

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

October 2019

Sustaining Members

Industry Exclusive
Platinum Level



Gold Level



Silver Level



Bronze Level



The Delaware Area
Chamber of Commerce
Established 1907



New member orientation- 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, October 22**. [Click here to register](#). We'd love to see you! It's not just for new members!

Chamber now accepting 2019 award nominations

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

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

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

Who will be presented with these awards for 2019?

- ⇒ Large Business of the Year
- ⇒ Small Business of the Year

- ⇒ Quality of Life Award
- ⇒ Innovation in Business Award
- ⇒ Citizen of the Year
- ⇒ Corporate Citizen of the Year
- ⇒ Chamber Members of the Year

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

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

Another busy month for the Chamber's scissors

Three ribbon cutting celebrations are planned for October, all of them in the city of Delaware.



It starts on October 8 with a twofer: **Pearle Vision** will be opening their newest location with an open house from 10:00 am to 6:00 pm with the ribbon cutting at 10:30 am. We hope to "see" you there at 1260 Sunbury Road, Suite B. [Click here for details and to let us know you're coming.](#)

And later that same day. Help us welcome

Delaware Physical Therapy to both the Chamber and Delaware. Join us at 1949 SR 37 West (Across from the Houk Rd. Kroger plaza) at 4:00 pm. [Click here for details and to let us know you'll join us.](#)



We'll let the scissors cool down, but only until October 18, when the folks at **Masoni-McQuillen Insurance Agency, LLC** cut yet another ribbon at their new digs at 11:30 am at 51 North Sandusky Street. [Click here for details and to let us know you're coming.](#)

Plan on celebrating with us!

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Zach Price– Chair-elect

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DELAWARE AREA
CHAMBER OF COMMERCE

You are invited to attend a program of the

Delaware Area Chamber of Commerce
One Columbus (formerly Columbus 2020)

with

**Chip Holcombe presenting
their “Growth & Prosperity” Strategy**

sponsored by



Thursday, **October 17, 2019**, 11:45am–1:00pm at [SourcePoint](#)

800 Cheshire Road, Delaware 43015

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

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

Deadline to register is Monday, October 7, 2019

Cancellations after October 7 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 3 by networking when **Delaware County Board of Developmental Disabilities**, 7991 Columbus Pike Lewis Center, 43035 hosts the monthly Business Before Hours. 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.](#)



Delaware County
Board of
Developmental Disabilities

Boo-siness After Hours at the Chamber

Mark your calendars now—you won't want to miss the Chamber's annual Halloween party on Thursday, 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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Marion Technical College will lead MarionMade! effort

Marion Technical College is proud of being MarionMade! and will now take an active role in helping local people and organizations show their Marion pride. The MarionMade! community pride program is transitioning to MTC after several successful years at Marion Community Foundation.



“MarionMade! is a public pride movement that exclaims that the greater Marion area’s people stand together in support of our vibrant community,” said Dean Jacob, President and CEO of Marion Community Foundation. “Marion Technical College has been a supporter of this campaign from the start. They are a natural successor to lead this effort moving forward.”

From encouraging use of the MarionMade! logo on locally produced items, including a special swaddle for local newborns at OhioHealth Marion General Hospital, to a steady stream of good local news across multiple social media channels, MarionMade! has made a splash as it highlights local people, places, products, and programs in Marion’s vibrant, thriving, growing community.

In three years’ time, MarionMade! went from the concept boards of Marion native Bryan Haviland at the communications firm FraizerHeiby to an award-winning community pride initiative with nearly 300 stories about all-things Marion on the heavily trafficked website marionmade.org. MarionMade! has built a following of nearly 6,000 on Facebook, as well as a presence on Instagram, Twitter, LinkedIn, and Pinterest, and its own YouTube channel. MarionMade! was honored with a 2017 Prism Award from the Public Relations Society of America and an honorable mention in the Ohio Economic Development Association’s 2018 Excellence Awards.

According to Jacob, the MarionMade! program has always been intended as a multi-year campaign and now is an opportune time to re-energize the effort and expand it. “Since initiating the MarionMade! program in February 2017, Marion Community Foundation has been able to spread the word of MarionMade! throughout the region. It was always our hope that the MarionMade! program will expand,” said Jacob. “MTC will offer greater capacity in terms of staff support and outreach than we can now provide. There is so much more that can be done to help reinvigorate and reinvent the greater Marion area.”

MarionMade! program manager Vicky Branson will relocate to an office in Marion Technical College and work with MTC leaders, local volunteers, and the existing MarionMade! Advisory Committee to determine future stories and activities for MarionMade! The transition has been approved by the boards of both Marion Technical College and Marion Community Foundation.

“As a board member of the Marion Community Foundation, as well as the co-chair of the MarionMade! Advisory Committee, I have been fortunate to watch the MarionMade! community pride program from inception,” said Nicole Workman, communications director for the Marion County Board of Developmental Disabilities. “Marion Community Foundation had the passion to get the program off of the ground, along with a small, but mighty, staff who worked tirelessly to grow it into a wonderful example of the good in Marion County.” “The timing is perfect for a larger organization, such as Marion Technical College, to take the great foundation that has been laid and grow MarionMade! into an even larger presence. I’m happy to see both organizations being thoughtful in the transfer process and future potential of MarionMade!” Workman shared.

“MTC is proud to have more than 40,000 graduates living and working in our area. In addition to managing the Harding Home and Presidential Site, this is an exciting addition to MTC’s efforts to support our community,” said Dr. Ryan McCall, president of MTC, who plans to involve both staff and students in MarionMade!



“The college’s mission has three pillars – student success, college success, and community success,” McCall continued. “MarionMade! fits squarely within our goal of fostering community success.”

While MarionMade! will be managed by MTC’s marketing staff, students enrolled in MTC’s Business Management Marketing Media Program will be given the opportunity to propose new ideas for the community pride program as part of a class project. New stories about Marion’s people, places, products and programs will continue to be welcomed.

Beginning September 1, MarionMade! will be located in Bryson Hall, 1467 Mt. Vernon Ave, on the Marion Campus and may be reached by calling 740-389-4636 or by email at info@marionmade.org.

Member welcomes new staff

Gina Grote and her husband, Bob, have called Delaware County “home” for 27 years. They have raised their three children here and have been actively engaged in the community, having spent many hours volunteering for various school, church, and fundraising organizations. Of her involvement, Gina states, “It has enriched my life, and it’s a blessing to know that my efforts have done the same for others.”



Ready to take on a new challenge that is filled with meaning—a challenge that enables her to make a direct positive impact on this wonderful community—Gina has decided to shift her focus for the remainder of her career, and we are excited that she has chosen to do so as the Director of Philanthropy for the **United Way of Delaware County**.

In 2011, she was asked to become a founding member of the Women’s Leadership Network (WLN). Through this involvement, Gina learned of the many needs and initiatives going on in her own back yard and cultivated some wonderful relationships in the community. She has been extremely involved with the United Way ever since and has accepted each challenge they have brought her way—from growing the WLN, to raising funds for Turning Point and, currently, raising awareness and funding for the Strengthening Families Center. She has experienced first-hand the unstoppable nature of a team connected with the common desire to help and make a positive impact.



In addition to the many volunteer positions she has held, her career as a CPA, tax advisor and business consultant for over 25 years has provided her with many opportunities to provide advisory services to nonprofit clients and donors. With this experience comes an excellent understanding of the unique governance, compliance, and financial issues that arise in nonprofit organizations. As a trusted advisor, Gina has worked with families and businesses to determine when and where to focus their charitable giving in line with their long-term goals and desired areas of impact.

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740-363-3355 9am – 4pm

Roundtrip

\$5.00 Adults

\$2.00 kids

12 and under

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**We connect you to COTA’s BUS IT to the Buckeyes*

Home game dates: 8/31, 9/7, 9/21, 10/5, 10/26, 11/9 and 11/23



“I say CHICKEN!” You say, “FINGERS!”

That was part of the demonstration of spirit from some of the 75 new Delaware **Raising Cane's** staff. The Chamber helped cut the ribbon for this national brand on Monday, September 9 and the celebration was rousing.



This is the 32nd store for the chain's largest franchise owner, making Delaware Tim McCarthy's 32nd restaurant in Ohio and Northern Kentucky and his 17th in Central Ohio! Each store has a nickname and there's no guessing as to how this location is dubbed "Little Brown Jug." Local pride adorns the walls of the store creating the feeling that it's the only Raising Cane's in the world!

In addition to presenting **MASH Food Pantry** with a check for \$1000, immediately following the ribbon cutting guests received a yummy Box Combo! Made-to-order chicken fingers is all they make and judging from the welcome from the community, they do a pretty darned good job of it.



Welcome, Raising Cane's and store manager Pete Duhl. [Click here for more photos.](#)

Networking with charm

October's Business Before Hours was hosted by the **Delaware County District Library's** Ostrander branch. For many of those attending the Chamber's am networking event, it was a first visit to this charming neighborhood branch. For as much as Delaware County has grown and the Library with it, Ostrander remains vital in this small town.



This 3500 square foot branch opened in 1991 and boasts a circulation of over 44,000 items last year. Branch manager Harla Lawson says, "The Ostrander Branch Library is a vital destination spot in the center of the Village of Ostrander for residents in this western part of the county providing access to Internet, meeting space, information, resources, programming for all ages and of course reading materials!



Thank you to director George Needham, his staff and branch manager Harla



for the lovely way we started our day. [Click here for more photos.](#)



DELAWARE AREA
CHAMBER OF COMMERCE

Delaware Area Chamber of Commerce Clay Classic 2019



Deadline to register is October 8

Friday, October 11, 2019
Black Wing Shooting Center
3722 Marysville Road, Delaware
12:30pm: Registration & lunch
1:15pm: Mandatory safety briefing
1:45: Shooting begins
4:40-ish: Awards

Single Shooter \$125
Station Sponsor \$125
Team Sponsor (5 shooters) \$625
Mulligans \$5 each (limit 5)

Shooter Awards

- High Shooter
- High Team
- Booby Prize

Shooter Amenities

- Lunch
- 2 Rounds ammunition
- Gun rental
- Eye & ear protection
- Range safety officer
- Safety briefing
- Optional side games

TEAM REGISTRATION

Team sponsor company name _____
Contact name _____ Phone _____
E-mail _____
Shooter #1 _____ Shooter #2 _____
Shooter #3 _____ Shooter #4 _____
Shooter #5 _____

INDIVIDUAL SHOOTER REGISTRATION

Company name _____
Shooter _____ Phone _____
E-mail _____

STATION SPONSOR REGISTRATION

Company name on sign _____
Contact name _____ Phone _____
E-mail _____

Number of Shooters x \$125 _____
Station Sponsor \$125 _____
Mulligans _____ x \$ 5 \$ 0 _____



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Credit Card # _____ exp. date _____

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regional chamber BUSINESS EXPO

A Joint Effort of Delaware Area and Marion Area Chambers of Commerce



DELAWARE AREA
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THURSDAY 4:00-7:00 PM
OCTOBER 17, 2019

Event located at All Occasions Catering

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

RESERVE YOUR BOOTH TODAY!

\$125 Early Bird Registration • after September 1: \$175 • Deadline October 9

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).

Joint Business Expo 2019 Exhibitors, please complete this form and send with payment to the Delaware Area Chamber for Commerce, 32 South Sandusky Street, Delaware, OH 43015, or for more information contact 740-369-6221 or email dachamber@delawareareachamber.com. Registration will not be finalized until payment is received. Registration deadline is Monday, October 7. Electricity and WiFi, or both available 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

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SELECT CHAMBER MEMBERSHIP DELAWARE AREA MARION AREA

SELECT BEST THAT DESCRIBES YOUR EXHIBIT TABLETOP DISPLAY FLOOR DISPLAY DON'T NEED A TABLE REQUIRE ELECTRICITY (\$25) REQUIRE WIFI (\$25) REQUIRE BOTH WIFI & ELECTRICITY (\$25)

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- ⇒ And your Hot Deal will be listed in the Chamber newsletter and eblasted to nearly 1,000 Chamber-member addresses
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- ⇒ Do-it-yourself: getyour login and password and publish Hot Deals yourself— it's faster and the independence means you can post any-time, all the time.

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

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- ⇒ [Special Offers on 2019 Holiday Parties at the Barn at Stratford—Delaware County Historical Society](#)
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- ⇒ [Oak & Brazen Wine Co: Daily Deals - Oak and Brazen Wine Co.](#)
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**The Delaware Area Chamber of Commerce
is pleased to offer a 3-part
Microsoft Office Productivity Training
in partnership with
Clarity Technology Solutions**



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



Workshop Schedule

November 18 – Microsoft Word

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

November 25 – Microsoft Excel

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

December 2 – Microsoft Outlook

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

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

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

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

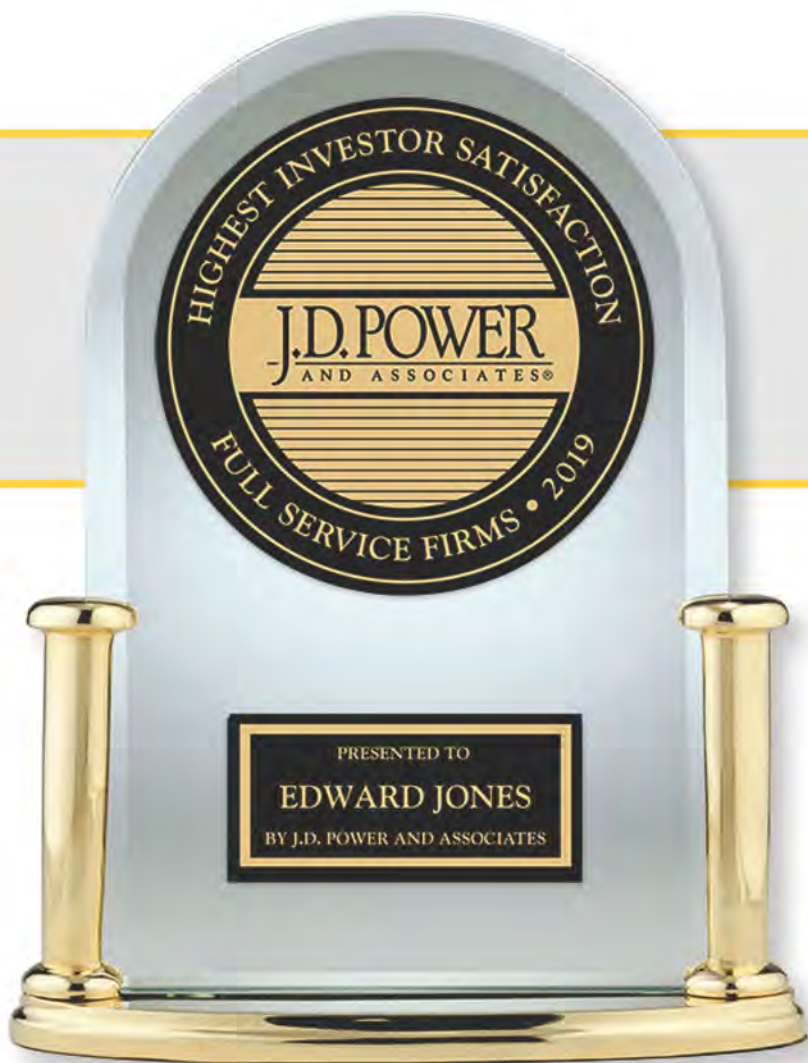
This is a hands-on workshop so
**please bring a laptop with your
Microsoft Office Suite.**

[Click here to register](#)



**DELAWARE AREA
CHAMBER OF COMMERCE**





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Chamber goes back to school on September 26th

With the Jug making it necessary to move the Third Thursday luncheon and the Business After Hours to the fourth Thursday, the Chamber ended its summer break with its annual State of the School on September 26th. One new superintendent and one new incredible campus (that Chamber members would visit a few hours later...), news on some funding changes and the ever-present drum beat of growth, growth, growth were the central themes of the event.

Thank you to our luncheon sponsor



Heidi Kegley is **Delaware City School's** new superintendent and this was her first State of. Heidi has been in the district forever and the school board made the easiest decision ever when Paul Craft retired in July. Heidi is beloved by the community and the Chamber welcomed her to this annual event.

Joining Heidi was **Delaware Career Center's** Mary Beth Freeman; Big Walnut's Angie Hamberg, **Buckeye Valley's** Andy Miller and **Olentangy Local School's** Mark Raiff.

The Career Center's biggest news was the opening of the combined campuses in time for the start of this academic year. Three years of construction finally closed the north campus, consolidating all programs and administration under one incredible roof. Ms. Freeman was also proud to report that the current enrollment far exceeds projections made in 2014. It was predicted the enrollment would reach 800 on-campus students by 2020 and the Center serves just shy of a thousand.



Buckeye Valley remains so unique. With 2300 students, its enrollment has remained flat while the county has record growth year after year. BV also has the greatest transportation challenges as it covers nearly 300 square miles.



Olentangy is the fifth largest school district in the STATE after Columbus, Cleveland, Cincinnati & Toledo. Raiff expects this bedroom-community district to be the fourth largest in Ohio next year. The district continues to be ignored by state legislators who contribute a stunning \$600 per year per student. That number



OLENTANGY SCHOOLS
Flourish Here.

And Big Walnut is in the midst of construction of a new middle and high school to accommodate their growth. Superintendent Angie Hamberg finished big with her always entertaining, dramatic, inspiring (and maybe a source of some superintendent envy??) annual video.



In spite of their differences, the districts shared both a commitment for getting their students ready for the workplace and a passion for what they do.



After Hours takes luncheon to show and tell

One of the presenters at the September Third Thursday carried the energy to the Chamber's monthly networking event by hosting the Business After Hours. For the first time nobody had to ask if the event was at the north campus or the south campus. The **Delaware Area Career Center** recently opened their combined campus at the Columbus Pike site. But for those who were seeing it for the first time, it bears no resemblance to the last time they visited.

Combining the campuses was a three-year construction project that really began in 2014 when the DACC superintendent Mary Beth Freeman approached the Career Center's board of directors with the idea. Fast forward to August 2019 and the finished product is breathtaking. State-of-the-art everything and poised for the future, the Career Center is as exciting as the career opportunities for which it gets students ready.

Thank you to Mary Beth and her staff for a really inspiring evening! [Click here for more photos.](#)



If you're thinking

I need a better bank

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Lisa Clark, Manager

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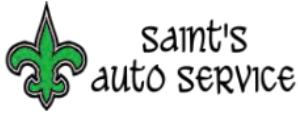
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Keep it in the family– use a Chamber member first and tell us about it

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.



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

Angela Linnane-CFO, **Saint's Auto Service**

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



Shane Dawson, Esquire, **Dawson & Associates**



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

Frank Hickman II, **Integrated Financial Network**



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



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



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

Jason Comstock, **Clarity Technology Solutions**

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

Dr. Jane Graebner **Foot & Ankle Wellness Center**



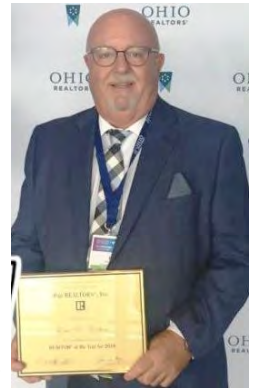
RICHWOOD



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

Chamber board member recognized

You know him as the owner of **42 Storage and U-SELL**, but Chamber board member Eric Moulton has many layers. He's a serial entrepreneur, inventor and a realtor. It was in his capacity as a real estate agent that he was recently named 2019 **Delaware County Board of Realtors** Realtor of the Year at their annual Ohio Realtor convention in Cincinnati.



The honoree recognized as a real estate agent considered to have given of their time and efforts to advance the benefits and good will of the real estate industry at different levels: their local realtor board, respective state board, and if applicable, their involvement at the national level. They are also evaluated on their involvement within their respective board, as a board director, and/or committee chair, both of which Eric has held. And, finally, recipients of this prestigious award demonstrate a desire to volunteer in their community, and promote the American Dream of home ownership and stewardship.

As the Chamber's 2014 Citizen of the Year, Eric is no Johnny Come Lately to the community and industry engagement game; it's who he is at heart and in action. Congratulations, Eric. We're happy for you but not a bit surprised!

Artina Promotional Products "Choose Kind" Foundation selects its first grant recipient

It is with great excitement that the Artina Choose Kind Foundation Committee announces our first ever grant recipient, in honor of their Matriarch, Sue Bouzounis, to the **Family Promise of Delaware County**.



Their mission is to Shelter the Homeless, Preserve Families and Promote Independence. Gwyn Stetler, Executive Director of Family Promise received the check for \$5,000 during a presentation at **Artina's** Fall Product Showcase on Wednesday, September 18th. Congratulations to both Chamber members for doing such good work and for such amazing generosity.



Chamber newsletter advertising a good value

More than 1000 readers at over 430 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value. All ads are in full color and should be sent electronically in either a Publisher, png, jpeg or PDF format **ONLY** by the 20th of the month for placement in the next month's edition. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!** Email your ad to

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

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

October Calendar

HR Council

Wednesday, October 2
8:30 am Chamber office

Business Before Hours

Thursday, October 3
Delaware County Board of Developmental Disabilities
8:00–9:30 am
[Click here to register](#)

Marketing 101 for Small Business Six Pack Series

Session four of six
Social Media
Monday, October 7
8:00-10:00 am Chamber office
[Click here to register](#)

Ribbon Cutting

Pearle Vision Center
Tuesday, October 8
10:30 am
[Click here for details](#)



Safety Council

Tuesday, October 8
11:30 am–1:00 pm
[Click here to register](#)

Ribbon Cutting

Delaware Physical Therapy
Tuesday, October 8
4:00 pm
[Click here for details](#)



Manufacturers' Council

Wednesday, October 9
7:30 am

**Leadership Delaware
County Tour Day**
Thursday, October 10

**Workforce Development &
Education Committee**
Friday, October 11
8:00 am Chamber office

Clay Classic
Friday, October 11, 2019
Black Wing Shooting Center
[Click here for details](#)

**Marketing 101 for Small Business
Six Pack Series**
Session five of six
Media Relations, Community Giving
& Networking
Monday, October 14
8:00-10:00 am Chamber office
[Prior registration required](#)

**Infrastructure & Development
Committee**
Tuesday, October 15
8:00 am Chamber office

Chamber Board Meeting
Wednesday, October 16
7:30 am Chamber office

Third Thursday Luncheon
One Columbus (formerly Columbus
2020)
Thursday, October 17
11:45 SourcePoint
[Click here to register](#)

Third Annual Regional Expo
with the Marion Area Chamber
of Commerce
Thursday, October 17
[Click here for details](#)

Ribbon Cutting
Friday, October 18
Masoni-McQuillen
Insurance Agency
11:30 am
[Click here for details](#)



**Marketing 101 for Small Business
Six Pack Series**
Session six of six
Reputation Marketing
Monday, October 21
8:00-10:00 am Chamber office
[Prior registration required](#)

New Member Orientation
Tuesday, October 22
8:00 am Chamber office
[Click here for details](#)

Boo-siness After Hours
Delaware Area Chamber of Horrors
Thursday, October 24
5:00-6:30 pm
[Click here to register](#)

Non-Profit CEO Group
Friday, October 25
9:00 am Chamber office

October 31



SAVE THE DATE

Annual Dinner
Thursday, February 6, 2020
Hilton Polaris

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

Board member merges with national firm

On October 1st, Chamber board member Shane Dawson and his team will merge with **Dinsmore & Shohl's** Columbus office. Shane says, "After nearly 12 1/2 years growing a state-wide workers' compensation defense firm, I'm excited and very pleased to announce that on Monday, our team at Dawson & Associates will join the Columbus office of Dinsmore & Shohl, LLP. We cannot wait to see what good things come from this synergy!"

Dinsmore is a full service law firm with over 650 attorneys in 25 cities coast-to-coast. Shane and his team will bring their niche practice to the Columbus office which opened in 1987.

Congratulations to Dinsmore's newest partner, Shane Dawson.



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LEADERSHIP DELAWARE COUNTY SINCE 1991

Leadership Delaware Class of 2020 Spectrum Development Day

Facilitator: Rozella Miller

Newsletter editors: Bob Anderson, Emily Baugher, Jeff Beard, Tamra Bower, Angel Boulis

Most of us have taken a personality test of some sort along the way. It is sometimes interesting and fun, and you may or may not find yourself using bits from the exercise later on. The Spectrum Development Temperament Model is one such method of understanding ourselves and those we interact with – basically helping us to understand “Why do people do what they do”? The Model was derived from temperament contributions made by Hippocrates, Jung, Myers-Briggs and Keirse and is based on the belief that people can learn and develop into more integrated and balanced individuals.

The Spectrum Development Temperament Model is helps you quickly realize how we are all different, but also have so much in common. The Model is based on the premise that behavior can be classified into four temperaments, which is a set of behaviors, skills and preferences motivated by a *core need*. *Continued on next page*

Leadership Delaware Class of 2020

Bob Anderson
[Delaware County Dept. of
Job & Family Services](#)

Emily Baugher
[Delaware General Health District](#)

Jeff Beard
[Orange Township](#)

Angel Boulis
[Malony + Novotny](#)

Tamra Bower
[Polaris Fashion Place](#)

Bethany Brown
[Performance Chrysler Jeep Ram](#)

Lindsay Buis
[Alpha Group of Delaware](#)

Meg Canavan
[City of Powell](#)

Cheryl Copley-Cimino
[Delaware County Board
of Developmental Disabilities](#)

Susie Daily
[City of Delaware](#)

Lisa Fowler
[Delaware County Board
of Developmental Disabilities](#)

Jen Fry
[Delaware City Schools](#)

Billy Gibson
[Del-Co Water Co.](#)

Karen Gray
[Ohio Wesleyan University](#)

Doug Gurney
[Delaware County District Library](#)

Jackie Haight
[SourcePoint](#)

Sara Harrison-Mills
[Syntero](#)

Tish Hays
[Ohio Living Sarah Moore](#)

Amanda Hines
[Amanda Plumbing, Sewer & Drain](#)

Andy Horne
[Sims Bros. Recycling](#)

Mallory Hope
[Fidelity Federal Savings & Loan](#)

Jessie Jackson
[Delaware County Sheriff's Office](#)

Lawrence James
[Columbus State Community
College](#)

Nancy Krueger
[Manos, Martin & Pergram](#)

Dave Letterle
[Delaware General Health District](#)

Sara Lorz
[Delaware County Historical Society
The Barn at Stratford](#)

Eric Macwhinney
[Payroll Services, Inc.](#)

Crissie Manley
[Marion Technical College](#)

Jon May
[Pathways Financial Credit Union](#)

Rhianna Mattix
[Delaware-Morrow Mental Health &
Recovery Services Board](#)

Beth McCollam
[Preservation Parks of Delaware County](#)

Jackie Merkle
[Olentangy Local Schools](#)

Cheryl Mitchell
[First Citizens National Bank](#)

Kanasha Moss
[OhioHealth Grady Memorial Hospital](#)

Rich Niccum
[Preservation Parks of Delaware County](#)

Tonette Orsini
[OSU Wexner Medical Center –
Lewis Center](#)

Josh Page
[Delaware City Schools](#)

Nathan Parsons
[Marion Technical College](#)

Eric Penkal
[Delaware County Prosecutor's Office](#)

Caroline Pusaten
[MainStreet Delaware](#)

Karen Sedoti
[Olentangy Local Schools](#)

Hannah Simpson
[Delaware County District Library](#)

Gwynnie Stetler
[Family Promise of Delaware County](#)

Marisa Stith
[Delaware County Board of Commissioners](#)

Kirk Swinehart
[2K General Co.](#)

PJ Terry
[Delaware City Schools](#)

Trevor Thomas
[Emergency Plumbing Service](#)

Jessica Ulmer-West
[Liberty Casting Company](#)

Brooks Van Kirk
[Delaware Automotive Service](#)

Dani Villaca
[Acoust-A-Fiber](#)

Terri Wolfe-Anderson
[Delaware County Board
of Developmental Disabilities](#)

Erica Wood
[Syntero](#)

Leadership continued

Even though you are born with one “natural” temperament, you have the ability to develop the remaining three. Also, every person, throughout the experiences they encounter, develops a secondary temperament.

This secondary temperament blends with your primary temperament and both are what guides you in your actions and beliefs. The third and fourth ranked temperaments are usually underdeveloped and by learning to understand them, it opens up your ability to effectively communicate with others and build meaningful relationships with those outside of your temperament.



By understanding the philosophical theory, Interaction Styles (Introvert or Extrovert) and Full Color Spectrum (that represents the four temperaments) plus a healthy dose of self-reflection you can determine *your* specific temperament alignment using **The Spectrum Development Temperament Model**.

Spectrum training examined different types of interaction styles that people possess, which are broken down into two-components; how information is processed and how energy is gained. These interaction styles are classified as “introvert” and “extrovert”. The introverted person uses an internal thinking process and energy is gained internally. The extroverted person uses an external thinking process and gains energy from external interactions.

Each class member completed a short questionnaire to determine if their interaction style is introverted or extroverted. A show of hands allowed the class to see how it was split between introverted and extroverted. The class then discussed some things that introverted and extroverted people enjoy.

Introverted people tend to enjoy: individual activities, time alone, peace and quiet, and have a few close friends. They tend to think before speaking, keep their feelings inside and think before acting.

Extroverted people tend to enjoy: group activities, being with other people, having things going on around them and meeting new people. They tend to talk out loud while thinking, say what they feel and what comes to mind, and act before thinking.

The knowledge of these interaction styles will allow leaders to have a better understanding of why and how their employees interact providing an opportunity to develop their optimal working environment.

As with all different types of personalities, the colors of Spectrum typically have things that are their “joys/values” and also “stressors”. Each color group worked to define their “joys/values” and “stressors” which are listed below:

Gold: Joys/Values: A **Gold’s** core value is duty and responsibility. The **Gold’s** listed home, family, tradition and planning under their “joys/values”. They listed stressors as lack of organization, conflict and family-we discussed how family can be a stressor as well as a value. Interestingly enough, I thought the **Gold’s** lists were by far the most organized!

Blue: Joys/Values: A **Blue’s** core value is relationships. The **Blues** listed peace, nature, and caring for pets/others as their joys/values (one group also had wine listed!). They listed stressors as negativity, conflict and injustice.

Green: Joys/Values: A **Green’s** core value is information and knowledge. The **Greens** listed knowing things/learning, reading and research as their joys/values. They listed stressors as incompetency and narrow thinking.

Orange: Joys/Values: A **Orange’s** core value is freedom. The **Oranges** listed adventure, change and open mindedness as their joys/values. They listed stressors as rigidity, feeling like you’re in a box, and no choices/decisions. The **Oranges** were also the only group where every member stood in front of the class when they presented their list which reflects their adventurous nature!

Focus was also concentrated on differences of managing and leading employees. Discussions included traits the group identified as effective leadership styles. And, how we as leaders and managers can contribute and grow as strong leaders. At the end of the day, it was evident of the chemistry throughout the room the as new relationships are being built.

Continued on next page



Leadership continued

Another part of the Spectrum is Temperament: a set of behaviors, skills and preferences motivated by a core need. They are represented by colors. Every human being is born with a “Natural” temperament, but can strongly develop another temperament through life experiences. It takes people with all different temperaments to work together if they want to have the best results. Here is why:

Gold’s temperament is based on the core need of being dutiful and responsible to others, especially their home and family. **Gold** people are very service oriented and enjoy collaborating with a group as long as everyone sticks to the rules. They thrive on being organized and doing “the right thing”.

Blue’s temperament is based on the core need of being in meaningful relationships. They seek authenticity, harmony and are very aware of others’ emotions. **Blues** are great moderators and motivators since they value integrity and communication.

Green’s temperament is based on the core need of being competent. They are always searching for more knowledge and understanding. Greens are very curious and have a great ability to see the “big picture” and work to create solutions to problems. **Greens** prefer an environment that promotes independent thinking and are internally motivated.

Orange’s temperament is based on the core need of freedom: freedom to be and act. They live in the moment and enjoy action and excitement. **Oranges** thrive on competition and perform best under pressure. They are natural leaders and trouble shooters. **Oranges** are very hands-on and can think better when moving around. They are always looking for the next adventure and do not back down from difficult tasks.

Knowing the temperament make up of your group helps assign tasks and understand the process others need in order to make decisions. The key to using the Spectrum of colors is to understand each color’s “joys/values” and “stressors”. By understanding this you can maximize individual and group productivity and satisfaction by meeting core values and avoiding stressors.

A round of “speed dating”, where various participants reveal split second answers to fun spirited questions, started the afternoon session. The room was energized with collaboration and fun as members of Leadership Delaware County became more familiar with one another.



Spectrum training continued into the afternoon with teams comprised of differing “temperaments” worked together to understand the importance of acceptance. Six teams discussed how to remove the negative perceptions associated with each temperament. The leadership group focused on relating to those with differing styles, working together and contributing to support positive outcomes.

Focus was also concentrated on differences of managing and leading employees. Discussions included traits the group identified as effective leadership styles. And, how we as leaders and managers can contribute and grow as strong leaders.

At the end of the day, it was evident of the chemistry throughout the room the as new relationships are being built.

[Click here for more photos.](#)

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!!

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Sunbury, OH 43074
(614) 918-7933
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Gina Masoni-McQuillen, Owner
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Lewis Center, OH 43035
(740) 803-8677
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Raising Cane's

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Delaware, OH 43015
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raisingcane.com
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Member awards scholarship

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



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

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

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

Our Values—The Delaware Area Chamber of Commerce will:

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

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Janell Kuck
Senior Manager



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

Steering Committee

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

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

All meetings are at the Eagles Lodge,
127 East William Street Delaware, OH
unless otherwise specified.

Check the [Safety Council website](#)
for more details.

Want more Safety Council news?

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

Chamber looks to revive dedicated government affairs committee

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

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

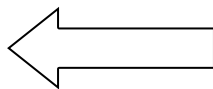
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Let them know you belong and support; link to Chamber logo

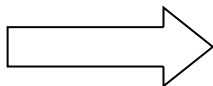
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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





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.



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.

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.

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Follow Ohio Chamber legislative updates

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



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.



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

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

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



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

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

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

Access to care that's right for your employees

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

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

Creative Financial Insurance Services Agency, Inc.

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

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

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



Your chamber membership creates value for your company.

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

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

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

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

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

Dental

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

Blue View Vision

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

Life and Disability

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



¹ Internal data 2017

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

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

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

® 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.



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