

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

November 2020

Sustaining Members

*Industry Exclusive
Platinum Level*



Gold Level



Silver Level



Bronze Level



*The Delaware Area
Chamber of Commerce
Established 1907*



Chamber now accepting 2020 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 2020?

⇒ 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 Monday, February 1, 2021 on your calendar. Invitations are sent via email in early January to the primary representative of your company. Watch for it!

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 9 when the Chamber held its annual Clay Classic. After a yummy lunch catered by [All Occasions](#), sixty-six shooters took to the stations on a glorious autumn afternoon.

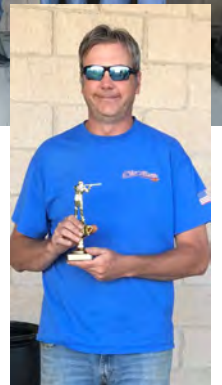
Thank you to our station sponsors, team sponsors, shooters and to Black Wing staff who always make owner Rex Gore proud. Plan to shoot with us next year. Put Friday, October 8, 2021 on your calendar. [Click here for all the fun photos.](#)

Thank you to our station sponsors

[Clarity Technology Solutions](#)
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First Place with a score of 170 was Team Richwood Bank. Highest score of 41 was shot by Bryan Rogers and the coveted Pigeon Award for the lowest score was presented to Lisa Gattozzi of Dinsmore & Shohl with a score of 3.



2020 Board of Directors

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Chamber scissors come out to celebrate

The Chamber's golden ribbon cutting scissors had a workout in October, celebrating the opening of two very different businesses in Delaware.



First was the celebration of [Marion & Delaware Eye Center's](#) Delaware location. Owner Dr. Steven Kirkham, Drs. James Ridge & Nicholas Moore and staff welcomed Chamber members to their beautiful new location at 241 Pad-dock Court on the city's west side.

They offer board-certified, comprehensive eye care, including experienced medical, laser and surgical care for glaucoma, cataract, macular degeneration and diabetic eye disease. They also provide general medical eye exams and have an optical shop in their Marion location that provides attractive, affordable eyewear.



Later in the month new Chamber member Kevin Kline offered members a glimpse of his new location at 35 North Sandusky Street. [Legacy Private Investigations](#) is a PI company based in Columbus. Legacy's goal is to provide closure and peace of mind through licensed investigations in criminal and civil matters. [Click here for more photos.](#)

Welcome to Delaware, gentlemen!

Chamber newsletter advertising a good value

More than 1200 readers at over 450 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

Full page: 8.5 x 11 portrait	\$125	Quarter page: 4 x 5.25 H	\$75
Half page: 8 x 5.25 H	\$90	Eight page: 4 X 2.62 H/V	\$50

Advertisers in this issue

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regional chamber BUSINESS EXPO

The Delaware Chamber was happy to be able to join the Marion Area Chamber for its fifth 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. In spite of a cold rainy evening, folks masked up, distanced and made connections. [Click here for more photos.](#) The following Delaware Area Chamber members represented at the Expo:

[Action Coach R & C](#)

[C.G. Boyce Real Estate Co.](#)

[Clarity Technology](#)

[Cummins Facility Services](#)

[Delaware County Historical Society](#)

[Delaware County Transit](#)

[First Citizens National Bank](#)

[Focus CFO Group](#)

[Mail Pro 1, LLC / MP Promotionals](#)

[Maloney + Novotny, LLC](#)

[Meade & Associates](#)

[Minuteman Press](#)

[MP Digital](#)

[Performance Automotive/Honda Marysville](#)

[T-Mobile](#)



United Way produces inspirational video

The [United Way of Delaware County](#) recently revealed a video highlighting the strength, caring, and resilience of our community. It features the talent of local students and recognizes our community for the unity it has demonstrated during difficult times. [Click here to enjoy their efforts](#) and thank you to the United Way for reminding us that being in this together is not just hyperbole.



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. **TRUE!** The Chamber encourages members to supply the office with their brochures for display at no charge. 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 the Chamber today: 740-369-6221 or dachamber@DelawareAreaChamber.com
- 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 the Chamber at 740-369-6221 or dachamber@DelawareAreaChamber.com



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

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!!

If you're thinking

I need a
better bank

then you need to think
beyond the banks.



Lisa Clark, Manager

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33 London Road
by Walgreens, Delaware, OH 43015

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Members celebrate milestones

Part of the culture of a chamber of commerce is the diversity within its membership. This month we applaud four very different anniversaries for four very different businesses.

On October 7, 2020 **Wolfrum Roofing** celebrated their 10th anniversary! What once started as a dream in Joe Wolfrum's basement has now grown to be one of the fastest growing exterior contractors in Central Ohio! Wolfrum also received the coveted Large Business of the Year award for 2019 at the Chamber's annual dinner this year.



As the community's only comprehensive 24/7 resource, **Helpline of Delaware & Morrow Counties** is the go-to for supporting and empowering change. Our highly trained specialists offer compassionate support to anyone in crisis or in need of information through our free, 24/7 hotline, connecting people with the right community resources.



Their prevention programs promote and advocate for emotional health and wellness through addressing suicide and depression, sexual assault, child sexual abuse and family violence to influence change in our community. These programs are rooted in their relationships with local non-profits and agencies, giving them the connections and knowledge to get community members the support, education and volunteer opportunities they're looking for.

Helpline is celebrating 50 years of serving our community, having started in 1970 with volunteers taking calls in their homes. Today Helpline takes 17,000 calls a year and serves eight counties. No other one organization can do all that Helpline does and its impact over these 50 years is incalculable.



Maloney + Novotny (M+N) celebrates its 90th anniversary as a leading regional CPA firm. Named as INSIDE Public Accounting's (IPA) Top 200 Public Accounting Firms in 2019 and a 2019 *Best Employers in Ohio* by the Ohio SHRM State Council, Crain's Cleveland Business, and Best Companies Group, the Firm will celebrate the anniversary with several events throughout the year. The Firm is headquartered in Cleveland and has offices in Canton, Columbus, Elyria, and Delaware, OH.

Founded by Herb Hausser in 1930, and later joined with Bill Taylor's firm, the Firm has built its reputation on core values including creative solutions, outstanding client service and the belief in maintaining the highest quality and ethics in the accounting profession. In 2008, the Firm changed its name to Maloney + Novotny LLC. Today, M+N has 18 shareholders and more than 140 service personnel.

"The Firm's founders and prior leaders heavily influenced Maloney + Novotny's culture and commitment to the business community," reflects Jon Ruple, Managing Shareholder at Maloney + Novotny. "I believe the Firm has thrived over the years, in part, because of those core values and entrepreneurial culture that run so deeply through the Firm and its people," said Ruple.

Ruple said the Firm has enjoyed a long history of attracting and retaining exceptional clients. Likewise, Maloney + Novotny has recruited and retained talented shareholders and employees. Ruple adds, "M+N offers a great environment for bright and creative people to excel."

The entire team at Maloney + Novotny is proud of the Firm's legacy and looks forward to serving clients for many more years into the future.



And another member is celebrating an astounding 160 of service. **First Citizens National Bank** is one of the oldest businesses in Wyandot County, with offices in Marion and Powell. And get this: First Citizens is the fourth-oldest, locally-owned, nationally-chartered bank in the United States. First Citizens is a community bank, deeply rooted in the areas it serves. In September of 2019 and for the second consecutive year, this iconic banking institution was named among the top extraordinary banks in the United States by The Institute for Extraordinary Banking™. First Citizens was recognized with the Institute's Banky™ Award for its commitment to strong community banking. This recognition is given to top community banks across the country to help people find the best banks in their communities. The Extraordinary Banking™.

And because 160 years is a big deal, the bank plans to celebrate every day for the week of November 2nd. Daily vintage candy giveaways, door prizes and celebration cookies on Friday will be enjoyed at each of their locations. Go to their website to find the location nearest you and join the fun.

The Chamber is so very proud of the combined 310 years of service to clients, customers and community. Congratulations!

A message from the Government Affairs Committee

The Chamber's Government Affairs committee shares some information on significant pending legislation to keep you informed.

• Ohio House Bill 13 – the Residential Broadband Expansion Program

Currently in Ohio, approximately 1 million citizens lack access to reliable, high-speed internet. Ohio House Bill 13 represents an ambitious step towards bridging this digital divide by enacting policies that will help facilitate broadband expansion throughout the state. Sponsored by Reps. Rick Carfagna (R-Genoa Twp) and Michael O'Brien (D-Warren), the primary purpose of HB 13 is to create Ohio's first Residential Broadband Expansion Program. This program would provide grants to support construction of last-mile broadband infrastructure to unserved or underserved residential areas of the state.

The broadband funding gap represents the difference between the total cost of a broadband expansion project and the maximum amount of money a provider has determined is cost effective to invest in a project. The grants provided under HB 13 would cover this identified funding gap. Any phone, cable, wireless, or satellite-based internet service provider that is capable of providing high-speed internet is defined as a broadband provider for purposes of the program, and is therefore eligible to apply for grant funds. An Unserved Area is an area without access to any form of broadband service and where no service is scheduled to be available within two years.

The Broadband Expansion Program Authority will be responsible for evaluating grant applications and awarding of grant funds. The Authority will also monitor the effectiveness of the Broadband Expansion Grant Program, and will make recommendations to the Governor and General Assembly relating to strategies for improvement of the state's overall broadband policy. Under the program, the Department of Commerce will accept grant applications during a designated submission period.

In order to apply for grant funds, a broadband provider must submit an application to the Department of Commerce, which will include details such as specific residential addresses, the costs associated with expanding service to these addresses, the specific technology that will be utilized to provide the service, a projected construction timetable for the project, the broadband funding gap identified for the project and any financial or in-kind contributions toward this funding gap, the amount of state funds requested for the project. Any entity (public, private, or non-profit) may make a contribution towards the funding gap, thus reducing the requested grant amount.

HB 13 requires a broadband provider that is awarded grant funds to account for how the funds were utilized and the outcome of the project in a progress report. The Authority will continually examine, and propose updates to, any broadband plan provided by law enacted by the general assembly or executive order issued by the governor. HB 13 provides a County, Township, or Municipality the authority to levy a special assessment upon a residential property within their jurisdiction, for the purpose of raising funds to provide a contribution toward the broadband funding gap of an eligible project. The legislation also creates a new line item, Residential Broadband Expansion Grants, within the Department of Commerce. The director of OBM is instructed to transfer \$20 million cash from the Facilities Establishment Fund to the Residential Broadband Expansion Grants Fund for utilization during FY2021.

The current status of this legislation is that it has passed the Ohio House of Representatives and is being considered by the Ohio Senate. It is supported by Ohio Telecom Association, Ohio Cable Telecommunications Association, Ohio Chamber of Commerce, Ohio Township Association, Ohio Municipal League, Ohio Rural Development Alliance, Ohio Farm Bureau, Ohio Library Council, Ohio Realtors, Ohio Excels, County Commissioners Association of Ohio, Ohio Municipal League and Ohio Township Association, AARP Ohio, Nationwide Insurance among others.

Continued on next page

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

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

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

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

Government Affairs committee update continued

- On September 10, HMTX Industries, along with Halstead New England Corporation, and Metroflor Corporation -all three companies part of the HMTX corporation, run by Harlan Stone-filed a complaint (Ct. No. 20-00177) at the Court of International Trade (CIT), challenging both the substantive and procedural processes followed by the United States Trade Representative (USTR) when instituting Section 301 Tariffs on imports from China under List 3, reports JDSupra. The List 3 tariffs went into effect on September 24, 2018.

“This is the first challenge of its kind filed against the administration’s use of Section 301 Tariffs in the ongoing trade war between the United States and China.

“The complaint alleges that USTR’s institution of List 3 tariffs violated the Trade Act of 1974 on the grounds that USTR failed to make a determination or finding that there was an unfair trade practice that required a remedy and moreover, that List 3 tariffs were instituted beyond the 12-month time limit provided for in the governing statute (19 U.S.C. § 2414). The complaint also argues that the manner in which in the List 3 tariff action was implemented violated the Administrative Procedures Act (APA). According to the complainants, USTR failed to provide adequate opportunity for comments, failed to consider relevant factors when making its decision (e.g. no analysis of increased burden on U.S. commerce from unfair trade practices), and failed to connect the record facts to the choices it made by not explaining how the comments received by USTR came to shape the final implementation of List 3.”

The National Law Review adds that, “The plaintiffs argue that the Section 301 law was not intended as a tool to engage in an ‘open-ended trade war,’ as opposed to an initial response to China’s intellectual property violations. Plaintiffs also argue that while the Section 301 mechanism allows the USTR to ‘modify or terminate’ certain initial actions taken under Section 301, the provision does not allow the government to increase tariffs further after the initial actions are taken.

“The lawsuit asks the CIT to vacate the List 3 tariffs, order to refund (with interest) of any List 3 duties paid by the plaintiffs, permanently enjoin the U.S. government from applying List 3 duties against the plaintiffs, and award plaintiffs’ costs and reasonable attorney fees.

“Other importers that have paid significant duties under List 3 may consider filing a suit making claims substantially identical to the HMTX Industries complaint, with the intention of asking the CIT to consolidate the lawsuit with the lead HMTX Industries action or to be stayed during those proceedings. At this point, we believe the pending case is a long shot, but importers could file a ‘me-too’ lawsuit at a relatively low cost and benefit from the relief in case the plaintiffs in HMTX Industries succeed.”

Two-thousand-five-hundred companies have joined the effort, following HMTX’s lead in filing lawsuits.

City, county offer relief programs

Both the [City of Delaware](#) and [Delaware County](#) have developed COVID relief programs for small business. If your business has suffered financial loss due to COVID or, in the case of Delaware city businesses, the May flood, there is help available. The Chamber applauds both the City of Delaware and Delaware County leadership for their efforts in supporting small business.

The City of Delaware has released their Small Business Recovery Grant 2.0. The grant is open for applications from October 7 – November 16 at 5 pm. For more information about the grant and to direct people to apply, head over to our website -www.delawaremeansbusiness.com/2020-Small-Business-Recovery-Grant-2.0

Meanwhile, Delaware County launched an Economic Development Revolving Loan Fund application to the Delaware County business community.

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

The fund was engineered by the Commissioner-appointed Delaware County Economic Recovery Advisory Team, a committee that was established in response to the COVID-19 pandemic. Delaware County officials, including Clerk of Courts Natalie Fravel, have contributed \$2.5 million to get the fund started. The Delaware County Finance Authority, [Orange Township](#) and [Liberty Township](#) have each contributed \$250,000. The committee continues to seek additional contributions to the fund.

To apply for the loan, visit <https://BSBDeCo.com>. For more information about Delaware County’s response to the economic impacts of the COVID-19 pandemic, [visit their website](#).



Member receives recognition

[HW&Co.](#) is proud to be recognized as the top Accounting Firm, 25 Employees or Larger by [Ohio Business Magazine](#), in its inaugural [Best in Ohio Business Awards](#).

Ohio Business Magazine is honoring the businesses and services that make Ohio a great place to do business. Thousands voted in this online competition for their favorites in 91 categories.

“A commitment by all of our partners has created a culture of growth, exceptional client service and professional development. It is that culture that makes everyone at HW&Co. excited to work everyday!” said Brandon Miller, President & CEO of HW&Co.

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

Congratulations!



A big month for Main Street Delaware!

[Main Street Delaware](#) had a memorable October. Executive Director Susie Bibler was honored by the Heritage Ohio organization with its 2020 “Manager of the Year” Award.



Bibler, who joined Main Street Delaware in October 2016, is receiving the award as part of Heritage Ohio’s Preservation Month celebration in October. Heritage Ohio is the state’s official historic preservation and Main Street coordinating organization.

“The award acknowledges all of the contributions Susie has made, culminating in 2019, to Main Street Delaware and the Delaware community,” said Zach Price, president of Main Street Delaware’s Board of Directors. “After the Board established a mission of ‘creating a vibrant downtown destination for all,’ Susie made that vision a reality with multiple innovative and engaging programs and initiatives.”



Bibler’s work includes:

- Developing new First Friday celebrations, including “Love is In the Air,” a live wedding that previously earned an honorable mention award from Heritage Ohio for “Best Program of the Year.”
- Creating new transportation solutions to help patrons get to and from the downtown during First Fridays and other popular events.
- Launching a statewide advertising campaign via social media and streaming services to promote Downtown Delaware as a weekend destination for those outside Central Ohio, as well as developing relationships with regional media to increase the visibility of Downtown Delaware events.
- Coordinating a “Downtown Delaware” section at the Columbus Zoo’s 2019 “Zoofari” fundraiser, which introduced thousands of attendees from around Central Ohio to Downtown Delaware’s many inviting restaurants and attractions.
- Forming a connection between downtown building owners by creating “Buildings and Bagels,” a forum for them to discuss common issues, explore solutions, and pursue joint improvements and funding vehicles.

“With these and many other efforts,” Price said, “Downtown Delaware was being frequented by the end of 2019 not just by the local community, but by people from all over Ohio and neighboring states as well. The pandemic has been a challenge in 2020, but we are fortunate to have Susie helping us to continue to promote all of the great businesses that make our downtown the wonderful destination it has become.

“Please join me in thanking Susie for her tireless work to make Delaware a better place and congratulating her for her well-deserved Heritage Ohio Manager of the Year Award,” Price said.

Main Street Delaware also is moving forward, Price said, by forging a new partnership with the City of Delaware to lease 20 E. William St., the former City Engineering Building, to create a new Main Street Delaware Welcome Center. Fundraising is underway to renovate the historic building that, when completed, will feature office and meeting space, public restrooms, and information to help everyone enjoy everything Delaware has to offer. Learn more about The Front Porch Campaign fundraising effort to support the Welcome Center at www.mainstreetdelaware.com.

About Main Street Delaware

Main Street Delaware is a nonprofit 501(c)(3) member-supported organization that seeks to preserve and promote historic downtown Delaware. Learn more at www.mainstreetdelaware.com or www.facebook.com/MainStreetDelaware.



REBUILD MY TOWN

Spectrum Reach is conducting a nationwide campaign to encourage consumers to support local this holiday season with a fun, virtual mosaic that visually unites the businesses in our communities and serves as an interactive directory that local consumers can explore.

You and your business are invited to be a part of our Support Local campaign. Joining is easy and free!

How do you participate?

Simply upload your business image or logo and tell us a little bit more about you! Once the virtual mosaic is complete (sometime in early December), we will email your unique mosaic video for you to share through your marketing and social channels.

[Get Started](#)

Why you should join our Support Local campaign:



Spectrum Reach will support this campaign with more than \$1M in advertising.



A photo of your business will be included in our interactive mosaic.



You'll get a listing for your business on your town's Support Local directory.

Be a part of our Support Local campaign and reach a wide audience of potential customers this holiday season at no cost to you. Spectrum Reach stands with our communities. **Together, we will rebuild.**

[Count Me In](#)



Happy Thanksgiving

We thank you for
the opportunity
to work together
and for making us
feel at home in our
community.



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Financial Advisor

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

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

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

In addition to financial protection, this innovative alternative offers:

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

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

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

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Mark Pettitt

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

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

Everyone was masked at this year's Boo-siness After Hours, the Chamber's annual 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", pre-wrapped munchies replaced the hot buffet this year, and psychic entertainer Salvatore Cioppa warned "Don't get on the plane" and "A tall handsome stranger"... This year's costume contest was, won again, by the scary folks from [First Citizens National Bank](#).

Thank you to Angel Boulis, [Malony + Novotny](#), for helping with the bartending. And a HUGE thank you to chamber office manager Sarah Yoakam for her relentless creativity and penchant for ghoulish fun! And thank you to our attendees who stayed masked.

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



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Practicing in Business, Civil Litigation, Employment, Estate Planning and Estate Administration, and Real Estate

Drawing By Karen Collins

Welcome New Members

Alum Creek Farm

Jennilee Klatt - Owner
5887 Greasmar Drive
Delaware, OH 43015
(614) 354-3032
alumcreekfarm.com

Offers a full service banquet center

Legacy Private Investigations, LLC

Kevin Kline - Private Investigator/Owner
35 North Sandusky Street
Delaware, OH 43015
(740) 225-6654
legacyprivateinvestigations.com

*Offers private investigations
specializing in domestic, civil,
criminal & corporate investigation*

Penn Lanes

Jennifer Hinkle - Owner
451 Pennsylvania Avenue
Delaware, OH 43015
(740) 369-7949
pennlanes.com

Serves as a bowling alley

Planned Communities

Geoff Ortlip - Owner/Broker
110 Northwoods Boulevard, Suite B
Columbus, OH 43235
(614) 846-5330
plannedcommunitiesinc.com

Serves as a residential & commercial development & realty company



Reinvesting Members

Burden's Lawn Care

[Cassandra Converse Agency-American Family](#)
[Daniel Accounting, LLC](#)
[Delaware Community Center YMCA](#)
[Delaware County Board of Realtors](#)
[Delaware County Commissioners' Office](#)
[Delaware General Health District](#)
[Edgerton Financial Co., Inc.](#)
[Fuller Memorials](#)
[Hughes Family Hearing Aid Center](#)
[JBK Partners, LLC](#)
[Ohio Living Sarah Moore](#)
[Performance Printing, Inc.](#)
[PJM Ventures, LLC](#)
[PNC Bank](#)
[Raising Cane's](#)
[Redwood Delaware](#)
[Rusk Bros Body Shop LTD](#)
[Syntero, Inc.](#)
[The Hardware Exchange](#)
[TriAd Marketing & Media](#)
[Triple T Transport](#)
[Wal-Mart Stores, Inc.](#)

November Calendar

Election Day

Tuesday, November 3



Supervisor Six Pack

Monday, November 2
Session 6 of 6
Discipline
8:00-10:00am
Virtual workshop
[Prior registration required](#)

Government Affairs Committee

Tuesday, November 10
8:00 am Chamber office/Zoom

Manufacturers' Council

Wednesday, November 11
7:30 am Zoom

Safety Council

Tuesday, November 11
9:00 am via Zoom
The Mental Health Cost of COVID
[Click here to register](#)

Leadership Delaware

Agriculture Day
Thursday, November 12

Chamber Board of Directors

Wednesday, November 18
7:30am Chamber office/Zoom

Thanksgiving

Thursday, November 26 – office closed
Friday, November 27
office closed



SAVE THE DATE

Annual Dinner 2021

Monday, February 1, 2021
Hilton Polaris

Golf Outing
Friday, June 18, 2021

Clay Classic
Friday, October 8, 2021

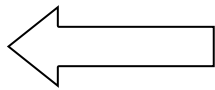
[Click here to visit the chamber's
interactive calendar of events](#)

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

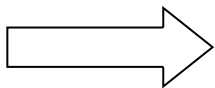
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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.



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. After having canceled the April and July events, the Chamber held a virtual orientation in October. New members, prospective members and reps from veteran member businesses who attended the October 27 virtual event included:

Erica Howard, [Acousta-A-Fiber](#)
Heath Ring, [Heart of Ohio Homeless Shelter](#)
Raymond Cyrus, [Action COACH R&C](#)
Cynthia Ballou, [SERVEPRO of Delaware](#)
Liz Martin, [Performance Chrysler Jeep Dodge Ram Delaware](#)





Leadership Delaware Class of 2021 County Tour Day

Facilitators: Susie Bibler

Newsletter editors: Russ Meade, Stephen Cook, Dawn Hall

Meeker House Museum...

The Leadership Class started out Delaware County Tour Day with a tour of the Barn at Stratford and its neighboring Meeker House Museum, led by [Delaware County Historical Society](#) curator Benny Schultz along with other employees of the museum. During the tour, we learned about how the Stratford area was originally known as the Village of Stratford, being separate from the city of Delaware. It was built as a mill town in 1847, and going through the museum you can see all the different kinds of technologies that contributed to the lifestyle of that time period. In the old “pioneer” bedrooms, you can see the beds that had ropes tied to the frame in a grid-like pattern, on top of which they would put a straw mattress. Ever wondered where the phrase “sleep tight” came from? Well now you know! You can also see the “weaving room” where the walls are decorated with the famous Meeker house coverlets, as well as an authentic replica of a weaving loom. The loom is made of solid wood, was constructed by more than 60 volunteers collectively, and it shows the very intricate details of how many different tapestries were made back in the 19th century. But not only is it a marvelous display of life in the mid 1800’s, it also was a part of the Underground Railroad. Delaware County was a community very strongly against slavery in the 19th century, so the Meeker house was one of the many stations for the Underground Railroad during the time.

Shale Hollow

The next stop on Del-Co Tour Day was [Preservation Parks of Delaware County’s](#) Shale Hollow Park. Located in Lewis Center, this nature reserve park borders both the [Liberty](#) and [Orange Townships](#). In total, the park is around 211 acres, with a multitude of walking trails, as well as a club house. In the main stream that runs through the park, you can see circular rock formations, called concretions. These concretions are native to the stream, which itself is back dropped by a sheer 40 foot cliff of shale rock. The park is working on a project which they call the “Ohio to Erie” trail. This is to be a biking/walking trail that would go from Columbus all the way up to Lake Erie, projected to be completed in 2022. This path would also be a part of a national project with the same idea, except that the trail would run from Washington, D.C. all the way out to Washington State! The “Ohio to Erie” trail would be a portion of this larger national trail.



Continued on next page

Leadership Delaware Class of 2021

Chris Baker
[Delaware County Foundation](#)
Matt Brown
[Delaware County](#)
Stephen Cook
[First Citizens National Bank](#)
Chelsea Dean
[Delaware County Sheriff’s Office](#)
Rachel Dobney
[Olentangy Local Schools](#)
Tola Francis-Sanusi
[Marion Technical College](#)
Dawn Hall
[Delaware General Health District](#)
Megan Hammond
[Delaware County Prosecutor](#)

Holly Hanson
[Drama Kids of North Columbus](#)
Craig Heath
[Delaware City Schools](#)
Kenzie Johnston
[Ohio State University Extension](#)
Tricia Kalmar
[Price Farms Organics](#)
Lori Kannally
[Delaware General Health District](#)
Angi Lee
[Safe Harbor](#)
Kyle Lewis
[Delaware-Morrow Mental Health & Recovery Services Board](#)
Lindsay Mauter
[Ohio Wesleyan University](#)
Larry McQuain
[Delaware County Court of Common Pleas -Domestic Division](#)

Russ Meade
[Meade & Associates](#)
Morgan Mellen
[The Alpha Group](#)
Jason Sanson
[Environmental Design Group](#)
AJ Santos
[Preferred benefits Insurance Agency](#)
Melissa Stroupe
[Delaware Historical Society -The Barn at Stratford](#)
Courtney Vanest
[Fidelity Federal Savings & Loan](#)
Joe Wheeler
[Dinsmore & Shohl, LLP](#)
Tonia Wilson
[Family Promise of Delaware County](#)



Leadership Values continued

Stratford Ecological Center

Next up was the [Stratford Ecological Center](#), located on Liberty road in Delaware. We got a tour from Mary, Jeff, David, and everyone's favorite, Buddy, the head farmer's dog. He happily accompanied us on many different parts of the tour. Part nature reserve, part fully operational farm, the Ecological Center offers a great contribution to the Delaware community. The farm's purpose is to educate children about where their food comes from and provide a hands on experience for all visitors. There are several different

greenhouses and gardens alongside the barn where all the animal live. Although currently closed to the public due to Covid, during their open season, you could bring your children and let them pick their own vegetables and play in the gardens, as well as the chicken coup! The barn is 100% solar powered, and houses all the pigs, goats, and sheep that live on the farm. And just like the gardens, the barn is complete with "visiting aisles" where visitors can walk between the pens to get an up close and personal view of all their favorite farm animals. Also during open season, the farm hosts many summer activities such as day camps and maple sugar pancake breakfasts, all to help make a further impact on our community.



Delaware County Fair Grounds

For lunch the class went to the [Delaware County Fair Grounds](#). Lunch was catered by Northstar American Concessions, and we heard about some of the history of the fairgrounds, and how it contributes to the community. Founded in 1834, the county fair is the host of the famous Little Brown Jug horse race. This year was the 75th annual Little Brown Jug. The fairgrounds span 140 acres of land that straddles both the city and the township, making the process of getting permits very tricky. They also have junior fair, various motor sports, and many other competitive activities. Due to Covid, this year the fair livestreamed the Brown Jug, but were still successful in raising money from betting. On a normal year, the fair could see well over 40,000 visitors.



Columbus Zoo

Tom Blair, CEO of the Zoo, invited the class to a behind-the-scenes look at the newest exhibit, Adventure Cove, home of "Tom's Tunnel" which is the especially unique plexiglass tunnel that goes under the water, giving visitors a 360 degree view of the sea lion habitat. This tunnel is the only one of its kind in a sea lion exhibit! The zoo (without Covid) will see up to 3 million visitors each year. We learned about their 6 sea lions that came from China, spent some time in Tampa, Florida, and then eventually were purchased by the Columbus Zoo. The trainers brought out a couple sea lions, Nana and Qizai, to perform some tricks with their trainers. We also heard about how the zoo contributes to the Delaware community and many others by sponsoring 114 conservation projects in over 40 countries.

Alum Creek Dam

Last but not least, the Alum Creek dam was our final stop for Delaware County Tour Day. The dam was built from 1970 to 1974, by the US Army Corps of Engineers. After it was built, it was rented by Delaware Parks, and still is to this day. The dam was built for two purposes; the first being a source for drinking water for Delaware county, and second as a way to regulate flooding and flood damage. The water from the dam drains into the Big Walnut Creek and then into the Scioto River from there. The dam has an enormous impact on the community of Delaware, contributing over 265 million dollars to the local economy!



[Click h ere for more photos](#)

Who we are

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

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

What we do

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

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

The program of work is facilitated by the Chamber's member volunteers and committees under the direction of the board of directors. The goal is always to

create more prosperity and opportunity for all members. Every member has a voice in determining the Chamber's work, policies and projects- and every member is needed to work to get the job done!

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

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

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



Chamber newsletter advertising a good value

More than 1200 readers at over 450 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 x 5.25 H	\$90
Quarter page: 4 x 5.25 H	\$75
Eighth page: 4 X 2.62 H/V	\$50



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A FRIEND**

**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!!



**DELAWARE AREA
CHAMBER OF COMMERCE**



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HOT DEALS

- ⇒ No strings– FREE to Chamber members.
- ⇒ The Chamber's Website boasts visitors each day.
- ⇒ And your Hot Deal will be listed in the Chamber newsletter and eblasted to nearly 1,000 Chamber-member addresses
- ⇒ No limit to the number of Hot Deals
- ⇒ Do-it-yourself: get your login and password and publish Hot Deals yourself– it's faster and the independence means you can post any-time, all the time.

[Click here to find out what you're missing and for do-it-yourself instructions.](#)

Check Out the

HOT DEALS

from Chamber Members

Posting is FREE with your membership

- ⇒ [Delaware City Flex service-Delaware County Transit](#)
- ⇒ [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- ⇒ [Join Safety Council– Delaware Area Safety Council](#)
- ⇒ [Digital Boost–The Delaware Gazette](#)
- ⇒ [Joslyn Law Firm: Criminal Defense Lawyer–Joslyn Law Firm](#)
- ⇒ [15% off Guest room Nationwide Hotel and Conference Center– Nationwide Hotel and Conference Center](#)
- ⇒ [Oak & Brazen Wine Co: Daily Deals– Oak and Brazen Wine Co.](#)
- ⇒ [SourcePoint Shares Aging Expertise via Speakers Bureau– SourcePoint](#)

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Follow Ohio Chamber legislative updates


As a proud member of the [Ohio Chamber of Commerce](#), we're grateful for their advocacy on behalf of small business. For chambers like ours with bare bones staff, the value of our membership with Ohio Chamber is the vetting, education and lobbying that we lack the adequate resources to take on. We urge you to click on their logo and follow their updates.



Six degrees of chamber member-to-member

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 encourage you to do business with your fellow Chamber members and to let us know about your experience. Tell us who you've done business with and send us a testimonial. hquaine@DelawareAreaChamber.com.



Did you know...

...that as a member of the Delaware Area Chamber you may use the Chamber's conference room at no cost? The conference room sits 25 comfortably and has a screen, projector and Wi-Fi. Also on hand: podium, easel and white board. It's the perfect location for training, strategic planning or meetings you'd rather have off-site; for home-based members it a perfect place to meet your clients. We'll even supply coffee, water and soft drinks. And best of all, it's FREE. To schedule the room, contact the Chamber at 740-369-6221 or dachamber@DelawareAreaChamber.com.

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.



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



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