

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

August 2022



Sustaining Members Platinum Level



Gold Level



Silver Level



The Delaware Area
Chamber of Commerce
Established 1907

facebook

2023 directory helps members with early-bird, new member and up-size discounts!

The Delaware Area Chamber's Community Profile and Membership directory is the only publication of its kind in Delaware County. This glossy, full-color directory starts with sections on community culture, education, health care, industry and commerce and more. Following is a cross-referenced listing of our members. Some 1000 copies are mailed to new movers, every chamber member and distributed throughout the county all year long. Members are encouraged to request (always free) copies for their lobbies, clients and new-to-the-area staff. And, of course, it's [accessible on our website](#). Advertising in the directory reaches thousands of potential customers and all photos in the publication are straight from our members; there's no stock photography.

[Click here for a price list and ad agreement form.](#)

- For an additional \$50, your ad can be posted for one month on the **Chamber's website**, getting your ad roughly **3600 views**.
- If you ran an ad last year and up-size your ad this year, you'll receive an **additional discount**.
- **New member** since last year's directory? Discount there as well.
- And our always-popular **early-bird discount**.

Don't miss these incredible offers as the Chamber's way of recognizing your need to advertise and the way you've been tested this year. Questions? Contact the Chamber at dachamber@DelawareAreaChamber.com.

Chamber relocates; members contribute

As you may be aware, the Delaware Area Chamber is in the construction phase as we relocate our office. For several years we've been putting funds aside knowing that we needed a bigger facility and better parking options. After four years of searching, we are so happy to have announced that we entered into a long-term lease at 2 Troy Road on the west side of Delaware. We're shooting for a move-in date of September 1 so watch your emails down the road when we will certainly have a celebration and ribbon cutting.

In the meantime, construction continues. Although we didn't need a capital campaign to fund the build out, several members have approached us offering to contribute so that the funds we saved for the project can complete our vision and not have to compromise because of the current state of supply and materials.

So to that end we are announcing an official opportunity for our members who want to be part of our new office to do so. Members who contribute will certainly get lots of press in our chamber newsletter, recognition at the ribbon cutting event when that occurs, and we plan to hang a plaque at the new space acknowledging their generosity. In order to accommodate everyone who wants to participate, we've created four levels: \$500, (bronze), \$1000 (silver), \$2500 (gold), \$5000 (platinum).

If you're interested in participating, email Hquaine@DelawareAreaChamber.com.

We can't wait to show you our new office. It's going to be a beautiful space that reflects the quality of our members; a space to be proud of. Thank you to those who choose to support the project in this special way and I hope to see you in the fall when we open our doors.



2022 Board of Directors

Executive Committee

Brad Schneider—Chair

[The Growth Coach](#)

Casey Converse— Chair-Elect

[Converse & Associates LLC](#)

Aric Arnett— Immediate Past Chair

[Ohio Living Sarah Moore](#)

Ana Babiasz— Treasurer

[Fidelity Federal Savings & Loan](#)

Mark Clack—Vice Chair

[Attindas Hygiene Partners](#)

Shane Dawson— Vice Chair

[Dinsmore & Shohl LLP](#)

Kirt Trimble—Vice Chair

[Trimble Insurance Agency](#)

Board Members at Large

Tamra Bower

[Polaris Fashion Place](#)

Angel Boulis

[Maloney + Novotny](#)

Ken Levering

[Delaware Court Healthcare Center](#)

Maribeth Meluch

[Kohrman Jackson & Krantz, LLP](#)

Liz Owens

[The Alpha Group](#)

Jeff Rupp

[Sunset Springs RV Resort](#)

Scott Ruth

[Cogburn Electric](#)

Jason Sanson

[GHD Group](#)

Kim Saunders

[Ohio State University Wexner Medical](#)

[Center Outpatient Care Lewis Center](#)

Sustaining Members

Bronze Level



Fidelity Federal

SAVINGS AND LOAN ASSOCIATION

FDIC Equal Housing Lender



BodinePerry
Certified Public Accountants & Advisors



KOHRMAN JACKSON KRANTZ



August Business BEFORE Hours

Start your day on Thursday, August 4 by networking when [SourcePoint](#), 8000 Cheshire Rd., Delaware hosts the Before Hours. Food, networking— bring lots of business cards to share. The event is held from 8:00—9:30 am. Please let us know you'll be attending. [Click here to register.](#)



August Business AFTER Hours celebrates 50th anniversary!

End your day on Thursday, August 18 when [Cummins Facility Services](#), 1798 Marion Cardington Road East, Marion,

by networking when hosts the Before Hours. And help them celebrate fifty years in business!! No small thing, 50 years so come congratulate our friends at Cummins. Food, networking— bring lots of business cards to share. The event is held from 5:00—6:30 pm. Please let us know you'll be attending. [Click here to register.](#)



Member celebrates new Delaware office

Furniture is in place and the office is ready to make its official debut in Delaware. Attorney Maribeth Meluch, [Kohrman, Jackson & Krantz, LLP](#) invites you to celebrate with her on Monday, August 4 at 3:30 pm at 99 N. Union St., Delaware. [Click here to register.](#)



Here at looooong last!!

It's finally time to cut the ribbon on the finished product: [First Citizens National Bank](#) invites you to celebrate with them on Thursday, August 25. The event includes food, music and merriment from 4:30— 7:00 pm with a ribbon cutting to be held at 5:00 pm. Follow the sounds of fun to 33 W. William St., Delaware. [Click here to register.](#)



Advertisers in this issue

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[Black Wing](#)

[Shooting Center](#)

[Bodine Perry](#)

[CES Credit Union](#)

[First Citizens](#)

[National Bank](#)

[HW&Co.](#)

[Maloney + Novotny](#)

[Manos, Martin & Pergram](#)

[LPA](#)

[OhioHealth](#)

[Ohio Living Sarah Moore](#)

[SourcePoint](#)

Chamber Staff

[Holly Quaine, President](#)

[Sarah Yoakam, Office Manager](#)

[Matt Carbary, IT Mgr.](#)

32 S. Sandusky Street

Delaware, Ohio 43015

740-369-6221

Fax:740-369-4817

[DelawareAreaChamber.com](#)

2022 Golf Outing



Mother Nature cooperated this year when a 120+ Chamber members and friends came out to the 2022 Chamber golf outing at [Kings Mill Golf Club](#) on July 15.

A huge thank you to Linda Krom and her team at Kings Mill

This year's tournament sponsor was our good friends at [Cummins Facility Services](#); beverage cart sponsor [V & P Hydraulics](#); lunch sponsor [OhioHealth](#), and [Delaware Court Healthcare Center](#) has been serving our golfers breakfast forever.

And because Chamber staff has yet to perfect the art of being in several places at one time, we always have volunteers to thank who step up to help us out. A big thank you to those awesome gals who took your money and your picture; Angel Boulis, [Maloney & Novotny](#); Ana Babiasz, [Fidelity Federal Savings & Loan](#); and Amy Pinnick, [Richwood Bank](#); Matt Tway, [Union Bank](#), Morgan Melon, [Dusty Hostutler Edward Jones](#); Karen Cowan, [Friends of the Delaware County District Library](#); Stacey Webb, [First Citizens National Bank](#).

And a very special thank you to Chamber office manager Sarah Yoakam who, as always, did all the event's heavy lifting.

First place team with a score of 56 was Team [Buckeye Ready-Mix](#) and second place team with a score of 59 was Team [Horizon](#). Kyle Potts won \$260 in 50/50; and skins was a tie between Perry proTECH and Horizon, each team taking home \$170.

And of course, several members had tables out on the course giving away everything from lip balm to Bloody Marys.

Thank you to everybody who came out to play with us, brought their clients and staff, and allowed us to pick their pockets. We appreciate the support on behalf of the membership.

[Click here for photos](#). And go to the next page to see who went home with awards.

And, of course, no respectable golf outing is held without members stepping up to sponsor hole signs, goody tables at the hole, goody bag treats and prize donations. Join us in recognizing these folks:

[2K General](#)

[Amanda Plumbing](#)
[Attindas Hygiene Partners](#)
[Bridge Credit Union](#)
[Buckeye Ready Mix](#)
[Consolidated Cooperative](#)
[Creative Financial Insurance](#)
[Services Agency](#)
[Cummins Facility Services](#)
[Delaware Area Safety Council](#)
[Del-Co Water Company](#)
[Delaware Court Healthcare Center](#)

[Dumbaugh Insurance](#)
[Emergency Plumbing Heating & Air](#)
[Fidelity Federal Savings & Loan](#)
[First Citizens National Bank](#)
[First Commonwealth Bank](#)
[Haller Wealth Management Group](#)
[Helpline of Delaware & Morrow Counties](#)
[Horizon](#)
[Huntington Bank](#)
[Kohman, Jackson & Krantz](#)
[Kroger Company Great Lakes Distribution Center](#)
[Loeb Electric](#)

[Luvata Ohio](#)
[Manos Martin & Pergram](#)
[Meade & Associates](#)
[Minuteman Press of Dublin](#)
[Ohio Living Sarah Moore](#)
[OhioHeath](#)
[PPG Industries](#)
[Raising Cane's](#)
[RCD RV Supercenter](#)
[SERVPRO of Delaware](#)
[Smith-Feike-Minton Insurance](#)
[Tim Horton's Cafe & Bake Shop](#)
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2022 Golf Outing

Corporate Sponsor



Breakfast Sponsor



Lunch Sponsor



Drink Cart Sponsor



First Place
Buckeye Ready Mix Score:56



Second Place
Horizon Score: 59
Skins tie for \$170



Closest to the Pin: Rick Provenzano
Longest Putt: Ken Levering
Women's Longest Drive: Jodie Snider
Men's Longest Drive: Austin Tuckerman

Reminder to respond to database update

Still on the subject of the directory, a reminder to respond when our office sends the primary contact of your membership an email requesting verification/update of the information we have in our database. We work hard to ensure the directory is accurate and so each summer we ask you to verify and/or make changes to your information. Watch your email for it.





DELAWARE AREA
CHAMBER OF COMMERCE



Supervisor Six Pack 100 Series

Does your business rely on supervisors who were good performers
who were promoted into a leadership role?

Have these individual contributors been trained and coached to be effective supervisors?

Could your technicians help you grow your business if they had the skills to be better leaders?

The Supervisor Six Pack – 100 Series provides six 2-hour sessions to expose your supervisors and leads to fundamentals required to transition from a technician to an effective leader for your business. The program includes:

- ⇒ **7 Roles of a Supervisor**
- ⇒ **Establishing Yourself as the Leader**
- ⇒ **Common Purpose – Everyone Wanting to Move in the Same Direction**
- ⇒ **Communicating for Understanding**
- ⇒ **Dealing with Conflict**
- ⇒ **Planning Work and Activities**

This program is available for \$250 per participant* (\$325 for non Chamber-member participants). Participants will be expected to complete program exercises between sessions that apply to their job. Successful participants will receive a 100 Series Certificate. The program will run from **8:00-10:00am for six consecutive Monday mornings beginning October 3, 2022**. Attendees must prepay to be eligible to participate and must complete all six sessions to receive the 100 Series Certificate. The series will be facilitated by Brad Schneider.

** Four or more from the same business will receive a discounted price of \$200 per person.*

[Click here to register by September 26, 2022](#)

Class size is limited

About Brad Schneider - The Growth Coach of Central Ohio



With 20 years of organization development experience, Brad Schneider has coached and developed leaders in businesses in the manufacturing, professional services, financial, IT, and retail industries. The Growth Coach provides him the opportunity to apply his vast coaching and organization development experience to help small and mid-size organizations to exceed their personal and organizational goals.

He has earned the SHRM-SCP and SPHR certifications from the Society of Human Resource Management and the Human Resources Certification Institute as a Senior Practitioner in business strategy implementation, business process design and implementation, and leadership coaching/development.

New member orientation

Each quarter the Chamber hosts an event to welcome new and prospective members (or new representatives from current members) to the organization. It starts with an informal reception attended by several board members and ambassadors and continues with a presentation of benefits and services that come with being a member of the Chamber. New members, prospective members and reps from veteran member businesses who attended the July 26 event included:

LaShaye Floyd, [Bridge Credit Union](#)
Ana & Breana Malone, [Busy B Cleaning Service](#)
Rick Dunlop, [Del-Co Water Company, Inc.](#)
Sean Toneatti & Katy Reininger, HealthMarkets
Michi Deringer & Megan Lane, [Pella of Columbus](#)
Carla Poston, [Pro Core Health Brokers](#)

Forrest Obnamia, [Simple Wealth Solutions](#)
Philip Maxon, [Terracon Consultants](#)
Julie Welch, [UIS Insurance and Investments](#)

[Click here for more photos](#) and [join us for our next New Member Orientation on October 25.](#)

A photograph of a man in a suit sitting at a desk with a laptop, talking to another man. The background is a light blue wall.

Our CPAs and advisors understand that conversations can change everything
Let's Talk...

Tony LaNasa, CPA, CFE
Managing Principal

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OhioHealth Grady Memorial Hospital

Quality medical care serving the Delaware community.



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

BELIEVE IN *WE*™  OhioHealth

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

Members team up to host After Hours



Three members partnered to host the August Business After Hours. Summer was in full heat mode but the vibe was chill as were the adult beverages.

[SERVPRO of Delaware](#), [Emergency Plumbing Heating & Air](#) and [Homestead Beer Co.](#) held the networking event at Homestead's home at the Food Depot in Delaware.

SERVPRO held a drawing for Cheryl's Cookies and a Brutus cookie jar. Lucky winners were Angela Smith from [Safe Harbor](#) and Teresa Giddens from [Clarity](#)

[Technology Solutions.](#)

Great food, great drinks and great friends. Thanks to our trio of members who hosted our event on that warm summer afternoon. [Click here for photos.](#)



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.



PIANOS at the 'Point!

source point
Thrive after 55

Thursday, Sept. 8 | 5:30-8:30 p.m.
DINNER & DRINKS | AUCTIONS
DUELING PIANOS ENTERTAINMENT
Net proceeds benefit programs and services that help Delaware County adults thrive after 55
Presented by Mobility City

MySourcePoint.org/pianos

Chamber's advertising opportunities a great value

Advertising in the Chamber newsletter has always been a great deal. With its distribution list of over 1200 Chamber members and its archival on our website, your ad has a long shelf life. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!**

Full page: 8.5 x 11 portrait \$125 per run
 Half page: 8 x 5.25 H \$90 per run

Quarter page: 4 x 5.25 V \$75 per run
 Eighth page: 4 X 2.62 H/V \$50 per run

You can also place a banner ad on the Chamber's website where it will be seen via 3600 viewers per month on the website pages that get the most attention: Website's home page, any calendar event, any business search, Hot Deal search, any Job search, and Member Login. That's hundreds of combinations of searches that expose your ad. And just like our newsletter ad pricing, banner ads will come in a one-month run or discounted multi-month run. In addition, if you choose the multi-month option, you can choose the three months or run them consecutively. And just like the newsletter multi-run option,

you can change up your banner at any time.



- About Us
- Find A Business
- Calendar
- Membership
- Annual Events
- Newsletter
- Community
- Development
- Safety Council
- Member Login
- Leadership Delaware
- Join The Chamber

Banner ads will be \$125 for one month or \$300 for three months. Questions? Contact Sarah at dachamber@DelawareAreaChamber.com or call 740-369-6221.



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Member seeks community input

[Marion Goodwill Industries, serving Marion, Delaware, Union, Crawford & Morrow Counties](#)

needs your help. To understand current community needs as well as define needs for the near-term future in the communities we serve, Marion Goodwill is seeking community input via a survey.



[Click here to take the survey.](#)

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 Of Serving Central Ohio
 (1951-2022)**

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Drawing By Karen Collins

Local service club swears in new president

On Monday, July 11, the [Rotary Club of Delaware](#) swore in its new president. Phil Ulrey will lead the club for its 2022/23 year, taking the gavel from out-going president Ana Babiasz. Phil was sworn in by Rotary District 6690 president, Price Finley. Other officers in the club include first vice president Lyndsey Dinovo, second vice president Frank Reinhard, secretary Mary Jane Santos, treasurer Dick Zechiel, and Sergeant-at-Arms David Hejmanowski. Rounding out the board are Deanna Brant, Kirt Trimble, Jason Sanson, Scott Martin, Larry Walters, Jack Fling, Susie Bibler, Brad Eber-sole, Jeff Hill.



The Rotary Club of Delaware was chartered in December, 1928 with 25 members. Today the club boasts 103 members, making it the 6th largest in Rotary District 6690, which consists of 59 clubs and over 3400 members in central and southeastern Ohio. The club's local service efforts include highway clean-up, PIN Holiday Clearinghouse, trailhead cleanup and dozens of projects each year. It's known more recently as the group that created and facilitates the popular Taste of Downtown Delaware. The club also supports Rotary International's projects throughout the world.



Rotary started with the vision of one man — Paul Harris. The Chicago attorney formed the Rotary Club of Chicago on 23 February 1905, so professionals with diverse backgrounds could exchange ideas and form meaningful, lifelong friendships.

Over time, Rotary's reach and vision gradually extended to humanitarian service. Members have a long track record of addressing challenges in their communities and around the world. Today over 1.2 million Rotary members from over 35,000 clubs make a difference in their local communities through over 16 million volunteer hours each year. Rotary's international efforts are most known for the irradiation of polio, a Rotary effort that has been funded primarily by local Rotarians. Since its Polio Plus campaign began, 2.5 BILLION children across the globe have received a polio vaccine. Only a handful of known cases are left in the world.

Click here to learn more about [Rotary International](#). If you'd like to learn more about the Rotary Club of Delaware, [click here](#). The Rotary Club of Delaware meets every Monday at noon at Brookshire Banquet Center. If you'd like to be a guest at a meeting, you can email the club's membership chair, [Joe Evans](#).

Congratulations to president Phil Ulrey and best wishes for a great Rotary year!



Janell Kuck
Shareholder

"Proud to live and work in Delaware County for over fifteen years."



+ Delaware 740.362.9031

+ maloneynovotny.com

Welcome

New Members

Alzheimer's Association Central Ohio Chapter

Vince McGrail - Executive Director & CEO

1379 Dublin Road
Columbus, OH 43017

(614) 457-6003

alz.org/centralohio

Provides services to Alzheimer & other dementia patients by accelerating global research, driving risk reduction & early detection, & maximizing quality care & support



Busy B Cleaning Service

Justin Malone - General Manager

165 West Center Street, Suite 208

Marion, OH 43302

(614) 706-7706

thebusybcleaning.com

Provides industrial & commercial cleaning service



Master Lighting Service, Inc.

Josh Barkhurst - President

P.O. Box 605

Lithopolis, OH Master Lighting Service Inc

43136

(614) 876-9771

master-lighting-service-inc.business.site

Offers commercial electrical & lighting services

Stratagem Management

Kyle Heichel - Managing Partner

172 East 5th Avenue

Columbus, OH 43201

(614) 768-7600

stratagemmanagement.com

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Julie Welch - Senior Account Executive

137 South Prospect Street

Marion, OH 43302

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Reinvesting Members

[2K General Co.](#)

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[Clarkson Eyecare](#)

[Cogburn Electric, Inc.](#)

[Delaware County Transit](#)

[Delaware Speech & Hearing](#)

[Center](#)

[Elford, Inc.](#)

[Liberty Township](#)

[Loeb Electric](#)

[Maloney + Novotny](#)

[Mid-Ohio Food](#)

[Collective](#)

[Northwest Title Family of Companies](#)

[Payroll Services, Inc.](#)

[Price Farms Organics](#)

[Safe Harbor - The Group of Delaware County](#)

[Swan Lake Event](#)

[Center](#)

[The Delaware Arts](#)

[Festival](#)

[The Growth Coach](#)

[The Inside Wire](#)

[Tim Hortons](#)

[Too Smooth Floor Prep](#)

The Chamber thanks and recognizes renewing sustaining members

Platinum Level



OhioHealth

Bronze Level



First for business. First for Delaware.

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OUR TEAM: LOCALS BORN AND RAISED
You've probably seen us at Chamber functions, supporting Main Street Delaware, or any number of community events over the years. We care deeply about our community and that pride shows through in everything we do.
To learn more about what we can do for your business, call 740-914-8774. We'll be glad to meet in person or virtually.



FirstCitizensNational.com



L-R: Misty Hayden, VP of Business Development; Todd Everingham, Financial Advisor; Kevin Smith, Regional President - Marion; Frank Reinhard, Regional President - Delaware; Stacy Webb, VP - Branch Operations.

100 North Sandusky Avenue, PO Box 299, Upper Sandusky, OH 43351
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Looking for product or service? Look to your fellow Chamber members **first.**
The Chamber exists for and by its members **check here** before you



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.



Contact your legislator:

Ohio Senate District 19

Andy Brenner
Senate Building
1 Capitol Square
Ground Floor
Columbus, OH 43215
Hometown: Powell
(614) 466-8086
[Email](#)

Ohio House District 68

Shawn Stevens
77 S. High St
13th Floor
Columbus, OH 43215
Phone (614) 466-1431
Fax (614) 719-6990

District 67

Kris Jordan
77 S. High St
11th Floor
Columbus, OH 43215
Phone (614) 644-6711
Fax (614) 719-0002
[Email](#)

250 East Wilson Bridge Rd.,
Suite 100
Worthington, OH 43085
Phone: (614) 523-2555
[Email](#)

District 4

Jim Jordan
[Email](#)

US House District 12

Troy Balderson

US Senate

Rob Portman
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FAMILY OWNED AND OPERATED

August/September

Business Before Hours

SourcePoint

Thursday, August 4, 8:00-9:30 am

[Click here to register](#)

Ribbon Cutting

Kohrman, Jackson & Krantz, LLP

Monday, August 8,
3:30 pm

[Click here to register](#)



Government Affairs Committee

Tuesday, August 9

8:00 am via Zoom

Leadership Delaware Kick Off luncheon

Thursday, August 11

Willow Brook at Delaware Run

Business After Hours

Thursday, August 18, 5:00- 6:30 pm

Cummins Facility Services

[Click here to register](#)

Ambassadors

Tuesday, August 23, 4:00 pm

TBD

Safety Council

Wednesday, August 24, 8:30 am

The Barn at Stratford

[Click here for details](#)

Ribbon Cutting

First Citizens National Bank

Thursday, August 25

5:00 pm

[Click here to register](#)



Calendar

Business Before Hours

Columbus State Community College

Thursday, September 1

8:00-9:30 am

[Click here to register](#)

Leadership Delaware

Thursday, September 9

Spectrum Temperament Development

Government Affairs Committee

Tuesday, September 13

8:00 am via Zoom

Third Thursday Luncheon

Annual State of the Schools

Thursday, September 15

11:45 am -1:00 pm

Brookshire Event Center

[Click here to register](#)

Business After Hours

Thursday, September 15

5:00- 6:30 pm

Ohio Living Sarah Moore

[Click here to register](#)

Board of Directors

Wednesday, September 21, 7:30 am

Chamber office

Ambassadors

Tuesday, September 27, 4:00 pm

TBD

Safety Council

Wednesday, September 28, 8:30 am

The Barn at Stratford

[Click here for details](#)

Supervisor Six Pack

Monday, October 3

8:00-10:00 am

One of six:

Roles of a Supervisor

[Prior registration required](#)

SAVE THE DATES

Clay Classic

Friday, October 14, 2022

[Click here to register](#)

Annual Dinner

Thursday, February 2, 2023

Golf Outing

Friday, June 2, 2023

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

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 and quality of life and the interests of business.



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regional chamber BUSINESS EXPO

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



DELAWARE AREA CHAMBER OF COMMERCE



GAIN LEADS
GET CONNECTED



THURSDAY 4:00-6:30 PM
OCTOBER 20, 2022

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 19: \$175 • Deadline October 10

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 10-ft space with pre-set 8-ft table and 2 chairs (must bring linen).

Joint Business Expo 2022 Exhibitors, please complete this form and send with payment to the Delaware Area Chamber of 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 10. 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

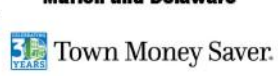
ADDRESS

EMAIL PHONE

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)

CORPORATE SPONSORS: \$1000 SPONSORS RECEIVE: Exhibitor space with premium space assignment; logo on marketing materials & websites OF BOTH CHAMBERS; logo on exhibitor bags, exhibitor map, and event signage



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

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

[*Click here for details](#)

Platinum Level \$5000*

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

Gold Level \$3000*

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

Silver Level \$2000*

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

Bronze Level \$1000*

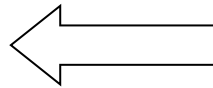
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

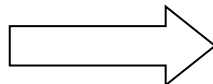
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



DELAWARE AREA
CHAMBER OF COMMERCE



DELAWARE AREA
CHAMBER OF COMMERCE



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

Chamber recommends third party administrator; offers discount to members, Chamber Buck\$ for getting a quote

As a member of the Delaware Area Chamber of Commerce, you have access to discounted, first-rate third party administrator for your Worker's Compensation. We're so sure you'll save money and receive great service that **we're offering \$50 in Chamber Buck\$ just for getting a quote.** Just forward the email confirming your quote to dachamber@DelawareAreaChamber.com and we'll send you a certificate good for \$50 off ANY Chamber invoice.



Sedgwick is Ohio's leading third party administrator for workers' compensation specializing in alternative rating/premium discount programs and cost containment strategies that annually save our clients over \$120 million in premium paid.

Take the first step needed to reduce your annual premium by requesting a free, no-obligation quote for group rating or other alternative rating/premium discount programs through our organization and let Sedgwick's experts work for you!

[Click here to request a savings analysis by completing an AC-3 online form \(Ohio BWC Temporary Authorization to Review Information form\)](#)

request a savings
quote >>
[AC-3 form]

HOT DEALS

Why aren't YOU advertising FREE on the Chamber's Website???

If you're not publishing **Hot Deals** on the Chamber's home page, you're missing one of the benefits of Chamber membership and missing thousands of potential customers

- ⇒ No strings– FREE to Chamber members.
- ⇒ The Chamber's Website boasts visitors each day.
- ⇒ And your Hot Deal will be listed in the Chamber newsletter and eblasted to nearly 1,000 Chamber-member addresses
- ⇒ No limit to the number of Hot Deals
- ⇒ Do-it-yourself: 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.](#)

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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Our Values—The Delaware Area Chamber of Commerce will:

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



Who we are

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

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

What we do

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

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

The program of work is facilitated by the Chamber's member volunteers and committees under the direction of the board of directors. The goal is always to create more prosperity and opportunity for all members. Every member has a voice in determining the Chamber's work, policies and projects- and every member is needed to work to get the job done!

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

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

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

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

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

In addition to financial protection, this innovative alternative offers:

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

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

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

Creative Financial Insurance Services Agency

Jim Roesch

jwroesch@discovercfi.com

740-363-5433

*Anthem Elite Certified



Preferred Benefits Services Agency

Mark Pettitt

mark@prefben.com

740-363-6028

*Anthem Elite Certified



Check Out the

HOT DEALS

from Chamber Members

Posting is FREE with your membership

- ⇒ [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- ⇒ [Join Safety Council— Delaware Area Safety Council](#)
- ⇒ [20% OFF EVENT DISPLAYS- Liberty Sign and Graphics](#)
- ⇒ [15% off Guest room Nationwide Hotel and Conference Center—Nationwide Hotel and Conference Center](#)

Our Vision

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



Our Mission

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



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.





Program assistance
 OSHA compliance
 Accident prevention
 Leadership
 Health & wellness

STAY INFORMED SAFELY

Ohio employers small and large know Ohio Safety Councils offer convenient and affordable access to occupational safety education, resources and networking.



Learn among your business and community peers. **Contact your local safety council today and get involved to proactively prevent injuries, control costs and benefit your workforce.**

[Safety council locations | Bureau of Workers' Compensation \(ohio.gov\)](#)

“

Incidents and accidents do not pause for a pandemic. Taking a year off of Safety Council never crossed our mind.

~ Ryan Mathys,
 Preferred Airparts, LCC,
 Orrville Area Safety Council

Webinars kept the life blood pumping in our safety veins.

~ Kent Sherry,
 Bryce Hill Inc.,
 Springfield-Clark County Safety Council

Even though the meetings are virtual now, it is still beneficial to meet, to talk, to share, & to learn with other members to continue to get the support we all need.

~ Jim Stephen,
 Zemba Bros., Inc.,
 Zanesville-Muskingum County Safety Council

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