

# CHAMBER NOTES

A Monthly Newsletter of the  
Delaware Area Chamber of Commerce

October 2016

## Sustaining Members

Industry Exclusive  
Platinum Level



## Gold Level



## Silver Level



## Bronze Level



The Delaware Area  
Chamber of Commerce  
Established 1907



Single Shooter \$125  
Station Sponsor \$125  
Team Sponsor:  
(5 shooters) \$625

### Price includes:

- \*\* Lunch
- \*\* Ammunition for two rounds

- \*\* Gun rental
- \*\* Eye & ear protection
- \*\* Range Safety Officer
- \*\* Safety briefing

### Shooter awards

- \*\* High Shooter
- \*\* High Team
- \*\* Booby Prize

[Click here to register and/or sponsor a station.](#)

## Delaware Area Chamber Clay Classic 2016

It's not too late to sign up— deadline is October 6  
No shooting experience necessary!

**Friday, October 14, 2016**  
**Black Wing Shooting Center**  
**3722 Marysville Rd., Delaware**  
12:30pm— Registration & lunch  
1:15pm—Mandatory safety briefing  
1:45—Shooting begins  
4:40-ish—Awards

## Chamber now accepting 2016 award nominations

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

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

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

And don't hesitate to self-nominate!!

Nominations must be received by January 15, 2016.

And save the date: the Annual Dinner will be held at the Double Tree by Hilton at Crosswoods at 23 @ 270 on Thursday, February 2, 2017. The Delaware Chamber's

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Annual Dinner and Awards is THE premier event in Delaware



County, with over 400 people attending to experience the fun, awards and the famous table decorations. [Click here for photos](#) of last year's auction, award ceremony, and amazing tables.

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

Who will be presented with these awards in February?

- ⇒ Large Business of the Year
- ⇒ Small Business of the Year
- ⇒ Quality of Life Award
- ⇒ Innovation in Business Award
- ⇒ Citizen of the Year
- ⇒ Corporate Citizen of the Year



## Chamber endorses three ballot issues

At its June meeting, the Delaware Chamber board of directors endorsed the [City of Delaware's](#) plan to ask voters for an income tax levy dedicated to transportation projects. Projects vital to resolving traffic congestion cannot go forward at current funding levels. The levy in November will ask voters to approve an income tax increase of .15 percent. This portion of the income tax collected may be used only for its stated purpose: maintenance and resurfacing; transportation connections; and to leverage state and federal dollars to take on the big projects such as The Point as it's become known;

East Central Ave., and other projects that can alleviate congestion as well as maintain current roads. The tax increase will cost a household income of \$50,000 roughly \$75 per year and generate about \$2.2m annually. And the 2% income tax puts Delaware in line with other cities in Central Ohio.



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

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



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

The Chamber supports this renewal levy and thanks the Board for its work. [Click here for details and facts about the renewal levy.](#)

Also on the ballot with the Chamber's strong endorsement is one within the Big Walnut Local School District. As Delaware County continues its explosive growth, nothing is impacted more than the local school districts. Of the four k-12 districts, BWLS is facing a serious and impending issue with facilities' capacity as it is growing at twice the rate it was five years ago. Although this 8.3-mil, \$133.9 million bond is staggering, the urgent need is indisputable, undeniable and inevitable. There is simply no way to overstate the necessity of this millage passing. [Please click here for details.](#)



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

### Member bank opens another Delaware County branch

Join our friends at [Middlefield Banking Company](#) as they celebrate the opening of their newest Delaware County branch. They will host an open house on Tuesday, October 18 from 5:30-7:30 with a ribbon cutting at 6:00. The new branch at 492 West Cherry Street in Sunbury joins Middlefield's Dublin and Westerville locations. [Click here to RSVP.](#)



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[www.DelawareAreaChamber.com](http://www.DelawareAreaChamber.com)



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

**Moving Delaware Forward**  
*the case for streets and roads funds and*  
**Entrepreneurial Center Update**

with  
City Manager Tom Homan and Economic Development Director Sean Hughes  
sponsored by



Thursday, October 20, 2016, 11:45am—1:00pm at [SourcePoint](#)  
800 Cheshire Road, Delaware 43015

**Please note that the event will be held in the banquet room**  
**DOWNSTAIRS at SourcePoint**

Cost includes a buffet lunch ~ Check-in begins at 11:45  
Chamber members: \$15 Non-Chamber members: \$20

**Deadline to register is October 17 2016**

Cancellations after October 12 and no-shows will be charged.

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

**October Business BEFORE  
Hours**



Start your day on Thursday, October 6 by  
networking when the **Delaware County Board of Developmental Disabilities**, 7991 Columbus Pike, Lewis Center, hosts the monthly Business Before Hours. Food, networking – bring lots of business cards to share. The event is held from 8:00am - 9:30am. Please let us know you'll be attending. [Click here to register.](#)

**October BOO-siness After Hours**

You won't want to miss the Chamber's first annual Halloween party on Thursday, October 27, 5:00-7:00. Costume contest, Tarot card readings, pumpkin painting, special brews and the chance to have your photo taken with Frank-and-stein and much more!! Come join the fun at 32 South Sandusky Street, Delaware.

[Click here to enter the Chamber House of Horror.](#)

(OK, that might be overstating it a teeny bit. But it WILL be fun)





# CAN BUSINESS AND PLEASURE MIX?

**Of course! Especially when your business event is held at The Barn at Stratford.**

This holiday season, try us for your upcoming **Christmas party, employee recognition event, annual meeting, retreat or client appreciation event.** You will have a pleasurable experience in The Barn with its warm and refined simplicity.



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We are also booking weddings for the 2017-18 season.

The Barn at Stratford is owned and operated by the Delaware County Historical Society.  
[www.delawareohiohistory.org](http://www.delawareohiohistory.org)



# MEMBER CHAMBER NOTES

A Monthly Chamber Member Highlight Article

## Featuring Emergency Bail Bonds

Michael Kirkland, owner of [Emergency Bail Bonds](#) in Delaware, Ohio has been working to help people in Delaware since 2009.

Kirkland worked out of the Delaware County court house and out of the trunk of his car until February of 2011 when he moved to his current location on Sandusky street.

Bail Bonds works as a lender that only deals in payments for criminal defendants or people charged with a crime. The bonds are paid to the court and allow the suspect to return to the community before their trial begins. In cases where the suspect cannot raise the bail through personal finances or friends and family, the bail bond company puts up the bail for a fee. However, if the accused flees or doesn't meet the payment, the bond agency must pay the court. This fee is usually fairly costly meaning that a certain amount of trust must be placed in each client by the agency.

"It's a lot of responsibility," Kirkland said.

Kirkland emphasized that regardless of the difficulties the job may entail, he entered this business to support citizens.

"It's a tremendous way to help folks," Kirkland said. "There is so much drugs and alcohol on the streets today and kids are falling in with rough crowds of their so called friends."

Kirkland originally worked as a minister for the Greek Orthodox Church. Due to his experience as a minister, Kirkland has taken it upon himself to create a small chapel in the back of his business. Kirkland often uses this space to pray for his clients and their well being. He has even held a few weddings in this space in the past few years.

"God is with us everywhere," Kirkland said.

Kirkland enjoys the small town atmosphere of Delaware. In neighboring Franklin county, primarily the city of Columbus,

the courts typically receive hundreds of cases per day. Because of this, the judges don't have the time to get to know each defendant personally. In Delaware though, the courts are far less busy, typically receiving between only 5-15 cases per day on average.

"I actually live in Franklin County," Kirkland said. "I chose to do business in Delaware because of it's laid back atmosphere."

Overall Kirkland stresses that the business of bail bonding it meant for helping others with difficult situations that they may be faced with. "It's a helping thing," Kirkland said. "Service is the number one thing in the bail bonding business."

You can find Michael Kirkland and Emergency Bail Bonds at

73 North Sandusky Street, Delaware

(740)-417-4132

[michael.d.kirkland@gmail.com](mailto:michael.d.kirkland@gmail.com)

[www.delawareohiobail.com](http://www.delawareohiobail.com)



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

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

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

In response to a member survey, the Chamber has launched a new way to conveniently pay your membership investment. Members can choose to deduct the payment from bank account or credit card [securely stored offsite via Authorize.net](#). You'll also be able to opt in to the billing frequency of choice: monthly, quarterly or annually.

**Auto pay must be set up at least 30 days prior to the month of your membership renewal date\*.**

You can sign up now, even if your renewal date is up to twelve months from today. Fill out the [Membership Investment Auto Pay Form](#). Bank account EFT is preferred to avoid credit cards that expire and interrupt the deduction.

Your banking/credit card account is secure; the Chamber renews its PCI compliance annually. Only *membership* invoices are eligible for this option. All other Chamber invoices remain due within 15 days. And remember that you can pay those online as well.

## Members who sign up receive a free 1/8 page newsletter ad!

Call the office for format details or with help creating your ad.

So sign up today to make paying for your Chamber investment a snap. There are no administration or set-up fees.

\* Don't know the month in which your renewal is due? Contact Sara at [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com).

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If you have been having difficulty accessing links from the electronic newsletter, you may need to try the "alternative" version. Smartphone, tablet, Google Chrome, Microsoft Edge, and Firefox users should use the main version of the newsletter. Internet Explorer users can use the alternative version available from the newsletter email or found right below the main newsletter link from our newsletter webpage. Let us know of any other newsletter issues by contacting Sara at 740-369-6221 or email at [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com).

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## A most remarkable groundbreaking

At the December 18, 2014 [Delaware Area Career Center](#) Board of Education meeting, the Board voted to move all of the DACC educational programs to what is currently the south campus on Route 23. The building consolidation project will save taxpayer money through the reduction of duplicated services, transportation, utility, and maintenance costs. This will also allow all students to have access to more services such as the media center and a wider range of courses and subjects. Not only will students spend less time on the bus, local school districts will save upwards of \$50,000 per year per school district on transportation costs.

While a preliminary estimate sets the project cost around \$35 million, taxpayers will not be asked for additional taxes - the Career Center has positioned itself to pay for this project. In addition to all the benefits that students will enjoy, the consolidation would save the DACC over \$23 million in renovation costs to the forty-year-old facilities.

So with pride and anticipation, the Career Center broke ground on September 28. The proposed completion date of the combined facility is the fall of 2018. Congratulations to superintendent Mary Beth Freeman, the Board of Directors, staff and future students on this remarkable project.



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## State of the Schools

The Chamber's annual state of the schools featuring all four Delaware County K-12 districts plus the Delaware Area Career Center, is always a popular Third Thursday luncheon and this year was no exception.

Thank you to our  
luncheon sponsor



Much of the news sounds like de ja vu all over again, as they say: Funding cap on districts that grew during the funding freeze of the recession continues to be ignored by the legislature: Olentangy is withheld \$34 MILLION and Delaware City \$7 MILLION of funding that belongs to them.

Again, all the districts make us proud by exceeding state and federal statistics in every area from SAT scores to graduation rates. Every one of the Delaware County school districts has been named in the top 10% in the NATION and they do it all with less than state or federal averages. Property tax continues to support local schools—up to 85% in some districts. Olentangy property owners send 96 cents of every dollar collected BACK to other districts outside Delaware County. And it's the same story in all

**Thank you to our superintendents**  
Angie Pollock, Big Walnut Local Schools  
Andy Miller, [Buckeye Valley Local Schools](#)  
Paul Craft, [Delaware City Schools](#)  
Mary Beth Freeman, [Delaware Area Career Center](#)  
Mark Raiff, Olentangy Local Schools

Delaware County districts. Again this year the legislature and ODE have changed the way districts are evaluated. For example, Olentangy who scored all A's last year receives all F's in the rating system du jour. It would be humorous if it wasn't so irresponsible. The districts continue to have their time and talents distracted by hoop-jumping for funding. Districts lose money every year to private education, busing to those schools, and to under-achieving charter schools.

Construction is in various phases in each of the districts as new rooftops continue to pop up in every corner of the county. Big Walnut has a vital levy on the November ballot. They have two choices: build a new high school and scoot the other grades around or plant 67 trailers as classrooms. [Click here for the Chamber's endorsement.](#)

There is no more important infrastructure than local education. That the diverse districts in Delaware County continue to produce the quality of students that it does while it is ignored by the legislature that is responsible for funding public schools fairly, adequately and legally; sidetracked by the constant need for levy campaigns and the moving targets of progress scoring systems that take a 32-page document to understand; while lawmakers insist on ignoring the unequal allocation of funds; placing more and more burden on local taxpayers to fund districts outside the county continues to amaze.

And by the way, the districts contribute to the local economy through payroll taxes and vendor purchases. The Chamber urges you to contact our legislators to get an answer about fair funding. District 67 House Rep Andy Brenner of Powell chairs the House committee on education and was not present at the luncheon. Contact him at 740-602-5033 or email [rep.brenner@brenner4Ohio.com](mailto:rep.brenner@brenner4Ohio.com).

Thank you to our district superintendents who lead with passion and respect for what they do and whom they serve. [Click here for the State of the Schools Presentation.](#)

## Checking out at Chamber's Business Before Hours



The September BBH was held at the magnificent Orange Branch of the [Delaware County District Library](#). The three other branches that make up the Library system are in Powell, Delaware, Ostrander and a satellite library at the Delaware campus of [Columbus State Community College](#). But the award-winning Orange Branch that opened in the spring of 2011 is in a particular class of its own. The silver LEEDS certified facility boasts high ceilings, sculpture garden, a quiet reading room with fireplace and enough space for the seemingly endless programs that the library system organizes. Lending books seems like an incidental feature when compared to the programs offered to the communities in which the branches serves. From toddlers to seniors; from art to reading and writing clubs;

to yoga to you-name-it, the DCDL offers it. The System's outreach program -more than just a bookmobile -is another award-winner. Orange Branch manger Julie Standish and her staff as well as library director George Needham and administrative staff, welcomed Chamber members with food, conversations and tours of the stunning library.

Thank you to our library for its cutting edge, high minded, out-of-the-box approach to bringing to the community far more than books. [Click here for more photos.](#)



## What a busy month for celebrations!

It all started on September 1 when the Chamber welcomed new members [Stone & Sparrow](#) and joined them as they opened their beautiful specialty shop in Downtown Delaware. Tony and Amy, veterans of boutique retail and the retail business, saw their dream of a specialty retail shop and the increasing chic of Downtown Delaware to be a great fit. Tony handles the side of the business that is high-quality retail for men and women, while Amy chalk paints vintage furniture that is not only for sale, but provides just the right touch for displaying Tony's merchandise. Located on North Sandusky Street, Tony and Amy discovered the original wood and mosaic tile floors hidden under layers of carpet and linoleum. Tony and Amy were delighted to find this absolutely perfect accent to the store's design; as though it was waiting for this newly engaged couple to bring it back to life in complement to their dream. The Chamber congratulates this charming couple and looks forward to hearing about their future wedding plans. [Click here for more photos.](#)



Four years ago the Chamber celebrated the grand opening of [Optimal Eye Care](#) in Lewis Center. Two babies later, owner and ophthalmologist Lori Engler, husband Drew, sons Jackson & Lincoln, Lori's parents and sister broke ground on a new, larger facility. On September 6, Optimal's staff, Chamber members and friends celebrated Lori's growing business. Construction that began with the eldest son Lincoln will be handed off to [2K General](#) with completion of the 6000 square foot facility in February. The building will include additional 2300 square feet to lease. What a wonderful day to celebrate when a new business grows out of its space! Congratulations to Lori. [Click here for more photos.](#)

And later that same hot day, the Chamber congratulated attorney [Brian Jones](#) on opening his new office in Downtown Delaware. Brian specializes in criminal defense and is actually quite a celebrity in the criminal defense attorney world, having been cited for contempt only months after passing the bar. As the story goes, Brian was working as a legal aid attorney in northeast Ohio when he was assigned an assault case and given only 90 minutes after meeting his client to prepare for trial. When Brian refused on the grounds that his client was entitled to a prepared defense, the stubborn judge denied his request for a continuance. Soon the incident was on the Internet and attorneys from all over the country were hailing his commitment to his client. What an auspicious way to start a career. And Brian and his staff will always remember having moved into their office on North Sandusky Street when their 2-year-old Labrador who came to the office with him, stepped out on the six-inch ledge outside their second story office!! The pooch was lured back inside but how he didn't fall remains a mystery! But now that Brian has cut the ribbon on his new office, perhaps his world will settle down to the mundane task of defending all manner of accused! Congratulations to Brian and we look forward to more interesting tales. [Click here for more photos.](#)



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[Willow Brook Christian Communities](#) continues to grow and innovate, and this time we celebrated their new adult day center, *Willow Brook By Day*, and their expanded dining room at Delaware Christian Village (also known as the Willow Brook off 23). *Willow Brook By Day* gives seniors who need some level of assistance and who live in the home of their caretaker(s) a safe and beautiful place to go during the day for activities and fellowship. And the expanded dining room nearly mirrors that of the one at Willow Brook at Delaware Run with one notable, enviable addition: an outdoor pizza oven that came from Italy and was re-assembled on the Village campus. And, yes, we checked: executive director Larry Harris did not in fact go to Italy to make the purchase, it was shipped. A sculpture made of fruit, breakfast stations serving Willow Brook's signature mouthwatering culinary offerings and tours of the new *By Day* program was classic Willow Brook: first class all the way. Congratulations to Larry, his staff and the many fortunate residents of Willow Brook. [Click here for more photos.](#)





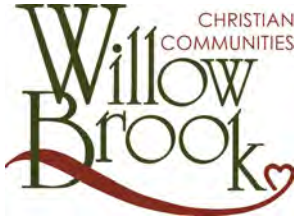
## Chamber members partner to host juried art show

A partnership between [Willow Brook Christian Communities](#), [SourcePoint](#), and the [Delaware County District Library](#) has resulted in the first presentation of the Senior Showcase: Art After 55 exhibition.

The juried event showcases the continuing talents of our community. The call for entries amounted in nearly 90 individuals submitting more than 200 total pieces. Artists age 55 and older were accepted in two categories: 2D and 3D works, and will be awarded prizes in each category, as well as for Best in Show and People's Choice.

The exhibition will be held at the Delaware County District Library Orange Branch, located off US 23 at 7171 Gooding Blvd., from October 15-22 during the Library's regular operating hours. Some art will be for sale through the artist's contact information. Visitors are welcome to vote for their favorite pieces and inquire with the Library regarding pieces for sale.

Email [SeniorArtShowcase55@gmail.com](mailto:SeniorArtShowcase55@gmail.com), on Facebook at [www.facebook.com/SeniorArtShowcase55](http://www.facebook.com/SeniorArtShowcase55) for more information.



## Your Chamber membership: True or False?

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

An advertisement for HW &amp; Co. CPAs &amp; Advisors. The top part features the company name "HW &amp; Co." in a large, black, serif font. Below it is the text "CPAs &amp; Advisors" and "Celebrating Over 25 Years of Excellence" in a cursive font. The background is a photograph of a person standing in a field of tall grass, looking out over a city skyline at sunset. The bottom part of the ad has a teal background with white text: "Our CPAs and Advisors understand that conversations change everything. See where one discussion with our professionals can take you. Start the conversation today!" and the website "www.hwco.com" and phone number "877.FOR.HWCO".



Glenn Bertrand  
Manager  
NMLS # 1486526

33 London Road  
Delaware, Ohio  
740.363.8118

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





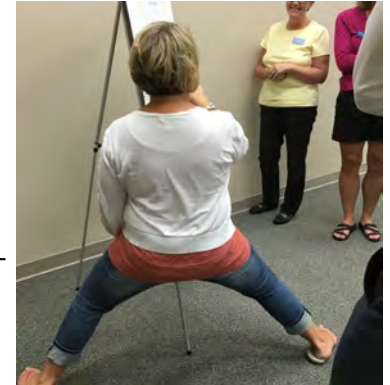
## Leadership Delaware Class of 2017

StrengthsFinder Session Facilitated by Scott Palmer '14

Newsletter editors: Mitchell Briant, Bill Bussey, Lisa Clark, Mark Cooper & Jenn Copley

This month our class had the opportunity to learn more about our strengths and how we can use them in both our professional and personal lives. We completed an activity in which we used our strengths to create personal mission statements. We learned a lot about each others' strengths which helped us to get to know each other better. We then completed an activity called the StrengthsFinder Carousel. During this activity we broke into groups and looked at what strength qualities were needed for four areas: Relationship, Strategy, Influencing, and Execution. We looked at what was needed in an organization to be successful in these areas and we brainstormed and discussed that within our small groups. Once we were done brainstorming we, individually, marked one top strength from each area that we felt was the most important to be successful. This was a fun activity for the group and one that all of us were able to relate to in some part of our current lives, whether personally or professionally.

Our session facilitator, Scott Palmer, took time to share his takeaways from the book, *Improv Is No Joke: Using Improvisation to Create Positive Results in Leadership and Life* by Peter Margaritis. The premise of this book is that as leaders, we must take time to listen to others that we are working with, as opposed to simply trying to steer a conversation in our desired direction. By actively listening and being in the moment, we gain respect, trust, and rapport with others. One simple adjustment that we can make immediately is to use the words, "Yes, and..." instead of "Yes, but..." *Continued on next page*



## Leadership Delaware Class of 2017

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

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

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



## Leadership continued

By making this simple change, we open up possibilities in working with our families, customers, or clients as an open dialogue is created for collaborative problem solving. These conversations do require us to adapt to the situation at hand, as thinking on our feet is an important trait of strong leaders.

We played two truths and a lie! WOW do we have a group of "good liars"! We have a fun group of people in this Leadership class! We have people who love horses and what better county to live in than Delaware if that is your love! We also have people who love dogs and pigs also! We have people who have met celebrities. We also have a couple of football players in our group: Denny who was a safety at BG and Brian who was a kicker at OWU! It was so much fun getting to learn such amazing fun facts about everyone in the group.

We finished up our day with discussion on customer service and communication. Group discussion included different ways people can communicate for a positive outcome. One key communication tip discussed was the positive influence of using "yes, and" in a conversation instead of "yes, but". Our group discussed the difference between being nice while to the point and being overly nice, which could be conveyed as condescending. To finish the day, we watched the video "Give 'Em The Pickle", which was a fun way to view customer service at its best and metaphorically see that the "pickle" can come in many forms. Overall the day was informative, while introspectively learning about ourselves through group and personal activities.



Our class would like to thank Scott Palmer for facilitating a great session and the [Delaware Area Career](#) for the usage of their facility. [Click here for more photos.](#)

## Another member benefit: discount prescription drug card available FREE to you and all your employees

The Delaware Area Chamber of Commerce, through its membership in the Southern Ohio Chamber Alliance, can make you a hero in your workplace. And because you're a Chamber member in good standing, you can distribute FREE Prescription Drug Cards that can offer your employees and their families savings of up to 75% (discounts average roughly 30%) at more than 56,000 national and regional pharmacies. This card can be used as your primary plan and/or it can be used on prescriptions not covered by your insurance plan. This program also includes other value added programs which will be listed on the card. Generating the card is as simple and quick as entering a name in the card via the link below. (no application/enrollment or eligibility required). This program has "LOWEST PRICE" logic to guarantee the best deal on your prescriptions. (You pay the lower of a discount off Average Wholesale Price-AWP, discount off MAC Pricing or Pharmacy Promotional/Retail price). This card is pre-activated and can be used immediately!

Need to order hard copies of cards for your friends, family, members or employees?

Simply [click here](#) and follow the instructions to order your own personal cards online. You can even customize the cards by adding your own logo image to the cards! Just another way our Chamber looks out for you.

PRINT CARD    TEXT CARD    EMAIL CARD    SAVE CARD

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

### Rx Prescription Drug Card

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

**UNA Rx CARD**.COM

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

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

POWERED BY United Networks of America

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





# MEET IT OR BEAT IT



MEMBER FDIC | EQUAL HOUSING LENDER



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

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

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

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

**These merchants do not qualify for the offer:**

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

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

Offer expires within 60 days of receipt of application.

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

Offer subject to change without notice. Some restrictions and limitations

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

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

**For more information, contact Stephanie D. Hufford at**

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

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



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

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

### HOT DEALS

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

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

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

## Check Out the Latest from Chamber Members

### HOT DEALS

Posting is FREE with your membership

- [Chamber Member Only Discount—Anytime Fitness](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council—Delaware Area Safety Council](#)
- [From Our Family To Yours—Fuller Memorials](#)
- [Frontier's Top Dollar Phone Trade-In—Frontier Communications](#)
- [Start to Become the Business Leader You've Always Wanted in 1-Hour—The Growth Coach](#)
- [Copies! Copies! Copies!—MailPro 1 LLC](#)

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

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

### Industry-Exclusive Platinum Level \$5000\*

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

*PLATINUM LEVEL: ONLY ONE PER INDUSTRY*

### Gold Level \$3000\*

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

### Silver Level \$2000\*

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

### Bronze Level \$1000\*

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

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

**Delaware Area Chamber of Commerce  
Sustaining Member Packages**

*revised & effective 2-2016*

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

Questions: Call Holly at 740-369-6221

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

**A la carte dollars menu**

**Annual Dinner Sponsorship**

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

**Golf Outing**

Main Event Sponsor	\$1500
Lunch Sponsor	\$ 500
Hole Sponsor	\$ 125
Table Sponsor	\$ 125
Hole & Table	\$ 200

**Clay Classic**

Station Sponsor	\$125
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**Leadership Delaware**

Scholarship Sponsor	\$ 825
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**Third Thursday with the Chamber**

Luncheon Sponsor	\$ 125
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**Monthly Newsletter**

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

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

**Annual Community Profile and Membership Directory**

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

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

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

**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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**Bruce Ostermeyer**

Business Optimization Specialist

T: 740.954.6050

[bruce.ostermeyer@schooleymitchell.com](mailto:bruce.ostermeyer@schooleymitchell.com)

[www.schooleymitchell.com/bl Ostermeyer](http://www.schooleymitchell.com/bl Ostermeyer)

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or neck surgery
- + Headaches
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O'BLENESS HOSPITAL + MEDCENTRAL MANSFIELD HOSPITAL + MEDCENTRAL SHELBY HOSPITAL + WESTERVILLE MEDICAL CAMPUS  
HEALTH AND SURGERY CENTERS + PRIMARY AND SPECIALTY CARE + URGENT CARE + WELLNESS + HOSPICE + HOME CARE  
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BELIEVE IN WE™



## Chamber's event cancellation policy

From time-to-time the Chamber has to cancel a planned event. Sometimes it's because the presenter has an un expected emergency, but usually it's because low registration doesn't justify asking a volunteer speaker to travel and for caterers to cook and set up a room for only a handful of attendees.

In those cases, we notify via email those who have registered for the event. Those who have not registered and show up at the venue will be inconvenienced and we apologize. Although we expect walk-ins at the event, we cannot predict how many there will be so we can't include that unknown number in our decision to hold or cancel an event. Often, had we known the number of unregistered walk-ins will attend, we would not have had to cancel the event.

We will not send a mass email about the cancellation of an event. At that point, we feel an obligation only to those who have registered. If you registered for an event, you will have received a reminder email, so there should be no question of whether or not you've registered.

Please understand that holding events is planned around knowing who commits to attending. Often, walk-ins impact the room set-up and the amount of food prepared. While we don't discourage walk-ins, we have no way of contacting them. If you find at the last minute that you can attend an event, call the Chamber the day before or the morning of the event to make sure your trip isn't wasted.

Bottom line: please register for events. Thank you!

## Did you know...

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

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# Reinvesting Members

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[Buckeye Valley Local Schools](#)  
[C.G. Boyce Real Estate Co.](#)  
[Central Ohio Symphony](#)  
[Chad's Radnor Repair, LLC](#)  
[Columbus Zoo and Aquarium](#)  
[Daniel Accounting, LLC](#)  
[Delaware Building Systems Inc.](#)  
[Delaware County Board of  
Developmental Disabilities](#)  
[Emergency Plumbing  
Service LLC](#)  
[Engineered Materials  
Systems, Inc.](#)  
[Family Financial of Central Ohio](#)  
[Isaac, Wiles, Burkholder  
& Teator, LLC](#)  
[JBK Partners, LLC](#)  
[Ketterling, Dee](#)  
[Massage Envy Spa- Lewis Center](#)  
[Next Day Signs LLC](#)

[Northwest Popcorn  
& Seed Co.](#)  
[Symmetry One, LLC](#)  
[The Union Bank](#)  
[Troy Farms Apartments](#)  
[Williams Insurance  
Agency, Inc.](#)

**Welcome**

## New Members

**Canvas Creations  
For You**  
Tricia Grapner - Owner 325  
South Sandusky Street,  
Suite 206  
Delaware, OH 43015  
(614) 450-2239  
[www.canvascreations  
foryou.com](http://www.canvascreations<br/>foryou.com)  
*Offers painting parties &  
provides a painting party  
location*

**Howald Properties, LTD**  
John Howald - President  
320 London Road, Suite 103  
Delaware, OH 43015  
(740) 363-7373  
[www.howaldproperties.com](http://www.howaldproperties.com)  
*Leases industrial, ware-  
house, fabrication and office  
spaces for business, for M2,  
M1 and B4 uses*

**TriAd Marketing  
& Media**  
Dave Keller - President  
371 County Line Road West  
Westerville, OH 43082  
(614) 846-8761  
[www.triad-inc.com](http://www.triad-inc.com)  
*Provides a full range of  
marketing & media services*

**Major Organizers**  
Melanie Woods -  
Managing Member  
175 South Sandusky Street,  
Suite 441  
Delaware, OH 43015  
(740) 917-9105  
[www.majororganizers.com](http://www.majororganizers.com)  
*Consults & provides organ-  
izing services for residen-  
tial, office, downsizing,  
merging households, family  
& time management, & pho-  
to organizing*

## October Calendar

### Six Pack Supervisor Series

Monday, October 3  
8:00-10:00am, Chamber office  
Part four: Communicating for Under-  
standing

### HR Council

Wednesday, October 5  
8:30am, Chamber office

### Business BEFORE Hours

Thursday, October 6  
8:00-9:30am  
Delaware County Board of Developmen-  
tal Disabilities  
[Click here for details](#)

### Six Pack Supervisor Series

Monday, October 10  
8:00-10:00am, Chamber office  
Part five: Dealing with Conflict

### Safety Council

Tuesday, October 11  
11:30am-2:00pm; DACC- South  
[Click here for details](#)

### Leadership Delaware

Thursday, October 13  
County Tour Day

### Workforce Development & Educa- tion task force

Friday, October 14  
8:00am Chamber office

### Clay Classic

Friday, October 14  
Black Wing Shooting Center  
[Click here to register by October 6](#)



### Six Pack Supervisor Series

Monday, October 17  
8:00-10:00am, Chamber office  
Part 6: Planning Work & Activities

### Infrastructure & Development task force

Tuesday, October 18  
8:00am Chamber office

### Ribbon Cutting

Tuesday, October 18  
5:30-7:30pm  
Middlefield Bank  
[Click here for details](#)



### Chamber Board meeting

Wednesday, October 19  
7:30am, Chamber office

### Third Thursday luncheon

Thursday, October 20  
11:45-1:00pm  
SourcePoint  
Moving Delaware Forward and Entrepre-  
neurial Center  
[Click here for details](#)

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

### New Member Orientation

**Anyone welcome!**  
Tuesday, October 25  
8:00am, Chamber office  
[Click here to attend](#)

### Admin Council

Thursday, October 27  
9:00am Chamber office  
[Click here for details](#)

## Boo-siness After Hours

Thursday, October 27  
5:00-7:00pm, Chamber office  
Halloween and Costume Party  
Prize for best costume, Tarot card read-  
ings, pumpkin painting, specialty brews  
and more. Have your photo taken with  
Frank-and-stein. And more!

[Click here to attend if you dare...](#)

### Agency Group

Friday, October 30  
9:00am, Chamber office

### SAVE THE DATE

### Annual Dinner

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



## Attention small businesses, new medical plan now available

Through our membership with the Southern Ohio Chamber Alliance, the Chamber is excited to offer a new self-funded medical plan for groups of 2 to 50 employees; the SOCA Benefit Plan. Anthem Blue Cross and Blue Shield will be administering this plan and will provide stop loss coverage. This new plan is a multiple employer welfare arrangement (MEWA) which enables smaller employers to join together to share in the overall claims risk. This new program offers competitive rates, fixed, predictable monthly payments, various plan designs, including four PPO and three HSA options, Anthem's broad Blue Access PPO Network and National RX Formulary, coverage for claims run-out/terminal liability coverage.

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

### Creative Financial Insurance Services Agency, Inc.

Jim Roesch  
[jwroesch@discovercfi.com](mailto:jwroesch@discovercfi.com)  
740-363-5433  
[www.discovercfi.com](http://www.discovercfi.com)  
201 Pennsylvania Avenue, Delaware

### Preferred Benefits Services Agency, Inc.

Mark Pettitt  
[pettitt@prefben.com](mailto:pettitt@prefben.com)  
740-363-6028  
[www.prefben.com](http://www.prefben.com)  
611 South Sandusky Street, Delaware

## The Non-Profit Bulletin Board

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

### Alpha Group of Delaware

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

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

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

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



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OF DELAWARE, INC.

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

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

Ad prices are for one run:

Full page*	8.5" x 11" portrait	\$125
Half page**	8" w x 5.25" h	\$90
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## 2016 produce market volunteer opportunities

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

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

For questions or to schedule a volunteer date, call Randy Bournique at 740-363-6284 or email to [rbournique@delawarepeopleinneed.org](mailto:rbournique@delawarepeopleinneed.org).

### Market dates:

October 26  
November 30

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

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

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



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

## Chamber Referral Buck\$\$...

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

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

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

## Save money on health benefits without pinching pennies

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

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\*Discount only applies to Chamber members who do not already have Anthem insurance. Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company, an independent licensee of the Blue Cross and Blue Shield Association. Anthem is a registered trademark. The Blue Cross and Blue Shield names and symbols are the registered marks of the Blue Cross and Blue Shield Association. 14107

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



## FY17 Steering Committee

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*Boyd's Tire*  
Tracy Thompson  
*BWC*  
Sara Vaught  
*Delaware Area*  
*Chamber of Commerce*  
Julie Miller  
*Program Director*

## Drug-free workplace

Our September 13<sup>th</sup> meeting (FY17 – meeting#3) welcomed presenter Dyann McDowell, President and Training Consultant from [Training Marbles, Inc.](#) We learned about Marijuana Legalization and DFWP– a common acronym referring to drug-free workplace programs and initiatives. Although Ohio voters rejected legalizing medicinal and recreational use of marijuana in 2015, advocates vow they are not leaving until it's legal. McDowell urged Safety Council members to take steps now to protect your organization's Drug-Free Workplace Program and cited the importance of keeping your personal program up-to-date and legal. McDowell also explored topics related to workplace safety and the use of prescription medication.

September's meeting was sponsored by Boyd's Tire.

Thank you for supporting the Delaware Area Safety Council!



## Fire Safety & Prevention

There is no better time than the present to ensure your home and family are prepared in the event of a fire. This meeting is being held during National Fire Safety Week - a great time to remember that everyone must take steps to protect themselves by learning how to prevent home fires and take action. October's meeting is #4 of FY17.



Sponsored by [Mail Pro1](#). Thank you for supporting the Delaware Area Safety Council!

## Safety Council

### Calendar

#### [Fire Safety & Prevention](#)

##### FY17 meeting #4

Thomas Bensen  
Tuesday, October 11, 2016  
Delaware Area Career Center– South Campus

#### [Behavioral Driving](#)

##### FY17 meeting #5

Keith Snead  
Tuesday, November 8, 2016  
Delaware Area Career Center– South Campus

#### [Holiday Safety - 4 Break Out Sessions](#)

##### FY17 meeting #6

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

## Safety Council

### Reminders

- NEW EMAIL for all Safety Council related matters: [dasafetycouncil@gmail.com](mailto:dasafetycouncil@gmail.com)
- Don't forget to sign in *at every meeting* and check the box if you are a CEO.
- Up to two of your 10-meeting requirement can be substituted by external trainings. Plan ahead for the year now and schedule your classes with BWC. [Click here for a list of courses](#) offered in Columbus for FY17
- BWC is now accepting nominations for Safety Innovations Awards. [Click here](#) for details.
- BWC is offering Advanced Safety for Public Employers November 7-8. This program will count for 1 external training credit. [Click here](#) for details.

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



## External training opportunities

Remember that up to two of your 10-meeting requirements can be substituted by external trainings. BWC offers an abundance of courses that fit your company's needs. (Please note that webinars and in-house trainings do not count for credit.) Check out their training center online [here](#).

[Click here for the list of courses offered in Columbus for FY17.](#) Courses near the end of the fiscal year in June always fill up fast so plan ahead: schedule your courses now to ensure seating. If you have any questions regarding what counts for credit, contact Julie at the Chamber at 740-369-6221 or [dasafetycouncil@gmail.com](mailto:dasafetycouncil@gmail.com)



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