

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

May 2016

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*The Delaware Area
Chamber of Commerce
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THURSDAY, JUNE 2, 2016

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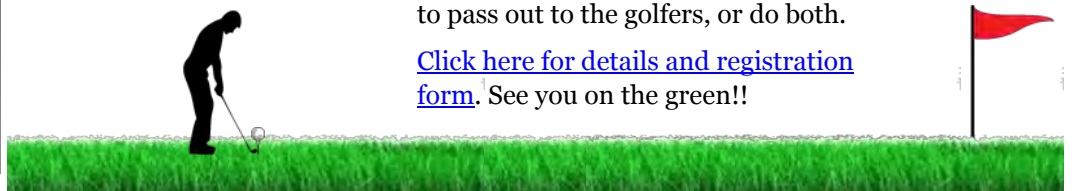
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If the mild winter has you itching to get back in the swing of things on the golf course, make your plans to join the Chamber at [Kings Mill Golf Club](#) on June 2 for its annual golf outing.

[Country Club Rehabilitation Campus of Delaware](#) is our new corporate sponsor. They join [Delaware Court Healthcare Center](#) who has served breakfast as long as anybody can remember, and [OhioHealth](#) and [V & P Hydraulic Products](#) return as lunch and hole-in-one sponsors.

And in response to popular demand, we've added a new level of sponsorship we call the Mega Hole Sponsorship. In addition to the traditional hole sign sponsor, you can come out to the course with your table full of goodies and promotional items to pass out to the golfers, or do both.

[Click here for details and registration form.](#) See you on the green!!

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.

**2016 Board of Directors
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32 S. Sandusky Street
Delaware, Ohio 43015

740-369-6221

Fax:740-369-4817

www.DelawareAreaChamber.com



**Delaware Area Chamber of Commerce
Business Education & Development Committee**

presents

**The Best Corporate Structure
for Your Business**

with

Andy Wecker, [Manos, Martin, & Pergram Co., LPA](#) &
Mike Dickey, [Maloney + Novotny LLC](#)

What are the legal and tax implications of your business' corporate structure?

Tuesday, May 10, 2016, 7:30 am—8:30 am at the Chamber
32 South Sandusky Street, Delaware 43015

There is no charge to attend, but reservations ARE required to ensure seating
[Click here to register](#) or call 740-369-6221 or email

dachamber@DelawareAreaChamber.com

Deadline to register is May 4, 2016



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

presenting

The Economic Impact of Tourism
with

Mary Cusak, Director TourismOhio &
Deb Shatzer, Director, [Delaware County CVB](#)

*Tourism makes a significant impact on local economy.
How much and where's it coming from?*

Sponsored by



Thursday, May 19 2016, 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 May 15, 2016

Cancellations after May 15 and no-shows will be charged.

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

or email dachamber@DelawareAreaChamber.com

May Business BEFORE Hours



Delaware and
Morrow Counties

Start your business day and join us for networking
on Thursday, May 5 when we join our host, [National Alliance on Mental Illness](#), 560 Sunbury Road, Suites 11 & 12 Delaware 43015. Enjoy refreshments, food and 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.](#)

May Business AFTER Hours

End your business day and join us for networking on May 19 when we join our host, [Delaware County Convention & Visitors Bureau](#), 34 S. Sandusky St., Delaware. 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.](#)



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Chamber acknowledges member volunteers

April is national Volunteer Recognition Month and the Chamber held its third annual volunteer recognition reception. While chambers of commerce have paid administrative and leadership staff, the majority of the work is done by member volunteers. No chamber could hire the staff to do what the member volunteers do. And while the Chamber belongs to its members with all the benefits and responsibilities that come with membership, those who step up and offer themselves as recourse on various committees and task forces should be recognized by all the membership on whose behalf they volunteer.



Thank you to [Black Wing Shooting Center](#) for again this year offering (another way of volunteering...) their banquet room to host. And thank you for the nearly 100 Chamber members who give their time, talent and resources to make this Chamber relevant and valuable.



Thanks to the folks who make it all work!

Annual Dinner Committee

Dan Boysel
Casey Converse
Shelly Hershberger
Amy Howerton
Marsha Link
Liz Owens
Darren Shulman

Business Education & Development Committee

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Bob Daniel
Shane Dawson
Maribeth Meluch

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Jim Buck
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Rex Gore
Sean Hughes
Todd Irion
Bob Lamb
Jen Knittle
Kent Kramer
Bob Kuederle
Bill Morgan
Zack Price
Frank Rienhard
Scott Ruth
Andy Wecker

Dan Weng
Andy Wyeth

2016 Board of Directors

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Shane Dawson
Tony Eyerman
Rex Gore
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Dusty Hostutler
Todd Irion
Jen Knittle
Bob Kuederle
Glenn Marzluf
Maribeth Meluch
Bill Morgan
Zach Price
Judd Scott
Andy Wecker

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Chad Hoffman
Dusty Hostutler
Gary Must

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Mike Miler

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Dan Boysel
Tony Eyerman

Wes Hall
Matt Huffman
Bill Ferrigno
Bill Koch
Bob Keuderle
Jen Knittle
Bob Lamb
Glenn Marzluf
Bill Morgan
Zack Price
Judd Scott
Firat Sever
Jay Schutt
Brad Stanton
Drew Vennemeyer
Leadership Steering Committee

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Deb Bowden
Kathy Butler
Dane Gaschen
Amy Hill
Sean Hughes
Jenna Jackson
Peggy Kroon Van Diest
Barb Lyon
Bethany Moore
Suzanne Pingry
Kerri Robe
Jen Ruhe
Darren Shulman
Athena Sidenstricker
Jerry Stewart
Laurie Thuman

Theresa Watkins
Scott Wolf

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Chad Hoffman
Kent Kramer
Maribeth Meluch
Greg Trimble
Workforce Development, Education & Community Task Force

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Mary Beth Freeman
Steve Hedge

Bill Koch
Jason Lambert
Maribeth Meluch
Andy Miller
Judd Scott
Andy Wecker
Safety Council Steering Committee

Susan Pitchford
Greg Mather
Walt Bensen
Mandie Curtis
Larry Jones
Susan Garrett
Don Yarman
Gary Taylor



DELAWARE AREA
CHAMBER OF COMMERCE

The Supervisor Six Pack – 100 Series

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

Have these individual contributors been trained and coached to be effective supervisors?

Could your technicians help you grow your business if they had the skills to be better leaders?



The Supervisor Six Pack – 100 Series provides six 2-hour sessions to expose your supervisors and leads to fundamentals required to transition from a technician to an effective leader for your business. The program includes:

- ⇒ **7 Roles of a Supervisor**
- ⇒ **Establishing Yourself as the Leader**
- ⇒ **Common Purpose – Everyone Wanting to Move in the Same Direction**
- ⇒ **Communicating for Understanding**
- ⇒ **Dealing with Conflict**
- ⇒ **Planning Work and Activities**

This program is available for \$200 per participant. Participants will be expected to complete program exercises between sessions that apply to their job. Successful participants will receive a 100 Series Certificate. The program will run from 8:00-10:00am for six consecutive Monday mornings beginning September 12. Attendees must prepay to be eligible to participate and must complete all six sessions to receive the 100 Series Certificate. The series will be facilitated by Brad Schneider.

Click here to register by August 31, 2016

About Brad Schneider - The Growth Coach of Central Ohio



With 20 years of organization development experience, Brad Schneider has coached and developed leaders in businesses in the manufacturing, professional services, financial, IT, and retail industries. The Growth Coach provides him the opportunity to apply his vast coaching and organization development experience to help small and mid-size organizations to exceed their personal and organizational goals.

He has earned the SHRM-SCP and SPHR certifications from the Society of Human Resource Management and the Human Resources Certification Institute as a Senior Practitioner in business strategy implementation, business process design and implementation, and leadership coaching/development.

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!



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



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

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

You can even customize the cards by adding your own logo image to the cards! Just another way our Chamber looks out for you.



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Leadership program accepting applications for class of 2017

Leadership Delaware is now accepting applications for the class of 2017. This prestigious program has become a must-have experience for emerging leaders in Delaware County. Through Leadership Delaware, class participants learn first-hand about the challenges and opportunities facing the community. The nine-month program, which is held on the second Thursday of each month September through May, focuses on various topics, including:



Strengths Finder
Delaware County History and Tour
Agriculture
Education

Social Services, Volunteerism &
Board Service
Government
Law Enforcement and the Courts

Health Care
Economic Development

More than 580 Delaware County professionals have graduated from the program since its inception in 1991. These alumni serve on local boards and committees helping to shape the future of the Delaware area.

Tuition for the program is \$825 for Delaware Chamber members and \$840 for non-members, and includes all materials and meals. In addition to the nine sessions, participants attend a kick-off luncheon in August and a graduation luncheon in May. The deadline to apply is June 30. [Click here to view the program brochure](#) and [click here to apply on-line](#). Get more information at www.DelawareAreaChamber.com or by calling the Chamber at 740-369-6221. All applicants will be notified as to their acceptance by mid-July. Space in the program is limited and it fills up fast.

Consider this the year that you or a valuable member of your staff should experience Leadership Delaware.

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Leadership Delaware Class of 2016 Health Care Day

Facilitators: Athena Sidenstricker '14 & Amy Hill '10

Newsletter Editors: Stephanie Jebode, Joseph Uher, Kelsey Fox, Misty Hayden

A long-time Leadership Delaware Partner, [OhioHealth](#), hosted the April 14th Health Care Day at Grady Memorial hospital. Facilitated by Athena Sidenstricker '14 and Amy Hill '10, attendees were provided a day filled with information on community health care from our local hospital, to our local mental health services, to our local public health agency. The Delaware Area Chamber of Commerce's Leadership Delaware Class of 2016 enjoyed a day of expanded knowledge regarding the health of the community.

Compassion and quality care within a community setting is what Grady Memorial Hospital is known for. [Delaware County](#) is one of the fastest growing counties in the state and, in turn, so are some of the advances at Grady Memorial, including building design, services, technology, equipment, and their highly-trained staff, our group was able to take a tour and visually identify some of these advancements. Even though the community has grown, patient satisfaction scores for Grady's Emergency Department are at an elite level due to its in-patient "door-to-doc" times, which average less than half the national average, which was also covered during Chief Operating Officer Anna Hensley's opening remarks.

A variety of Grady's hospital staff took the time to answer questions posed by the class regarding hospital operations, public policy and the growing health specialist offices cropping up throughout the county. Representatives from clinical and operational backgrounds were on hand for the panel discussion. Other services offered at the hospital include a variety of physical therapies. Physical therapist Laura Bergman led the class through a set of exercises designed to be performed in the office for "busy business people". A part of the Ohio Health continuum of care, Grady staff are able to quickly and effectively share information with other specialists, primary care physicians, nurses, surgeons, hospitalists and other health care professionals under the Ohio-Health umbrella. *Continued on next page*



Leadership Delaware Class of 2016

Aric Arnett
[Sarah Moore Community](#)
 Jason Baniam
[Preferred Benefits Services Agency, Inc.](#)
 Suzanne Binau
[Delaware County Foundation](#)
 Jim Cornett
[Alpha Group of Delaware](#)
 Jenna Eaves
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[Delaware County Board of Developmental Disabilities](#)
 Travis Irvan
[Delaware General Health District](#)

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

Leadership continued

In addition to information about the hospital and Delaware County Ohio Health services, class members spent time getting to know mental health and public health services. Amy Hill was in attendance to present on [Delaware-Morrow Mental Health & Recovery Services Board](#) and Joan Bowe presented on behalf of the [Delaware General Health District](#).

The Mental Health & Recovery Services board works with eight different Delaware agency to provide care for county residents. Mental health and substance abuse programs in our community include services from [Center of Vocational Alternatives](#), Central Ohio Mental Health Center, Del-Mor Dwellings Corporation, [Helpline](#), [Maryhaven](#), [Recovery & Prevention Resources of Delaware and Morrow Counties](#), Safe Harbor Peer Support Services (Annie's Outreach) and Turning Point Domestic Violence Shelter. These local agencies work to provide supportive and recovery services to individuals with mental health and substance abuse barriers to success.

The Delaware General Health District is the governing public health agency for the majority of the county. Comprised of Community Health, Environmental Health and Clinic services, the health district has a variety of programs that have helped to keep Delaware County the healthiest county in Ohio for several years running. Bowe attributed that success to the residents of Delaware County actively committing to living safe and healthy lifestyles. Leadership class was able to discuss a variety of public health related topics including mosquito fogging, Zika virus, flu shots and immunizations, as well as the health district's recently re-implemented newborn home visiting program.



Leadership Delaware's culminating activity was to meet the nurse-paramedics, pilot, and support staff of MedFlight. MedFlight is a critical care unit that transports individuals in need by helicopter. Almost 7,000 transports take place each year. One of the members of the 2016 Leadership Delaware class asked what

that they delivered a baby while in mid-flight to the hospital. MedFlight has the dynamic responsibility of collaborating with physicians, firefighters, law enforcement, nurses, communication and emergency medical personnel, and other service workers to provide extraordinary outcomes for people whose lives are on the line. [Click here for more photos.](#)

Chamber Mourns Long-Time Friend

On April 21, the Chamber lost one of its longest and most loyal members when **Larry Cline** passed away after a brief illness. Larry served on the board of directors for several years, including serving as board chair in 2003. Larry chaired the annual dinner's former Farm Family of the Year Award and was delighted that, in 2010, the Leadership program added an Agriculture Day. Larry loved that the Chamber would gather a panel of livestock and crop producers and other agribusiness members of the County giving them an opportunity to educate Leadership participants about what agriculture means to the community and what it's like to be in the agriculture business.

The Chamber sends its deepest condolences to the Cline and Cashman family who are such a vital part of the Chamber community and the Chamber expresses its appreciation to all that Larry contributed to the organization and to the community. He will be missed.

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



Happy anniversary to the Delaware County Convention & Visitors Bureau!!

[The Delaware County Convention & Visitors Bureau](#) Board of Trustees announces 2016 as the CVB's 20th year as the official Destination Marketing Organization for the promotion of Delaware County tourism.



The Delaware County CVB was incorporated in the fall of 1995, and began operating June 3, 1996 at 44 E. Winter Street. In October 2011, the CVB moved to its current location at 34 S. Sandusky Street. The CVB operates under the auspices of a 13 member board of trustees with county-wide representation. The mission of the organization is to promote tourism and attract visitors and conventions to Delaware County. "Because tourism marketing primarily goes out to our over-night market, sometimes Delaware County residents and businesses are unaware of what we do," said Deb Shatzer, who has been Executive Director of the CVB throughout the 20-year history of the organization. "The purpose of our mission is to create an economic impact on Delaware County through tourism. The greatest economic impact comes from bringing new dollars into the County." Based on studies conducted on behalf of TourismOhio, the economic impact of visitor spending in Delaware County in 2008 was \$758 million and increased to \$1.58 Billion in 2013.

An active partner in the \$40 billion Ohio Tourism Industry, the CVB is a member of the Ohio Association of Convention & Visitors Bureaus, Ohio Travel Association, Ohio Hotel and Lodging Association, Capital Area Tourism Alliance, and also participates in co-op marketing opportunities with TourismOhio. In addition to providing award-winning destination marketing for all areas of Delaware County, the CVB hosts a welcome and visitors center at its Sandusky Street location. Visitors who stop by the center

come from all over Ohio, the United States and the world. "In 2015, we greeted visitors from Ontario, Canada; Sydney Australia; Amsterdam; Ukraine; Stahnsdorf, Germany; Melbourne, Australia; Sweden; Malta; British Columbia; Winsor, Ontario; Japan; Ume Sweden; Junee, Australia; and Taiwan," Shatzer said. In addition to providing Delaware County information to visitors, the center provides residents with Ohio Tourism information, including brochures from other areas in Ohio, the Ohio Travel Guide and Ohio Calendar of Events.

Plans are being developed to celebrate the CVB's 20th year during National Tourism Week, May 1-7, and more information will be available as plans are finalized. In addition to plans for National Tourism Week, the CVB will participate in a TourismOhio presentation at the Delaware Area Chamber of Commerce Third Thursday Luncheon in May, and will also host a Delaware Chamber Business After-Hours from 5-6:30pm on May 19.



DELAWARE COUNTY
CONVENTION & VISITORS BUREAU
CELEBRATING 20 YEARS

After Hours



Everybody lawyer-ed up for a great time at [Manos, Martin, & Pergram Co., LPA](#) for the April Business After Hours. A lovely spring evening, food and libations, old pals and new friends— doesn't get better than that! Thank you to our pals at MMP. (And thanks to Chris who we know really pulled it off....) And congrats to Rex Gore who won a [Bun's](#) gift certificate and to Bill Morgan who won a gift certificate to [The Strand Theatre](#). (Dinner and a movie for two board members?)



It's what you don't know that gets you in hot water

In 2015, there were just enough changes in legislation relating to labor practices to put an unwitting business at risk. The April Third Thursday luncheon was presented by Maribeth Meluch, [Isaac, Wiles, Burkholder & Teetor](#), who updated Chamber members on new behavior and practices they need to be aware of. The workplace environment continues to get more complicated and though Maribeth always does a great job explaining case law relating to legislation, having an experienced attorney at the ready is a better-safe-than-sorry business necessity. [Click here for the slides of Maribeth's presentation](#). Thank you, MB!

Thank you to this month's luncheon sponsor



Sarah Moore Community



Summer Internship Sites Needed

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740-833-2313
sharon.lloyd@jfs.ohio.gov

OhioMeansJobs-Delaware/Delaware County Department of Job and Family Services is excited to announce that the summer internship program will take place again this year. Income eligible youth between the ages of 16-24 will be given the opportunity to gain valuable work experience while earning a paycheck to help meet the basic needs of their family. This program is made possible with funding through the TANF program. Wages, benefits and insurance are paid by a third party, training and supervision is provided by the worksite.

Delaware County
Department of Job and
Family Services



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](#)
- [High School Sports Physicals only \\$35 until June 1!—Hometown Urgent Care & Occupational Health](#)
- [Early Bird Sale—Comfort X-Press, LLC](#)
 - [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
 - [Join Safety Council—Delaware Area Safety Council](#)
- [Free Wireless Accessory—Delaware Speech & Hearing](#)
- [From Our Family To Yours—Fuller Memorials](#)
- [Great Weekend Rates—Oakhaven Golf Club](#)

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 2-2016

[*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	<i>sold for 2016</i>	\$1500
Lunch Sponsor	<i>sold for 2016</i>	\$ 500
Hole Sponsor		\$ 125
Table Sponsor		\$ 125
Hole & Table		\$ 200

Clay Classic

Station Sponsor	\$125
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Leadership Delaware

Scholarship Sponsor	\$ 825
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Third Thursday with the Chamber

Luncheon Sponsor	\$ 125
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Monthly Newsletter

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

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

Annual Community Profile and Membership Directory

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

All ads are full color and directory is linked on Chamber website. Rates effective for 2017 publication
Discounts may be available for early bird sales, new members and ad size upgrades.

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

The Chamber recognizes the following sustaining member renewals in April



Gold Level Sustaining since 2009



Gold Level Sustaining since 2011

Religious and cultural accommodations in the workplace

The Chamber's BED & Breakfast monthly event joined the Chamber's HR Council in April to discuss an employer's responsibilities as they relate to staff with requests for religious and cultural accommodations. Transgender and service vs companion animals has also seen case law. Thank you to Maribeth Meluch, [Isaac Wiles, Teetor and Burkholder](#) who led the conversation; you can [click here for the presentation slides](#).



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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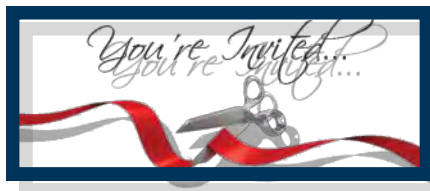
WHERE EVERYONE IS SOMEONE

Toby E. Boyce, President & Broker

419-619-toby | toby@cgboyce.com



New member invites Chamber to ribbon cutting



Join us on May 9 at 4:30pm as we help celebrate the new office of [Delaware Family Eyecare](#). Dr. Steven Kocher will cut

the ribbon on his new venture at 29 Grandview Avenue, Delaware. [Click here to let us know you'll be joining us.](#)

Chamber neighbor to hold open house and ribbon cutting

Join us on May 6 at 11:30 a.m. to cut the ribbon and kick off the grand



opening of London-based (Ohio that is...) company [Royal Cabinets](#). 36 South Sandusky Street, Delaware. [Click here to let us know you'll be joining us.](#)

Member ads new venture; holds ribbon cutting

Just three years after opening [Friction Metals](#), owner Brandon Fischer has embarked on a new but related business. On April 18th Brandon and his family and staff cut the ribbon, making Friction Landscape Supply official. FLS joined Friction Metals in the Howald Industrial Park. The venture is retail sales and delivery of mulch with a unique business model that delivers product not just to the yard site but distributes the delivery where it will be used. No more lugging heavy bags of mulch! An assortment of lawn tools is also available in the showroom.

Congratulations to Brandon on the growth of his business and best wishes for continued success.



Chamber hosts quarterly new member board reception and orientation

Each quarter the Chamber hosts an event to welcome new members (or new representatives from current members) to the organization. It starts with an informal reception attended by several board members and continues with a presentation of benefits and services that come with being a member of the Chamber. New members who attended the April 26th event included:

New Chamber members:

Marci Dewitt, [Anchor and Away Travel](#)

Jim Vertrees, [Royal Cabinets](#)

New Reps from current members:

Stacia Edwards, [Columbus State Community College](#)

Jane Hawes, [Delaware County](#)

Prospective members:

David Koo, Nationwide Children's Hospital

Kara Howson, The Dress Barn

[Click here for more photos](#)



Banker's (Before) hours

Three years after the grand reopening of its remodeled Downtown Delaware branch, The [Delaware County Bank](#) hosted the April Business Before Hours. The beautifully-kept bank looked as lovely as the day the ribbon was cut, including the crowd and refreshments.

New member Ty Gates of [Custom Air Conditioning and Heating](#) won a DCB coffee mug that came with free coffee on Tuesdays at [Panera Bread](#). Thank you to the Chamber's long-time friends at The Bank for getting up early to bring members together.

[Click here for more photos.](#)





Anytime Fitness
by Ginnah Cashman

Not happy with your body, but don't have time to get to the gym?

Anytime Fitness comes to Delaware County's rescue! Exhausted after a long day and just want to go home to get some food and rest for a bit? You aren't alone! Anytime Fitness is here for you and encourages individuals to get fit at their own convenience. Unlike many other fitness facilities, Anytime Fitness cares mostly about individuals health, rather than their business itself. Being open 24 hours a day, 365 days a year to their members, currently operating over 3,100 locations worldwide puts them ahead of many of their competitors. As a member, one has 24 hour access to all of the locations.



After interviewing Sandrine Lusch, area manager of Anytime Fitness Delaware Branch, she announced that their company goal is to "...create a convenient friendly results oriented facility".

Lusch explained to me that, when one becomes a new member, they go through a variety of consultations to make their members feel more comfortable as well as increase their results through a Functional Movement Screening and programming using periodization. "We start all of our new members with a complimentary fitness consultation with one of our Health Coaches who is also a Certified Personal Trainer to go over goals, injuries, etc." Lusch explains, "...additionally, we offer (2) complimentary equipment tours weekly to learn how to operate all of our equipment- the goal is that everyone knows what to do and why to do it".

Anytime Fitness offers many programs to benefit each individual in a different way. "We also have a fantastic Personal Training program with top notch trainers that sets our clients up for success, we provide homework, monthly reassessments, etc. For other hands on fun experience we create monthly challenges, 5k's, and member appreciation days to help our members look forward to coming in- like a second home!" announces Lusch.

During my interview with Lusch, I asked her what the busiest hours are at this specific Anytime Fitness branch. Her response? "Mondays in between 5:00-7:00p.m. because everyone feels guilty after the weekend so it is time to get back into the swing of things" (Lusch). She later described that it generally tends to cycle through really well with it being 24 hours, as members do not have to wait for equipment to use. Of course, the winter (New Year's Resolutions) and spring months (summer bod!) tend to be a bit busier. Although, Anytime Fitness and Lusch both encourage year round attendance to keep it a lifestyle!



"Chamber Member Notes" is a monthly feature written by budding journalists from local high schools They'll learn how to make appointments, find the proper person to interview and be at the correct location, on time, dressed appropriately prepared for the appointment. Students will learn how to ask leading questions that will make for an interesting story from which they will craft a stimulating article that is edited and delivered with photos on deadline. It's a win-win that includes valuable experience for the students and spotlight time for our members.

About the writer: Ginnah Cashman is a senior at Buckeye Valley High School. Her interests include competitive dancing, photography and spending time with her family, often in the form of working part time as a marketing intern in the family real estate business. Ginnah's plans are to attend med school and to continue dancing.

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.

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

Do 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

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!

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Business Advisors and
Certified Public Accountants

Bill Rogers, CPA
Shareholder

Cleveland | 216.363.0100
Canton | 330.966.9400
Delaware | 740.362.9031

Elyria | 440.323.3200
Worthington | 614.781.6174
maloneynovotny.com

Reinvesting Members

[American Structurepoint Inc.](#)
[Benchmark Woodworks Co.](#)
[Bennington, Daniel](#)
[Bill Kistner & Company LLC](#)
[Black Wing Shooting Center](#)
[Breakaway Cycling](#)
[Chartwells Dining Services](#)
[Columbus State Community College-Delaware](#)
[CT Consultants Inc.](#)
[Delaware Christian School](#)
[Delaware Gazette, The](#)
[Evolution Ag LLC](#)
[Focus CFO](#)
[Fruth & Company PLL](#)
[Gabel, E. Marianne](#)
[Great American Title Agency](#)
[Greif, Inc.](#)
[Hamilton Parker](#)
[Hardware Exchange, The](#)
[Honda Marysville](#)
[International Paper](#)
[Jack Fling Agency](#)
[Janet L. Phillips, Attorney at Law](#)
[Kaitsa, George](#)
[Keller Lubricants - Amsoil](#)
[Lawyer's Title Agency of Delaware](#)
[Maryhaven](#)
[Mike's Roofing, Inc.](#)
[Modern Office Methods \(MOM\)](#)
[MT Business Technologies, Inc.](#)
[NorthStar Golf Club](#)
[Oakland Nursery, Inc.](#)
[Office City Express](#)
[Optimum Plastics, Inc.](#)
[Preferred Benefits Services Agency, Inc.](#)
[Preferred Wireless - Delaware](#)
[Rinehart, Rishel & Cuckler, Ltd.](#)
[Robinson Funeral Home](#)

Welcome New Members

Accountable Solutions

Frances Tessler - Owner
3982 Powell Road, Suite 282
Powell, OH 43065
(614) 798-0985

www.accountablesolutions.com

Provides an array of educational and consulting services

Coughlin Automotive Group

M. Scott Ortman - Owner
9000 East Broad Street
South West
Pataskala, OH 43062
(740) 919-4760

www.coughlinpataskala.com/allstate-insurance

Sells new & used vehicles; provides an array of automotive insurance services

Cutting Edge

Supply Company

Kate Zachrich - Owner/President
10105 Haller Street
Defiance, OH 43512
(419) 438-2219

www.cuttingedgesupplyco.com

Supplies building, manufacturing, packaging, electric & structural equipment & supplies

Delaware Family Eyecare

Steven Kocher - President
29 Grandview Avenue
Delaware, OH 43015
(740) 233-6393

www.delawarefamilyeyecare.com

Provides a full range of eyecare needs

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Volunteers needed for IRONMAN 70.3 Ohio

Volunteer registration is now open for IRONMAN 70.3 Ohio scheduled for Sunday, August 21, 2016. More than 2,000 volunteers are needed for the upcoming event. Duties range from athlete registration and venue set-up to finish line support and aid stations.

“Volunteering is a great way to support local athletes, guest athletes and our community,” Delaware Mayor Carolyn Kay Riggle said.

Civic, church, school and sports groups are encouraged to volunteer. Volunteers can [sign up here](#) for all days and opportunities. If you have questions regarding volunteering, please contact the Volunteer Director at ohio70.3@ironmanvolunteers.com.



The IRONMAN 70.3 Ohio triathlon begins with a single-loop, 1.2-mile swim in the calm waters of Delaware Lake. Athletes will then embark on a flat and fast 56-mile bike course that includes a few technical sections along the way. The course will wind through Delaware, Marion and Morrow counties before returning to Transition 2, located at Ohio Wesleyan University's Selby Stadium. Finally, athletes will take on a double-loop, 13.1-mile run course with gently rolling hills. The course offers scenic country views and an amazing finish inside Selby Stadium.



The Non-Profit & Community Bulletin Board

[The Central Ohio Symphony](#) located in Delaware is looking for additional trustees to join the current Board. The Symphony's mission is "Engaging the Community Through Music." The Symphony has developed a regional and national reputation for innovation and programming. The Symphony was awarded the Chamber's non-profit Quality of Life Award for 2016 and performs for more than 13,000 concertgoers each season.

The Board meets six times a year. Board members are expected

to serve on a committee, contribute to the Annual Fund Drive and support and advocate for the Symphony. A variety of backgrounds and skills are welcomed. Information on board responsibilities are available to preview. Please contact Warren Hyer, Executive Director of the Central Ohio Symphony at whyher@centralohiosymphony.org or by phone at 740-362-1799.



Delaware County Habitat for Humanity

Seeking candidates interested in serving on our Board of Directors. We build and renovate homes in partnership with families in Delaware County who otherwise would not have access to safe, affordable housing. Habitat builds homes and sells them to qualified partner families who perform sweat equity work and pay for the home through interest free loans financed by Habitat. We offer a hand up, not a handout. Delaware County Habitat for Humanity has been in operation for over 25 years and has built over 50 homes.

We operate with a small full-time staff and a volunteer Board of Directors who are responsible for strategic planning, resource development, financial oversight and ensuring that the affiliate is effectively fulfilling our mission. The board meets monthly on

Saturday mornings. In addition to serving on the board, each board member is expected to serve on at least one operating committee.

We are currently seeking board members from Delaware County with diverse skills and backgrounds and a passion for our mission. We are particularly interested in members with background and experience in the legal profession, real estate, mortgage banking, accounting or home construction, but anyone that has an interest should contact us. If you are interested in being considered for a position on our board please send an email to volunteer@habitatdelawareco.org with a copy of your resume or contact us by phone at 740-363-9950. You can find out more information about us at <http://www.habitatdelawareco.org/>

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's 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

Having trouble clicking newsletter links?

If you have been having difficulty accessing links from the electronic newsletter, you may need to try the "mobile" version. Smartphone, tablet, and Google Chrome users should use the alternative version of the newsletter, 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.

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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Sunday, May 8, 2016

Reservations taken from
10:30am to 2:00pm

Adults: \$20.95
Children 12 and under: \$9.95
(ages 3 and under free)

Seasonal Fresh Fruit Display
Sweet Muffins, Donuts & Pastries
Vegetable Frittata with Ricotta Cheese
Seasoned Breakfast Potatoes
Crispy Bacon & Sausage Patties
Caramel French Toast Bake served with whip topping
& syrup
Made to order Omelet Station

Jumbo Shrimp Cocktail
Carved Prime Rib
Creamy Dijon Tarragon Chicken
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Contact Alisha Yoder
ahowellfb@thenorthstargolfclub.com
740-965-3663

Foundation seeks award nominations

Do you know someone who is generous to our community and whose public recognition would inspire others?

The [Delaware County Foundation](#) is seeking award nominations to recognize those who give back to our community. The awards honor those whose philanthropic and volunteer contributions benefit Delaware County.



Nominations are being sought in the following four categories:

Outstanding Business Award—a business or corporation that demonstrates outstanding sustained commitment to building a culture of civic and charitable engagement through financial support and the creation of a corporate culture that encourages and motivates employees to take leadership roles in philanthropy and community affairs. .

- Spirit of Philanthropy Award—an individual or family that demonstrates exceptional personal generosity through a record of outstanding civic and charitable contributions and whose leadership has encouraged others in philanthropic roles.
- Outstanding Volunteer Award—an individual who demonstrates excellence in volunteer service, leading to significant improvements in the quality of life in our community. This individual demonstrates exceptional leadership in recruiting, motivating, and coordinating volunteers, devotes great time and effort to the advancement of volunteerism, and has shown deep commitment to voluntary action to address community needs.
- Outstanding Youth or Youth Group Award—an individual youth (up to 21 years of age) or youth group that demonstrates outstanding sustained commitment to the promotion of philanthropy and volunteerism through their work in our community. The individual or group acts as a role model for others and encourages interest in volunteerism and philanthropy.

“It’s important for people to take time to nominate their friends, family members or business associates,” says Julie Weller Co-chair of the Awards Committee.

Awardees are determined by a volunteer Selection Committee representing businesses, nonprofit organizations and youth. The awards will be presented at the Foundation’s Evening of Generosity on October 5. This black-tie optional dinner will be held at the Polaris Hilton. “We often hear comments that it is such an inspiring evening,” says Casini, “Attendees say they learn something new and are proud to be a part of all the good going on in the County.”

[Click here](#) for a nomination form or go to the Foundation’s website at www.delawarecf.org; by emailing a request to: foundation@delawarecf.org; or by calling 614-764-2332. **The deadline to submit a nomination is May 9, 2016.**

Chamber “ads” new dimensions and new sizes to newsletter advertising

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

Ad prices are for one run:

Full page*	8.5” x 11”	\$125
Half page**	5.25” h x 8” w	\$ 90 NEW AD SIZE
Quarter page	5.25” h x 4” w	\$ 75
One-eighth page**	2.62” h x 4” w	\$ 50

* vertical only **horizontal only

Share your news

New staff? New product line? Industry recognition? Tell us what’s going on in your business so that we can share it with our membership. Call us at the Chamber at 740-369-6221 or e-mail your news to hquaine@DelawareAreaChamber.com

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

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May Calendar

HR Council

Wednesday, May 4
8:30am Chamber office
[Click here for details](#)

Business BEFORE Hours

Thursday, May 5
NAMI
8:00-9:30am
[Click here for details](#)

Ribbon Cutting

Monday, May 6
Royal Cabinets
11:30 a.m.
[Click here for details](#)



Ribbon Cutting

Monday, May 9
Delaware Family Eyecare
4:30 p.m.
[Click here for details](#)



B.E.D. & Breakfast

The Right Corporate Structure for
Your Business
Tuesday May 10
7:30am Chamber office

Safety Council

Annual Awards Ceremony
Delaware Area Career Center
Tuesday, May 10
11:30am-1:00pm
[Click here for details](#)

Leadership Delaware

Economic Development Day
Thursday, May 12

Workforce Development, Education & Community task force

Friday, May 13
8:00am Chamber office

Business Development task force

Tuesday, May 17
8:00am Chamber office

Board Meeting

Wednesday, May 19
7:30am Chamber office

Infrastructure task force

Thursday, May 19
8:00am Chamber office

Third Thursday luncheon

The Economic Impact of Tourism
Thursday, May 19
SourcePoint
11:45-1:00pm
[Click here for details](#)

Business AFTER Hours

Thursday, May 19
Delaware County Tourism Bureau
5:00-6:30pm
[Click here for details](#)

Admin Council

Thursday, May 25
9:00am Chamber office

SAVE THE DATES

Thursday, June 2, 2016

Annual Golf Outing
[Click here for details](#)

Mondays, September 12 thru October 17 Six Pack Admin Series

[Click here for details](#)

Friday, October 14, 2016

Annual Clay Classic
Details TBA

Thursday, February 2, 2017

Annual Dinner
DoubleTree by Hilton
Crosswoods 23 @ 270

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

Local OhioMeansJobs screens professional candidates for local employers

In an effort to find placement for the many candidates with mid- to high-level professional experience who live in Delaware County, [OhioMeansJobs](#) facilitates a program to assist both candidates and employers. Lona Helfrich, Workforce Specialist for the Ohio Department of Job and Family Services, has supplied the Chamber with a list of pre-screened professional applicants who are unemployed because of circumstances unrelated to their performance or work history. Below is a list of candidates' specialties and experience. If any of these look like they might fit your needs, contact Lona Helfrich at 740-398-5591 or Lona.Helfrich@jfs.ohio.gov.

Screened Candidates in Delaware County: Professional Candidates of the Month

George Wisener

Results-focused management professional offering 30 years of progressive leadership experience. Transforms high-potential staff into outstanding leaders who demonstrate the creativity and savvy that is critical to financial and operational success. Creates, monitors and controls all expense lines of P&L. Identifies gaps and process improvements while streamlining company and building expenses. Establishes, maintains, and communicates standards for sales and labor projections.

<https://www.linkedin.com/in/george-wisener-78652969> GWisener62@gmail.com

Karen Matthias, BSN, MBA

Marketing professional with a passion for developing and executing strategic business plans that deliver sustainable profitability to the bottom line. My expertise includes demonstrated success in marketing products and services to managed care organizations, -hospitals, healthcare professionals and consumers, as well as leadership for marketing and sales teams. In addition, my experience includes product development, brand management, strategic market analysis, executive account management and client-retention strategies that focus on communication, engagement, and education.

<https://www.linkedin.com/in/karenmatthias>

2016 produce market volunteer opportunities

Produce Markets are designed to provide fresh food to individuals and families in need. The Mid-Ohio Food Bank supplies all the produce distributed at the event and most of what is offered is fruits and vegetables but can also include bread and dairy items. Each Market can serve up to 300 families whose eligibility is set at 200% of the federal poverty level.

After each distribution event, all remaining product is distributed to, among others, [People In Need of Delaware County](#). In addition to PIN staff, each Market event needs volunteers to assist. The Market dates are held at the PIN facility at 138 Johnson Dr., Delaware from 2:30-4:30. Volunteers are asked to arrive 30 minutes prior to the event and to park across the street at [Office City Express](#). The Market events are held rain or shine and volunteer jobs include set-up, client sign-in, traffic control and clean-up.

For questions or to schedule a volunteer date, call Randy Bournique at 740-363-6284 or email to rbournique@delawarepeopleinneed.org.

Market dates:

May 25
June 29
July 27
August 31
September 28
October 26
November 30

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.



Representing businesses in Delaware County and across Ohio in workers' compensation and employment defense since 2007

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Columbus, Ohio 43235
614.748.0123 – www.Dawson-Myers.com

SHANE M. DAWSON, ESQ.
sdawson@dawson-myers.com

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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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*Discount only applies to Chamber members who do not already have other insurance. Anthem Blue Cross and Blue Shield is the only provider of workers' compensation and disability insurance in Ohio. Anthem's coverage is not available in all states. For more information, please visit www.chambersaver.com/cocc or call 1-888-506-1574.

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

THANK YOU

for joining the
fight against
hometown
hunger.



➤ It's not too late to support
hungry local families!

www.lssfoodpantries.org/delaware

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Josie Posie Flowers
Local Roots
Pure-N-Simple Natural Foods

Sherwin-Williams Paints
State Farm Insurance
The Bare Bowl
Toujours Unique Boutique
Typhoon Asian Bistro
Whit's Frozen Custard

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MAIN STREET
DELAWARE

OhioHealth breaks ground on expansion

OhioHealth is expanding the Delaware Health Center to include a new, 7,000 square foot radiation oncology building. When the addition is complete in the spring of 2017, cancer patients in the community will have access to radiation oncology, medical oncology/infusion and surgical oncology - all without having to leave Delaware. On Thursday, April 14, 2016, a groundbreaking ceremony was held to celebrate this exciting news for the Delaware community.

The expansion joins the other medical services that fill the Delaware Campus, including OhioHealth's OhioHealth Obstetrics & Gynecology and Neurological Physicians and OhioHealth Sleep Services. The Chamber congratulates OhioHealth on their vision, commitment and compassion for one-stop oncology services and looks forward to the opening next year.



Chamber Referral Buck\$\$...

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

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

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

HW & Co.

CPAs & Advisors

Celebrating over 25 Years of Excellence

BWC Update

News from the Ohio Bureau of Workers' Compensation

Are you prepared for the next steps in the new workers' comp billing process?

True-up coming in July

Ohio private employers have adjusted well to the new way BWC charges for workers' compensation coverage. Last year's change to prospective billing brought a much-needed move to the standard insurance industry practice of charging premiums in advance of extending coverage.

Employers are now enjoying a number of benefits of the new billing system, including more flexible payment options, better customer service and a \$1 billion premium credit provided by BWC to avoid double-billing employers during the switch.

However, the transition process is not fully complete. The payroll true-up (true-up) is coming in July.

True-up is a new process that requires employers to report their actual payroll for the previous policy year and reconcile any differences in premium paid. This is an important step that is necessary for BWC to accurately calculate your premium. It's also critically important to maintaining your policy and your participation in your current rating plan or discount programs.* You must complete the true-up report even if your payroll for the year matches the estimate you receive from BWC.

Your policy year 2015 payroll true-up notice will be sent July 1 and your report will be due by August 15. Reports must be submitted online at bwc.ohio.gov or by phone at 1-800-644-6292.

Please keep in mind our call center may be experiencing heavy call volumes during the final weeks before the August 15 due date, attributing to longer wait times. We encourage you to create an e-account that allows you to manage your policy, pay bills and complete the payroll true-up. Learn how to create an e-account [here](#), and visit bwc.ohio.gov to get started.

Please contact our call center if you already have an e-account but don't remember your password or are otherwise unable to access your account.

A number of videos, webinars and other resources about prospective billing are available at bwc.ohio.gov.

**BWC will remove employers from their current rating plan or discount program if it does not receive a payroll true-up by the due date. Any outstanding payroll true-ups will render the employer ineligible for participation in future rating plans or discount programs until the all outstanding payroll true-ups are complete.*

Upcoming dates to remember

May 2016

- May 1 – Policy year 2016 notice of estimated annual premium mailed
- May 31 – Destination: Excellence enrollment deadline for July 1, 2016, program year

June 2016

- June 1 – Policy year 2016 premium invoice mailed

July 2016

- July 1 – Policy year 2016 first installment due
- July 1 – Policy year 2015 payroll true-up notice sent

August 2016

- Aug. 15 – Policy year 2015 payroll true-up report due

November 2016

- Nov. 21 – Policy year 2017 group-enrollment deadline





Delaware Area Safety Council News

Welcome Julie Miller!

The Chamber is pleased to welcome Julie Miller as our new Safety Council Program Manager! Julie comes to us from the library, where she is an administrative specialist, and was the President of the former local chapter of the International Association of Administrative Professionals.

With Julie comes a new email address for all matters regarding Safety Council: dasafetycouncil@gmail.com. Please begin using this email now.

Safety Council

Calendar

May 5th*: Marion Area Safety Council: Health & Wellness Series: Weekend Warriors Strains and Sprains

May 10th: Annual Awards meeting

May 17th: Vendor registration forms are due

June 14th: 3rd Annual Health & Wellness Fair

July 1st: FY17 begins

July 12th: Kick-Off Round Table Discussions

July 15th: 1st half 2016 Semi-Annual Reports are due

RSVP by contacting Safety Council Program Director Sara Vaught at dachamber@DelawareAreaChamber.com or by calling 740-369-6221. Unless otherwise noted, all Safety Council meetings are held at 11:30 am at the [Delaware Area Career Center](#), South Campus, 4565 Columbus Pike, Delaware, 43015.

*Counts for one external training credit

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.
- April's meeting was meeting number 10 of 12 for FY16
- Need to check your attendance? Call Sara at the office (740) 369-6221 or email Julie: dasafetycouncil@gmail.com



3rd Annual Health, Wellness & Safety Fair



Tuesday, June 14, 2016

11:30 a.m. — 2:00 p.m.

All Occasions Catering & Banquet Facility
6989 Waldo-Delaware Road ~ Waldo, Ohio 43356

- No cost for program •

Lunch optional • \$10/person • RSVP by June 7
(740) 369-6221 • dasafetycouncil@gmail.com
www.DelawareAreaChamber.com

External training opportunities

Remember that up to two of your 10-meeting requirements can be substituted by external trainings. BWC offers an abundance of courses that fit your company's needs. (Please note that webinars and in-house trainings do not count for credit.) Check out their training center online [here](#). [Click here for the list of courses offered in Columbus for FY16](#). Courses near the end of the fiscal year in June always fill up fast so plan ahead: schedule your courses now to ensure seating.

If you have any questions regarding what counts for credit, contact Julie at the Chamber at 740-369-6221 or dachamber@DelawareAreaChamber.com

April meeting recap

Amy Frey, Client Services Representative from CompManagement Health Systems, a Sedgwick Company, talked to us about how to generate positive synergy in order to return your injured employees to work in a timely manner, we explored how a claim may impact an employer and how to navigate a claim by looking at a true story; actually – there were several true stories.

Amy is a wonderful resource with her 23 years experience handling a variety of workers' compensation matters. She has worked for the CompManagement companies since 1997 as an account manager, hearing representative and now in client services. In her current position she strategizes with all parties on swift claim resolutions and provides training and webinars on workers' compensation procedures and transitional work policies.



[Click here](#) for BWC's e-newsletter!



DELAWARE AREA
SAFETY COUNCIL

3rd Annual Health, Wellness & Safety Fair



Vendor Sign-Up

Tuesday, June 14, 2016

10:30am set-up 11:30am-2:00pm program 2:00pm tear down

All Occasions Catering & Banquet Facility
6989 Waldo-Delaware Road ~ Waldo, Ohio 43356

Safety is crucial in the workplace and it goes hand-in-hand with one's health.
The Delaware Area Safety Council is looking for vendors who can answer:

“What can I do to remind employees *and* supervisors to maintain a safe and healthy workplace?”

Can your company answer this important question?
Fill out the vendor sponsor form and return it to Sara at the
Delaware Area Chamber of Commerce
(740) 369-6221 or dachamber@DelawareAreaChamber.com
Space is limited! Deadline to submit registration form:



Tuesday, May 17, 2016

