

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

October 2018

Sustaining Members

Industry Exclusive
Platinum Level



Gold Level



Silver Level



Bronze Level



The Delaware Area
Chamber of Commerce
Established 1907

UNITED STATES CHAMBER OF COMMERCE

ACCREDITED



Delaware Area Chamber Clay Classic 2018

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

Lunch catered by [All Occasions Catering](#)

Single Shooter \$125
Station Sponsor \$125

****New this year: Mulligans!**
\$5 each, buy up to 5 per shooter!

Team Sponsor:
(5 shooters) \$625

Price includes:

Lunch
Ammunition
Gun rental
Eye & ear protection
Range Safety Officer
Safety briefing
Guarantee that you'll have a blast!

Friday, October 12, 2018
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

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

Shooter awards:

High Shooter
High Team
Booby Prize

October Boo-siness After Hours

Mark your calendars now—you won't want to miss the Chamber's annual Halloween party on Wednesday, October 24, 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 if you dare....

[Click here to enter the Chamber House of Horrors.](#) (OK, that might be overstating it a teeny bit. But it WILL be fun)



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2018 Board of Directors

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[Edward Jones](#)

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Staff

Holly Quaine, President

hquaine@DelawareAreaChamber.com

Sarah Yoakam, Office Manager

dachamber@DelawareAreaChamber.com

safetycouncil@DelawareAreaChamber.com

Matt Carbary, IT Mgr.

mcarbary@DelawareAreaChamber.com

32 S. Sandusky Street

Delaware, Ohio 43015

740-369-6221

Fax: 740-369-4817

www.DelawareAreaChamber.com



DELAWARE AREA CHAMBER OF COMMERCE

You are invited to attend a program of the

Delaware Area Chamber of Commerce
and



LEAGUE OF
WOMEN VOTERS®
of Delaware County Ohio

A Candidate Forum:

Invited to participate are candidates from the following races:

State Senate District 19: (D) Louise Valentine* and (R) Andrew Brenner;

State House District 67: (D) Cory Hoffman* and (R) Kris Jordan;

State House District 68: (D) Kathleen Tate* and (R) Rick Carfagna*; and

US House: (D) Danny O'Connor* and (R) Troy Balderson

**accepted invitation to participate*

Moderated by Journalist Jo Ingles

sponsored by

COLUMBUS STATE

COMMUNITY COLLEGE

Thursday, **October 18, 2018**, 11:45am–1:00pm at [SourcePoint](#)

800 Cheshire Road, Delaware 43015

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

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

Deadline to register is Monday, October 15, 2018

Cancellations after October 15 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 4 by network-

ing when the [Delaware County District Li-](#)

[brary](#) hosts the Business Before Hours at its Orange Branch at 7171 Gooding

Blvd., Delaware. Food, networking – bring lots of business cards to share. The

event is held from 8:00 am - 9:30 am. Please let us know you'll be attending.

[Click here to register.](#)



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 pastries and then retreat to the conference room where Chamber staff run 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, Oct 23**. [Click here to register.](#) We'd love to see you! It's not just for new members!



facebook



Members celebrate new offices

The Chamber's golden scissors will be getting a workout this month and we hope you'll be there.



On a hot day in September, 2016 the Chamber helped attorney Brain Jones celebrate the opening of his new practice in Downtown Delaware. A quick two years later and we plan to do it again. On Monday, October 15, the [Law Offices of Brian Jones](#) will celebrate their brand new office just up the street at 52 North Sandusky St. and they invite you to join them once again for an open house from 3:00—5:00 pm and the ribbon cutting at 3:30. [Click here to let us know you're coming.](#)



And we are excited to invite you to join Erin Brown later in the month as she celebrates the opening of her [Edward Jones](#) office in Ostrander. Erin has been mentoring with Edward Jones advisor Dusty Hostutler for 15 months and now opens her own branch of the iconic financial advising firm. Join us at 4:00 on Tuesday, October 30th at 9 West North Street, Ostrander. [Click here to let us know you're coming.](#)

Chamber supports library levy

At it's June meeting, the Chamber board of directors voted to endorse the [Delaware County District Library's](#) renewal levy. The Library asks voters to approve a 15-year renewal of the its one-mill operating levy This levy, which supports libraries in Delaware, Lewis Center, Powell and Ostrander, was originally approved by voters in 2009.



A "renewal" of the levy means that a property's current tax—about \$38 per year per \$100,000 of assessed value—stays the same. Even if the property is reassessed, the tax stays the same until the property is sold.

The levy provides slightly more than \$5 million per year. This represents 2/3 of the Library's annual revenue, with the remaining 1/3 coming primarily from State of Ohio's Public Library Fund. This state fund has been in place in one form or another since the 1980s, but it can vary in each state budget, and the trend has been down over the past ten years.

Among the plans for the coming years are:

A new library for the Powell/Liberty Township area

Updates at the Delaware and Ostrander Libraries

Upgrades at the Orange Library

Continuing to expand the collection, including books, video, audiobooks, e-books, games and other types of material

Continuing to update technology



There have been several suggestions from developers, landowners, and commercial realtors about where to place the new branch for the Powell/Liberty Township area, but at this point, the Library board has not selected a location. Before any site is chosen, the board and Library management staff will consult with the community. Also, no final decision has been taken on the future of the current Powell Branch Library on Liberty Road.

The 2009 levy was the first in the Library's history. Among the accomplishments made possible because of this funding are building the Orange Branch Library; expanding the collections, including joining Search Ohio, OhioLink, and Central Library Consortium to increase available materials to more than 4.5 million items; extending service hours at all locations; increasing offsite services via the bookmobile and the Outreach Services Department to day care centers, senior centers, community stops; and adding many types of technology, including laptops, Wi-Fi hot spots, recording equipment, and special computers for young children.

Library usage has soared since the adoption of the 2009 levy. For example, in 2008, the Library checked out about 900,000 items; in 2017, that number was over 1.4 million. The Library had 46,000 active library card holders in 2008; this year, that number surpassed 90,000. In 2008, 30,000 people attended Library programs; in 2017, 78,500 people participated. Nearly 600,000 people visited the four libraries in 2018.

For more information, please contact Library Director George Needham at 740-363-2475, or gneedham@delawarelibrary.org.

"The only thing that you absolutely have to know is the location of the library."

-Albert Einstein

**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 29 – Microsoft Outlook

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

November 5 – Microsoft Excel

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

November 12 – Microsoft PowerPoint

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

November 29 – 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 22, 2018.

No shows will be charged the full amount.

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

[Click here to register](#)



regional chamber BUSINESS EXPO

A Joint Effort of Six Chambers of Commerce



DELAWARE AREA CHAMBER OF COMMERCE



**GAIN LEADS
GET CONNECTED**



THURSDAY 4:00-7:00 PM

OCTOBER 18, 2018

Event located at All Occasions Catering

6989 Waldo Delaware Rd, Waldo, OH | Finger Foods Provided!

RESERVE YOUR BOOTH TODAY!

EARLY BIRD REGISTRATION ONLY \$125 - SEPT 1 Registrations after Sept. 1: \$175 • Deadline October 16

Electricity and wifi available for additional \$25. Appetizers and beverages will be provided. Exhibitors registration includes listing on Exhibitor's Map, Vendor List with Contact Information. Exhibitors receive 8-ft space with pre-set 8-ft table and 2 chairs (must bring own linen).

Regional Business Expo 2018 Exhibitors, please complete this form and send with payment to the Delaware Area Chamber of Commerce, 32 S. Sandusky Street, Delaware OH 43015, or for more information contact Holly Quaine at 740-369-6221 or email dachamber@delawareareachamber.com. Registration will not be finalized until payment is received. Registration deadline is Monday, October 16. Electricity and WiFi: Either, or both for flat fee of \$25. Please specify your requirements in advance. 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.

NAME			COMPANY		
ADDRESS					
EMAIL			PHONE		

- | | | | | | | |
|---|---|--|---|---|--|---|
| SELECT CHAMBER MEMBERSHIP | <input type="checkbox"/> BUCYRUS AREA | <input type="checkbox"/> DELAWARE AREA | <input type="checkbox"/> GALION / CRESTLINE | <input type="checkbox"/> MARION AREA | <input type="checkbox"/> WYANDOT COUNTY | <input type="checkbox"/> MORROW COUNTY |
| SELECT BEST THAT DESCRIBES YOUR EXHIBIT | <input type="checkbox"/> TABLETOP DISPLAY | <input type="checkbox"/> FLOOR DISPLAY | <input type="checkbox"/> DON'T NEED A TABLE | <input type="checkbox"/> REQUIRE ELECTRICITY (\$25) | <input type="checkbox"/> REQUIRE WIFI (\$25) | <input type="checkbox"/> REQUIRE BOTH WIFI & ELECTRICITY (\$25) |



Member receives proclamation from the city

At its September 10th meeting, Delaware city council presented a proclamation to [Domtar](#) in recognition of Diaper Awareness Week. Domtar designs, manufactures, markets and distributes a wide variety of pulp, paper and personal care products from copy paper to baby diapers. The Delaware facility, located on Route 42 at Sawmill Pkwy., is part of Domtar's Personal Care Division and



manufactures house-brand diapers. A lot of them. As in 1.3 billion last year. Right here in the [city of Delaware](#). Domtar also donates millions of diapers every year through the National Diaper Bank Network.

Diaper Need Awareness Week is an initiative created by the National Diaper Bank Network to bring national attention and mobilize efforts to end diaper need, a hidden consequence of poverty. Diaper need is defined as the lack of a sufficient supply of diapers to keep a baby clean, dry, and healthy.

Plant manager, Mark Clack, received the proclamation on behalf of the local manufacturer's 240+ employees, and spoke of the honor it is to do business in Delaware and the importance of Domtar's support of the national diaper bank.

Congratulations to Mark and his staff on being recognized for their generous contributions to local needs through this national initiative.

Luncheon returns from summer break with annual State of the Schools

The Chamber's Third Thursday luncheon returned from its summer break with its annual State of the Schools. Superintendents from the four Delaware County k-12 districts as well as the Career Center shared priorities and status of their respective districts.

Paul Craft, [Delaware City Schools](#) and Mark Raiff, [Olentangy Local Schools](#)



emphasized the ongoing struggle with the Ohio legislature to close what is known as the gains cap. In a nutshell, both those districts' funding has remained at the pre-recession per pupil formula, in spite of having grown significantly since the funding freeze was unfrozen after the recession. This amounts to roughly \$34 million to Olentangy and \$3 million to DCS each year with legislators no closer to being interested in closing the gap, forcing local taxpayer to make up the difference. Olentangy also opened its 4th high school last month, making it the 24th new building in 25 years, a staggering statistic.



Construction was big news from [Buckeye Valley Local Schools'](#) Andy Miller and Big Walnut Local Schools Angie Pollock as they reported on new builds and improvements to current campuses. The big construction news came from [Delaware Area Career Center](#) superintendent



Mary Beth Freeman. The Career Center is combining its north and south campuses into a single location and although the impressive facility's official complete merge will be September of 2019, the school is slowly moving into its new home. The north campus has been purchased by Delaware County and will house its economic development, environmental services and engineering departments in the future.

All districts discussed the continued growth and its challenges and opportunities and, as they do every time they talk about their districts, demonstrated their pride in their staff and students. Thank you to Paul, Mark, Andy, Angie and Mary Beth for all they do. [Click here for their presentation slides](#).



Everything but the sheet cake



September's Business Before Hours was held at [Costco Wholesale](#), known far and wide for the best sheet cake ever! Hosts Tracy Russell, Susan Sparling and Gary Bucci entertained and informed, fed and watered guests and sent them home with a goody bag of treats.



The highlight of the event was "speed networking", giving event attendees a fun opportunity to share their elevator speech (and business cards) with everyone. And by the time 9:30 came around, current Costco members shopped (they opened the store early just for us) and anyone not a member was signing up, due in no small part to having learned that Costco is way more than sheet cake! Thank you to Tracy, Susan and Gary for a BBH that checked every box. [Click here for more photos](#).

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.

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

Member celebrated with ribbon cutting



With roughly fifty percent of all small businesses in the U. S. being home-based, it's surprising that the Chamber celebrated at a non-store front for the very first time. On Tuesday, September 11, we cut the ribbon with [Anchor and Away Travel](#) owner Marci DeWitt. Marci has owned the travel business for four years, but recently grew her staff which meant more real estate within her home where the business is run. We cut a ribbon, enjoyed amazing treats from Jimmy G's Bar B Que, filled our pockets with trinkets and were green with envy when Kelsey Scott won the drawing for a three piece set of Hardside Luggage.



Because Marci's staff each has become an expert in her favorite type of travel, the agency can assist anyone with any trip that can be imagined. Style of trip (cruise, fly/drive...) and location—there's an expert at Anchor and Away who can plan it because they've experienced it and because they have literally "been there, done that" and love what they

do. Congratulations to Marci and her staff! [Click here for more photos.](#)

Connections award-winning event gets name change, opens registration for 2018

[Connections Volunteer Center](#) announced today that it's changing the name of its award-winning day of service to Make A Difference Delaware County to better convey the local, county-wide nature of the event. This year's event will take place on Saturday, October 27, 2018 at 8 a.m. with initial volunteer check-in happening in two locations within the county:

Camp Lazarus in Delaware, OH and [Jessica Forman's State Farm Insurance](#) office in Sunbury, OH.



Volunteers will gather at their selected location and receive a complimentary breakfast and project assignments for the day. Assignment will vary but mainly include work at a local older adult's home or non-profit agency. Over a three-hour period, volunteers will serve by completing outdoor jobs such as yard work, painting and leaf raking. Following each project, volunteers are then invited back Camp Lazarus for a lunch – a way to show appreciation for moving good forward.

Ostrander, OH volunteer Becky Miller says she enjoys giving back as she knows she's making an immediate difference in lives of others. "We got to help an elderly lady with neuropathy trim her flowers, add soil and mulch the beds and rake leaves," said Miller. "She was very pleased."

With an average of 500 volunteers, event coordinator Colleen Dennis says it's this type of impact that fuels the event year over year. "Non-profits and older adults have come to depend on the volunteer labor sent to their locations," said Dennis. "Though we've changed the name, the dedication and desire of volunteers to make a difference has remained."

To participate in the 2018 Make a Difference Delaware County, contact Connections Volunteer Center at (740) 363-5000 or register online at: www.ConnectionsVolunteerCenter.org.

About Connections Volunteer Center

Connections Volunteer Center is a program of [HelpLine](#), funded by [SourcePoint](#), [United Way of Delaware County](#), HelpLine, and private donations. HelpLine is a contract provider of the [Delaware Morrow Mental Health & Recovery Services Board](#), a partner with United Ways of Delaware, Morrow, and Union Counties, and recipient of various state and federal grants as well as contributions that support its mission and services. To learn more, visit www.helplinedelmor.org.

Contact: Suzanne Pingry, Connections Program Director

Phone: 740.363.5000

E-mail: spingry@helplinedelmor.org

**DON'T FORGET
TO VOTE
NOVEMBER 6**



Chamber now accepting 2018 award nominations

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

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

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

Who will be presented with these awards for 2018?

⇒ Large Business of the Year

⇒ Small Business of the Year

⇒ Quality of Life Award

⇒ Innovation in Business

⇒ Citizen of the Year

⇒ Corporate Citizen of the Year

⇒ Chamber Members of the Year

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

And put Monday, February 4, 2019 on your calendar. Invitations are sent via email in early January to the primary representative of your company. Watch for it!

The Non-Profit & Community 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.



The [Alpha Group](#) is one of the oldest and largest nonprofits in Delaware County with almost 50 years of experience; they pride themselves on pioneering new programs and services. Recently, they expanded their service area footprint to include four locations and nine counties. The mission is to support, empower and champion youth and adults with ABILITIES on their path to independence and success.

They are seeking individuals with an interest in serving on their Board of Directors. The primary role of the board is to provide policy, guidance, and advice for the operations of the program. Board members are also community liaisons to help support fundraising efforts. They are especially interested in individuals with a passion and skill level that would include marketing, manufacturing and healthcare industries. The three year term with the possibility of a second three year term starts January, 2019. The board meets monthly start in Jan 2019 on the 4 Tuesday at 6pm.

For more information, contact Alpha Group CEO Liz Owens at (740) 368-5810 or lizowens@alphagroup.net



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.

Our Guiding Principle

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

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



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Students take walking tour of careers

On Friday, September 14th, twenty-three high school students from [Buckeye Valley High School](#) spent the day in downtown Delaware learning about careers right here in their backyard. BV English teachers Zac Landefeld and Jessica Sharp and [Delaware Area Career Center Career](#) Readiness Coordinator Lisa Marie Reinhard approached Chamber president Holly Quaine with the unique idea. Holly reached out to members more than eager to share their stories of great career opportunities, tapping into that vital pipeline of workforce.



An unexpected two hour fog delay meant that [Clarity Technology Solutions'](#) Jason Comstock had to reschedule his pitch for working in the IT world, but the students still managed to hear about dozens of rewarding careers and how each industry provides opportunities to start small and move up the ladder.

Kirt Trimble, [Trimble Insurance Agency](#), used the office of [American Family Insurance Agency Cassandra Converse](#) (who was out-of-town) to talk about the insurance industry and how important relationship-building is to the work he does. [Fidelity Federal Savings & Loan](#) president and CEO Ana Babaisz explained the importance of community banking and shared careers in the banking field that are not so obvious, like compliance and commercial lending. [Emergency Plumbing Service](#) brought their truck downtown and Trevor Thomas made the case for a high-paying, problem-solving career in the trades. After lunch at [Old Bag of Nails](#), it was on to [Ohio Living Sarah Moore](#) where the students heard from the culinary, health care and maintenance side of the industry.

Every discussion included examples of how entry level plus hard work can build a life that is fulfilling and interesting. The students learned about careers they hadn't imagined existed and were sent home with plenty to think about.

The following week Chamber members hosted smaller, more detailed groups from the Career Center to their industries: [Performance Chrysler Jeep Dodge Ram Delaware](#) [OhioHealth Grady Hospital](#), [Nationwide Hotel and Conference Center](#) and [Foot and Ankle Wellness Center](#) each offered small groups two hours of insight into the varied and exciting prospects that students can begin to enter right out of high school.

Thank you to all our members who never hesitate at the chance to meet our local future workforce. [Click here for more photos.](#)

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BLACKWINGSC.COM/EVENTS/HOSTYOUREVENT



Leadership Delaware Class of 2019 Spectrum Development Session

Newsletter Editors: Tony Benishek, Gorji Christian-Colwell,
Megan Edwards & Abbey Trimble

The 2019 Delaware Leadership class had its “kick off” meeting at [SourcePoint](#). The day welcomed the largest Leadership Delaware class to date. The day was designed to get to know our fellow class mates and to understand more about ourselves. Sara Kleon led the group in a day of self-discovery, group activities while giving us techniques and tools to enhance relationships through better understanding and communication. The day was divided into 4 Spectrum Temperament Development areas: awareness, development, reframing and leadership development.

The day started off with delving into our own self-awareness. The goals of this section were to understand our own spectrum, gain awareness of personal differences to improve relationships and to identify strengths, values, joy, needs and stressors. Everyone has the capacity to learn and develop different characteristics of the spectrum, but all are born with a natural preference.

Continued on next page



Leadership Delaware Class of 2019

Jeff Balzer
[Delaware County Sheriff's Office](#)
Julie Bardelang Wolf
[Willow Brook Christian Communities](#)
Sarah Barr
[Syntero](#)
Ryan Belcher
[Delaware Speech & Hearing Center](#)
Tony Benishek
[Preservation Parks of Delaware County](#)
Michele Boni
[Orange Township](#)
Gorjie Christian-Colwell
[Ohio Living Sarah Moore](#)
Susan Cornett
[The Alpha Group](#)
Karen Cowan
[Friends of the Delaware County District Library](#)
Todd Daughenbaugh
Fresh Start Café & Bakery
Corie Dunfee Thompson
[Delaware County Board of Developmental Disabilities](#)
Megan Edwards
[Delaware General Health District](#)
Averee Fields
[Columbus State Community College](#)
Chautauqua Flowers
[First Citizens National Bank](#)
Sharon Griner
[Common Ground Free Store](#)
Mandy Henning
[Delaware County District Library](#)

Kaitlin Jordan
[Hology Media](#)
Jonathan Kelly
[OhioHealth](#)
Dustin Kent
[Delaware General Health District](#)
Mandy Lynch
[First Commonwealth Bank](#)
Erin MacLellan
[Willow Brook Cristian Communities](#)
Angie Macwhinney
[Delaware City Schools](#)
Ryan Malany
[Delaware City Schools](#)
Marie McCreary
[Willow Brook Christian Communities](#)
Jenn McGowan
[Delaware County Fair](#)
Molly Myers LaBadie
[Delaware County Distrcit Library](#)
Kassie Neff
[Delaware County Sheriff's Office](#)
Shannon Niedzwicki
[Marion Technical College](#)
Kristin Nietfeld
[Nationwide Children's Hospital](#)
Brittney Nowlin
[Delaware City Schools](#)
Zach O'Dell
[First Commonwealth Bank](#)
Jen Pollard
[Delaware City Schools](#)
Tom Rubadue
[Fidelity Federal Savings & Loan](#)

Jeff Rupp
[Woodland Environment](#)
Melissa Schiffel
[City of Delaware](#)
Jessica Sargent
[Sky Climber](#)
Steve Sikora
[Delaware County Dept. of Job & Family Services](#)
David Simon
Nationwide Insurance
Matt Simpson
[Preservation Parks of Delaware County](#)
Kyle Steinbauer
[OSU Wexner Medical Center-- Lewis Center](#)
Shelly Stewart
[Willow Brook Christian Communities](#)
Tracy Stojkov
Village of Ostrander
Mike Studer
[Del-Co Water Co.](#)
Tammy Tangen
[Common Ground Free Store](#)
Trent Thompson
[Richwood Bank](#)
Abbey Trimble
[Delaware General Health District](#)
Denise Williams
[Delaware-Morrow Mental Health & Recovery Services Board](#)
Julie Zdanowicz
[SourcePoint](#)

Leadership, continued

The group participated in several activities to understand that we are different and that we all come at situations from a different point of view. The first activity was called like me, not like me. The group stood together and was asked to move to one side of the room if they were ever told they were weird, had an organized bedroom or if they have ever been skinny dipping. There was a lot of movement in both directions and many were left wondering if those in the “had not been skinny dipping” group were really being honest! Other activities allowed the group to see how each of us might view the world differently. This is important in leadership positions because it allows a leader to see another’s point of view, show appreciation and size up their employees correctly. Next, the group learned about interaction styles and discovered whether they were an extrovert (think out loud and energized by others) or an introvert (think in the head and energized by themselves). Many were spot on with their initial gut feeling but the group learned that both interaction styles are used in different situations. No “one size fits all” here!



The second item on the agenda allowed the group to explore the Spectrum Development Temperament Model and discover the individual’s “true colors”. This model is founded on the premise that behavior can be classified into four distinct temperaments. A Temperament is a set of behaviors, skills and preferences motivated by a care need. Every human being is born with a “natural” temperament. Your natural temperament directly influences your attitude, behavior and perception.

Sara took the class through a series of exercises that guided the class on a journey of self-discovery. The class took a 20-question personality test. Scores were tabulated and your preferences for your personality classifications were ranked on the four colors. **Gold**, **Blue**, **Green** and **Orange**.

The class became human bar graphs as we were instructed to form lines based on our score. During this time Sara explained the strengths and weakness of each color. **Gold’s strengths in the workplace include being organized, dependable, realistic, practical, rule followers, etc. Weaknesses include change, impatient with delays, concern for unknown crisis, etc. Blue’s strengths include expressing empathy, creativity, learning new things, drawing out the best in people, harmony, etc. Weaknesses include too generous, giving too much autonomy or freedom, too easily hurt, focus too much on people and not on organizational goals. Orange’s strengths include handling crisis situations, being honest and straight-forwarded. Weaknesses include being unpredictable, impatient with the theoretical, not taking a stand, bored with no crisis, etc. Green’s strengths include looking ahead and seeing the large picture. Weaknesses include not following through on details, getting bored with routine, lack of appreciation and sensitivity, elitist, etc.** Everyone fit somewhere in each of the colors, but it was obvious to most that they had a strong preference to at least one if not two colors.


Continued on next page

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Leadership continued

The third item on the agenda was titled: Spectrum Temperament Reframing. The group had the opportunity to turn negative perceptions related to each color into a positive. **A negative for the Gold group was that they don't know how to have fun. A positive spin on this would be that they value achievement or like to get the work done and then play.** For Blue, a negative might be that they are a push over. To spin this, some might see this as being flexible or reasonably accommodating. **A negative for Orange might be a goof off, but this could also mean they are fun.** Green's can be accused of being nerdy, but to others they are smart and data driven. The reframing activity offered a different perspective on what some see as a downfall for their peers and coworkers. One more tool for the leadership toolbox!

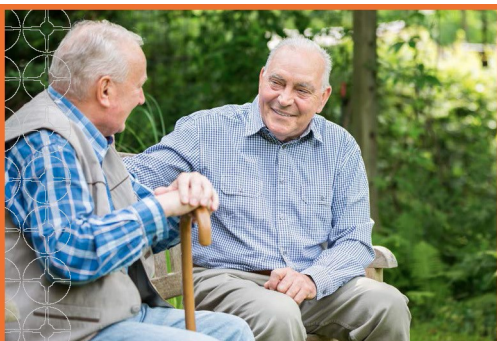
The Spectrum Leadership Development portion of the day focused on the meaning of leadership, and the difference between being a leader and a manager. While both roles serve a purpose in its specific context, the class discussed leadership "truisms," and how leadership entails persuasions by which an individual strives to meet objectives using a group. The objectives can be either or both objectives held by the leader or shared by the leader and the followers. Class members identified that a leader is someone you would choose to follow or do things you wouldn't normally do. Leadership is created through relationships and not by a position of authority, like managers. Managers are assigned into their position, transactional in their position and is a job title. Class members identified leadership traits as accountable, analytical, approachable by others, committed, communicative, compassionate, courageous, dependable, enthusiastic, sociable and loyal.

The class had a great day learning about each other but more importantly, themselves. Lastly, a quote that sums up the day: "Developing effective leaders is an important endeavor; however, the first step is not action; the first step is understanding." - John W. Gardner, *On Leadership*, 1990

[Click here for more photos](#)



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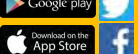
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The SOCA self-funded medical plan. A big opportunity for small employers.

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

In addition to financial protection, this innovative alternative offers:

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

Find out more about the SOCA Benefit Plan. Call 1-844-MED-OHIO or visit 844MedOhio.com, or ask your Chamber of Commerce for a referral to a participating broker.



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Lewis Center, OH 43035
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October Calendar

HR Six Pack Series

Monday, October 1
Part four of six: Non-discrimination
8:00-10:00am
Chamber office
prior registration required
[Click here for details](#)

HR Council

Wednesday, October 3
8:30 am Chamber office

Business Before Hours

Thursday, October 4
Delaware County District Library
Orang Branch
[Click here to register](#)

HR Six Pack Series

Monday, October 8
Part five of six: Regulatory
8:00-10:00am
Chamber office

Safety Council

Tuesday, October 9
11:30 am—1:00 pm
[Click here to register](#)

Leadership Delaware County Tour Day

Thursday, October 11

Workforce Development & Education Committee

Friday, October 12
8:00 am Chamber office



[Bridgewater Banquet &
Conference Center](#)

[Brown Jug Storage](#)

[Call Insurance Agency](#)

[Daniel Accounting, LLC](#)

[Delaware Court](#)

[Healthcare Center](#)

[Dry Patrol of Delaware](#)

[Emergency Plumbing Service](#)

[Equity](#)

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[Orange Township](#)

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

[PNC Bank](#)

[Salvation Army Delaware](#)

[Taft Stettinius & Hollister](#)

[TriAd Marketing & Media](#)

[Village Academy](#)

[Wal-Mart Stores Inc.](#)

2018 Clay Classic

Friday, October 12
Black Wing Shooting Center
[Click here to register](#)

HR Six Pack Series

Monday, October 15
Part six of six: Discipline
8:00-10:00am
Chamber office

Ribbon Cutting

Monday, October 15, 3:30
Law Office of Brian Jones
[Click here for details](#)



Infrastructure & Development Committee

Tuesday, October 16
8:00 am Chamber office

Chamber Board Meeting

Wednesday, October 17
7:30 am Chamber office

Third Thursday luncheon

Thursday, October 18
11:45 am SourcePoint
Candidate Forum
[Click here to register](#)

Regional Chamber Business Expo

Thursday, October 18, All Occasions
[Click here for details](#)

New Member Orientation

Tuesday, October 23
8:00-9:15 am Chamber office
[Click here to register](#)

Chamber Boo-siness After Hours

Wednesday, October 24
5:00—7:00 pm
[Click here to register](#)

Chamber Non-Profit CEO Group

Friday, October 26
9:00 am Chamber office

Microsoft Productivity Training

Monday, October 29
8:00—10:00 am Chamber office
Part one of four: Outlook
[Prior registration required](#)

Ribbon Cutting

Tuesday, October 30, 4:00
Erin Brown Edward Jones
[Click here for details](#)



SAVE THE DATES

Annual Dinner and Awards

Monday, February 4, 2019
Hilton Columbus/Polaris

Golf Outing

Thursday, June 6, 2019
Kings Mill

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

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- [Duct Cleaning \(Commercial & Residential\) - AdvantaClean of Dublin](#)
- [Alaska Cruise - Anchor and Away Travel](#)
- [DATA Express...connecting you to the Buckeyes - Delaware Area Transit Agency](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)
- [Holiday meeting? - Hilton Columbus/Polaris](#)
- [Kona Ice Brings The Party - Kona Ice of Delaware/Marysville](#)
- [10% off holiday cards - Minuteman Press of Dublin](#)
- [Oak & Brazen Wine Co: Daily Deals - Oak and Brazen Wine Co.](#)
- [Free year-end W-2 processing for 2018 - Payroll Services, Inc.](#)
- [Tanger Outlets - Summer Savings & Deals - Tanger Outlets Columbus](#)

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If you read nothing else – school funding 101 and its impact on EVERYBODY’S taxes

Too often a Delaware County school district is on the ballot asking taxpayers for their support in operating the district. And too often a high-producing district finds itself defending its value. And once again it’s because the legislature’s long history of demand more meets the smoke and mirrors of funding.

What follows is an article from the Cleveland Heights–University Heights City School District that explains school funding anyone can and should understand. You’ll want to read through it twice then click on the link at the end of the article for a deeper dive. You’ll want to read that twice, as well.

As taxpayers, residents, and business owners, we should all be aware of and appalled by what you read. In the private sector, this would never happen. Imagine being the top sales producer in your organization year after year after year and instead of receiving recognition and compensation, you were not only overlooked but being forced to take a pay cut, no longer compensated for mileage or other expenses related to the work you produced. And this happened year after year as well, all while you continue to produce.

When you’re done reading you’ll want to contact Ohio legislators to communicate your outrage. While local taxpayers are expected to do their part in educating their future, the legislature is held to a different standard. Whatever your position, let your voice be heard. With districts running so lean while maintaining the high road of community engagement, heart and commitment to their charge, it’s up to all of us raise the volume.

[Ohio House committee for education and career readiness](#) chaired by Delaware County District 67 representative [Andy Brenner](#) 740-602-5033. [Senate education committee](#) chaired by Ohio Senate District 6 senator [Peggy Lehner](#) 614-466-4538.

HB 920: UNDERSTANDING SCHOOL FUNDING

No matter where you live in Ohio, regardless of whether or not you have children or whether or not they attend public schools, you will be asked to vote periodically on a local school levy. You might as well understand why.

House Bill 920, the Ohio law that outlines how public schools are funded, is complex and confusing. But it has a huge impact on all of us.

H.B. 920 was passed in 1976, during a period of unprecedented inflation. Home values were soaring every year, sometimes by double-digit percentages, and property taxes were growing at the same alarming rate. The State Legislature attempted to lessen the burden on homeowners by freezing the dollar amount paid to school districts and libraries at the 1976 level. Not at the rate or percentage, but at the actual dollar amount.

To better understand the ramifications, let’s break this down with numbers.

Imagine you own a \$100,000 house and pay 2% to your local and county government and an additional 2% to your public schools in taxes each year. After three years, the value of your house is reevaluated and determined to be \$120,000. The money that goes to your city and county automatically rises to \$2,400 from the original \$2,000 because the rate stays the same.

However, the money that goes to your public schools stays at \$2,000 because the county auditor comes in and readjusts your effective tax rate from 2% down to 1.7%, as prescribed by H.B. 920.

Now imagine that this goes on for 10 or 20 years. After a while, your house has increased in value up to \$250,000 and your local government now receives \$5,000 in taxes annually. Because your rate stays the same, cities and counties are able to go years, decades even, without asking for a tax increase.

But your *school taxes* have stayed at \$2,000, now just eight-tenths of one percent (0.08%) of the value of your home.

Meanwhile, everything from teacher salaries to textbooks to gas for school buses has gone up in cost over that twenty-year period, *but schools are not receiving a single dollar more in tax revenue*. And no matter how conservative or efficient districts are with taxpayer money, they simply cannot keep up with those day-to-day cost increases without asking for additional revenue from a levy. Jayne Geneva, a longtime Cleveland Heights resident who is also a lawyer specializing in small business and real estate law and a school-funding activist, says, “We, as a school district, cannot raise any more money if we don’t add more millage to our tax burden. The dollar amount will always remain the same. Period.” She reiterated that repeat school levies are not a sign of inefficiency, waste or lax oversight on the part of districts. They are a direct result of state law.

Related: [History of Ohio Public School Funding](#)

Source: [Cleveland Heights– University Heights City School District](#)



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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.

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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.

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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.

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



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

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

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

Access to care that's right for your employees

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

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

Creative Financial Insurance Services Agency, Inc.

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

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

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



Your chamber membership creates value for your company.

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

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

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

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

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

Dental

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

Blue View Vision

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

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- Telephone claim intake is standard in addition to a dedicated call center with calls answered live during business hours
- Outstanding claims turnaround time and payment accuracy – and we help with Social Security disability filings and approvals
- Integration of short-term disability and our health benefits may improve employee health and productivity



¹ Internal data 2017

² Except when discounting of non-covered services is prohibited by state law. Standard broker commissions apply. Offer available to Ohio-headquartered businesses adding new Anthem dental, vision, life and/or disability plans. This discount program can be changed or terminated at any time.

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BWC

Nick Ehrke

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.

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 web-site](#) for more details.

Want more Safety Council news?

[Click here](#) for this month's Safety Council newsletter

Follow Ohio Chamber legislative updates

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



Chamber looks to revive dedicated government affairs committee

As committee leadership moved on due to changes in their careers, the Chamber board of directors is looking to restart legislative advocacy in a more formalized way and is looking for Chamber members who are tasked with external affairs in their respective industries. The GAC would focus on local, state and even federal level legislature or policy that impacts business. Ideally, the committee would be made up of at least one member of various industries: education, health care, manufacturing, small business, etc. and would serve as a watchdog for opportunities for the Chamber to be involved in, education for the membership as well as vetting and recommending support or opposition positions.

If you're that person and can commit to being actively involved, please email Holly at hquaine@DelawareAreaChamber.com.

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

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

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

Shane Dawson, Esquire, [Dawson & Associates](#)

CPAs / ADVISORS



Mail Pro 1 LLC
A PRINT & MAIL PROFESSIONAL



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

**FIRESTONE, BREHM, WOLF,
WHITNEY & YOUNG LLP**

Edward Jones
MAKING SENSE OF INVESTING

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

D. J. Young, Attorney/Partner--[Firestone, Brehm, Wolf, Whitney & Young LLP](#)

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

Jason Comstock, [Clarity Technology Solutions](#)



**FIRESTONE, BREHM, WOLF,
WHITNEY & YOUNG LLP**

"Last year I had the opportunity to get to know Frank Hickman II from [Integrated Financial Network](#). Frank provides retirement financial planning services including various types of life insurance. He has a unique focus on the after-tax consequences of retirement planning, which is very important. He has provided some of his services to me and my wife as well as several of my clients. Frank has a delightful, friendly demeanor. I really like him."

D. J. Young, Attorney/Partner--[Firestone, Brehm, Wolf, Whitney & Young LLP](#)

[Firestone, Brehm, Wolf, Whitney & Young LLP](#)

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

Dr. Jane Graebner [Foot & Ankle Wellness Center](#)



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

Chamber's event cancellation policy

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

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

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

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.

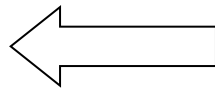
If you think you could offer insight into a business-related topic, please contact Holly at hquaine@DelawareAreaChamber.com. We'll see how we can make your idea work.

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

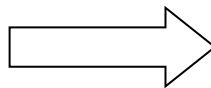
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



Click the image to the left for a high quality version of the Chamber **web stamp**.



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



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Our Values

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

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

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

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

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

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

Members who sign up receive a free 1/4 page newsletter ad!

Call the office for format details 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.*

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

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

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

In the [March newsletter](#) we covered [Hot Deals](#), [login](#) and [posting events](#). In the [April newsletter](#) we showed you how to register and pay for Chamber events and how to set up auto pay for your annual membership investment.

Your online calendar displays events from other members, Chamber events, and of course, any events that you have posted. You can register online for Chamber events only; to register for another member's event, please contact that member directly. If the event you'd like to register for has a fee associated with it (for example, Third Thursday luncheon is \$15 a person), you can pay online right then and there, select to pay at the door, or let us know you'd like an invoice. [Click here for the full instructions on registering for Chamber events](#). So, you've attended an event and you opted to be invoiced for it. You can pay that invoice online as well as ANY Chamber invoice. [Click here for instructions on how to pay invoices online.](#)

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Health and wellness programs benefit you and your employee. Here's why.

When your employees have the right tools and resources to improve their health, it helps them be more productive, and improves your bottom line.

Offering health and wellness programs to your employees can result in:

Increased engagement in their health care. 93% followed advice they got from the Anthem 24/7 NurseLine to address health issues.

Lower cost of care. Medical costs could fall \$3.27 for every dollar spent on wellness programs.

Healthier, more productive employees. Absenteeism costs fall by about \$2.73 for every dollar spent on wellness programs.

Better employee retention and recruitment. 72% of companies plan to use their wellness program as a competitive advantage in the next three years — to achieve a high-performing workforce and compete for talent.

There's a program for every employee. Here are just ten of Anthem's many health and wellness programs:

24/7 NurseLine: Access to trained registered nurses any time of the day or night for answers to health questions, to help understand symptoms, and to help decide what type of care may be needed.



Future Moms: Personalized support and guidance from registered nurses for moms-to-be to help them have a healthy pregnancy, a safe delivery and a healthy baby.

ConditionCare: Extra support for asthma, diabetes, heart disease, chronic obstructive pulmonary disease (COPD) or heart failure. A nurse coach can answer questions and help your employees reach their health goals based on their doctors' care plans.

ComplexCare: Extra care for a serious health conditions from a nurse coach who will help answer your employee's questions, work to coordinate their care, and help them effectively use their health benefits.

MyHealth Coach: One-on-one professional advice from an experienced health coach for your employee or their family. Topics range from general wellness information to more serious issues like a chronic illness or help with medications.

Healthy Lifestyles: A personalized well-being plan and custom trackers that help your employees manage their physical and mental health.

Behavioral health resources: Licensed mental health professionals are available 24/7 to help your employees deal with challenges they may be having.

MyHealth Advantage: This program looks at your employee's claims to find ways to help them improve their health and save money.

For more information about how Anthem's health and wellness programs could benefit your company and your employees, please contact your broker or Anthem account manager.

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 the Chamber today: 740-369-6221 or dachamber@DelawareAreaChamber.com
- The Chamber's conference room may be reserved at a very reasonable cost to Chamber members. **FALSE!** The conference room sits 25 comfortably and has a screen, projector and Wi-Fi. Also on hand: podium, easel and white board. It's the perfect location for training, strategic planning or meetings you'd rather have off-site; for home-based members it a perfect place to meet your clients. We'll even supply coffee, water and soft drinks. **And best of all, it's FREE.** To schedule the room, contact the Chamber at 740-369-6221 or dachamber@DelawareAreaChamber.com