

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

November 2016

Sustaining Members

**Industry Exclusive
Platinum Level**



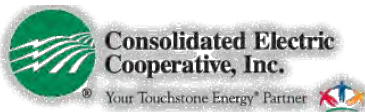
Gold Level



Silver Level



Bronze Level



**The Delaware Area
Chamber of Commerce
Established 1907**



Chamber endorses ballot issues

At its June meeting, the Delaware Chamber board of directors endorsed the [City of Delaware's](#) plan to ask voters for an income tax levy dedicated to transportation projects. Projects vital to resolving traffic congestion cannot go forward at current funding levels. The levy in November will ask voters to approve an income tax increase of .15 percent. This portion of the income tax collected may be used only for its stated purpose: maintenance and resurfacing; transportation connections; and to leverage state and federal dollars to take on the big projects such as The Point as it's become known; East Central Ave., and other projects that can alleviate congestion as well as maintain current roads. The tax increase will cost a household income of \$50,000 roughly \$75 per year and generate about \$2.2m annually. And the 2% income tax puts Delaware in line with other cities in Central Ohio.



The kind of economic growth that the City has experienced is both the good news and the other news. The increased need for attention to schools, social services and infrastructure cannot be overlooked as the benefits of a healthy local economy are enjoyed. The Chamber board supports the levy because it makes sense for all the reasons that the City has outlined. [Click here to read the City's outline, FAQ and project schedule.](#)

At its September meeting, the Chamber board of directors endorsed two other important tax levies:

The Chamber encourages Delaware County voters to renew the 1.0 mill property tax levy asked by the [Delaware-Morrow Mental Health & Recovery Services Board](#). Remarkably, the Board has been operating on a 1.0 mill levy since 1986. This 1.0 mill **renewal** levy will cost \$29.14 annually per \$100,000 of home valuation. Mental health and substance abuse issues impact everyone – families, businesses, schools, and the community. These are real issues for many people within our cities, villages and townships. Delaware-Morrow Mental Health & Recovery Services Board assures the availability of a safety net of mental health and substance abuse treatment and prevention services for our community members. The Board continuously plans, funds, monitors, and evaluates these services. The Chamber supports this renewal levy and thanks the Board for its work. [Click here for details and facts about the renewal levy.](#)

Also on the ballot with the Chamber's strong endorsement is one within the Big Walnut Local School District. As Delaware County continues its explosive growth, nothing is impacted more than the local school districts. Of the four k-12 districts, BWLS is facing a serious and impending issue with facilities' capacity as it is growing at twice the rate it was five years ago.

Continued on next page

Advertisers in this issue

[Anthem Blue Cross/Blue Shield](#)
[Black Wing Shooting Center](#)
[CES Credit Union](#)
[Dawson & Myers](#)
[Delaware Automotive Service](#)
[First Citizens National Bank](#)
[Hetter Heating & Cooling](#)

[HW&Co.](#)
[IT made REAL](#)
[Maloney + Novotny](#)
[Massage Envv Spa—Lewis Center](#)
[OhioHealth](#)
[Sarah Moore Community](#)
[Schooley Mitchell of Columbus](#)



From page one

Although this 8.3-mil, \$133.9 million bond is staggering, the urgent need is indisputable, undeniable and inevitable. There is simply no way to overstate the necessity of this millage passing. [Please click here for details.](#)

With a growing community comes the responsibility of its residents to see to it that the needed infrastructure—in all its forms—are supported within the system available. The Chamber urges voters to use the ballot box to send the message that they are willing to invest in the bounty that is the entire Delaware County community.

And, finally, in a unanimous vote, the board of directors of the Delaware Area Chamber of Commerce has endorsed the passage of the 9-1-1 renewal and increase levy that voters in [Delaware County](#) will be asked to approve on November 8, 2016. Delaware County reaps the benefits of professional and diligent police, fire, EMS and emergency dispatch in every corner of the county. While the county grew at a tremendous rate over the past twenty years, those charged with keeping its residents safe, decreasing emergency response times and maintaining both professional standards and cutting edge training have also worked together to consolidate the system that is at the very beginning of the emergency process: the 9-1-1 call. Consolidating the interjurisdictional dispatch of emergency calls redefined the expectation of safety for the County's nearly 200,000 residents.

On November 8, the voters will be asked to renew the five-year .45 millage set to expire at the end of the year as well as approve a .18 increase. This renewal is absolutely vital to the maintenance of the current standard of emergency response. If it fails, 9-1-1 service will be paid for out of the County's general fund, leaving behind funding for other important quality of life and essential services. The small .18 increase is, like other municipal levies, a result of the County's expansion that continues. With growth comes the responsibility to provide for the quality of life necessary to maintain the value and attraction of the County. The .18 mils will add a texting function to the 9-1-1 conversation and dispatch; an amazing technology that will impact response times in a way not dreamed of at the beginning of the County's growth.

As the County continues to grow, so does the number of emergency staff required to serve it. More staff means more training; constant new technologies means frequent upgrades. The .18 mils increase will provide for these needs as well.

Emergency response is not something residents think of until it's needed. With the current 9-1-1 average answer time of fewer than 10 seconds, "when its needed" takes on new meaning during an emergency. Passage of both levies will cost the property owners less than \$20 annually per \$100,000 property valuation. This is a significant value by any measure. The Delaware Area Chamber of Commerce encourages Delaware County voters to vote YES for the 9-1-1 levy in increase on November 8.



HEATING, COOLING AND BEYOND

H **ETTER** **R**
HEATING & COOLING

Since 1963

OH Lic. 18098

614-784-9200

www.hetterheating.com

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 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 and



prospective members who attended the October 25 event included:

Brooks VanKirk, [Delaware Automotive Service](#);

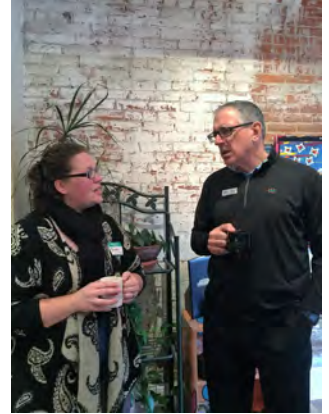
Gale & Jill Musselman, [Gale's Pharmacy](#);

Natasha Heydinger, [NEX Transport](#);

Peg Leach, [PJL Ventures LLC](#); and

Ryan Rivers, [Rivers Insurance Group](#).

Welcome to the Chamber!



Chamber welcomes the new MainStreet director

The Chamber is delighted with the [MainStreet Delaware](#) board of directors choice for the organization's new director. Susie Bibler is well-known to Chamber staff. An alum of Leadership Delaware class of 2011, Susie facilitates the program's County Tour Day. Susie previously worked for Chamber members [Helpline of Delaware & Morrow Counties Inc.](#) and the [Columbus Zoo](#), experience that makes her a perfect choice to head the organization whose mission in Downtown Delaware is event programming, historical preservation, economic restructuring and membership. Susie's personality and commitment will serve her well as she works with Downtown business and the [City of Delaware](#).

Former director Frances Hamilton left the local MainStreet to work for the state overseer of the MainStreet program, Heritage Ohio.



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's Best Kept Secret



Sarah Moore Community

Assisted Living
Skilled Nursing & Rehabilitation



26 N. Union St. • Delaware, OH 43015

740.362.9641 • www.sarahmoorehome.com



Glenn Bertrand
Manager
NMLS # 1486526

33 London Road
Delaware, Ohio
740.363.8118

FOR OVER 60 YEARS,
CES CREDIT UNION
HAS BEEN HELPING
THE COMMUNITIES IT
SERVES SEE FINANCES
DIFFERENTLY. STOP IN
TODAY TO LEARN
MORE.

CES Credit Union

Chamber presents small employer health plans presentation

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**. 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.

Because this is such a great option for many of our members, **we're going to hold a presentation about the plan on Wednesday, November 2; 8:30am at the Delaware Area Career Center south campus, 4565 Columbus Pike, Delaware**. We'll offer the opportunity to ask questions to the only two Chamber member agents qualified to sell the product. Jim Roesch from **Creative Financial Insurance Services Agency, Inc.** and Jason Bainum from **Preferred Benefits Services Agency, Inc.** will be presenting.

[Click here to register](#). The event is free and you may bring anyone you think needs to gear the presentation, but we ask you to register so we can set up properly.

Annual Clay Classic hits the mark

The Chamber's annual fall Clay Classic held at **Black Wing Shooting Center** is becoming an increasingly popular event. Novice and experienced shooters enjoy an afternoon of shooting and networking. Even the most inexperienced have a blast.

The afternoon started with lunch catered by **All Occasions Catering** followed by a brief orientation before shooters in teams of five tried to hit a total of 50 clay targets at 10 stations. As always, the staff at Black Wing ensured everybody had a great time. The weather was glorious— about as perfect as a fall day could be.



This year's team for highest score was a team dubbed "The Loaners" - **Elford Inc.'s Eric Bull; Trimble Insurance Agency's Kirt Trimble; Delaware County Bank & Trust's Frank Reinhard and Adam Hansberry; and Marc Kamer from Dinsmore & Shohl** with a total score of 151; the highest shooter award went to **V & P Hydraulic Products' Mark Vandervort** with a score of 40. And winning the pigeon award for lowest shooter but the best sport was **Delaware County's own Gary Merrell**.

[Click here for more photos](#).

The Chamber thanks the staff at Black Wing as well as the following station sponsors: **First Citizens National Bank, Luvata Ohio Inc., Sims Bros., Inc., Clarity Technology So-lutions LLC, Performance Chrysler Jeep Dodge Ram Delaware, Custom Air Conditioning and Heating Company**.

Save the date for next year's event: October 13, 2017.

Join us as new and old celebrate



November celebrations begin with a barn buster of a celebration when long-time member **All Occasions Catering and Banquet Facility** unveils their latest banquet facility, the Barn. They'll hold a multi-chamber open house on November 9 from 5:00-7:00pm with the ribbon cutting ceremony at 5:30. If you've driven past their banquet center (6989 Waldo-Delaware Road, Waldo, 43356) off SR 23N, you've watched the construction of the Barn— and now you can see it and enjoy the atmosphere (and probably a little food and refreshment)! [Click here to let us know you'll be joining us](#).



**Delaware
Automotive
Service**

Then join new member **Delaware Automotive Service** who will recognize their 2nd anniversary and enter into the Chamber family with festivities on November 15th. Join us at 201 E. William St. from 5:30-6:30pm, with a belated ribbon cutting at 5:30. [Click here to let us know you'll be joining us](#).

**2016 Board of Directors
Executive Committee**

Chad Hoffman, Chair
[Richwood Bank](#)

Tony Eyerman, Chair-elect
Eyerman Planning Associates LLC
Bob Kuederle, Immediate Past Chair
[American Structurepoint, Inc.](#)

Ken Barton, Treasurer
[Minuteman Press of Dublin](#)

Paul Craft– Vice Chair
[Delaware City Schools](#)

Glenn Marzluf– Vice Chair
[Del-Co Water Company, Inc.](#)

Judd Scott, Vice Chair
[V & P Hydraulic Products](#)

Board Members At Large

Jack Brickner
[Planned Communities](#)

Shane Dawson
[Dawson & Myers](#)

Rex Gore
[Black Wing Shooting Center](#)

Dusty Hostutler
[Edward Jones](#)

Todd Irion
[Engineered Materials Systems Inc.](#)

Jen Knittle
[The Kleingers Group](#)

Maribeth Meluch
[Isaac, Wiles, Burkholder & Teetor, LLP](#)

Bill Morgan
[2K General Co.](#)

Zach Price
[TRIAD Architects](#)

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

Staff

Holly Quaine, President
hquaine@DelawareAreaChamber.com

Sara Vaught, Office Manager
dachamber@DelawareAreaChamber.com

Julie Miller, Safety Council Program Director
DASafetyCouncil@gmail.com

Matt Carbary, Communications Mgr.
mcarbary@DelawareAreaChamber.com

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

Ransomware: is your business ready for this threat?

Jason Comstock, [Clarity Technology Solutions, LLC](#)

The issue with ransomware affects businesses of all sizes. Business can be crippled by the loss of critical business data. We'll discuss what is ransomware and how you can minimize its impact to your business. What you don't know CAN hurt you. How to give your staff a voice to increase productivity and profitability

Tuesday, November 8, 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 November 4, 2016



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

presenting

**Delaware County Economic Development &
Environmental Services Master Plans**

with

Bob Lamb & Mike Frommer, [Delaware County](#)

sponsored by



Thursday, November 17, 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

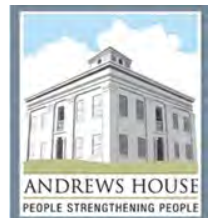
Deadline to register is November 14, 2016

Cancellations after November 14 and no-shows will be charged.

[Click here to register](#) or call 740-369-6221 or email
dachamber@DelawareAreaChamber.com

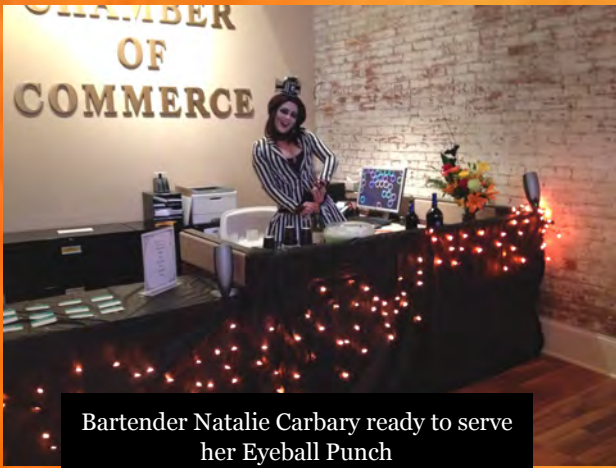
November Business BEFORE Hours

Start your day on Thursday, November 3 by networking
when [Andrews House, Inc.](#), 39 W. Winter St., Delaware
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 attend-
ing. [Click here to register.](#)



**No November Business
After Hours
Gobble Gobble!!**





Bartender Natalie Carbary ready to serve her Eyeball Punch



Jack Brickner, in a borrowed costume supplied by the Chamber, poses with Holly Quaine



Ana Babiasz poses with Frank N Stein. Click below for all the other photos with Holly's knight in shining armor!

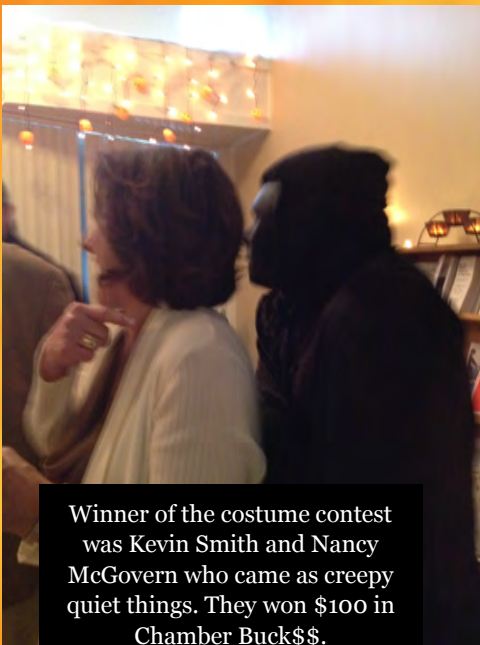
Chamber's first annual BOO-siness After Hours Halloween party a frightening success!

On October 27, the Chamber hosted the month's Business After Hours and threw a Halloween party whose tongue-in-cheek atmosphere was the scariest part. With set designer and bartender Natalie Carbary (president Holly Quaine's daughter) coming in from Detroit to assist, Chamber staff had a ball with the plans and execution of a terrific event.

Special brew of adult beverage "Eyeball Punch", "Dead Man's Buffet", photos with Frank-N-Stein, Tarot card readings by the worst reader ever, pumpkin painting and an odd assortment of costumed Chamber members describes the merriment at the Chamber office that was transformed into a haunted office. (Well, haunted-ish).

Special thanks to Heather Vaught, Tarot card reader; Natalie Hudson, Frank-and-Stein photographer; Natalie Carbary, set designer and bartender; Tricia Grapner, [Canvas Creations for You](#) who managed the pumpkin painting.

[Click here for photos](#) of all the fun (washed photos are really the result of creeping fog) and put October 26, 2017 on your calendar when **BOO-siness After Hours** returns.



Winner of the costume contest was Kevin Smith and Nancy McGovern who came as creepy quiet things. They won \$100 in Chamber Buck\$\$.



Susan Garrett, Hope Graham and Sandrine Lusch



Donald Trump aka Glen Marzluf has his cards read.

Chamber now accepting 2016 award nominations

As the Chamber does every year, business awards are presented at our Annual Dinner. We are now accepting award nominations.

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

[Click here to submit a nomination.](#)

And don't hesitate to self-nominate!!

Nominations must be received by January 15, 2016.

And save the date: the Annual Dinner will be held at the Double Tree by Hilton at Crosswoods at 23 @ 270 on Thursday, February 2, 2017. The Delaware Chamber's Annual Dinner and Awards is THE premier event in Delaware County, with over 400 people attending to experience the fun, awards and the famous table decorations. [Click here for photos](#) of last year's auction, award ceremony, and amazing tables.

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

Who will be presented with these awards in February?

⇒ Large Business of the Year

⇒ Small Business of the Year

⇒ Quality of Life Award

⇒ Innovation in Business Award

⇒ Citizen of the Year

⇒ Corporate Citizen of the Year



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

The Chamber is seeking the memberships' help in assembling items for our live auction. Live auction



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

DM DAWSON & MYERS
Attorneys and Counselors at Law

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

134 Northwoods Blvd., 2nd Floor
Columbus, Ohio 43235
614.748.0123 – www.Dawson-Myers.com

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

HW & Co.

CPAs & Advisors

Celebrating Over 25 Years of Excellence

Our CPAs and Advisors understand that conversations change everything. See where one discussion with our professionals can take you. Start the conversation today!

www.hwco.com

877.FOR.HWCO

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

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

ACCEPTING NEW PATIENTS!

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

The Pain Management Clinic diagnoses and treats the following conditions:

- + Neck and back pain
- + Persistent pain after back
or neck surgery
- + Headaches
- + Arthritis pain in the neck
or lower back
- + Reflex Sympathetic Dystrophy (RSD)
- + Nerve damage or muscle
spasm pain
- + Chronic pelvic pain, including
interstitial cystitis
- + Shingles pain



Robert E. Gould, DO
Interventional
Pain Specialist

- + Board-certified in Pain Medicine
- + Board-certified in Physical
Medicine and Rehabilitation

CALL TODAY!

The Pain Management Clinic located at
OhioHealth Delaware Health Center
801 OhioHealth Boulevard, Suite 270

For an appointment,
please call (740) 615.2222.

A FAITH-BASED, NOT-FOR-PROFIT HEALTHCARE SYSTEM

RIVERSIDE METHODIST HOSPITAL + GRANT MEDICAL CENTER + DOCTORS HOSPITAL + GRADY MEMORIAL HOSPITAL
DUBLIN METHODIST HOSPITAL + HARDIN MEMORIAL HOSPITAL + MARION GENERAL HOSPITAL + REHABILITATION HOSPITAL
O'BLENESS HOSPITAL + MEDCENTRAL MANSFIELD HOSPITAL + MEDCENTRAL SHELBY HOSPITAL + WESTERVILLE MEDICAL CAMPUS
HEALTH AND SURGERY CENTERS + PRIMARY AND SPECIALTY CARE + URGENT CARE + WELLNESS + HOSPICE + HOME CARE
28,000 PHYSICIANS, ASSOCIATES & VOLUNTEERS

© OhioHealth Inc. 2015. All rights reserved. FY15-138-5804. 02/15.



OhioHealth
BELIEVE IN WE™

Delaware County Convention & Visitors' Bureau wins (yet another) award

The Ohio Association of Convention & Visitors Bureaus (OACVB) held its 19th Annual Awards of Excellence Luncheon in Lancaster, Ohio on Thursday, September 22, 2016. MIDDY Awards are presented for destination marketing and tourism development.

The [Delaware County Convention & Visitors Bureau](#) was awarded a first place MIDDY for their destination marketing video, in Delaware County Ohio. "The BE HERE video was developed to promote Delaware County as a leisure travel destination," said Deb Shatzer, Delaware County CVB Executive Director. "It is our first destination marketing video for the County. While the video is primarily focused on culinary, it also showcases other experiences and reasons to visit Delaware County and includes locations in Delaware, Powell, and Sunbury. Taglines in the video all start with the word "be" -- be in love, be close by, be fresh, be local, be hands-on, be together, be yourself, be joyful, be reunited, be relaxed, etc. The video ends with the call to action, "BE HERE in Delaware County," and asking the viewer to click on visitdelohio.com today for information. The video can currently be viewed on the Delaware County CVB website homepage, visitdelohio.com."



The MIDDY Award name reflects our region of the country, said Chris Schutte, Chairperson of the 2016 OACVB MIDDY Awards. Recipients are recognized for excellence in objective, results, creativity and originality. 133 entries were received in print, advertising, promotion, social media, TV/video, website and marketing campaign categories. All entries are judged by a team of experts in the communications, advertising, public relations, publications and/or tourism fields from outside of the OACVB membership.

Convention and visitors bureaus are best described as destination marketing organizations and are responsible for promoting travel and tourism product awareness to visitors. Many outstanding marketing projects were submitted for the annual awards competition. Being recognized for a job well-done in the promotion of travel and tourism throughout the state of Ohio is a highly valued achievement.

Congratulations to CVB director Deb Shatzer and her staff for always walking away with recognition.

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 infomercial (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.

A professional advertisement for Maloney + Novotny LLC. The background is a teal and light green geometric design. On the left, there is a portrait of Bill Rogers, CPA, a man with glasses wearing a suit and tie. To the right of the portrait, the company logo features a white plus sign inside a square frame. The company name 'maloney + novotny LLC' is written in a white serif font. Below the name, it says 'Business Advisors and Certified Public Accountants'. At the bottom, contact information is listed for Cleveland, Canton, Delaware, Elyria, and Worthington, along with the website maloneynovotny.com.

maloney + novotny LLC
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

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

MEMBER CHAMBER NOTES

A Monthly Chamber Member Highlight Article

Featuring MD Transmissions

Are you in need of a transmission repair? If so, [MD Transmissions](#) at 320 London Road #701 is a prime business for your needs. The business specializes in the repair of automobile transmissions, as the name suggests.

The transmission is a mechanical coupling between the engine and the driven wheels. It is either manually shifted with gears or automatically shifted with oil and valving to provide torque manipulation at lower speeds so the engine can accelerate the car from a standstill without stalling the engine. MD Transmissions offers services of Automatic, Standard, Transfer cases and differentials. These procedures can be as short as one day however typically last three to four days.

MD transmissions is able to fix and repair transmissions as well as replacing them.

“We tend to be able to repair things that normally wouldn’t be repairable,” Owner Mark Hoelzer said. “Other places might just replace the transmission but we can take it apart and provide new parts. It can save our customers some money.”

Owners Mark Hoelzer and Dave Luther started the business in 2004 and have been in Delaware at the same location on London road since they’ve opened. The area used to be a factory complex for military construction during World War Two.

“Some customers come in and tell us about how they used to work here back in the 40’s; it’s pretty interesting,” Hoelzer said.

The staff has over 50 years of experience in mechanics combined over the four workers at the business. With Owners Mark Hoelzer and Dave Luther having around 30 and 20 years of experience in the auto repair industry respectively.

“I think it definitely gives us an edge over the competition,” Hoelzer said. “I don’t think too many other repair places can

say that they have the kind of experience that we do.”

Hoelzer encourages young people to consider becoming more involved in mechanics and possibly taking it up as a profession.

“As far as going into the field, there’s definitely a need for interest,” Hoelzer said. “Not many people operate on cars the way we do anymore, it has become more component replacing as opposed to fixing. It might be more difficult to solve problems the way we do it, but it can save our customers money.”

MD Transmissions typically operates from 8:00 A.M. to 5:30 P.M. on weekdays and is closed on the weekends. Emergency service is also available for customers whose transmissions stop working unexpectedly. The company also offers free diagnostics.

Overall, Hoelzer stresses that the business can help the community by saving people money and providing a quality service. “We’re MD Transmissions, your transmission doctors,” Hoelzer said.

You can find Mark Hoelzer & Dave Luther at MD Transmissions, 320 London Road #701, Delaware, Ohio 43015 (740)-363-0054

mdtransdoc@frontier.com

www.transmissionrepairdelawareoh.com



About the writer: Beaudanon Stork is a senior at Delaware Hayes High School. His interests include volleyball, film, literature, and spending time with friends often through the church group “Younglife.” Beaudanon’s plans are to go to college for Broadcast Journalism.

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.

IT *made* REAL

Reliable / Efficient / Affordable / Lasting

Reputable IT Services

- ✓ IT Consulting
- ✓ Managed Services
- ✓ Network Security
- ✓ Infrastructure Virtualization
- ✓ Backup & Disaster Recovery
- ✓ Mobile Office Implementations
- ✓ Customized Cloud Services
- ✓ Wireless Network Installations
- ✓ IP Cameras / Surveillance



(614) 407-1100

info@itmaderreal.com

Chamber members win awards of generosity

A celebration of generosity by Delaware County's agricultural community, business and youth came to life at the [Delaware County Foundation's](#) annual Evening of Generosity. More than 300 representatives of business, the nonprofit community, donors, volunteers and county officials, honored those who give back so generously. The Evening of Generosity celebrated four awardees representing those who give back to our locally and even statewide. The Chamber is proud of member [Price Farms Organic](#) and the late **Larry Cline**. Here's how their awards were presented.



"Tom Price received the Spirit of Philanthropy Award. Tom Price works every day to support the agricultural community and to improve the lives of residents in Delaware County and throughout the State of Ohio. He is always vested in projects that make a positive contribution to the environment and social structure of the community.

A sixth generation farmer in Delaware County, Tom volunteers in many capacities at the State level including as a member of the Ohio Exposition Center and Ohio State Fair Commission. He is the only person to be elected by his peers as chair of the Commission for three consecutive years. During his tenure, he promoted youth scholarships, enhanced involvement and visibility of the Junior Fair Board, All Ohio State Fair Band and the All Ohio State Fair Youth Choir as well as the upgrading of the facilities throughout the 360 acre campus.

Tom has served on numerous boards and commissions including Delaware Soil and Water Conservation District Board of Supervisors and Ohio Soil and Water Conservation Commission. In addition, he received awards for his service including the Ohio Pork Producer Service Award and the Ohio Cattlemen's Environmental Stewardship Award among others. He is a member of the Ohio Agriculture Hall of Fame and the Delaware County Agriculture Hall of Fame. He is an active participant in the Ohio 4-H Foundation.

He gives back to his alma matter as is a member of the advisory council of The Ohio State University College of Food, Agriculture and Environmental Sciences.

Tom spearheaded the challenge to begin Zero Waste at the Ohio Stadium and to include every event held there. As a result, Zero Waste composts more than 40 tons of food and fiber waste from the stadium.



The general manager of Price Farms Organics, Ltd, Pork-Q-Pine Farm and Price Marketing, his team takes local grocery store produce, landscape trimmings and manure from the Columbus Zoo to produce mulch and compost; thus annually keeping tons of material out of landfills.

Tom enjoys sharing his knowledge with others, especially children. During the annual Farm Bureau Ag Day, he teaches school children that "composting is not stinky." As a farmer and producer, Tom pioneered the use of bio-filters in managing livestock odors. He is a leader in composting manures and other livestock waste. He donates his composting products to numerous community gardens and nonprofit organizations.

He donated land along the Scioto River for the creation of a nature preserve. The preserve is also used to education the public about

protecting the waterway. Married to his wife Judy for 51 years, they have three children and eight grandchildren.

The late Larry Cline was recognized as the Outstanding Volunteer. **Larry Cline**, owner of Cline Family Farms in Waldo, was an advocate, educator, family man and farmer. Larry had a passion for the community, for the land and for its people.

Larry pursued a life devoted to his family, church, farming, learning and teaching, and to serving the Delaware County community. A third generation farmer, Larry farmed side by side with his father, uncle, cousins and son.

Larry valued and supported education at all levels. While attending The Ohio State University Marion, he served as its first student government president. He earned an agronomy degree from Ohio State's College of Food, Agricultural and Environmental Sciences. He became a trustee of The Ohio State University at Marion.

Continued on next page

Foundation awards continued

His service to the community continued as a member of the [Buckeye Valley Schools](#) Board of Education, and the Buckeye Valley athletic and band boosters. He was even a substitute teacher. Along with others, he and his wife ran the Buckeye Valley Food Booth at the Delaware County Fair for 17 years.

For 10 years, he held key volunteer positions with the Department of Education. Larry also served on the Ohio School Boards Association and was its chair.

For Larry, everything was a teachable moment. He was always open and willing to share his knowledge of agriculture, conservation, and life lessons. Larry served and participated in the Delaware County Farm Bureau for nearly 25 years.

The organizations that benefitted from Larry's involvement are numerous. Some include [Delaware County Board of Mental Health](#), Delaware County Board of Health, Delaware County Finance Authority, Delaware County Sales Tax Advisory Committee, Delaware Area Chamber of Commerce, [Marion Goodwill Industries](#) and the [United Way of Delaware County](#). He was a trustee for Marlboro Township. Larry was also a Sunday school teacher.

Larry enjoyed helping the community through the Peoples Fund of [Consolidated Electric Cooperative](#). He was an adopted member of a Nationwide Children's Hospital ladies' TWIG organizations.

A Navy Veteran, he served in Vietnam and was a founding member of the Delaware County Chapter of Vietnam Veterans. Larry was a proud husband of Criss, father of three and grandfather of five.

The Chamber has long been a frequent beneficiary of Tom and Larry's generosity and support. It's impossible to overstate the culture of time, talent and treasure these gentlemen created or the legacy they leave.



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.*

The FIRST CITIZENS NATIONAL BANK
MEMBER FDIC | EQUAL HOUSING LENDER

MORE
than just banking!

Powell Banking Center
9595 Sawmill Parkway Powell, OH | (614) 789-9595 | www.FirstCitizensNational.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
dachamber@DelawareAreaChamber.com ~ www.DelawareAreaChamber.com

18th Annual Family Business Awards Program bestows Lifetime Achievement Award to Chris Bouzounis of Artina Promotional Products

Chris Bouzounis, founder of [Artina Promotional Products](#), is receiving the Lifetime Achievement Award at The Conway Center for Family Business 18th Annual Family Business Awards & Expo being held November 7, 2016.

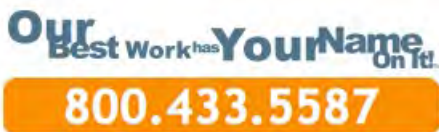


The Family Business Awards Program was established in 1999 to recognize excellence in family business and has honored over 100 local family businesses throughout that time. During the 2016 awards program, 35 local businesses will be honored in seven categories: community engagement, family business of the year, lifetime achievement, milestone achievement, re-invention, succession planning/implementation, and support of family business.

The Family Business Awards Program was made possible through the support of: Columbus Business First, Fathom, First Merchants Bank, Gryphon Financial Partners, Taft/, and White Castle.

The Conway Center for Family Business is Central Ohio's resource for educational programs, resources and networking opportunities to support the growth and success of family-owned businesses. The Center celebrates the successes of family-owned businesses at its annual awards program and offers peer group opportunities for next-generation leaders, family business leaders, and women family business owners. The organization includes 200 family-owned businesses from Central Ohio ranging in size from three to more than 20,000 employees

Congratulations to our good friend Chris. No recipient is more deserving.



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.



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

Rx

Prescription Drug Card

Member: Confidential Member

ID Number: 3227AEEH3A

RxBIN: 610709

RxGrp: UN08

UNA Rx CARD .COM

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**

POWERED BY: United Networks of America

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.



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.



New member, new business; current member, new location



The Chamber welcomes new member [Major Organizers](#), who celebrated their virtual “grand opening” of their home-based business. This local franchise of Major Organizers officially opened on October 10, 2016 and even though you can’t walk in to their store front, you can find them online and on [Facebook](#), [YouTube](#), [Twitter](#), and [Pinterest](#). Major Organizers is dedicated to helping clients set up customizable, sustainable organization systems for the home and office.



Congratulations and all the best to Melanie and her family and friends who are helping her business get off the ground.



Our friends at [The Middlefield Banking Company](#) celebrated the opening of their newest branch in Delaware County. On October 18 they opened the doors on their new Sunbury location. Operating since 1901, this newest branch is the bank’s 11th full-service location and its third in Central Ohio. Congratulations!

Business Before Hours

The October Business Before Hours was hosted by the [Delaware County Board of Developmental Disabilities](#).



Director Kristine Hodge and her staff were gracious hosts and Kristine shared the Board’s mission of supporting persons with disabilities in ways that allow for full inclusion of work, play and education. Through agency partner providers, the Board affords opportunities for clients of all ages a varied menu of services from early childhood development to assisting the disabled as they become legal adults. The services offered by the tax-payer supported programs are many and effective.

The significance of the Board’s work is not front-of-mind for the majority of us, but the impact is all around us. Assisting the families of the disabled through education and allowing the disabled to reach their maximum inclusion potential is a model born of community support and pas-

sionate staff.

Thank you to Kristine and her staff for their hospitality on a beautiful October morning.

[Click here for more photos.](#)



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.

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.



Leadership Delaware Class of 2017 County Tour Day

Facilitated by Susie Bibler '11 & Erin Teets '16

Newsletter editors: Phil Caskey, Heather Day, Marci DeWitt, Melinda Draper & Tim Dodge

We started our day at the [Stratford Ecological Center](#) on Liberty Rd where Brent Carson, Historian at the [Delaware County Historical Society](#), gave us a brief history about Delaware County. His discussion of Delaware included mention of the book Who Came Down that Road by George Ella Lyon and Peter Catalanotto. This is the story of a young boy and his mother walking down an old, old road which lead Mr. Carson to wonder who has

come down the roads of Delaware. Some of those who traveled the Buffalo Highway were Mary Pickford, Marth Reeves and the Vandellas, General William Henry Harrison, and Henry Ford. He also encouraged the group to visit the new location of the historical society now located at the Meeker Homestead on Stratford Road near Meeker Way.

The Stratford Ecological Center was the beginning of our Tour Delaware Day. This beautiful organic farm and nature preserve sits on 236 acres and operates as a non-profit educational center. The center offers camps, programs and tours, 4 miles of nature trails, livestock, gardens & greenhouses and honey bees. Fresh produce and meats are also available for purchase on a limited supply. After listening to Director & Farmer, Jeff Dickinson, our class split up into four groups to take a short tour of the property.

Continued on page 19

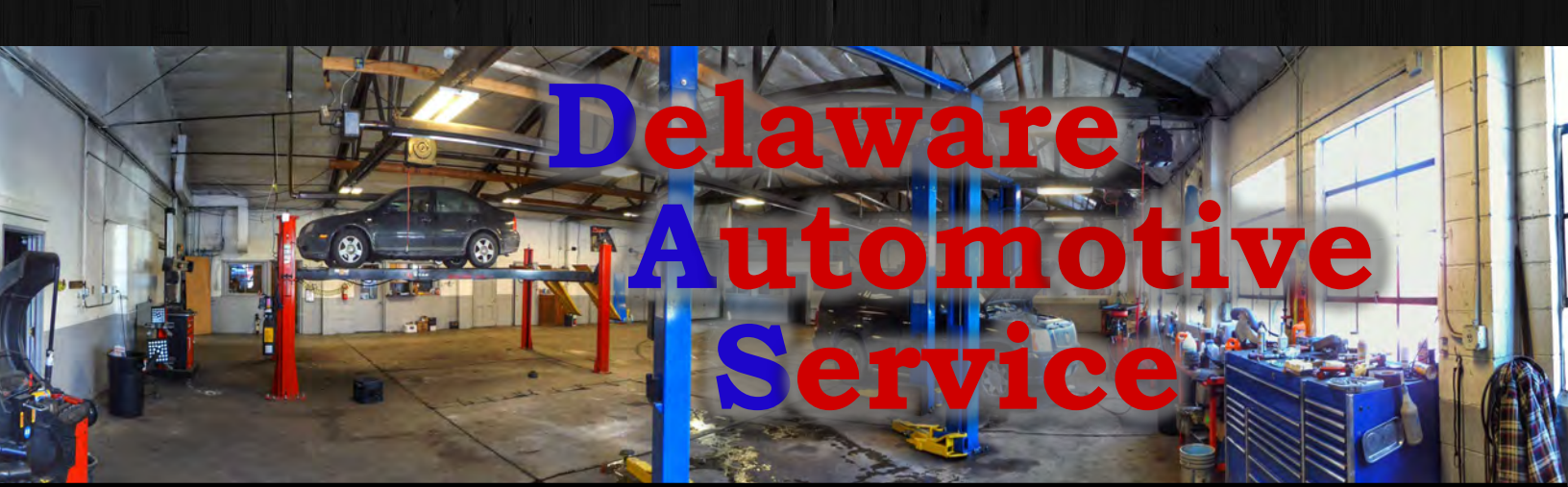


Leadership Delaware Class of 2017

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](#)



Delaware Automotive Service

November 1st-30th

Stop in for our Month-Long Anniversary Celebration

BUY 1 ↔ GIVE 1

Buy 1 Oil Change &
we will Donate 1 Free Oil Change to
Common Ground Free Store Ministries
Offer includes our Fall Special, too!

Oil Change: Includes up to 5 quarts of Standard or Synthetic Blend Oil, Lube & Oil Filter change, Tire Pressure Check, topping off of all fluids and a 27-point Safety Check. \$29.99

Fall Special: Includes an Oil Change as shown above, plus Tire Rotation, Brake Inspection and 27-Point Safety Check. \$35.99



A warm and welcoming local non-profit run by volunteers where needed items are available to everyone, FREE—from clothing, shoes, diapers and linens, to small appliances, books, toys and a free meal. There are no income requirements, no questions and no scrutiny—only the support of people who care.

**www.DelawareAutomotiveService.com
740.833.3558**

Leadership continued

During the tour, we were able to experience and enjoy nature and meet many of the animals that live year round at the center including cows, chickens, pigs and the barn cats. The Stratford Ecological Center tour was short, but definitely lived up to their mission of “educating on the relationship between living things and their environment, thereby fostering an appreciation of the land and all life that depends on it.”

After our tour of the fairgrounds, Director Phil Terry gave us a brief history of The Little Brown Jug which is a harness race for three-year old pacers and is a part of the Triple Crown of Grand Circuit harness racing. The race started at the [Delaware County Fairgrounds](#) in 1946 and occurs every year on the third Thursday after Labor Day. This year’s race made the news for allegations of cheating which was dubbed “Yogurtgate” by the racing community. It all began when a found cell phone revealed a text message to give a horse some ‘stuff’ before the race. The ‘stuff’ ended up being yogurt to soothe the horse’s stomach and the investigation into the incident is still pending. Coincidentally, the horse in question ended up winning the Little Brown Jug this year. Betting Line, driven by David Miller, won \$577,000 with a time of 1:49.

Continuing on the tour brought our group to the [Columbus Zoo and Aquarium](#). The zoo is home to more than 10,000 animals representing over 550 species of the world. We were able to experience the Heart of Africa which spans across 43 acres and truly gives the feel of being in the middle of somewhere exotic. We could hear the “local” rhythmic drumming as we listened to the assistant curator educate us on the importance of conservation management for all animals of Africa and the amazing work the animal keepers at the Columbus Zoo are doing every day. We were able to view many animals

such as lions, jackals, monkeys and camels around the zoo ‘watering hole’ and throughout ‘Jack’s Camp’. We even experienced the 18 inch tongue of the reticulated giraffes in an up-close & personal experience feeding lettuce to 2 of the resident long necked amazing animals. Our tour ended after watching the fastest land mammal reach speeds of over 38mph in the Cheetah Run.

[Click here for all the fun photos.](#)





MEET IT OR BEAT IT

The FIRST CITIZENS NATIONAL BANK
MEMBER FDIC | EQUAL HOUSING LENDER

BASYS
PROCESSING

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

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

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

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

These merchants do not qualify for the offer:

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

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

Offer expires within 60 days of receipt of application.

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

Offer subject to change without notice. Some restrictions and limitations

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

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

For more information, contact Stephanie D. Hufford at

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

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

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

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

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 from Chamber Members

HOT DEALS

Posting is FREE with your membership

- [Chamber Member Only Discount—Anytime Fitness](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council—Delaware Area Safety Council](#)
- [DCDA Seeking Volunteers—Foot & Ankle Wellness Center](#)
- [From Our Family To Yours—Fuller Memorials](#)
- [Frontier's Top Dollar Phone Trade-In—Frontier Communications](#)
- [Start to Become the Business Leader You've Always Wanted in 1-Hour—The Growth Coach](#)
- [25% Discount for Professional Organizing—Major Organizers](#)

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

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

Industry-Exclusive Platinum Level \$5000*

- Recognized for twelve months as Platinum Level on Chamber website home page, newsletter, letterhead, staff email signature line, and event programs; banner ad on Chamber website home page for twelve months (\$2000 value)
- \$3000: "a la carte" dollars applied to your choice of Sponsorship/Advertising Opportunities

PLATINUM LEVEL: ONLY ONE PER INDUSTRY

Gold Level \$3000*

- Recognized for twelve months as Gold Level on Chamber website home page, newsletter, letterhead and event programs (\$1000 value)
- \$2000: "a la carte" dollars applied to your choice of Sponsorship/Advertising Opportunities

Silver Level \$2000*

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

Bronze Level \$1000*

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

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

Delaware Area Chamber of Commerce Sustaining Member Packages

revised & effective 10-2016

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

Questions: Call Holly at 740-369-6221

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

A la carte dollars menu

Annual Dinner Sponsorship

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

Golf Outing

Main Event Sponsor	\$1500
Lunch Sponsor	\$ 500
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.)

Annual Community Profile and Membership Directory

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

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

**Introducing our newest
Silver Level Sustaining
sustaining members**



First Citizens National Bank



Sarah Moore Community

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

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.

ME Message Envy.

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

\$ 49⁹⁹
FIRST MASSAGE*

\$ 59⁹⁹
FIRST FACIAL*

Lewis Center
(740) 657-1200

Powell
(614) 734-3689

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.



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

Risk Free, No Obligation Full Analysis of Your Telecom and Credit Card Services



WE ARE INDEPENDENT TELECOM CONSULTANTS

- ▶ Providing average savings of **28%** with **NO** risk or carrier changes
- ▶ Monitoring your needs
- ▶ Optimizing growth & rightsizing
- ▶ No up front costs – savings based fees
- ▶ Now negotiating merchant services processing fees

Truck Load Optimization Services

- ▶ Do you ever ship underweight?
- ▶ Are you maximizing profit per payload?
- ▶ Do you pay overweight fines?
- ▶ Do you pay scale fees?
- ▶ Do your people spend time going to scale when you could be making money with that time?

WE CAN HELP REDUCE YOUR COSTS!



Bruce Ostermeyer

Business Optimization Specialist

T: 740.954.6050

bruce.ostermeyer@schooleymitchell.com

www.schooleymitchell.com/bl Ostermeyer

**SCHOOLEY
MITCHELL**

WE DELIVER: MONEY. TIME. SECURITY. KNOWLEDGE.

Supervisor Six Pack 100 Series graduates

On October 17, sixteen employees of Chamber members graduated from the Chamber-sponsored Supervisor Six Pack 100 Series, facilitated by Chamber Member [The Growth Coach](#), aka Brad Schneider. The six week program was held from 8:00-10:00am and covered in depth the fundamentals required to transition from a technician to an effective leader. Each of the “graduates” received a certificate of completion.

This successful program will become an annual event with dates for 2017 already scheduled: September 11, 18, 25 and October 2, 9, 16. The cost for the program will remain \$200 per person.

Congratulations to:

[Alpha Group of Delaware:](#)

Rhoda Brewer

[Cogburn Electric, Inc.:](#)

Eric Klenzman
Jeff Duncan
Timothy Wood
Jason Culver

Chamber of Commerce:

Sara Carbary

[Evolution Ag LLC:](#)

Courtney Newell
Dale Green
Matt McCarty
Zach Dennis

[Foot and Ankle Wellness Center:](#)

Alicia Collins
Kim Brown



[V & P Hydraulic Products:](#)

Mark Vandervort
Tom Greathouse
Greg Hawkins

Foundation offers scholarships to seniors pursuing a career in the trades

A Lewis Center business has teamed-up with the Delaware County Foundation to create a scholarship for those in the trades, HVAC, electrical, plumbing, construction, fire protection, landscape design, pest control.

\$1,000 will be awarded before the end of the year for someone pursuing additional education or a certificate program.

Open to anyone graduating within the last 15 years .

This is one way to expand the knowledge or give a great opportunity to an employee or colleague. Deadline to apply is November 10. [Here's the link to the application.](#)

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!

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.

Reinvesting Members

[All Occasions Catering](#)
[American Freight](#)
[Ashley Manor Assisted Living](#)
[Bill Kistner & Company LLC](#)
[Breakaway Cycling](#)
[Cambria Suites](#)
[Columbus/Polaris](#)
[Carolyn Asher- American
Family Insurance](#)
[City Barbeque](#)
[College Hunks Hauling
Junk and Moving](#)
[Dawson & Myers LLC](#)
[Delaware County](#)
[Delaware County Board
of Realtors](#)
[Delaware Family Dental](#)
[Delaware General
Health District](#)
[Delaware Golf Club](#)
[Edge Technology
Consulting, LLC](#)
[Edgerton Financial Co., Inc.](#)
[Emergency Bail Bonds](#)
[Evidia Ltd.](#)
[Fahey Bank](#)
[Federal Heath Sign Co.](#)

[Fifth Third Bank](#)
[Focus CFO](#)
[Fred Astaire Dance Studio](#)
[Frontier Communications](#)
[Fuller Memorials](#)
[Habitec Security](#)
[HER Realtors, LLC](#)
[Hometown Urgent Care &
Occupational Health](#)
[Mike's Roofing, Inc.](#)
[Mom Wilson's Country](#)
[Sausage Mart, Inc.](#)
[NAMI of Delaware and
Morrow Counties](#)
[Pathways Financial
Credit Union](#)
[Paynes Pizza & More](#)
[Preserve at Quail Pass
by Redwood](#)
[Salvation Army Delaware
and Greenwood Lake](#)
[Sarah Moore Community](#)
[Schiffman, Grow & Co., P.C.](#)
[Selectus Consulting LLC](#)
[Service Before Self Leadership](#)
[Strand Theatre and
Cultural Arts Association](#)
[The Bowden Group, Inc.](#)
[Wesbanco Bank](#)

November Calendar

Health Insurance Presentation Replaces regular HR council

Wednesday, November 2

8:30-9:30am

[Click here for details](#)

Business BEFORE Hours

Thursday, November 3

8:00—9:30am

Andrews House

[Click here for details](#)

B.E.D. & Breakfast

Tuesday, November 8

7:30am, Chamber office

Ransomware!

[Click here for details](#)

Safety Council

Tuesday, November 8

11:30am-2:00pm; DACC– South

[Click here for details](#)

Open House & Ribbon Cutting

Wednesday, November 9

All Occasions The Barn

[Click here for details](#)



Leadership Delaware

Thursday, November 10

Agriculture Day

Workforce Development & Education committee

Friday, November 11

8:00am Chamber office

Infrastructure & Development committee

Tuesday, November 15

8:00am Chamber office

Ribbon Cutting & Anniversary

Tuesday, November 15

Delaware Auto Service

[Click her for details](#)



Chamber Board meeting

Wednesday, November 16

7:30am, Chamber office

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

Welcome

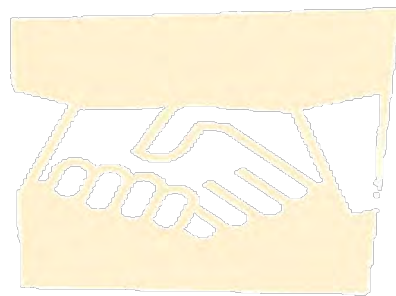
New Members

Gale's Pharmacy

Gale Musselman—Pharmacist/Owner
16 Troy Road
Delaware, OH 43015
(740) 369-5449
www.galespharmacy.com
Operates as a full-service pharmacy

Orange Township

Lee Bodnar—Township Administrator
1630 East Orange Road
Lewis Center, OH 43035
(740) 548-5430
www.orangetwp.org
*Serves as the government agency for
Orange Township*



Third Thursday luncheon

Thursday, November 17

11:45—1:00pm

SourcePoint

Delaware County Economic Development
and Environmental Services Master Plans

[Click here for details](#)

Happy Thanksgiving!!

Chamber office closed

Thursday, November 24

Friday November 25



SAVE THE DATES

Annual Dinner

Thursday, February 2, 2017

DoubleTree by Hilton

Crosswoods 23 @ 270

Annual Golf Outing

Thursday, June 1, 2017

Location TBD

Annual Clay Classic

Friday, October 13, 2017

Black Wing Shooting Center

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

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.

Alpha Group of Delaware

Alpha Group of Delaware is seeking professional business candidates willing to apply their talents to make a difference in the lives of individuals with disabilities. The Alpha Group of Delaware, Inc. continues to expand our reach with office locations in Delaware, Lewis Center and Westerville.

The Board of Directors is the legal authority for The Alpha Group of Delaware, Inc. As a member of the Board, a Director acts in a position of trust for the community and is responsible for the effective governance of the organization.

Alpha's Mission: To offer members with disabilities an array of quality programs and services that enables them to achieve and, hopefully, exceed their member goals.

Learn More: Liz Owens, CEO lizowens@alphagroup.net [Alpha Intro video](#)



THE ALPHAGROUP
OF DELAWARE, INC.

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

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

Ad prices are for one run:

Full page*	8.5" x 11" portrait	\$125
Half page**	8" w x 5.25" h	\$90
Quarter page	4" w/h x 5.25" h/w	\$ 75
One-eighth page**	4"w x 2.62" h	\$ 50

* vertical only **horizontal only

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

Your Chamber membership: True or False?

- The Chamber receives several requests each year for goods or services provided in our community and recommends Chamber member businesses. The Chamber encourages members to supply the office with their brochures for display at no charge. **FALSE!** The Chamber receives *hundreds* of requests each year by phone, email and in the Chamber office.
- Free for the asking is a prescription discount card that you can distribute to all your employees. **TRUE!** There's nothing to sign; no charge to distribute or to use; accepted at all the big chain pharmacies; and the discount is often a bigger savings than the co-pay. Look like a hero to your staff and contact Sara today: 740-369-6221 or dachamber@DelawareAreaChamber.com or check out [this month's article](#) for more information!
- The Chamber's conference room may be reserved at a very reasonable cost to Chamber members. **FALSE!** The conference room sits 25 comfortably and has a screen, projector and Wi-Fi. Also on hand: podium, easel and white board. It's the perfect location for training, strategic planning or meetings you'd rather have off-site; for home-based members it a perfect place to meet your clients. We'll even supply coffee, water and soft drinks. **And best of all, it's FREE.** To schedule the room, contact Sara at 740-369-6221 or dachamber@DelawareAreaChamber.com

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

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

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



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



Chamber Referral Buck\$\$...

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

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

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

Save money on health benefits without pinching pennies

As a chamber member with 2-50 employees, you can get a discount on any health plan from Anthem Blue Cross and Blue Shield – including industry-leading HSAs, HRAs and HIAs.*

While your competition is busy cutting corners, you get preventive care programs, prescription drug coverage and one-stop shopping for a complete benefits package.

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

Anthem

MEDICAL | DENTAL | VISION | LIFE | DISABILITY | BEHAVIORAL

*Discount only applies to Chamber members who do not already have Anthem insurance. Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company, an independent licensee of the Blue Cross and Blue Shield Association. ® Anthem is a registered trademark. The Blue Cross and Blue Shield names and symbols are the registered marks of the Blue Cross and Blue Shield Association. (A07)

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

FY17 Steering Committee

Walt Bensen
Bensen Fire & Safety
Mandie Curtis
CompManagement
Health Systems
Susan Garrett
Mail Pro 1
Larry Jones
Liberty
Casting Company
Mark Nelson
BWC
Gary Taylor
Boyd's Tire
Tracy Thompson
BWC
Sara Carbarry
Delaware Area
Chamber of Commerce
Julie Miller
Program Director

Fire Safety & Prevention

The presenter at our October 11th meeting was Thomas Bensen, Bensen Fire & Safety who spoke about fire safety and prevention. Tom had some very interesting statistics on how long we have to escape a fire – comparing construction materials in the past and now, what type of fire extinguisher to use on a fire and a surprising video on just how short a time it takes a fire to go from smoldering to “roll over”. Click here to see the slides from Tom’s presentation.



Thanks Tom and thank you to our October meeting sponsor – [Mail Pro1](#).

November’s meeting

Drivers today are more distracted now than ever before- taking your eyes off of the road for even 2 seconds can increase your risk for an accident 24 times. Implementing the PACE system of behavioral driving, you can help reduce that risk, keeping yourself and others safe. Keith Snead is employed as Manager of Safety at Limbach Company, LLC and is a Firefighter with Porter Kingston Fire District. Keith obtained his Master’s degree from American University in Emergency Management. Keith also holds his Bachelors of Science Degree (SOC/CRIM) from [The Ohio State University](#).

Boyd's
Tire & Service Center

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

[Click here to register.](#)

Safety Council

Calendar

Behavioral Driving

FY17 meeting #5

Delaware Post- State Highway Patrol
Tuesday, November 8, 2016
Delaware Area Career Center– South Campus

Holiday Safety - 4 Break Out Sessions

FY17 meeting #6

Tuesday, December 13, 2016
Thomas Bensen – Fire Safety During the Holidays
Todd Snyder – Safe Holiday Lighting
Lin Bensen - Holiday Food Safety
Captain Kevin Savage – The Sober Facts of Holiday Drinking & Driving

OSHA Updates & the 300 Log

FY17 meeting #7
Tuesday, January 10, 2017
Location TBD



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

Welcome

New Member

Liberty Technologies

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



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