

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

November 2019

Sustaining Members

*Industry Exclusive
Platinum Level*



Gold Level



Silver Level



Bronze Level



The Delaware Area
Chamber of Commerce
Established 1907

UNITED STATES CHAMBER OF COMMERCE

ACCREDITED



Chamber now accepting 2019 award nominations

It is not too early to be thinking about award nominations. As the Chamber does every year, business awards are presented at our annual dinner in February. We are now accepting award nominations.

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

[Click here to submit a nomination.](#) And don't hesitate to self-nominate!!

Who will be presented with these awards for 2019?

- ⇒ Large Business of the Year
- ⇒ Small Business of the Year
- ⇒ Quality of Life Award

⇒ Innovation in Business Award

⇒ Citizen of the Year

⇒ Corporate Citizen of the Year

⇒ Chamber Members of the Year

The Delaware Chamber's Annual Dinner and Awards is THE premier event in Delaware County, with over 400 people attending to experience the fun, awards and the famous table decorations. [Click here for photos of last year's auction, award ceremony, and amazing tables.](#)

And put Thursday, February 6, 2020 on your calendar. Invitations are sent via email in early January to the primary representative of your company. Watch for it!

2020 Annual Dinner Corporate Sponsors

Platinum Level



Gold Level



Silver Level



Ohio Living
Sarah Moore

Bronze Level



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TO VOTE
NOVEMBER 5**



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**DELAWARE AREA
CHAMBER OF COMMERCE**

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

Ohio Department of Commerce

with

Agency Director Sheryl Maxfield

sponsored by



Thursday, **November 21, 2019**, 11:45am—1:00pm at [SourcePoint](#)

800 Cheshire Road, Delaware 43015

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

Chamber members: \$20 ~ Non-Chamber members: \$25

Deadline to register is Monday, November 11 2019

Cancellations after November 11 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 7 by networking when **COSTCO Wholesale**, 1500 Gemini Place, Columbus, OH 43240 hosts the monthly Business Before Hours. Speed networking, awesome prizes and membership incentives – bring lots of business cards to share. The event is held from 8:00 am - 9:30 am. Please let us know you'll be attending. [Click here to register.](#)

November AFTER Hours



End your day on Thursday, November 21 by networking when **Marion Technical College**, 467 Mt. Vernon Avenue, Marion, OH 43302 hosts the monthly Business After Hours. Take a campus tour, experience hands-on activities: reading x-rays, physical and occupational therapy; performing ultrasounds and more. Stay for the 4th Annual Alumni Hall of Fame event which begins at 6:30 pm. Heavy hors d'oeuvres, desserts and beverages will be served. Come see how MTC helps students Get to Next! The event is held from 5:00 pm - 6:30 pm. Please let us know you'll be attending. [Click here to register.](#)

Podiatrist opens new business



The Delaware community's favorite podiatrist, Dr. Jane Graebner of **Foot & Ankle Wellness**

Center, is celebrating the opening of a new business. **Central Ohio Physical Therapy** is in the same building as Foot & Ankle Wellness, 1871 West William Street, Delaware, OH 43015 at the corner of Houk Rd. Join us Wednesday, November 6 at 3:00 pm. [Click here for details.](#)



Third time's a charm for member ribbon cutting



Anyone's who's opened a business knows that the unforeseen always seems to become seen. The folks at **Masoni-McQuillen Insurance Agency, LLC** have had to reschedule twice, but it's all a go for cutting the ribbon on Tuesday, November 12 at 10:30 am at their new digs at 51 North Sandusky Street. [Click here for details](#) Plan on celebrating with us!



Gorgeous autumn day was a blast

What a beautiful, sunny day for fun with a gun. From serious shooters with custom armory to “which-end-shoots?”, **Black Wing Shooting Center** was the place to be on October 11 when the Chamber held its annual Clay Classic. After a yummy lunch catered by **All Occasions**, fifty-three shooters took to the stations on a glorious autumn afternoon.

Thank you to our station sponsors, team sponsors, shooters and to Black Wing staff who always make owner Rex Gore proud. Plan to shoot with us next year. Put Friday, October 9, 2020 on your calendar. [Click here for all the fun photos.](#)



First Place with a score of 166 was Team First Commonwealth: Chris Bland, Roy Lawson, Andy Wecker, Kirt Trimble & Frank Reinhard. Highest score of 40 was shot by Team Richwood Bank's Bob Skinner and the coveted Pigeon Award for the lowest score was presented to Corrie Thompson with a score of 2.

Thank you to our station sponsors

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regional chamber BUSINESS EXPO

The Delaware Chamber was happy to be able to join the Marion Area Chamber for its fourth annual regional business expo. Held at the beautiful All Occasions who donated use of the facility, First Citizens National Bank, Minuteman Press of Dublin, Performance Columbus Auto Group and OhioHealth joined corporate sponsors from our neighboring chamber. Over 300 people attended from north and south to visit over 60 exhibitors. [Click here for more photos.](#) The following Delaware Area Chamber members represented at the Expo:

- | | | |
|----------------------------------------------|----------------------------------------------------------|-------------------------------------------------------------------------------|
| Accent | Kalkreuth Roofing | Performance Chrysler Jeep Dodge Ram Delaware/Honda Marysville |
| Alpha Group | Mail Pro 1 | Phoenix Environmental |
| Anytime Fitness | Maloney + Novotny LLC | Redwood Delaware |
| Connected Chiropractic | Minuteman Press of Dublin | The Middlefield Bank |
| Delaware Historical Society | Nationwide Hotel & Conference Center | Tranquility Salt Caves |
| First Citizens National Bank | OhioHealth | |
| Hilton Columbus/Polaris | Payroll Services | |



If you're thinking

I need a better bank

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Lisa Clark, Manager

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Member welcomes new staff

Emergency Plumbing Service is proud to announce the addition to their staff of Christal (Chrissy) Crist. A Lancaster native who now lives in Marengo. her title with EPS #1 Dispatcher. Her job duties include answering phones, scheduling, and dispatching plumbers to jobs. She has been in the EPS family for three months.

Chrissy was precious a stay at home mom and prior to that she was a recruiter for Safelite Auto. This married mother of three boys loves to go to yard sales and thrift shops. She enjoys re-purposing furniture and collecting



rocks from various locations she visits. Chrissy describes herself as being easy-going, content, and empathetic. These are the qualities that make her a great mom, wife, friend, employee and all-around good person, making her a perfect fit for the Emergency Plumbing Service family. Chrissy says she turns a bad day around by reminding herself that nothing is permanent and not to be hard on herself or others in the process. Chrissy says the best part of her job is being able to help customers when they are going through a tough time. Please join us in welcoming Chrissy to the EPS team.



East side, west side....

How's that old song go? For the Chamber and the city of Delaware, it meant two ribbon cuttings on the same day. Both were in healthcare, both were new to the community and they were on total opposite sides of town: east and west.

In the morning of October 8, **Pearle Vision Center** celebrated the opening of its franchise owner's 60th location. Their beautiful store is on the east side of Delaware at the growing 521/36/37 corner of commerce. Store manager Julie Fish and her staff welcomed Chamber members and even unaware customers were invited to participate. And like any self-respecting ribbon cutting, there was sheet cake! The stylish assortment of frames and sunglasses were impossible to resist and president Holly Quaine couldn't leave without a new pair of Vogue shades that were chosen by vote of those attending. [Click here for more photos.](#)



That late afternoon, on the also-growing far west side of the city, **Delaware Physical Therapy** opened its 5th location. Also on 36/37 but near Houk Rd., the five friends who operate this chain of independent PT centers traded sweets for adult beverages and cornhole. Although Joe Distel will be the most familiar local face, the five therapists/owners will rotate their time at this full-service facility, with Delaware newcomer Rachel Boitnott as both PT assistant and office manager. These good-natured fellas are delightful company and very generous when it was clear that president Holly is far better at shopping than she is at cornhole where she proved to be an embarrassment to the Chamber. [Click here for more photos.](#)



No matter— it was just a terrific day of welcoming good people running great businesses to the Chamber and the community. Best of luck to all.



Chamber's fourth annual BOOs-iness After Hours Halloween party a fright

On October 24, the Chamber hosted the month's Business After Hours and threw a Halloween party whose tongue-in-cheek atmosphere was the scariest part. The fog machine from last year was dusted off and ghouls were everywhere. A special brew of adult beverage "Eyeball Punch", "Pirate's Buffet"; professional mentalist and psychic entertainer Salvatore Cioppa warned "Don't get on the plane" and "A tall handsome stranger"... J-elloy shot injections and chance to have a photo taken with Frank-dressed this year as a pirate -



rounded out the fun.

And there is no truth to the rumor that the Chamber had anything to do with the power going out about 30 minutes into the festivities. Only added to the fun!! Thank you to Angel Boulis, [Malony + Novotny](#) and Chad Schtizinger, [Hilton Polaris](#), for helping with the bartending and photo booth. And a HUGE thank you to chamber office manager Sarah Yoakam for her relentless creativity and penchant for ghoulish fun!

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



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

If you're not publishing **Hot Deals** on the Chamber's home page, you're missing one of the benefits of Chamber membership and missing thousands of potential customers

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- ⇒ No strings– FREE to Chamber members.
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- ⇒ [Join Safety Council— Delaware Area Safety Council](#)
- ⇒ [RocSoc Water Shoes 20% off—Foot & Ankle Wellness Center](#)
- ⇒ [Oak & Brazen Wine Co: Daily Deals - Oak and Brazen Wine Co.](#)
- ⇒ [Fall Membership Special—NorthStar Golf Club](#)
- ⇒ [Book your 2019 Holiday Party! - Swan Lake Event Center](#)

Member achieves certification

Cummins Facility Services joins a growing number of cleaning organizations to certify to the ISSA Cleaning Industry Management Standard (CIMS) and CIMS-Green Building (GB). ISSA, the worldwide cleaning industry association, recently announced that Cummins Facility Services (CFS) achieved ISSA Cleaning Industry Management Standard (CIMS) and CIMS-Green Building (GB) with honors re-certification for the fourth time.



Compliance with the standard shows that a cleaning organization has the systems in place to deliver consistent, professional services designed to meet customer needs and expectations and is prepared to deliver a comprehensive green cleaning program based on LEED EB: O&M green cleaning criteria. CIMS and CIMS-GB certification are required in many cleaning service bid specifications as customers look for an effective way to identify high-quality providers committed to customer satisfaction.

“We hold ourselves to the highest standards,” says Jill Frey, President & CEO, Cummins Facility Services. “Earning our CIMS GB certification with honors shows our customers that we go beyond the standards of the business to be the best in facilities management.”

Independent, accredited assessors verify CIMS and CIMS-GB with honors certified firms meet the industry standard for:

- | | |
|------------------|-----------------------------------------------|
| Quality systems | Health, safety, and environmental stewardship |
| Service delivery | Management commitment |
| Human resources | Green Building |

Recently, CIMS-GB became a direct compliance option to meet the green cleaning policy prerequisite of Version 4 of the U.S. Green Building Council (USGBC) revised Leadership in Energy and Environmental Design for Existing Buildings: Operations and Maintenance (LEED EB: O&M) rating system.

“CIMS-GB certified organizations are subject to a rigorous third-party assessment, which provides end customers with assurance that their cleaning service provider is committed to effective management and customer satisfaction and is prepared to partner with them in the LEED certification process,” says Chris Osborne, COO, Cummins Facility Services.

For more information about CIMS and CIMS-GB certification, visit issa.com/standard.



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**The Delaware Area Chamber of Commerce
is pleased to offer a 3-part
Microsoft Office Productivity Training
in partnership with
Clarity Technology Solutions**



Using Microsoft Office products doesn't have to be difficult. Register for this four-part workshop designed to maximize your Outlook, Excel, and Word programs.



Workshop Schedule

November 18 – Microsoft Word

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

November 25 – Microsoft Excel

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

December 2 – Microsoft Outlook

- ⇒ How to use the clutter tool
- ⇒ How to easily and quickly attach files
- ⇒ Utilizing the Outlook Calendar
- ⇒ And more

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

Cost: \$100 for Chamber members
\$125 for non-Chamber members

*Deadline to register is November 8, 2019.
No shows will be charged the full amount.*

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

[Click here to register](#)



**DELAWARE AREA
CHAMBER OF COMMERCE**



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

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

In addition to financial protection, this innovative alternative offers:

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

As a member in good standing with the Delaware Area Chamber of Commerce, your business is eligible for discounted group health care, sold through our Chamber-member authorized agents. Contact one of our agents to see if there's a plan that's right for you.

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NOVEMBER 2, 2019

BLACK WING Shooting Center:
3722 Marysville Rd., Delaware OH 43015

Reg & Lunch 12-1
Safety Brief 12:45
Shooting 1-3

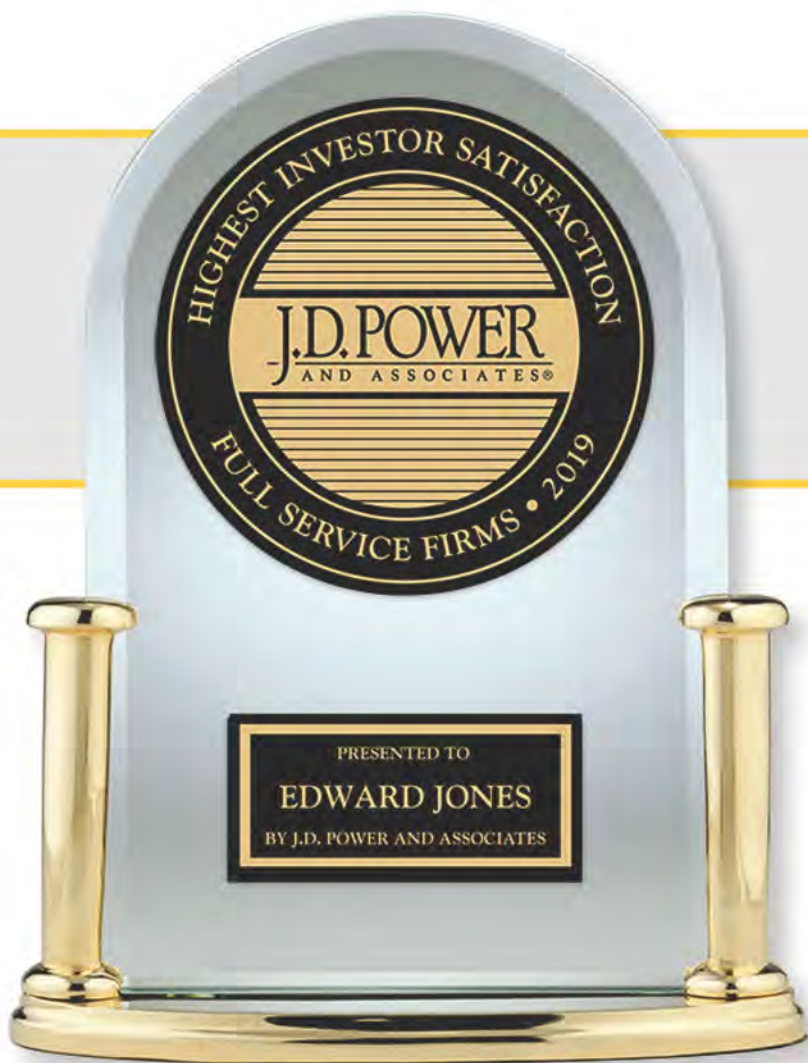
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REAL MEN WEAR PINK

Matt - link to flyer in November's ads folder

Click here for details and registration



Edward Jones ranks highest in investor satisfaction with full service brokerage firms, according to the **J.D. Power 2019 U.S. Full Service Investor Satisfaction StudySM**

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Dusty Hostutler, CFP[®], AAMS[®]
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One Columbus

The ten years since the creation of Columbus 2020 have gone by quickly and productively. Chip Holcombe, director of member relations for the regional economic development agency, spoke to Chamber members at the October Third Thursday luncheon.


The agency's ten-year goals of creating 150,000 net new jobs, \$8 billion of capital investment, 30% increase in personal per capita income and recognition as a leader in economic development were met in 2018. The total economic impact of these goals is just shy of \$24 billion dollars in its eleven-county area. Staggering numbers that speak to bold commitment.

The agency's first objective going forward was, obviously, to change its name. After settling on One Columbus, leadership gathered to outline its next set of goals. Its simple vision "To be the most prosperous region in the United States." as defined by "The process by which more and more people in a region improve their economic and social well-being." is brilliant in its simplicity and yet tireless in its commitment. [Click here for all the slides from Chip's presentation.](#)

Thank you to our
luncheon sponsor



Partnership with schools leads to opportunity

 **Fidelity Federal Savings and Loan** participated in a walking tour of Downtown Delaware careers sponsored by the Chamber in partnership with **Buckeye Valley High**. Under the heading of "love it when a plan comes together" BV student took what he learned from the tour and leveraged it into an opportunity to job shadow. Pictured here with Fidelity staff, Charlie Daily spent the day with hands-on experience in banking careers that don't require his immediate entry into traditional four-year college pursuits. Thank you to Fidelity's president Ana Babiasz for being part of the Chamber's initiative of opening doors for our local students.



Board hosts Before Hours

The **Delaware County Board of Developmental Disabilities**, known simply as the Board to insiders, hosted the October BBH. The Board is the body that provides support, services and case management to individuals with developmental disabilities in a way in which they can achieve full inclusion to live, learn, play, work, and participate in their communities.

Delaware County also led the way in self-determination, the belief that individuals and families should have choice and control over the services they receive and who provides those services. In 1997, Delaware County was one of four counties to participate in a national self-determination project that was sponsored by the Robert Wood Johnson Foundation. By the end of the four-year grant, Delaware County fully adopted this empowering approach to long-

term care. All people receiving service began to receive individual plans and budgets with a free choice of providers and DCBDD moved from being a direct service provider to providing "conflict-free case management." This model is still how DCBDD operates today.

Delaware County Board of Developmental Disabilities serves more than 2,500 individuals and their families in our community. Since 1968, DCBDD has passed eight levies with only two being for new millage. The remainder have been replacement levies.

Director Kristine Hodge and her staff are proud of their three-year accreditation, the highest possible level of recognition. Kristine's leadership and relentless commitment to her staff and constituents has fueled a passion for excellence and a standard of care for this community and the families it serves that has restored an environment that allows that 1997 model to thrive. The impact to the community cannot be overstated, nor can our appreciation.

Thank you to director Kristine Hodge and her staff for their hospitality.

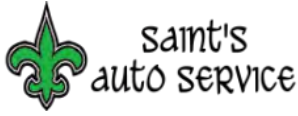


Delaware County
Board of
Developmental Disabilities



Keep it in the family– use a Chamber member first and tell us about it

The Chamber is relentless about encouraging its members to do business with other members. Do you look to Chamber members first for goods and services? We'd like to hear from you. Tell us who you've done business with and send us a testimonial. hquaine@DelawareAreaChamber.com.



"Todd and Hayden of Dry Patrol of Delaware did an outstanding job cleaning our duct system of our newly built home today! They were careful using their equipment and made sure things were put back the way they found them. They were very professional and let me know what they doing every step of the way. Another bonus was, they were on time! We have utilized a variety of Dry Patrol's services in our homes and at our business. We will continue to recommend them to others as everyone (Bryan, Bob, Janine and the guys) are a wonderful company to work with at a reasonable price."

Angela Linnane-CFO, Saint's Auto Service

"When I first launched my firm over a decade ago, I had a difficult time finding an accounting firm that met our needs. As a result, we moved from firm to firm to firm, until I found Blue & Co. through former partner Ken Barton. Whether it was with Ken or any of the accountants who have followed him, I've been pleased with their professionalism, responsiveness, and efficiency. Matt Dasta, Gina Grote, and Angie Justice make the unpleasant task of taxes one less concern for me."



Shane Dawson, Esquire, Dawson & Associates



"I recently had an unusual printing job that several local firms were unable to handle. At this point I remembered a Chamber member, Mail Pro 1, (thank you Holly!) and contacted Susan Garrett. My discussion with Susan and her husband Larry convinced me to place my business with their team. As I worked with their folks we found that we would need a "work around" to be able to finish the job. They suggested and implemented exactly what was needed and successfully completed the task. In addition, they came in on time and on budget! I highly recommend their work."

Frank Hickman II, Integrated Financial Network



"For years I've worked with Dusty Hostutler at Edward Jones. Dusty provides me financial advice related to my investments in my law firm retirement plan, as well as other financial advice. He's very smart and he's a good friend. All of the clients that I've sent to him have reported to me that they appreciate his advice and they like working with him. And, by the way, his assistant, Joyce Evanko, is absolutely delightful!"



D. J. Young, Attorney/Partner--Firestone, Brehm, Wolf, Whitney & Young LLP



"My family recently woke up to a flooded basement after our sump pump died. What a mess! It was a particular disaster, as we run our business out of our home and our office is located there. We called SERVPRO of Delaware and they were so quick!! A crew was out there to cleanup within two hours of my calling. They got the wet carpet removed and started the drying process in short order. They were professional and did their best to stay out of our family's way. They were flexible in scheduling dry checks to suit our schedule and helpful in removing damaged furniture etc. We had this daunting problem and ServoPro came out and basically said, "We got this." and they did. We turned it over to them and they did a great job of understanding what the problem AND the solution meant to our family and our business. We are grateful!"

Jason Comstock, Clarity Technology Solutions

"The Foot & Ankle Wellness Center proudly endorses Richwood Bank. The home page of their website says it all: "People who really care about you". As a business and personal client of theirs, I can honestly say, they live up to that promise. When I walk into the bank, I am greeted by smiles, tellers who know my name. I might even get a cookie. I appreciate and support their coffee bar fundraiser and my business has benefited from their speaker series. Their partnership and commitment to helping the Delaware community grow strong is truly appreciated by all."

Dr. Jane Graebner Foot & Ankle Wellness Center



RICHWOOD

Share YOUR story. Send your testimonials about your experience doing business with your Chamber-member peers. Email Holly at hquaine@DelawareAreaChamber.com.



Together we're stronger...together we're smarter...together we make a difference. It's Good for Business!

New member orientation

Each quarter the Chamber hosts an event to welcome new and prospective 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 and reps from veteran member businesses who attended the event included:

Darla Minamyler, Abundant Abilities LLC

Anne Johnson, Alber Enterprise Center

Catherine Pannebaker, Central Avenue Eye Care

Kelleen Porter, Central Ohio Physical Therapy

Todd Leskovich, Cockdiesel

Caleb Morton, Connected Chiropractic

Todd Daughenbaugh, Fresh Start Cafe & Bakery

BreShawn Williams & Amber Cronin, Hometown Urgent Care

Marc Zipser & Jon Lindahl, LandSel Title Agency, Inc.

Beth McCollam, Preservation Parks of Delaware County

Doris Sneed Rapp, Sneed Business Services

Welcome to the Chamber!

[Click here for more photos](#) and plan to join us at our next orientation on January 28, 2020



Chamber newsletter advertising a good value

More than 1000 readers at over 430 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

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\$10,000 - \$75,000**

Term: Up to 7 years

**Fixed Rates: As low
as 4.24% with
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from your Fahey
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Fee: \$250.00

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Marion, OH 43302

www.faheybank.com

740.382.8231

Member FDIC

OhioHealth Grady Memorial Hospital

Quality medical care serving the Delaware community.



Whether you need preventive care, emergency services, a routine test or rehabilitation, OhioHealth Grady Memorial Hospital is here for you. And, if additional care is required, *WE* seamlessly connect you with physicians and facilities from our entire OhioHealth system and then arrange follow-up care in your hometown.

BELIEVE IN *WE*™  OhioHealth

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

November Calendar

Ribbon Cutting

Central Ohio Physical
Therapy
Wednesday, November 6
3:00 pm
[Click here for details](#)



Business Before Hours

Thursday, November 7
COSTCO Wholesale
8:00—9:30 am
[Click here to register](#)

Ribbon Cutting

Tuesday, November 12
Masoni-McQuillen
Insurance Agency
10:30 am
[Click here for details](#)



Safety Council

Tuesday, November 12
11:30 am—1:00 pm
[Click here to register](#)

Manufacturers' Council

Wednesday, November 13
7:30 am

Leadership Delaware

Agriculture Day

Thursday, November 14

Workforce Development & Education Committee

Friday, November 15
8:00 am Chamber office

Microsoft Office Workshop

Part one of three— Word
Monday, November 18
8:00—10:00 am
Chamber office
[Prior registration required](#)

Infrastructure & Development Committee

Tuesday, November 19
8:00 am Chamber office

Chamber Board Meeting

Wednesday, November 20
7:30 am Chamber office

Third Thursday Luncheon

Ohio Department of Commerce
Thursday, November 21
11:45 SourcePoint
[Click here to register](#)

Business After Hours

Marion Technical College
Thursday, November 21
5:00-6:30 pm

[Click here to register](#)

Microsoft Office Workshop

Part two of three— Excel
Monday, November 25
8:00—10:00 am
Chamber office
[Prior registration required](#)

Thanksgiving
Chamber office closed
November 28 & 29



Microsoft Office Workshop

Part three of three— Outlook
Monday, December 2
8:00—10:00 am
Chamber office
[Prior registration required](#)

SAVE THE DATE

Annual Dinner

Thursday, February 6, 2020
Hilton Polaris

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

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

The Chamber offers an recurring, incremental payment option for annual dues 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 1/4 page newsletter ad! Call the office for format details. 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? Email dachamber@DelawareAreaChamber.com.

Our Guiding Principle

The Delaware Area Chamber of Commerce acts as a champion of prosperity by influencing policy and regulations that impact the interests of business; researches, communicates, educates and advocates public issues on behalf of the interests of business and quality of life.

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 2020 County Tour Day Day

Facilitators: Susie Bibler '11 & Brian Leach '17
Newsletter editors: Bethany Brown, Eroca Wod. Lindsay Buis,
Meg Canavan, & Terri Wolfe-Anderson

Read all about it starting on the next page!

Leadership Delaware Class of 2020

Bob Anderson
Delaware County Dept. of
Job & Family Services

Emily Baugher
Delaware General Health District

Jeff Beard
Orange Township

Angel Boulis
Malony + Novotny

Tamra Bower
Polaris Fashion Place

Bethany Brown
Performance Chrysler Jeep Ram

Lindsay Buis
Alpha Group of Delaware

Meg Canavan
City of Powell

Cheryl Copley-Cimino
Delaware County Board
of Developmental Disabilities

Susie Daily
City of Delaware

Lisa Fowler
Delaware County Board
of Developmental Disabilities

Jen Fry
Delaware City Schools

Billy Gibson
Del-Co Water Co.

Karen Gray
Ohio Wesleyan University

Doug Gurney
Delaware County District Library

Jackie Haight
SourcePoint

Sara Harrison-Mills
Syntero

Tish Hays
Ohio Living Sarah Moore

Amanda Hines
Amanda Plumbing, Sewer & Drain

Andy Horne
Sims Bros. Recycling

Mallory Hope
Fidelity Federal Savings & Loan

Jessie Jackson
Delaware County Sheriff's Office

Lawrence James
Columbus State Community
College

Nancy Krueger
Manos, Martin & Pergram

Dave Letterle
Delaware General Health District

Sara Lorz
Delaware County Historical Society
The Barn at Stratford

Eric Macwhinney
Payroll Services, Inc.

Crissie Manley
Marion Technical College

Jon May
Pathways Financial Credit Union

Rhianna Mattix
Delaware-Morrow Mental Health &
Recovery Services Board

Beth McCollam
Preservation Parks of Delaware County

Jackie Merkle
Olentangy Local Schools

Cheryl Mitchell
First Citizens National Bank

Kanesha Moss
OhioHealth Grady Memorial Hospital

Rich Niccum
Preservation Parks of Delaware County

Tonette Orsini
OSU Wexner Medical Center –
Lewis Center

Josh Page
Delaware City Schools

Eric Penkal
Delaware County Prosecutor's Office

Caroline Pusaten
MainStreet Delaware

Karen Sedoti
Olentangy Local Schools

Hannah Simpson
Delaware County District Library

Gwynnie Stetler
Family Promise of Delaware County

Marisa Stith
Delaware County Board of Commissioners

Kirk Swinehart
2K General Co.

PJ Terry
Delaware City Schools

Trevor Thomas
Emergency Plumbing Service

Jessica Ulmer-West
Liberty Casting Company

Brooks Van Kirk
Delaware Automotive Service

Dani Villaca
Acoust-A-Fiber

Terri Wolfe-Anderson
Delaware County Board
of Developmental Disabilities

Erica Wood
Syntero

Our Vision

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

Our Mission

The Chamber serves as the visionary leader for programs and services benefiting our members by promoting and advocating a favorable business climate, quality of life and the orderly growth and development of the Delaware area community.

THE BARN AT STRATFORD MEEKER HOUSE

T'was was the tenth of October at the eighth hour...

Leadership Delaware class of 2020, entered the Barn at Stratford. The students partook in morning pastries and warm cups of coffee as they reconnected and got to know more about their fellow classmates. Donna Meyer, the Executive Director of the [Delaware Historical Society](#) (Leadership Class of 2003) told the story of the Barn at Stratford and the history of the Meeker House.

Throughout its history, the Meeker House (built in 1823 with additions built around 1830) and the Barn (built in 1848) the property has had many owners and split in many parts. It was used to run a mill through the War of 1812, farming, and in the 1950's, Garth Oberlander began his antique business which is still regarded as one of the top auction firms in North America. In 2010, the Porters, who bought the property from Garth and ran the auction, agreed to allow Turkey Hill to sensitively redevelop 2 acres of the site and the remaining 6 acres were donated to the Delaware Historical Society.

The Delaware Historical Society now runs the property as a not for profit providing educational days for schools and groups as well as renting it out for parties and weddings.



after 15 years of planning in 1923 Hiram Perkins broke ground on the Observatory. Shortly after breaking ground Perkins passed away and was sadly unable to see his idea come fully to fruition. Following a brief history lesson the group was led to the telescope dome where we were shown a 32" telescope. The original telescope was 69" and was the 3 largest in the world at the time it resided in the Perkins Observatory. Due to the lack of clear skies in central Ohio the telescope was moved to a more suitable environment in Arizona in 1961. After filling our brains with lots of new, interesting info our field trip came to a conclusion; but not before seeing the dome spin! This entailed the ceiling opening wide on what was described to be a railroad track type contraption, and a lot of sun in a lot of eyeballs. We were all truly "blinded by the light!"

STRATFORD ECOLOGICAL CENTER

The next stop was at the [Stratford Ecological Center](#). This hidden gem is located off of Liberty Road as you enter into the City of Delaware. The 236-acre property strives to preserve the natural ecosystems of existing woods, stream sides, meadows and swamps.

The Stratford Ecological Center is a private non-profit organization dedicated to the education of children and adults in understanding the relationships between living things and their environment. Stratford Center provides hands-on experiential education for individuals to learn ecological concepts, understand human ecology and gain a reverence for the diversity, complexity and beauty of the natural world.

Class participants toured the working "family farm" to see the apple orchard, animals and greenhouse. They also learned more about the various events, camps and volunteer opportunities that exist.

Fun fact: One of the tour guides at the Stratford Center is an apiarist or beekeeper. The class didn't get to see the bees up close but learned more about the importance of bees. *Continued on next page*

Speed Dating!

We have a responsible and practical group as many said they would save or pay bills if they had \$1000 unexpectedly, but purses and shoes were not out of the question. Everyone is a dog person, most would play *Cards Against Humanity*, and many want to be artsy or have the ability to sing. (Apparently we shouldn't go to karaoke night together) If you meet someone named Fred, Fiona or Stretch they might be in witness protection and all but 1 person would live in space vs a submarine.

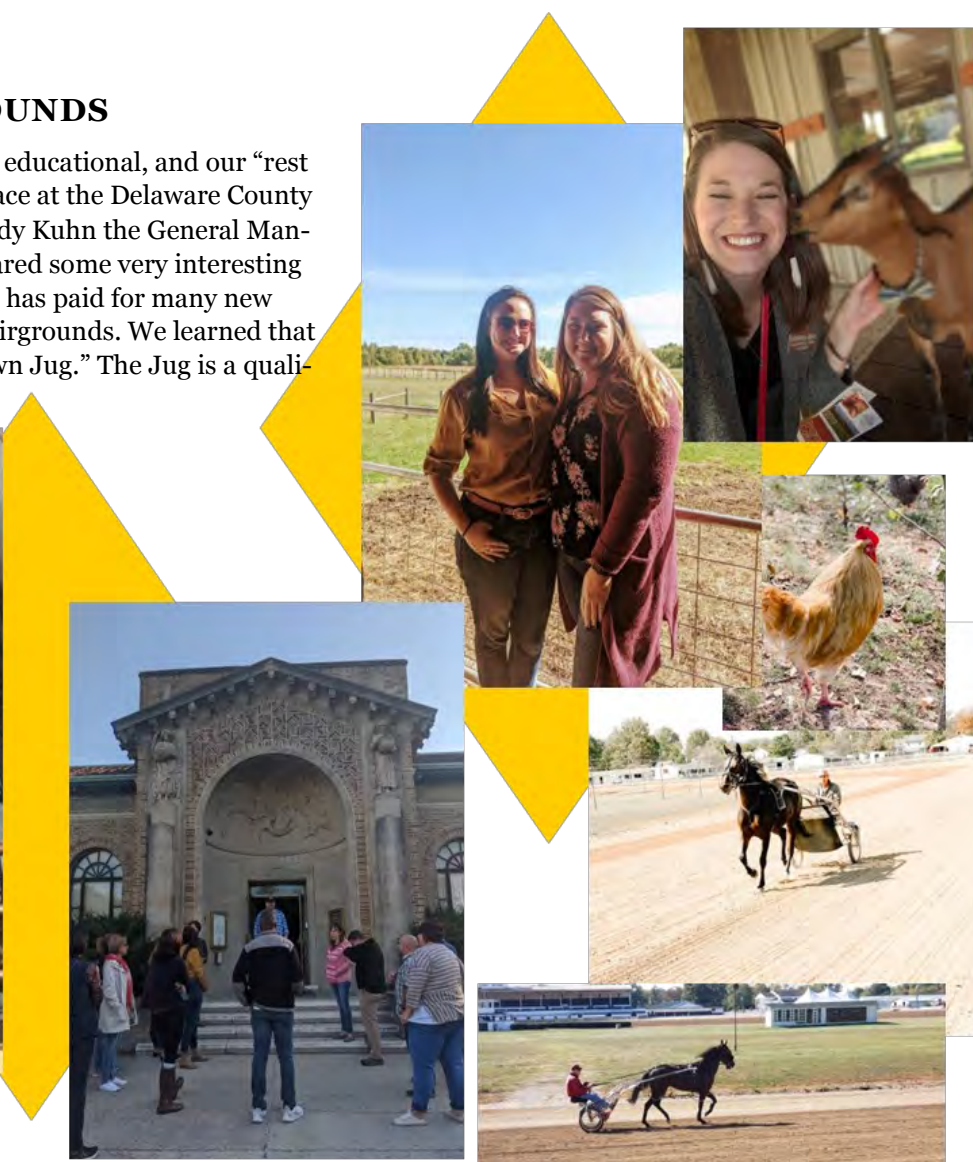
PERKINS OBSERVATORY

The bus arrived at Perkins Observatory where approximately 50 adults got to go back in time and find their inner school aged field trip student! Our awesome tour guide got started right at the front door with an explanation of the zodiac architecture that forms the pillars of the Observatory. The intricate details of the building were actually designed to be astrological teaching lessons. The Perkins Observatory was funded by Hiram Mills Perkins. At the age of 90,

Leadership continued

DELAWARE COUNTY FAIRGROUNDS

The morning's adventures proved to be fun and educational, and our "rest stop" mid-day was no exception! Lunch took place at the Delaware County Fairgrounds. We were graciously hosted by Sandy Kuhn the General Manager of the Delaware County Fair. Sandy shared some very interesting facts in regards to funding and the Bed Tax that has paid for many new renovation and infrastructure projects at the Fairgrounds. We learned that the Fairgrounds hosts the infamous "Little Brown Jug." The Jug is a qualifying race of the Triple Crown of Pacing.



The competition first occurred in 1946, and has always taken place at the Delaware County Fairgrounds. Ensign Hanover won the first Jug that had a purse of \$35,358.00 in prize money. The most recent Jug winner raced for close to \$750,000! The Jug is an exciting event that brings lots of traffic to Delaware County. The race track is actually open 365 days per year! The leadership class had a great homemade meal coordinated by Holly and Susie and we wasted no time moving along to our next stop!

COLUMBUS ZOO

The class traveled to the southern part of the county after lunch to see the Columbus Zoo & Aquarium in Powell. Delaware County is fortunate to be home to a nationally recognized zoo and aquarium facility.

Class participants visited the bear exhibits to see the polar bears and brown bears. Staff with the Columbus Zoo introduced the class to Lee, an 18-year-old polar bear. He enjoyed an afternoon snack of lettuce and sweet potatoes. The class then visited (through thick glass, of course) Brutus and Buckeye. The class discovered they enjoy eating frozen pumpkins.

ALUM CREEK DAM

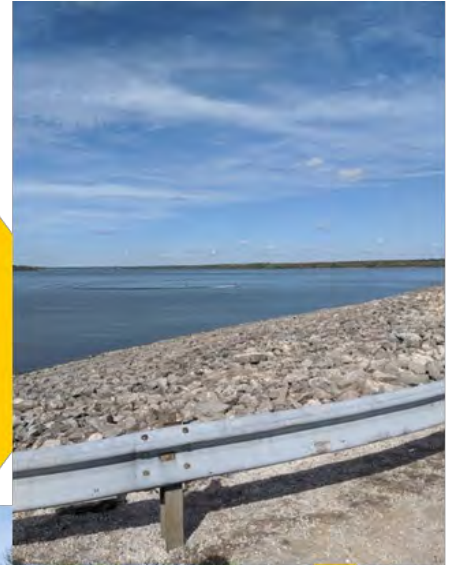
The Leadership Delaware Class of 2020 took its last stop of DelCo Tour Day at the Alum Creek Dam where they were greeted by Ranger Cara Wagner, a member of the US Corps of Engineers. The dam is 1.7 miles long, and the school bus containing the Class of 2020 drove the whole length of the top of the dam on a road usually closed to traffic. During the drive, the class learned facts about the dam and reservoir and stopped halfway across for a group photo.

Continued on next page

Leadership continued

During the tour, the Class learned that the dam, completed in 1973, serves the triple purpose of controlling flooding, providing water for Delaware and Franklin Counties and the city of Westerville, and providing a recreation area. There is no hydropower at the Alum Creek dam, and the deepest portion of the reservoir is 60' deep and is directly in front of the spillway of the dam. The reservoir averages 30' in depth and provides year-round recreation to residents of Delaware County and the surrounding area.

[Click here for more fun photos.](#)



*We're fortunate to have so many wonderful organizations
in our county who promote
education, recreation, community and preservation.*

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 unexpected 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.

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!

Welcome New Members

Advantage Family Outreach & Foster Care

Karen McGugin - President
445 West Longview Avenue
Mansfield, OH 44903
(419) 526-5437

[Facebook](#)

Specializes in placing children of all ages, special needs & treatment issues that are in need of a temporary or permanent home



Central Ohio Physical Therapy

Kelleen Porter - Physical Therapist
1871 West William Street
Delaware, OH 43015
(740) 363-4373

[faawc.com](#)

Provides physical therapy services & works with patients to create a rehabilitation plan



Delaware Physical Therapy - Opti-Health

Joseph Distel - Owner/Manager
1949 State Route 37 West, Suite B
Delaware, OH 43015
(740) 417-8827

[Opti-Health.org](#)

Offers comprehensive rehabilitation & wellness services through physical, occupational, aquatic & speech therapy



Kirkham Building System, Inc.

Donald Kirkham - Manager
3777 West State Route 37
Delaware, OH 43015
(740) 548-7810

[kirkhambuildingsystem.com](#)

Provides building design & construction

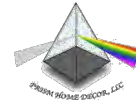


Prism Home Decor, LLC

Susan Orahood - Owner
5701 Elmgee Drive
Delaware, OH 43015
(614) 230-5520

[prismhomedecor.com](#)

Offers decorative home accents & distinctive gifts



Reinvesting Members

[Cassandra Converse Agency-American Family](#)

[Central Ohio Symphony](#)

[City Barbeque](#)

[Delaware Community Center YMCA](#)

[Delaware County Board of Realtors](#)

[Delaware County Commissioners' Office](#)

[Delaware Family Dental](#)

[Delaware General Health District](#)

[Edgerton Financial Co., Inc.](#)

[Fahey Bank](#)

[Friction Metals](#)

[Friends of CASA of Delaware and](#)

[Union County](#)

[Hughes Family Hearing Aid Center](#)

[JBK Partners, LLC](#)

[Libb Company, Inc.](#)

[Liberty Township](#)

[MES, Inc.](#)

[National Lime & Stone Company](#)

[Ohio Living Sarah Moore](#)

[Old Bag of Nails Pub](#)

[Performance Printing, Inc.](#)

[PJL Ventures, LLC](#)

[Rusk Bros Body Shop LTD](#)

[Syntero, Inc.](#)

[The American Legion Department of Ohio](#)

[Triple T Transport](#)

[WOW!](#)

Member receives donation from local manufacturer

On October 10 American Showa Inc., located in Sunbury, presented a \$30,000 check to **Big Brothers Big Sisters of Central Ohio** (BBBS). American Showa raised the funds during a July 27 golf outing at Deer Ridge Golf Course in Belleville.

On hand for the presentation were golf committee members and several members of the Big Brothers Big Sisters of Central Ohio leadership team.

From left are American Showa Assistant Manager and Golf Committee Chair Chad Page, Sunbury/Big Walnut Area Chamber of Commerce Executive Director John Fox, Showa Staff Quality Engineer Bronwyn Ida, BBBS VP of Resource Development

Ryan Love, Showa Manager Steve Carpenter, BBBS Chief Operating Officer Jamie Noon, Showa Manager Bill Purtee, and BBBS Assistant VP of Delaware County Mitchell Briant.



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Member awards scholarship

Express Employment Professionals of Delaware has awarded a \$500 scholarship the Columbus State Foundation for the Delaware Campus Scholarship, according to Tim Burke, franchisee of the local Express office.



“Express is committed to raising the level of education for both present and future generations,” Tim Burke said. “This scholarship program will not only build on that future, it will help exceptional students from Delaware continue their education.”

Express is on a mission to put a million people to work annually. In 2015, the company generated \$3.02 billion in sales and employed a record 500,002 people. For more information visit delawareoh.expresspros.com.

The Delaware office, located at 96 W. William St. and the north Columbus office, located at 6838 Flagg Center Dr., are currently accepting applications.

Our Values—The Delaware Area Chamber of Commerce will:

- treat all of our relationships with honesty, respect and fairness;
- be actively involved in our community and be leaders in identifying and addressing issues of community and regional concern;
- foster partnerships to improve the economic well-being and quality of life in the community;
- hold the business needs of our membership to be our highest priority;
- remain committed to fostering a rich sense of community and an unrivaled quality of life;
- stay connected to our membership - communicating information and opportunities to our members, public policy leaders, and the residents of the greater Delaware community;
- be an inclusive organization, sustaining a diverse membership by welcoming all interested parties to become involved and encouraging a variety of thoughts and view points; and
- be trustworthy and responsible stewards of the Chamber’s funds, seeking to direct resources with wisdom and integrity.

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.



Expertise Pays Off.

For more than 85 years, we have helped middle market companies achieve financial success.



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Columbus | 614.781.6174

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Assisted Living
Short-Term Rehabilitation
Long-Term Nursing Care
Home Health & Hospice



Ohio Living

Sarah Moore

740.362.9641 | ohioliving.org





The Delaware Area Safety Council is here to provide our community with quality programs addressing occupational safety and health, workers' compensation and risk management, education and information.

Steering Committee

- Susan Garrett
- Mail Pro 1
- Billy Gibson
- Del-Co Water
- Larry Jones
- Liberty
- Casting Company
- Bill McCaughe
- Abrasive Technology
- Mark Nelson
- BWC

Monthly meetings are the second Tuesday of the month:
11:30 – 12 optional lunch
12-1 program.

All meetings are at the Eagles Lodge,
127 East William Street Delaware, OH
unless otherwise specified.
Check the [Safety Council website](#)
for more details.

Want more Safety Council news?
[Click here](#) for this month's Safety Council newsletter

Chamber looks to revive dedicated government affairs committee

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.

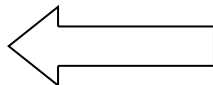
**Looking for product or service? Look to your fellow Chamber members *first*.
The Chamber exists for and by its members—
[check here](#) before you buy.**

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

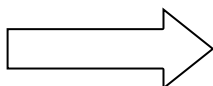
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a 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 left for a high quality version of the Chamber **web stamp**.



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



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

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

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

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

Access to care that's right for your employees

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

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

Creative Financial Insurance Services Agency, Inc.

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

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

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



Your chamber membership creates value for your company.

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

- o Your choice of plans, from industry-leading consumer-driven health plans to point-of-service products
- o Administrative convenience of working with one carrier who offers a complete menu of coverage options: prescription drugs, dental, vision, life insurance, long-term and short-term disability and employee assistance programs
- o Extensive selection of providers and lower in-network costs
- o Strong local service

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

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

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

Dental

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

Blue View Vision

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

Life and Disability

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



¹ Internal data 2017

² Except when discounting of non-covered services is prohibited by state law.

Standard broker commissions apply. Offer available to Ohio-headquartered businesses adding new Anthem dental, vision, life and/or disability plans. This discount program can be changed or terminated at any time.

Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company, An Independent licensee of the Blue Cross and Blue Shield Association.

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