

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

October 2017



DELAWARE AREA
CHAMBER OF COMMERCE 110
1907 - 2017

Sustaining Members

*Industry Exclusive
Platinum Level*



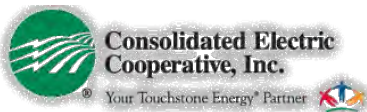
Gold Level



Silver Level



Bronze Level

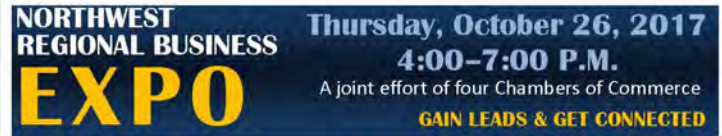


*The Delaware Area
Chamber of Commerce
Established 1907*



Chamber joins other chambers in business expo

What started as a conversation every year about hosting an After Hours with the Marion chamber but never being able to coordinate a date, became a separate event; a hybrid of networking and expo and participation from chambers of commerce to the north and west of Delaware. Participating chambers are Marion, Wyandot, Crestline/Galion, and, of course, Delaware.



DELAWARE AREA | GALION-CRESTLINE AREA | MARION AREA | WYANDOT CO
Event Held at: All Occasions Catering, 6989 Waldo Delaware Rd, Waldo, OH (off of St Rt 23)

The event will be held on Thursday, October 26 at [All Occasions Banquet Center](#) with early bird pricing on exhibitor participation for only \$125. Corporate sponsorships of \$1000 are also being accepted with the sponsor's logo on all marketing material before, during and after the event, as well as an exhibitor table.

[Click here to register as an exhibitor or sponsor.](#) [Click here](#) to attend this free event and expand your network.

Delaware Chamber corporate sponsors:



Delaware Area Chamber Clay Classic 2017

This is a great way to recognize staff and clients.
No shooting experience necessary!

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

Friday, October 13, 2017
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

** 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.](#)

2017 Board of Directors

Executive Committee

Tony Eyerman, Chair

[Evans Farms Land Development Co.](#)

Chad Hoffman, Immediate Past Chair

[Richwood Bank](#)

Ken Barton, Treasurer

[Minuteman Press of Dublin](#)

Glenn Marzluf– Chair–Elect

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

Dusty Hostutler– Vice Chair

[Edward Jones](#)

Bill Morgan– Vice Chair

[2K General Co.](#)

Judd Scott, Vice Chair

[V & P Hydraulic Products](#)

Board Members At Large

Aric Arnett

[Ohio Living Sarah Moore](#)

Ana Babiasz

[Fidelity Federal Savings & Loan](#)

Jack Brickner

[Planned Communities](#)

Paul Craft

[Delaware City Schools](#)

Rex Gore

[Black Wing Shooting Center](#)

Todd Irion

[Engineered Materials Systems Inc.](#)

Jen Knittle

[The Kleingers Group](#)

Maribeth Meluch

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

Zach Price

[TRIAD Architects](#)

Andy Wecker

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

Staff

Holly Quaine, President

hquaine@DelawareAreaChamber.com

Sarah Yoakam, Office Manager

dachamber@DelawareAreaChamber.com

Tara Harris, Safety Council Program Mgr.

safetycouncil@DelawareAreaChamber.com

Matt Carbary, Communications/IT Mgr.

mcarbary@DelawareAreaChamber.com

32 S. Sandusky Street

Delaware, Ohio 43015

740-369-6221

Fax:740-369-4817

www.DelawareAreaChamber.com



facebook



DELAWARE AREA CHAMBER OF COMMERCE

You are invited to attend a program of the
Delaware Area Chamber of Commerce
Delaware County District Library aka:
Oh, they lend books, too??

with

Library Director George Needham

sponsored by

CPAS / ADVISORS



Thursday, October 19, 2017, 11:45am—1:00pm at [SourcePoint](#)

800 Cheshire Road, Delaware 43015

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

Chamber members: \$15 ~ Non-Chamber members: \$20

Deadline to register is Monday, October 16, 2017

Cancellations after October 16 and no-shows will be charged.

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

dachamber@DelawareAreaChamber.com

October Business BEFORE Hours

Start your day on Thursday, October 5 by networking

at the beautiful and unique **Woodhaven Farm,**

11401 Woodhaven Road, Johnstown, OH 43031 when

owner Tami Cecil– herself beautiful and unique - hosts the monthly Business Before Hours. Only 23 miles from downtown Delaware, you will want to get up early to join us. Whole new level of food, networking – bring lots of business cards to share. The event is held from 8:00 - 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 second annual Halloween party on Thursday, October 19, 5:00-7:00. Mentalism and Psychic Entertainment by *Salvatore Cioppa*; Jello shot injections; costume contest, special brews and the chance to have your photo taken with Frank-and-stein and much more

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

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



Advertisers in this issue

[Anthem Blue](#)

[Cross/Blue Shield](#)

[Blue & Co.](#)

[Black Wing](#)

[Shooting Center](#)

[CES Credit Union](#)

[Dawson & Associates](#)

[Delaware County Historical Society– The Barn](#)

[Fahey Bank](#)

[First and Main](#)

[First Citizens National Bank](#)

[Friends of CASA](#)

[Hetter Heating & Cooling](#)

[HW&Co.](#)

[Maloney + Novotny](#)

[OhioHealth](#)

[Ohio Living Sarah Moore](#)

[Apartment Homes](#)

[SourcePoint](#)

Chamber board endorses DCS levy



At its June meeting, the Chamber board of directors voted to endorse a 5-year 8.35 mil emergency levy that the [Delaware City Schools](#) is forced to put on the November ballot. This levy request comes six years after the last new operating levy was passed. At that time, that levy was expected to last three years. The November levy is vital because, at current funding from the state, the district will see an \$18 million deficit in the 2020/21 academic year.

Because of a funding cap enacted during the recession, those districts that grew during that time are not receiving the funds per pupil from the state that is required. Lifting the cap would mean that all districts receive the per-pupil funding they are entitled to. Asking local taxpayers to cover for what the state legislature rightfully owes those growth-districts should not be necessary, but Delaware City Schools and their teachers, support staff and most especially the students should not be abandoned by the residents of this amazing district at the local level as it has been at the state level. Because the state sees fit to hold tax payers responsible for school funding in districts that grew in a down economy (ironically, in large part to the excellence of the schools) DCS has no choice but to put the issue on the ballot and the Chamber asks the support of those voters in the district.

The district has demonstrated a commitment to controlling costs as evidenced by their low per pupil spending. DCS spends \$9,733 per pupil as compared to the state average of \$11,162 and a central Ohio average of nearly \$12,000. Without additional revenue, DCS would be forced to cut spending by an additional \$1000 per student – cuts that would negatively impact the quality of education through reduced academic and extra-curricular offerings and larger class sizes.

The Chamber also encourages voters to contact their representatives in Columbus. The chair of the House committee on education is Representative Andy Brenner: 740-602-5033.

Chamber booking networking events for 2018

One of the fundamental benefits of a chamber membership is the opportunity to meet other members. The Delaware Area Chamber offers members the chance to host or attend either an am or pm networking event most months. Want to show off your business by inviting members over for refreshments and schmoozing? The Chamber is taking reservations for hosting in 2018. Dates are filled on a first-come basis so contact the Chamber to hold your date. Contact Sarah at dachamber@DelawareAreaChamber.com. Available dates for 2018:

Business BEFORE Hours: 8:00-9:30 am

January 4	April 5	September 6
February 1	July 5	October 4
March 1	August 2	November 1

Business AFTER Hours: 5:00-6:30 pm

January 18	September 20
April 19	November 15



Time to Celebrate!

**SourcePoint's
25th Anniversary
Celebration**

Honoring Larry Harris
CEO, Willow Brook Christian Communities
Former president, SourcePoint Board of Directors

Wednesday, Oct. 25 | 6:30 p.m.
800 Cheshire Road, Delaware

Join us for a dinner and silent auction honoring Larry Harris, celebrating our 25th anniversary, and benefiting the 2018 Save Senior Services levy campaign.

Purchase your tickets by Oct. 16 at
MySourcePoint.org/25years

Sponsored by: First Commonwealth Bank and Interim HealthCare
Manos, Martin & Pergam Co., LPA
Arbors at Delaware, Ruscilli Construction Company,
and Trucco Construction Company, Inc.

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.

A Place to Call Home

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

Ohio Living
Sarah Moore

740.362.9641 | ohioliving.org

first & main™

ASSISTED LIVING | MEMORY CARE



WWW.FIRSTANDMAIN.US

Step beyond the expected.

The lifestyle you seek, the care and security you need and the dignity you deserve. First & Main communities are designed with seniors in mind to provide an active lifestyle for you and your family, just like home. Welcome to vibrant, healthy neighborhoods where life happens!

FIRST & MAIN OF LEWIS CENTER
8875 Green Meadows Dr.
Lewis Center, OH 43035
(740) 513-3747

OPEN HOUSE EVERY TUESDAY

FROM 4-6 AT FIRST & MAIN OF
LEWIS CENTER

DRINKS AND APPETIZERS

CONTACT : JONATHAN STOTTLEMYER
JONATHAN.STOTTLEMYER@FIRSTANDMAIN.US
(740) 602-6722



COMMUNITY FEE SPECIAL:

\$2,000 MOVE-IN SAVINGS

THROUGH THE END OF OCTOBER—CALL TODAY!

Friends of CASA of Delaware and Union Counties

PANCAKE BREAKFAST

SATURDAY, NOVEMBER 4, 2017

9 a.m. - 11 a.m.

ALL PROCEEDS BENEFIT:



\$7 / Person

4 and Under \$2



WE FLIP 'EM

YOU CATCH 'EM

DELAWARE CHRISTIAN CHURCH

2280 W. WILLIAM STREET

EVENT SPONSORS:



WWW.CASADELCO.ORG

Enrollment Underway for Workers' Comp Premium Discount Programs

Don't miss your opportunity to save!

Did your organization complete a Temporary Authorization to Review Information (AC-3) form earlier this spring as part of our workers' compensation member benefit?

If so, your organization should now be in receipt of your savings analysis from our program administrator, [CompManagement](#), as long as your company was found to be eligible to participate in a premium discount program for the upcoming 2018 policy year.

Although the actual premium paid by individual private employers for workers' compensation coverage in Ohio depends on a number of factors, employers are always encouraged to learn more about programs that can assist in lowering their workers' compensation costs. If you are reviewing savings quotes from other group administrators, please make sure that you are examining them thoroughly to ensure that you are comparing similar discounts and service offerings. This important decision affects how much you pay in workers' compensation premiums, as well as who will be handling any claims incurred by your injured employees.

Please make sure to return your enrollment documents timely to ensure your participation. The deadline to enroll in a Group Rating program per the Ohio Bureau of Workers' Compensation (BWC) for the upcoming 2018 policy year is Monday, November 20, 2017.

If your organization is not eligible for Group Rating for the 2018 policy year, there are other options and discounts available (Group Retrospective Rating, Individual Retrospective Rating, EM Cap, One Claim, Destination Excellence, etc.) that offer a variety of discounts and may be compatible with other programs for potentially larger savings. The enrollment deadline for these programs is January 31, 2018.

We encourage you to explore your best savings option with our CompManagement representative, Rejeana Woolum-Napier, to see how your organization can realize your maximum savings for 2018. Rejeana may be reached at (614) 359-2403 or via email at Rejeana.Woolum-Napier@sedgwick.com. Don't miss your opportunity to reduce your workers' compensation premium for 2018 – act now!

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.

Having trouble clicking newsletter links?

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 the Chamber at 740-369-6221 or email at dachamber@DelawareAreaChamber.com.

maloney
maloney + NOVOTNY^{LLC}

Business Advisors and
Certified Public Accountants

Bill Rogers, CPA
Shareholder

Cleveland | 216.363.0100
Canton | 330.966.9400
Delaware | 740.362.9031

Elyria | 440.323.3200
Worthington | 614.781.6174
maloneynovotny.com

2017 Delaware County Wellness Challenge:

Every Day Choose

Looking for a way to get healthy and build teamwork among your employees?

[Preservation Parks of Delaware County](#) and the [Delaware General Health District](#) area teaming up to offer the **2017 Delaware County Wellness Challenge** to businesses and agencies around Delaware County.

Here is the skinny on the “what, when and how”

2017 Delaware County Wellness Challenge: *Every Day Choose*

- The competition is based on the Health Department’s “Every Day Choose” campaign
- The challenge lasts 6 weeks (Oct. 30- Dec. 10)
- You create teams at your workplace
- Participants can rack up points on their own time, and work groups can walk, run, etc. together
- Participants will use templates we provide to track activities and log points
- Preservation Parks will keep track of every team’s numbers and progress (or you can assign your own “Wellness Champion” to do that)

Team members can include friends and family to earn bonus points

Sound like a great thing for your team at work? Contact Tony Benishek at 740-524-8600, ext. 7, or email at tbenishek@preservationparks.com to register or if you have questions. Registration deadline is Friday, October 13th.



Chamber now accepting 2017 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 12, 2018.

And save the date: the Annual Dinner will back at Northpoint Hotel and Conference Center but on a different day of the week. Put Monday, February 5 on your calendar and watch for the electronic invite. And corporate sponsorships are still being accepted.

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

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

Who will be presented with these awards in February?

⇒Large Business of the Year

⇒Small Business of the Year

⇒Quality of Life Award

⇒Innovation in Business Award

⇒Citizen of the Year

⇒Corporate Citizen of the Year

2018 Annual Dinner Corporate Sponsors

Platinum Level  **OhioHealth**

Gold Level   **MOUNT CARMEL**

Silver Level  **Ohio Living**
Sarah Moore

Bronze Level  **Consolidated Electric Cooperative, Inc.**
Your Touchstone Energy® Partner 


Fidelity Federal
SAVINGS AND LOAN ASSOCIATION

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.

NORTHWEST REGIONAL BUSINESS EXPO

Thursday, October 26, 2017
4:00–7:00 P.M.

A joint effort of four Chambers of Commerce

GAIN LEADS & GET CONNECTED

DELAWARE AREA | GALION-CRESTLINE AREA | MARION AREA | WYANDOT CO

Event Held at: All Occasions Catering, 6989 Waldo Delaware Rd, Waldo, OH (off of St Rte 23)

RESERVE YOUR BOOTH TODAY!

EXHIBITOR ELIGIBILITY:

Available only to members of the participating Chambers.

FOOD AND BEVERAGES:

Finger foods and beverages will be provided for exhibitors and attendees.

REGISTRATION DEADLINES:

\$125 - Early Bird - October 5th

\$175 - Final - October 16th



ELECTRICITY and WIFI:

Applicants must specify in advance by indicating on the registration form. Availability is limited. Exhibitors must bring their own extension cords and power strips. Host is not responsible for any power failure or insufficient power source.

EXHIBITORS RECEIVE:

- 8 ft space with pre-set 8 ft table and two chairs (must bring own linen)
- Company listing on Exhibitors Map (refer to registration)
- Combined list of registered attendees

EXPO SPONSORSHIPS

\$1,000

SPONSORS RECEIVE:

- Exhibitor space with premium space assignment
- Logo on marketing materials, websites, exhibitor bags, exhibitor map, and signage

Your Opportunity to Network at a Regional EXPO

RESERVATION INFORMATION

To register as a Regional Business Expo 2017 exhibitor, please complete this form and send to the Delaware Area Chamber of Commerce, 32 South Sandusky Street, Delaware, OH 43015.
CLICK HERE to register on-line or by fax 740-369-4817. Registration deadline is Monday, October 16.

CONTACT INFORMATION

Company Name _____

Contact Person _____

Address _____

City _____ Zip _____

Phone Number _____

Fax Number _____

Email _____

REGISTERING WITH:

- Delaware Area Galion-Crestline Area
 Marion Area Wyandot

EXHIBIT SPACE FEES (check all that apply)

- 8 ft space with pre-set 8 ft table and two chairs (must bring own linen)

Exhibit Description (select the best that describes your exhibit)

- Tabletop Display Floor Display Do Not Need a Table

Electricity: Yes WIFI: Yes Either or both flat fee of \$25

EXPO SPONSORSHIP \$1,000

PAYMENT METHOD

- VISA MasterCard Discover AMEX Check (Payable to Chamber)

Card # _____ Exp. Date _____

Card Holder Name _____ Signature _____

Card ID Code _____ Billing Address: _____

EXPO SPONSORS



QUESTIONS: Call the Chamber office at 740-369-6221 or email dachamber@DelawareAreaChamber.com

New member orientation—except it means you veteran members, too

Every quarter the Chamber holds a new member orientation. Members mingle with board members over coffee and pastry and then retreat to the conference room where Chamber staff runs through the benefits of membership. But we know that there are many of our current/long-standing members who could use a brush-up or have new staff who should be brought up to speed.

Everyone is invited— even prospective members, and the Chamber staff encourages you to register to attend; bring a client who may be considering membership.

Our next orientation is Tuesday, October 24. [Click here to register.](#) We'd love to see you! It's not for just new members!

Back to school for chamber members



The September Business After Hours shared a venue with students returning from the summer break when [Columbus State Community College](#) hosted the event at its Delaware campus. Lots of good pastry and networking preceded a presentation by Campus Dean Stacia Edwards.

The campus opened in 2010 in response to the growing enrollment being served in Delaware County and offers four great degree programs. The Associate of Arts and Associate of Science degrees fulfill the first two years of a bachelor's degree and can be transferred to most of Ohio's four-year colleges and universities. Preferred pathways to their nine partner institutions outline efficient ways to complete an associate degree on the way to a bachelor's. The Business Management and the Computer Science degrees and several short-term certificates may also be completed on the Delaware campus.

Thank you to Stacia and her staff. [Click here for more photos.](#) [Click here for Dean Edwards presentation.](#)



COLUMBUS STATE
COMMUNITY COLLEGE



DELAWARE'S MOST EXCITING Holiday Party

**THIS YEAR, HOST A ONE-OF-A-KIND HOLIDAY PARTY THAT
WILL HAVE YOUR TEAM TALKING FOR YEARS TO COME.**

Contact our event planners to learn more about our all-inclusive packages, catering options, and banquet spaces. Whether or not your team takes advantage of our ranges, Black Wing Shooting Center is the merriest place for a stress free holiday party.

CALL 740.363.7555 TODAY TO SCHEDULE YOUR HOLIDAY PARTY!
Email events@blackwingsc.com

 **BLACKWING**
SHOOTING CENTER
BLACKWINGSC.COM

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.



Syntero has been providing compassionate and professionally counseling and community-based services in Central Ohio for over 40 years and is seeking board members to be part of their leadership team. A Syntero, Inc.

Board Member must possess a passion for and commitment

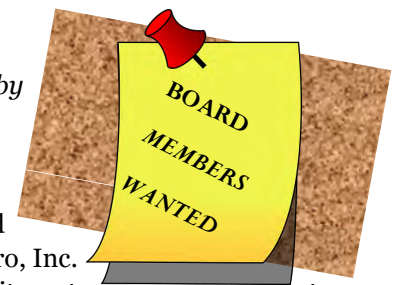
to improving the lives and opportunities for individuals and families struggling with mental health and/or substance abuse concerns or who could benefit from treatment or community-based prevention and early intervention programs. General Responsibilities:

- Prepares for and attends all full board meetings up to 8-9 times per year. This includes 8-9 board meetings lasting one hour in length and one strategic planning session lasting approximately 4-5 hours in length per year.
- Ideally serves on one standing committee that meets one time per month for one hour in length. The standing committees are finance or development.
- Attends one orientation meeting with agency and/or board leadership lasting approximately one hour in length prior to official board appointment.
- Ability to serve a three-year term.
- Actively leverages personal and professional contacts/connections to help fundraising efforts of the agency.
- Shares unique personal and professional perspective when necessary to help guide the agency's policies and mission.
- Stays informed of committee and board matters, prepares well for all meetings, and reviews comments on minutes and reports.
- Makes an effort to get to know fellow board members and builds a collegial working relationship that contributes to consensus related to overseeing the agency's alignment to its mission, adherence to policies, financial reports and practices.
- Makes a financial contribution to the organization annually in the amount that is comfortable for each member. Any amount is acceptable. The goal is that 100% of board members and executive leadership contribute financially to the agency annually to demonstrate our personal commitment to the agency to potential funders, clients and the communities we serve.
- Each board member will act as an ambassador of the agency in the community.

Qualifications:

- The ideal candidate will be passionate about supporting the agency's mission and vision of supporting individuals and families in need of mental health and substance abuse treatment and prevention services.
- The ideal candidate will be comfortable engaging in strategic oversight of policies, procedures and financial management of the agency.
- The ideal candidate will have a sincere commitment to work collaboratively with all constituent groups, including, staff, board, members, volunteers, donors, program participants, community members and other supporters.

For more information about serving as a Syntero board member, contact Julie Erwin Rinaldi, CEO at 614-889-5722, ext. 291 or jerinaldi@syntero.org [Click here to learn more.](#)



Our Guiding Principle

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

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

www.hwco.com

877.FOR.HWCO

OhioHealth Grady Memorial Hospital

Quality medical care serving the Delaware community.



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

BELIEVE IN *WE*™  OhioHealth

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

BACK BY POPULAR DEMAND!!

**The Delaware Area Chamber of Commerce
is pleased to offer a 4-part
Microsoft Office Productivity Training
in partnership with
Clarity Technology Solutions**



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



Workshop Schedule

October 30 – Microsoft Outlook

- ⇒ How to use the Clutter tool
- ⇒ How to easily and quickly attach files
- ⇒ Utilizing the Outlook Calendar

November 6 – Microsoft Excel

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

November 13 – Microsoft PowerPoint

- ⇒ Introducing 6 new chart types
- ⇒ How to set up a self-running presentation
- ⇒ How to use Presenter view

November 20 – Microsoft Word

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

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

Cost: \$125 for complete series

Pick any three sessions: \$100

Pick any two sessions: \$75

Single session: \$40

Deadline to register is October 16, 2017.

No shows will be charged the full amount.

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

All participants will be entered to win a FREE 1 Year Subscription for Office 365 Home Edition for 5 users

[Click here to register](#)

HEATING, COOLING AND BEYOND

H **ETTER** **R**
HEATING & COOLING
Since 1963

*2016 Recipient
BBB of Central Ohio
Torch Awards for Ethics*

(614) 784.9200
www.hetterheating.com

OH Lic. 18098

FY18 Steering Committee

Walt Bensen
Bensen Fire & Safety
Mandie Curtis

CompManagement

Tony Dial
OhioHealth

Susan Garrett

Mail Pro 1

Larry Jones

Liberty

Casting Company

Mark Nelson
BWC
Tracy Thompson
BWC

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

Special thanks to Tracy Thompson who brought in BWC colleague Jeff Little, Ohio Bureau of Workers' Compensation Regional Business Consultant - Strategic Direction to save the day for the September meeting when our scheduled presenter, SC's own Mandie Curtis, fell under the weather at the last minute. (Hope you're feeling better, Mandie!)

Tracy and Jeff outlined some new programs offered by the Bureau: Drug Free Safety Program, Safety Grant Program, Workplace Wellness Grant Program, Industry-Specific Safety Program discount, Go Green discounts, Lapse-Free discounts, safety services offered through our BWC Safety Consultants, Industrial Hygienist and Ergonomists, Employer Services Specialist, the BWC Library, Resource Center and Video Library, the twelve BWC Training Centers, our Public Employment Risk Reduction Program, Credit and Debit Ratings and the BWC Ohio Safety Congress and Exposition. [Click here for Jeff's slide presentation.](#)

Thanks, fellas.

Thank you to
September's Safety Council
meeting sponsor



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

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

Safety Council basics:

- ⇒ 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 FY18
- ⇒ [Click here to go to the BWC monthly newsletter.](#)
- ⇒ [Click here to go to the OSHA QuickTakes monthly newsletter.](#)

Sponsor a meeting this year—only two months up for grabs

Safety Council is now accepting sponsors for Safety Council meetings for FY18. The cost is \$50 per month; \$75 for the Health & Wellness Fair; \$75 for the Annual Awards meeting.

Sponsor is listed on the website, the registration table, and the Chamber newsletter. The sponsor also brings a prize to raffle. Contact Tara at safetycouncil@DelawaereAreaChamber.com if you are interested. They go fast so contact Tara today.

Only February and March are available.

Remember that you must register by EOB the Wednesday prior to the meeting to reserve your lunch.

Safety Council

Calendar

October 10: What to Expect After You Call 911 & Business Continuity After a Fire Presented by Delaware City Fire chief John Donahue and sponsored by



November 14: Car Maintenance sponsored by



December 12: Distracted Driving sponsored by





FAHEY BANK HELPING HANDS SMALL BUSINESS LOAN.

Let us help!

The Fahey Bank Helping Hands Small Business Loan makes it easy for you to get the cash you need to help your small business. So whether it's a new vehicle or some new equipment, our fixed rate loan can help.

Loan special for a limited time. Subject to credit approval. All other loan terms and requirements apply. This offer is for new loans and is not available for refinancing existing Fahey Bank loans. Maximum loan amount is \$75,000.00. Other restrictions may apply. Interest Rate of 4.24%. Advertisised rate available on 84 month loan. Rate without automatic payments deducted from Fahey Bank Account is 4.49%.

**Loan Amount:
\$10,000 - \$75,000**

Term: Up to 7 years

**Fixed Rates: As low
as 4.24% with
automatic payment
from your Fahey
Bank Account**

Fee: \$250.00

**Collateral: Vehicle or
Equipment**

FAHEY BANK

127 N. Main St.
Marion, OH 43302

www.faheybank.com

740.382.8231

Member FDIC

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.

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

UNA RxCARD .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.



Our Vision

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

Our Mission

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

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.



SERVICE OVERVIEW

- Estate Planning
- Estate Tax Planning
- Agreed-Upon Procedures
- Mergers and Acquisitions Consulting
- Forecasts and Projections
- Employee Benefits Administration
- Employee Benefits Plan Design
- Outsourced Accounting Solutions
- Audits, Reviews, and Compilations
- Due Diligence
- Tax Return Preparation
- Tax Projections and Planning
- Family Office
- Retirement Planning
- Cost Segregation
- Payroll Services
- R&E Tax Credit
- Property Tax Return Preparation



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.



8800 Lyra Drive, Suite 450 | Columbus, OH 43240
 Gina Grote, Senior Manager | 614.340.6798 | ggrote@blueandco.com

Use your freebies with ChamberMaster

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

Click here for tutorials: [Hot Deals](#), [posting events](#), [register for events](#), [pay invoices online](#)

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.

HOT DEALS

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 how to log in and post your deals: 740-369-6221 or email dachamber@DelawareAreaChamber.com.

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!!*

Check Out the Latest

HOT DEALS

from Chamber Members

Posting is FREE with your membership

- [The Best of Ireland South— Anchor and Away Travel](#)
- [\\$500 Discount—Bridgewater Banquet and Conference Center](#)
- [More Than 50% OFF CLOSEOUT - Foot & Ankle Wellness Center](#)
- [15% Off Legal Services—Joslyn Law Firm](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)
- [Telecommunication Expense—Schooley Mitchell of Columbus](#)

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

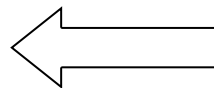
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



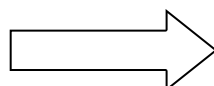
DELAWARE AREA
CHAMBER OF COMMERCE



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.



DELAWARE AREA
CHAMBER OF COMMERCE



A SPECTRUM Perspective from a few members of the Delaware Leadership Class of 2018

Our group (Robbie, Daniel, Kanda and Cindy) was given the task to write a summary recap- ping the first class of the 2018 program. This class' focus was welcoming us and getting to know each other. There are 44 people in this class! Our discussion and seminar was focused on the Spectrum Temperament Development and finding out who each person is by the color they represent from Yellow, Orange, Blue and Green. Our group thought it would be a neat idea to write this summary from each of our color perspectives. Here are the following responses in no particular order.

Cindi Blair A Gold's Perspective

Today was rather surprising and enlightening to find that I am, indeed, a color! Gold is a perfect representation of me and my life in that just some of the core needs are to "take care of others". A Natural Gold's tendencies include being organized, stable, dependable not only for yourself but for those in your life.

Natural Golds have the desire to fulfill commitments and obligations and typically do not need to be managed to do so. Goals and the "big picture" are a driving force in a Gold's life. Chaos, unclear outcomes, inconsistencies and/or sudden and unexpected changes can send a Natural Gold into a tailspin. *Continued on next page*



Leadership Delaware Class of 2018

- Robbie Apt
[Delaware County District Library](#)
- Daniel Bartha
[Delaware City Schools](#)
- Glenn Bertrand
[CES Credit Union](#)
- Kanda Benner
[Delaware County Family & Children First Council](#)
- Cindi Blair
[Delaware County](#)
- Deanna Brant
[Delaware Morrow Mental Health & Recovery Services Board](#)
- Erin Brown
[Edward Jones, Dusty Hostutler](#)
- Kelly Cochran
[Delaware County District Library](#)
- John Coady
JP Morgan Chase
- Paul Endicott
[pauldavidendicott, LLC](#)
- Clare Edwards
[SourcePoint](#)
- Heidi Hackworth
[Delaware County Board of Developmental Disabilities](#)
- Melissa Henry
[Richwood Bank](#)
- Ashley Holtzlander
[Ohio Living Sarah Moore](#)

- Tom Karn
[Maloney +Novotny](#)
- Jeff Kauffman
[Del-Co Water Co.](#)
- Lissie Krull
[Delaware General Health District](#)
- Angie Linnane
[Saint's Auto Service](#)
- Lori MacKay
[First Commonwealth Bank](#)
- Anne Miller
[Delaware County Board of Developmental Disabilities](#)
- Josie Montgomery
[Willow Brook Christian Communities](#)
- Bonnie Murray
[Fidelity Federal Savings & Loan](#)
- Suzie Orahod
Ohio Board of Nursing
- Tracy Pabst
[Sam Dong Ohio](#)
- Ben Powers
Family Promise of Delaware County
- Jason Price
[MT Business Technologies](#)
- John Regalsky
[Willow Brook Christian Communities](#)
- Mike Rhinehart
[Blue & Co.](#)
- Jenn Rose Caudill
[Emergency Plumbing Service](#)

- Kim Saunders
[Ohio State University](#)
- [Wexner Medical Center- CarePoint Lewis Center](#)
- Kim Schuette
[SourcePoint](#)
- Kelsey Scott
[City of Delaware](#)
- Adrienne Selsor
Time, Talent & Treasure, LLC
- Mark Smiles
The Greater Gouda
- Pam Steurer
[Delaware City Schools](#)
- T. Thomson
[Delaware County Agricultural Society](#)
- Mary Van Haaften
[Preservation Parks of Delaware County](#)
- Randy Van Tilburg
The Mannik & Smith Group
- Chase Waits
[Delaware County Board of Developmental Disabilities](#)
- Stacy Webb
[First Commonwealth Bank](#)
- Amy Whitney
[Delaware General Health District](#)
- Sarah Yoakam
[Delaware Area Chamber of Commerce](#)
- Roberta Zeller Carr
[Delaware County Board of Developmental Disabilities](#)

Leadership continued

If there is a large project or a goal needs completed, it's a Natural Gold that you want on your team. They have a self-driven focus and responsibility to get things done. As a professional in the workplace, a small business owner and a single mom, this could not be more spot on in my life.

Robbie Apt Gold Again!

I'm not unimaginative! I'm inventive! Being Gold can be a challenge. Ok, this isn't about me. I'm not stuck in my ways. Let's remember that Orange, Blue and Green have their challenges too.

You might think that I am narrow-minded but I'm willing to learn something new about us all. The insight that I gained from our first development day will help me to work with others in a more effective manner. I am prepared to challenge myself, look at my co-workers, and consider what they are thinking and feeling. I will stick by all of you and note all of your great attributes. I realize that all of us add something the pot of gold at the end of the rainbow. I will look at the world with my new rainbow colored lenses!



Daniel Bartha: Blue: For a Natural Blue, Thursday's meeting was a truly important exercise for building and expanding the leadership toolbox. I thought a great deal throughout the day about my own tendencies to build trust through thoughtful, interested listening, by being compassionate and optimistic, and by remaining calm, composed and collected during stressful situations.



Meanwhile, I also found myself considering the broader perspective of what it takes to successfully run a business or organization. In order to be efficient and productive, it's a necessity to recognize the tendencies (or color) of yourself as well as that of those who work with you, and anyone else with whom you interact each day, whether clients, students, members of the community, other leaders, etc. For me, I realized how crucial it is to surround myself with individuals who bring an alternate perspective on an issue or problem, and consistent collaboration is essential. When working on a complex project, I want a Gold to keep things organized and provide stability, I want an Orange to make sure that it is engaging and imaginative, and I need a green to provide honest, critical feedback.



Kanda Benner A True Orange

Class of 2018...Our first Delaware Leadership class consisted of a "getting to know each other" session which I found enjoyable. I loved hearing all of the personal stories of my classmates and finding out our commonalities and differences. I feel this is going to be a great class...THE BEST! We have a weird number of West Virginians and a number of people that don't like to read! I found us all to be comfortable with each other, interactive and FUN! It was nice to get up and move around when we did the "Cross the line" activity as well.

The next segment had us focused on finding out if we were extroverts or introverts by taking an assessment. Then came the task of discovering our "color" and what makes us who we are! This took a good part of the day but it was eye-opening, educational and again...FUN! I love being a true Orange Extrovert! I was able to take away materials to use in my work life and at home to better my relationships both personal and professional with what I learned on our first day of class.

[Click here for more photos.](#) Thank you to Rozella Miller for coming out of retirement to revive a Leadership tradition.

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.

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.

Connecting the dots for the bigger picture in health care

Great things often start with a simple idea, like connecting the dots. That's what [Anthem Whole Health Connection](#) approach to health care is all about.

How it works: They connect the dots in health care — medical, drug, dental, vision, life and disability. Each time a member sees a doctor or dentist or fills a prescription, it's like a dot on a page. Connecting all those dots gives us the bigger picture — a more complete health profile of the whole person.

Doctors and other caregivers can easily share this information with each other. And seeing the bigger picture early on can help doctors catch chronic diseases like diabetes, cancer or heart disease earlier. And catching diseases early can mean earlier treatments and better results.

How it saves: Connecting the dots gives better data, better insights and better outcomes.

Up to 74% lower medical costs and fewer hospital stays, when patients who have chronic disease or are pregnant treat their periodontal disease¹

\$8,000 in medical costs savings for members with a connected medical and disability plan²

More than 26,000 diabetics identified earlier through yearly routine eye exams³

How it can work for you: When you add dental, vision, life or disability to Anthem's medical benefits, you get improved health care for your employees and cost savings for your business. That's because they connect member health records, claims and clinical data to help make sure they get better care with greater insight.

See how their products work together for a bigger, more holistic view of health care. Or talk to your Anthem sales rep.

1-American Journal of Preventive Medicine's Impact of Periodontal Therapy on General Health Study, June 2014.

2-Anthem, Inc. Productivity Solutions data study and Actuarial validation, 2015.

3-Anthem, Inc. data 2016.



Attention small businesses, new medical plan now available

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

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

Creative Financial Insurance Services Agency, Inc.

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

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

Mark Pettitt
pettitt@prefben.com
740-363-6028
www.prefben.com

611 South Sandusky Street, Delaware

Save money on health benefits without pinching pennies

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

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

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



MEDICAL | DENTAL | VISION | LIFE | DISABILITY | BEHAVIORAL

*Discount only applies to Chamber members who do not already have Anthem insurance. Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company, an independent licensee of the Blue Cross and Blue Shield Association. ® Anthem is a registered trademark. The Blue Cross and Blue Shield names and symbols are the registered marks of the Blue Cross and Blue Shield Association. (4/17)

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

Welcome New Members

All About Kids Childcare and Learning Center

Dessiree Thomas-Director
255 Green Meadows Drive South
Lewis Center, OH 43035

(614) 505-3399

www.allaboutkidslc.com/lewiscenter

Provides an encouraging & safe daycare environment for your child to learn & grow

Bridgewater Banquet and Conference Center

Brian Harp-General Manager
10561 Sawmill Parkway
Powell, OH 43065

(614) 734-9800

www.bridgewaterbanquetcenter.com

Reinvesting Members

[Accent Information Systems](#)

[American Freight](#)

[Brown Jug Storage](#)

[Call Insurance Agency](#)

[Canvas Creations For You](#)

[Central Marketing Associates, Inc.](#)

[Central Ohio Symphony](#)

[City Barbeque](#)

[Common Ground Free Store](#)

[Daniel Accounting, LLC](#)

[Delaware Area Transit Agency](#)

[Delaware Golf Club](#)

[Easyfit Products, Inc.](#)

October Calendar

Supervisor Six Pack

Monday, October 2

8:00-10:00 am

Chamber office

Communicating for Understanding

Pre registrations required

HR Council

Wednesday, October 4

8:30 am Chamber office

Business Before Hours

Thursday, October 5

8:00-9:00 am

[Click here for details](#)

Supervisor Six Pack

Monday, October 9

8:00-10:00 am

Chamber office

Dealing with Conflict

Pre registrations required

Safety Council

Tuesday, October 10

11:30 am—1:00 pm

[Click here for details](#)

Leadership Delaware

Thursday, October 12

County Tour Day

Offers a full service banquet & conference center; off-premise caterer

Dawson

Felicia Wilson-

Director of Marketing

1114 Dublin Road

Columbus, OH 43215

(614) 255-1400

www.dawsoncareers.com

Provides staffing solutions for regular & temporary employment in a wide array of business environments

First & Main of Lewis Center

Jonathan Stottlemeyer-

Executive Director

8875 Green Meadows Drive

Lewis Center, OH 43035

(740) 513-2270

www.firstandmain.us/residences/lewis-center

[lewis-center](#)

Offers a upscale assisted living facility

Innovative Storage

Lori Mutchler-Site Manager

2181 Innovation Drive, Suite 101

Marion, OH 43302

(740) 375-5981

www.innovativestorage.sim.syrasoft.com

Offers self-storage solutions

Mathnasium of Lewis Center

Satya Yarramsetty -

Director of Operations

82 Meadow Park Avenue

Lewis Center, OH 43035

(614) 356-0960

www.mathnasium.com/lewiscenter

Offers math enrichment, math lessons, math tutoring services & after-school homework help to students in elementary school, middle school & high school

Pat Catan's Craft Center

Ankita Shaw-Store Manager

159 South Sandusky Street

Delaware, OH 43015

(740) 362-8119

www.patcatans.com

Offers arts & crafts supplies & products

PNC Bank

Marla Weiss-Branch Manager

Delaware, OH 43015

(740) 363-1245

www.pnc.com

Offers a wide variety of banking products & services

Southeast, Inc.

Meg Griffing-Program Director

3770 North High Street

Columbus, OH 43214

(614) 294-7117

www.southeastinc.com

Provides comprehensive care for mental health, chemical dependency, healthcare & homeless services assisting diverse populations regardless of their economic status

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

[Emergency Bail Bonds](#)

[Emergency Plumbing Service LLC](#)

[Evolution Ag LLC](#)

[Family Financial of Central Ohio](#)

[Federal Health Sign Co.](#)

[Firestone, Brehm, Wolf, Whitney](#)

[& Young LLP](#)

[Fred Astaire Dance Studio](#)

[Friction Metals & Landscape Supply](#)

[Gayle Holton Design](#)

[Gibson The Florist](#)

[Howald Industrial Park](#)

[Janet L. Phillips, Attorney at Law](#)

[Keller Williams Capital Partners/](#)

[Jay & Mary Lou Waldron](#)

[KinderCare Learning Center Polaris](#)

[Major Organizers](#)

[Meade & Associates](#)

[NAMI of Delaware and Morrow Counties](#)

[People In Need, Inc. of Delaware County](#)

[Rotary Club of Delaware](#)

[Selectus Consulting LLC](#)

[Service Before Self Leadership](#)

[SourcePoint](#)

[The Law Office of Brian Jones, LLC](#)

[The Ohio State University Wexner Medical](#)

[Center- CarePoint Lewis Center](#)

[TriAd Marketing & Media](#)

[Vertiv](#)

[Wal-Mart Stores Inc.](#)

Workforce Development & Education Committee

Friday, October 11

8:00am Chamber office

Annual Clay Classic

Friday, October 13, 2017

Black Wing Shooting Center

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

Supervisor Six Pack

Monday, October 16

8:00-10:00 am

Chamber office

Planning Work and Activities

Pre registration required

Infrastructure & Development Committee

Tuesday, October 17

8:00 am Chamber office

Chamber Board Meeting

Wednesday, October 18

7:30 am Chamber office

Third Thursday Luncheon

Thursday, October 19

11:45 am-1:00 pm SourcePoint

Delaware County District Library

[Click here for details](#)

Thursday October 19

BOO-siness After Hours

5:00-7:00 pm

Chamber of Ghouls

[Click here so we know to watch for you...](#)

New Member Orientation

Tuesday, October 24

8:00-9:15 am

Chamber office

[Click here to join us](#)- current members are encouraged to "brush up" on their benefits of membership.

Admin Council

Thursday, October 26

9:00-10:00 am

Chamber office

Multi-Chamber Expo

Thursday, October 26, 2017

[Click here for details](#)

Agency Group

Friday, October 27

9:00-10:00 am

Chamber office

Microsoft 4-Part Training

October 30, November 6, 13 & 20

8:00-10:00 am

Chamber office

[Click here for details and to register](#)

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

Presenters needed

Are you an expert in a field related to business? The Chamber is seeking presenters for our B.E.D. & Breakfast program. BED is held on the second Tuesday of the month from 7:30-8:30am. Over the years we've covered a myriad of topics from HR to marketing; insurance to IT.



We'd love your help with fresh ideas about topics important to you. We ask that the presentation **not** be an infomercial (although a speaker never left the building without making a contact or two) but an educational one.

If you think you could offer insight into a business-related topic, please contact Holly at hquaine@DelawareAreaChamber.com. We'll see how we can make your idea work.

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.

Chamber newsletter advertising a good value

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

Ad prices are for one run:	Full page: 8.5 x 11 portrait	\$125	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

The FIRST CITIZENS NATIONAL BANK
MEMBER FDIC | EQUAL HOUSING LENDER

MORE
than just banking!

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

Business + Pleasure = Your Event

ANNUAL MEETINGS
NETWORKING EVENTS
STAFF RECOGNITION EVENTS
AWARD CEREMONIES
CLIENT APPRECIATION DINNERS
CORPORATE FUNDRAISERS
RETREATS

THE BARN at Stratford

You get all of these up-to-date amenities plus the rustic charm of our authentic 1840s barn:

- Seating for up to 250 people
- Digital A/V equipment • WiFi
- Sound system • Bistro lighting
- Catering available for snacks, meals, or buffet
- Prep kitchen • Climate controlled

2690 Stratford Road • Delaware, OH 43015
Call for a quote or to arrange a tour.

Ph: 844-369-2276
www.BarnAtStratford.org

The Barn at Stratford is owned and operated by the Delaware County Historical Society. All proceeds from events benefit historical preservation and education in Delaware County.

DAWSON & ASSOCIATES
Attorneys and Counselors at Law

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

134 Northwoods Blvd., 2nd Floor
Columbus, Ohio 43235
614.748.0123 – www.DawsonLawLLC.com
SHANE M. DAWSON, ESQ.
sdawson@dawsonlawllc.com

Annual 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.

Some 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 losing tens of millions of dollars in funding each year that the state's adopted school funding formula shows they should be receiving and Delaware City is losing around \$7 MILLION of funding per year. Local taxpayers, and our students, pay the price for those withheld funds.

Again, all the districts and our career center make us proud by exceeding state and federal statistics in every area from ACT scores to graduation rates. Every one of the Delaware County school districts performs well above the state average and based on student performance the county is number one out of Ohio's 88 counties when it comes to preK-12 education!

While leading the state in student performance, every district in the county spends well below the state and national average per pupil. This combination of high performance and low spending make our county's schools the best value by far in Ohio!

Construction is in various phases in each of the districts and at the career center as the districts deal with aging buildings and growing enrollments. Big Walnut and Delaware City both have vital levies on the November ballot to allow them to deal with these realities.

There is no more important infrastructure than local education. That the diverse districts in Delaware County continue to produce the quality of students that they do while being shortchanged financially by a legislature that is responsible for funding public schools fairly, adequately and legally and by the moving targets of progress scoring systems that take a 32-page document to understand continue to amaze.

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 by email at rep.brenner@brenner4Ohio.com.

Similarly, State Senator Kris Jordan was not in attendance but he needs to hear from our constituents as well. Contact him at 614-466-8086 or by [email](#).

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

Thank you to our
luncheon sponsor



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.

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

The Chamber offers an recurring, incremental payment option for annual dues investment.. Members can choose to deduct the payment from bank account or credit card [securely stored offsite via Authorize.net](#). You'll also be able to opt in to the billing frequency of choice: monthly, quarterly or annually.

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

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

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

Members who sign up receive a free 1/8 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? Email dachamber@DelawareAreaChamber.com.



Your piggy bank isn't the only place you can look for savings.



At **The First Citizens National Bank**, we are committed to finding you ways to save money on business expenses. That's why we've partnered with BASYS Processing, to bring you the best credit card processing rates possible.

We're so confident that we'll be able to help you save on your monthly processing costs that we promise - if we can't save you money, we'll give you \$25! And if we can help, and you sign with us by July 31, 2017, we'll give you \$25 just for giving us the opportunity to earn your business! It's a win-win!

To take advantage of this offer, and stop relying on your piggy bank to save money each month, simply send two months' Mastercard/VISA statements and we'll complete a side-by-side comparison with your current program. Give us a call at (419) 294-2351 for help with questions, and to discuss your credit card processing needs!

For more information, contact:

Stephanie Hufford

(419) 294-2351

SHufford@FirstCitizensNational.com



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

*Spend your “a la carte” dollars

Annual Dinner Sponsorship

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

Golf Outing

Main Event Sponsor	\$150
Hole Sponsor	\$125
Table Sponsor	\$125
Hole & Table	\$200

Clay Classic

Station Sponsor	\$125
-----------------------	-------

Leadership Delaware

Scholarship Sponsor	\$825
---------------------------	-------

Third Thursday with the Chamber

Luncheon Sponsor	\$125
------------------------	-------

Monthly Newsletter

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

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

Annual Community Profile and Membership Directory

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

All ads are full color and directory is linked on Chamber website. Rates effective for 2018 publication
Discounts may be available for early bird sales, new members and ad size upgrades.