--------|
| Scholarship Sponsor | \$ 825 |
|---------------------|--------|

Third Thursday with the Chamber

| | |
|------------------|--------|
| Luncheon Sponsor | \$ 125 |
|------------------|--------|

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.

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 **Massage Envy.**

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

\$49⁹⁹
FIRST
MASSAGE*

\$59⁹⁹
FIRST
FACIAL*

Lewis Center
(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 Massage Envy locations offer facial and other services. For a specific list of services, check with the specific location or see MassageEnvy.com. Additional local taxes and fees may apply. Each location is independently owned and operated. ©2015 Massage Envy Franchising, LLC.

Reinvesting Members

[Bill Kistner & Company LLC](#)
[Bri-Mar LLC](#)
[Byers Delaware Auto Canvas Creations For You](#)
[Carolyn Asher- American Family Insurance Delaware-Morrow Mental Health & Recovery Services Board](#)
[Emerson Network Power/Liebert AC Power Express Employment Professionals - Delaware](#)
[Eyerman Planning Associates LLC](#)
[First Citizens National Bank](#)
[Focus CFO](#)
[Heart of Ohio Homeless Shelter](#)
[Jack Fling Agency](#)

[Liberty Community Center](#)
[McDonald's JJRAK, LLC](#)
[U.S. Route 23 Del Miller's Country Gardens Minuteman Press of Dublin](#)
[Ohio Wesleyan University](#)
[Old Bag of Nails Pub OSU Extension, Delaware County](#)
[Peak Financial Partners, LLC](#)
[Planned Communities ProScape Lawn & Landscape Services](#)
[Recovery & Prevention Resources of Delaware & Morrow Counties](#)
[Service Before Self Leadership](#)
[United Way of Delaware County](#)
[Village Academy](#)
[Village Gates of Delaware](#)

Welcome New Members

CareSource
Jody Lombardo—Manager
7734 Quetzal Drive
Dublin, OH 43017
(614) 619-4282
www.caresource.com
Operates as one of the nation's largest nonprofit managed care provider

Edwin Loy Home/Stone & Sparrow
Tony Cabilovski - Co-Owner
Amy Winter—Co-Owner
27 North Sandusky Street
Delaware, OH 43015
(740) 990-0432
www.stoneandsparrow.com
Combines home décor & vintage furniture shop with men's & women's apparel & accessories; offers furniture-painting workshops.

Ferguson Construction Company
Mark Chieffo
Business Development Representative
4348 Reynolds Drive
Hilliard, OH 43026
(614) 876-8496 ext 402
ferguson-construction.com
Provides a range of construction services from conception to completion

Joslyn Law Firm
Brian Joslyn -Attorney
501 South High Street
Columbus, OH 43215
(614) 444-1900
www.criminalattorneycolumbus.com
Provides a range of legal services

Mays Consulting & Evaluation Services, Inc
Jim Mays
Operations Manager
201 Pennsylvania Avenue
Delaware, OH 43015
(740) 363-9511
www.mces.com
Operates as an independent consulting & engineering firm devoted exclusively to roofing & building envelope & waterproofing systems

Thorsen's Greenhouse, LLC
Doug Thorsen-Owner
2069 Hyatts Road
Delaware, OH 43015
(740) 363-5069 ext 11
www.thorsensgreenhouse.com
Functions as a greenhouse & specializes in tropical & foliage plants, seasonal indoor blooming plants, & outdoor blooming annuals

January Calendar

HR Council

Wednesday, January 4
8:30-9:30am
Chamber office

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

Business BEFORE Hours

Thursday, January 5
8:00am—9:30am
Delaware Community Center YMCA
[Click here for details](#)

Safety Council

Tuesday, January 10
11:30am—1:00pm
NEW LOCATION:
EAGLES LODGE— DELAWARE
[Click here for details](#)

Leadership Delaware

Thursday, January 12
Social Services Day

Workforce Development & Education committee

Friday, January 13
8:00am
Chamber office

Infrastructure & Development Committee

Tuesday, January 17
8:00am
Chamber office

Chamber Board Meeting

Wednesday, January 18
7:30am
Chamber office

Ribbon Cutting

NEX Transport
Wednesday, January 18
11:30am
[Click here for details](#)

Third Thursday Luncheon

Thursday, January 19
11:45-1:00 Sourcepoint
Annual State of the City of Delaware
[Click here for details](#)

Ribbon Cutting

Olivino
Thursday, January 19
3:00pm
[Click here for details](#)

Business AFTER Hours

Thursday, January 19
5:00am—6:30PM
Wesbanco
[Click here for details](#)



New Member Orientation

Tuesday, January 24
8:00— 9:30am
Chamber office
[Click here for details](#)

CURRENT MEMBERS ARE INVITED

Agency Group

Friday, January 27
9:00am Chamber office

HR Council

Wednesday, February 1
8:30-9:30am
Chamber office

Annual Dinner

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

SAVE THE DATES

Annual Golf Outing

Thursday, June 1, 2017
Location TBD

Annual Clay Classic

Friday, October 13, 2017
Black Wing Shooting Center

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 newsletter advertising a good value

More than 900 readers at over 400 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value. All ads are in full color and should be sent electronically in either a Publisher, png, jpeg or PDF format **ONLY** by the 20th of the month for placement in the next month's edition. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!** Email your ad to hquaine@DelawareAreaChamber.com

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.



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

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

Chamber Referral Buck\$\$...

..is a program that rewards current members for referring new member businesses. Your efforts to grow your organization will earn you \$50 in **Chamber Referral Buck\$\$**. You'll receive a certificate good for *any* Chamber invoice. You may use more than one Chamber Referral Buck\$\$ certificate for any invoice. Redeem your **Buck\$\$** for advertising, sponsorships, event attendance or membership renewal.

The more we are, the stronger we are. Working together.... It's Good for Business!!

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.*

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

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*Discount only applies to Chamber members who do not already have Anthem insurance.
Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company. An independent licensee of the Blue Cross and Blue Shield Association. ® Anthem is a registered trademark. The Blue Cross and Blue Shield names and symbols are the registered marks of the Blue Cross and Blue Shield Association.
(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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HEALTH AND SURGERY CENTERS + PRIMARY AND SPECIALTY CARE + URGENT CARE + WELLNESS + HOSPICE + HOME CARE
28,000 PHYSICIANS, ASSOCIATES & VOLUNTEERS

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Semi-annual reports due January 15

Second half of 2016 semi-annual report is due on January 15. Click [here](#) for the report instructions and [here](#) for the form. Contact Julie at the Chamber at 740-369-6221 or email dasafetycouncil@gmail.com if you have any questions or need assistance filling out the form. The semi-annual report data includes:

- most recent date of injury resulting in a day or more away from work;
- average number of employees;
- average hours worked;
- number of injuries resulting in a day or more away from work;
- number of days away from work.

NEW LOCATION!

Beginning with January's meeting, Safety Council has a new home. Regular monthly meetings will be held at the Fraternal Order of the Eagles in Delaware.

The Eagles Lodge
127 East William Street
Delaware OH 43015



OSHA Updates

Let's chat about new and updated OSHA regulations including OSHA recordkeeping and respirable crystalline silica. With an OSHA representative presenting, you'll have the opportunity to ask your questions on the recordkeeping process and OSHA compliance. Presented by Melissa Linton, Compliance Assistance Specialist at the US Department of Labor-OSHA.

Sponsored by [Liberty Casting Company](#)—thank you for supporting the Delaware Area Safety Council!



One more holiday deal

Are you tired of those \$10 invoices every month for Safety Council lunch? Did you know that you can prepay for a whole year's worth of lunches? And if you prepay, you'll receive \$20 off! Not to mention, you'll save time, money, and paper!

Call or email Sara at the Chamber office and let her know you'd like to sign up. Lunches are good from January 2017—December 2017 for one lunch per meeting and payment of \$100 per lunch per meeting is due on January 31st.

Safety Council

Reminders

- 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

Safety Council

Calendar

Have a safe, healthy, and happy New Year!

Semi-annual reports due Jan 15
[OSHA Updates & the 300 Log](#)
FY17 meeting #7
Tuesday, January 10, 2017
Melissa Linton, OSHA
Eagles Lodge
127 East William Street, Delaware

[Corporate Wellness Program](#)

FY17 Meeting #8
Tuesday, February 14, 2017
Consolidated Electric Cooperative
Eagles Lodge
127 East William Street, Delaware

