

# CHAMBER NOTES

A monthly newsletter of the  
Delaware Area Chamber of Commerce

December 2022



Sustaining Members  
Platinum Level



Gold Level



Silver Level



The Delaware Area  
Chamber of Commerce  
Established 1907



Please join us for the  
Grand Opening  
and  
Ribbon Cutting  
of the new office of the  
Delaware Area  
Chamber of Commerce  
Wednesday,  
December 14, 2022  
Open House 5:00-7:00  
pm  
Ribbon Cutting 5:30  
2 Troy Road, Delaware  
[Please register here](#)



## 2022 Board of Directors

### Executive Committee

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## Sustaining Members

### Bronze Level



## Powell Chamber joins Delaware for 10th annual joint December AFTER Hours

[First Citizens National Bank](#) is our host for the December 6 Business AFTER Hours, held in partnership with our friends from the Powell Chamber. Prizes, food, networking— bring lots of business cards to share. The event is held at First Citizens National Bank 9595 Sawmill Parkway, Powell, from 5:30—7:00 pm at Please let us know you'll be attending. [Click here to register.](#)



## December Safety Council OSHA Recordkeeping

You don't have to be a Safety Council member to join us. Meeting is held on Wednesday, December 28, 8:30-9:30 am at the Barn at Stratford, 2690 Stratford Rd., Delaware. There is a \$5 fee to attend and all are welcome.



## Chamber now accepting 2022 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 2022?

⇒ 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 2, 2023** on your calendar. Invitations are sent via email in early January to the primary representative of your company. Watch for it!

## Chamber Staff

[Holly Quaine, President](#)

[Sarah Yoakam, Office Manager](#)

[Matt Carbary, IT Mgr.](#)

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Delaware, Ohio 43015

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## It was a dark and stormy...No, wait

It was a very foggy, like drive-right-past-the-entrance foggy morning when the [Delaware Community Center YMCA](#) hosted the Chamber's Business Before Hours networking event on November 3. A lively crowd managed to find the venue in the thick fog and enjoyed conversation, introductions and everyone's first cup of morning joe.



Director Roger Hanafin led a presentation that included the history of the YMCA (I didn't know it started in England) and that YMCAs of today reflect the needs of their respective communities. And, boy, does this Y serve the community. From infancy to the most senior



of seniors, the Y hosts programs and partnerships that aim to improve the health and quality of life for the community it serves.

The Delaware community is especially fortunate as this facility was a years-long effort by local government, some big help from state government and strong board of directors who partnered with the Ohio National Guard to create a



venue that added value to the Y by making it available to the community when not being used by the National Guard. Classrooms, gymnasium and public spaces—that was the NG side. The community passed a levy in 2008 to build its portion of the project, doing its part to contribute to this Delaware jewel.

Thank you to Roger, staff and his board of directors for maintaining and growing what has become a vital and integral part of life in Delaware.

[Click here for more photos.](#)

### 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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OH-70280427

## “Need to Know”- Government Affairs Committee launches initiative; needs your input

The Delaware Area Chamber’s Government Affairs Committee is launching a new initiative to better serve our membership regarding your elected officials, key community stakeholders, as well as what you’re thinking about. The Chamber wants to serve as your one-stop-shop to educate yourself on federal, state, and local elections, elected officials; issues and legislation. We will bring you the unfiltered opinions of your community stakeholders but first we want to hear from you.

Regularly, we will send queries to elected officials at the federal, state and local levels and we will share the responses verbatim; to do this, we want to hear what your interests are and what you would like to know.

We also want to share your position/best practices/challenges and opportunities you face. We’ll do that via a survey to your Chamber member peers. And each month we’ll ask you what would like to know from your fellow chamber members

[Click here to access the survey](#)

## Chamber website banner ads a great value

Place a banner ad on the Chamber’s website where it will be seen via 3500 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.

Banner ads will be \$125 for one month or \$300 for three months. Questions? Contact Sarah at [dachamber@delawareAreaChamber.com](mailto:dachamber@delawareAreaChamber.com) or call 740-369-6221.



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The banner features a red and yellow color scheme with a stylized white wing logo. It includes two photographs: one of a group of people holding target signs and another of people on a shooting range. The text is arranged in a clear, hierarchical layout, with the main headline in large, bold letters and the contact information at the bottom.



## OhioHealth Grady Memorial Hospital

# Quality medical care serving the Delaware community.



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BELIEVE IN *WE*™  OhioHealth

To learn more about all the services offered at Grady Memorial Hospital, visit [OhioHealth.com/Grady](http://OhioHealth.com/Grady).



# LEADERSHIP DELAWARE COUNTY

SINCE 1991

## Leadership Delaware Class of 2023 Agriculture Day

Facilitators: Teresa Watkins '07, Kenzie Johnston '21  
Newsletter editors: Rob Curren, Rick Dunlop, Rebecca Skeeles

Leadership Delaware Class of 2023 Agriculture Day was held on November 10 and what an amazing and educational day it was. Whether you live, work, or both in [Delaware County](#) you love Delaware County for different reasons. To truly understand what makes Delaware County great you have to educate yourself through the community and the families who have farmed this county for generations.

The Leadership Class was provided the opportunity to engage in a learning environment with a panel of agricultural producers from the county and [Delaware County OSU Extension](#). It was surprising to learn Delaware County's 803 farms, encompassing 132,875 acres, brought nearly \$87 million (2017 census) into the county's economy through crops and livestock.

Delaware's largest cash crop is soybeans, distantly followed by corn, and even further by wheat.

*Continued on next page*



## Leadership Delaware Class of 2023

Carolyn Asher  
[Carolyn Asher American Family Insurance](#)  
Lisa Clark  
Jay McLaughlin  
[CES Credit Union](#)  
Cody Hatten  
[City of Delaware](#)  
Laura Cameron  
Converse Electric  
Mike Herzog  
Jay Poroda  
Buck Weaver  
[Delaware Area Career Center](#)  
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Travis Woodworth  
[Delaware City Schools](#)  
Jessica Scott  
Brittany Conn  
Julie Streb  
Adam Thacker  
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[Delaware County District Library](#)  
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Deanna Roberts  
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Vince Villio  
[Delaware County Prosecutor's Office](#)  
Brad Fisher  
[Delaware County Regional Planning Commission](#)  
Rob Curren  
Andy Farrow  
Amber Shonebarger  
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Tina Smith  
[Delaware County Transit](#)  
Tim Pyle  
[Delaware Fire Department](#)  
Glynnis Dunfee  
Lauren Robinson  
[Delaware Public Health District](#)  
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Maureen Wagner  
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Sarah Carlin  
[Maloney + Novotny](#)  
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Jodie Wegmiller  
[OhioHealth](#)  
Claudia Wade  
[Olentangy STEM Academy](#)  
Robin Duffee  
[Orange Township](#)  
Carrie Snyder  
Ostrander Civic Association  
Toni Morrison  
[Pathways Financial Credit Union](#)  
Dan Coutcher  
[People In Need](#)  
Alexis Stiver  
[Polaris Fashion Place](#)

*Class continued on next page*



*Leadership Class continued*  
Kevin Parrott  
Casey Smith  
[Preservation Parks of Delaware County](#)  
Joshua Daughenbaugh  
[Price Farms Organics](#)  
Tim Coan  
Beth Wilson  
[Richwood Bank](#)

Brooke Diedrich  
[Snappy's Automotive](#)  
Mari Fridenmaker  
Karen Pillion  
[SourcePoint](#)  
Erin Gliatti  
[Stratford Ecological Center](#)  
Ame Cline  
[The Eye Care Studio](#)  
Cassie Call

Christina Dresdow  
Rachel Roush  
[Willow Brook Christian Communities](#)  
Roger Hanafin  
[YMCA of Central Ohio- Delaware Community Center](#)

*Leadership continued*

The top crop in livestock is hogs and pigs. Most of the money generated by farming in Delaware County comes from crops rather than livestock, since the flat ground is ideal for growing corn, wheat, and soybeans. Even with the large growth in residential and commercial developments, primarily in the southern part of the county, Delaware County ranks 31<sup>st</sup> in wheat and soybean production, 42<sup>nd</sup> in corn production, and 79<sup>th</sup> in cattle production in the 88 Ohio counties.

The central excitement of the day was experiencing some of Delaware County's agriculture royalty with tours of our county's oldest and finest farms. Stepping off the bus onto a farm was like returning home for some in Leadership Delaware and it was like landing in a foreign land for others. What was evident to all is that farming is big business actively using science and technology to improve efficiency and production. We should be proud of our local farmers because they are producing more each year in smarter, more environmentally friendly ways.

First stop, we were greeted by twenty-five black angus cows at Harsh Farms, all dark as coal and many followed by very healthy babies. We can't use 'little' because the youngest in the herd are still several hundred pounds. Our guide provided insight to the operation and market for angus heifers. One of the most interesting dimensions of the tour was a quick education regarding the intense science that goes into ensuring the health, safety, and quality of each animal. The land is perfectly suited for crops, but the black angus is a family passion, and the Harsh Farm is continuing to prove their love of cattle and excellence in production.

Next stop was [Hardscrabble Farms](#), which may be the largest farm most Leadership Delaware team members ever set foot on. We stepped into a barn big enough to hold a football field that is the home to some of the largest farm machinery made along with a collection of more dated classic pieces. The generations of the Skinner family provided insight to their love of farming and commitment to the industry and to their family. It's evident their success is rooted in the rich experience of their elders and the technology skills of the youth. The Skinners will 'out farm' others through state-of-the-art fertilization techniques and a commitment to managing every acre uniquely. They are adding to their enterprise and with each change implementing best practices to raise efficiency.

Third stop was [Price Farms Organics](#). Most in our group probably expected organic vegetables though we learned their operation is much more about the soil inputs. Tom Price guided us through a tour demonstrating that Price Farms makes productive what industry and society might cast off. They have mountains of organic materials, each a special recipe of inputs, for the most powerful agricultural and gardening additives. They work in partnership with the Columbus Zoo to produce their famous Zoo Brew which contains ingredients you can't come across unless you venture into the cage of a wild animal. Price Farms holds numerous EPA licenses to manage and efficiently return numerous by-products to productive use in our community.



*Continued on next page*

### Leadership continued

Leeds Farm was our last stop, though it was our first stop for an agri-tourism operation. It's safe to say many in Delaware County share fond memories of Leeds Farm as a child, parent, or grandparent. It is a family-friendly place to introduce youth to the agriculture industry with small livestock and large gardens. Many of us had our first zip lining experience at Leeds Farm, remember the massive pumpkin patch, and got very lost in a corn or hay bale maze. Leeds is evolving and growing, adding attractions, and setting itself apart regionally as a corporate meeting location. Leeds' focus on family is by design with an interest in introducing youth to an industry with increasing social and economic importance.



Our Leadership Delaware experience on Agriculture Day was more than enriching. It was a reminder that Delaware County is an agriculture powerhouse in the region because of a rich commitment to addressing society's food needs. We should be proud of the commitment to excellence and the recognition that long-term success comes from constant improvement based on industry research and collaboration. We thank Delaware County's agriculture community -- whether you produce a crop, raise a herd, educate, or provide financing or insurance. The industry's success is based on partnership and a collective passion for excellence.

[Click here for more photos.](#)

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### Chamber networking a smart event

Chamber members from Delaware and Bucyrus were that much smarter when [Marion Technical College](#) hosted the November Business After Hours. Dr. Amy Adams and staff led guests through various labs to see what students can experience. For more than 50 years, MTC has prepared students for their chosen professions.



The college offers more than 60 majors, transfer programs, associate degree, and certificate programs in business, IT, health care, and the arts and sciences. MTC students who want to earn a bachelor's degree can easily transfer credits to Ohio's four-year colleges and universities after graduating from MTC with a two-year degree. They have formal transfer agreements with many schools, even beyond Ohio.

And for the business community, MTC's Workforce Solutions trains hundreds of individuals each year to improve skills that lead to business success. They work with business to design and select customized training that can be delivered on-site, on the mobile lab or at MTC. Workforce Solutions also offers non-credit online courses to help current employees improve critical skills from home.

Thank you to MTC for their hospitality.

[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!!***



## Member receives recognition

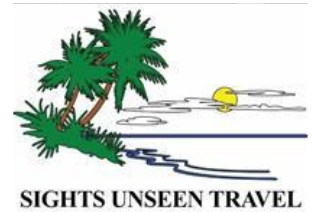
Jill Marie Chitwood has been inducted into Marquis Who's Who. As in all Marquis Who's Who biographical volumes, individuals profiled are selected on the basis of current reference value. Factors such as position, noteworthy accomplishments, visibility, and prominence in a field are all taken into account during the selection process.

Drawing on over 15 years of diverse expertise, Ms. Chitwood specializes in arranging all-inclusive cruises and customized trips. Since 2017, she has built a prolific career as a travel consultant and co-owner of the [Sights Unseen Travel Agency](#), a Cruise Brothers affiliate. In this capacity, she is responsible for organizing all-inclusive trips and cruises, booking rental cars, hotels, customized trips, travel insurance, villas, rental cabins and homes, as well as group packages.

Prior to this role, Ms. Chitwood initially began her career as an advisor and an independent associate at Mannatech Incorporated from 2004 to 2007. During this time, she was also active as an office manager and director of game day operations for the Marion Mayhem Professional Indoor Arena Football Team from 2006 until 2010. Ms. Chitwood finished her 10 year career in Professional Indoor Football as the marketing executive and operations director for community and game day events with the Marion Blue Racers Pro Indoor Football Team from 2015 to 2016.

Well-regarded for her contributions to the field, Ms. Chitwood has received multiple awards, including the Best Travel Agency in Marion County Award in 2022 and the Clara Barton Spectrum Award for Women for Humanitarian Service from the Marion County Chapter of the American Red Cross in 1999. Among her professional accomplishments, she is most proud of her and her husband's involvement in rebuilding two youth baseball fields in their school district, and to have enjoyed the help of the community in building the fields and donating funds for the cause. Most recently she was nominated and is a finalist for the BBB Torch Award for Ethics 2022 for Central Ohio.

Proudly serving by her company motto: "the world is your playground, so travel," Ms. Chitwood attributes much of her success to her passion for ensuring that her customers embark on amazing and memorable trips. Looking toward the future, she aspires to be more accessible to her clients in a traditional business establishment and hopes to hire more personnel as the company continues to thrive.



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## Main Street Delaware receives prestigious accreditation

Heritage Ohio is proud to announce the 2022 certification of Delaware as a nationally accredited Main Street Community. Delaware became a member of the Main Street program in 2000, and since continues to revitalize the historic downtown district.

After a half-day evaluation process, [Main Street Delaware Inc.](#) exhibited evidence of a robust program working toward measurable outcomes in downtown revitalization. Main Street Delaware is being recognized as proficient in the six criteria set by the National Main Street Center. This prestigious designation is a testament to the hard work and commitment of the Main Street Delaware Board of Directors, staff, and volunteers.

"Heritage Ohio is proud to partner with Main Street Delaware and celebrates their success in historic preservation and community revitalization," said Matt Wiederhold, Heritage Ohio's executive director. "Their accreditation is an achievement for which they have worked very hard, by engaging their partners, raising funds, implementing projects, and making vital improvements in their community. Their achievement will help ensure that their historic downtown is a place that is valuable and desirable for both residents and guests."

Main Street Delaware prides itself on being composed of passionate, hard-working, playful, and eager-to-learn community members. These members work to ensure their downtown is a welcoming place for all through economic development, research, and connecting with the community. Heritage Ohio continues to see sophistication in this local program. The board's efforts toward integration with the community as a whole are apparent.

### About Main Street Delaware Inc.

Main Street Delaware is a 501(c)(3) member-supported organization that seeks to preserve and promote historic downtown Delaware. In addition to coordinating the First Friday celebrations and downtown Farmers' Markets, Main Street Delaware oversees the community Home for the Holidays celebration, Summer on Winter Concert Series, and more.



## 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  
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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.



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- Member Login
- Leadership Delaware
- Join The Chamber

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Drawing By Karen Collins



# Welcome

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### Luftman, Heck & Associates, LLP

Benjamin Luftman - Partner

274 Marconi Boulevard, Suite 200  
Columbus, OH 43215  
(614) 768-6511

[columbuscriminalattorney.com](http://columbuscriminalattorney.com)

*Provides legal services & criminal defense*



### Paint Corps of Delaware

Brandon Brubacher - Owner

(419) 789-4124

[paintcorps.com/delaware-oh/](http://paintcorps.com/delaware-oh/)

*Serves as a veteran-owned interior & exterior painting company*



### Payroll Vault

Todd Cooper - Owner/President

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### The Chamber thanks and recognizes renewing sustaining members

**Silver Level**



**Bronze Level**



### Did you know...

...that as a member of the Delaware Area Chamber you may use one of the Chamber's conference rooms? The Board Room sits 20 comfortably and has a screen, projector and Wi-Fi. The Conference Room can seat up to 36 classroom style.

Also on hand: podium 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 also have a small office perfect for one-on-

one meetings. We'll even supply coffee, tea and water. For Chamber members the first five hours in any calendar year are free; \$25 an hour thereafter. To schedule the room, contact the Chamber at 740-369-6221 or [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com).





## 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  
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11th Floor  
Columbus, OH 43215  
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# December/January

## Calendar

### Business After Hours with the Powell Chamber

Tuesday, December 6 5:00-7:00 pm  
First Citizens National Bank, Powell  
[Click here to register](#)

### Leadership Delaware

Thursday, December 8  
Education Day

### Workforce Development & Education Committee

Friday, December 9, 8:30 am  
Chamber office

### Government Affairs Committee

Tuesday, December 13  
8:00 am via Zoom

### Chamber Office Ribbon Cutting

Wednesday, December 14  
Open House 5:00-7:00 pm  
Ribbon Cutting 5:30 pm



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

### Safety Council

Wednesday, December 28, 8:30 am  
The Barn at Stratford  
OSHA Record Keeping

### HR Council

Wednesday, January 4, 8:30 am  
Chamber office

### Government Affairs Committee

Tuesday, January 10  
8:00 am via Zoom

### Leadership Delaware

Social Services Day  
Thursday, January 12

### Workforce Development & Education Committee

Friday, January 13 8:30 am  
Chamber office

### Chamber Board of Directors

Wednesday, January 18, 7:30 am  
Chamber office

### Third Thursday Luncheon

Thursday, January 19 11:45- 1:00pm  
Brookshire Event Venue  
The Economic Impact of the Columbus Zoo & Aquarium  
[Click here to register](#)

### Business After Hours

Thursday, January 19 5:00-6:30 pm  
Pro Core Health Brokers  
[Click here to register](#)

### Ambassadors

Tuesday, January 24 4:00 pm  
TBD

### Safety Council

Wednesday, January 25 8:30 am  
The Barn at Stratford  
Winter Preparedness & Safety

### SAVE THE DATES

Annual Dinner  
Thursday, February 2, 2023

Golf Outing  
Friday, June 2, 2023

Clay Classic  
Friday, October 13, 2023

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

## Share your news

New staff? Let us introduce them. New product line? Let's announce it. Industry recognition? Toot your horn.

Tell us what's going on in your business so that we can share it with our membership. E-mail your news to [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com).



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+ maloneynovotny.com

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

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

[\\*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\*

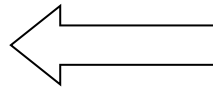
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

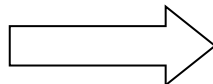
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a 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](mailto: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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## Are you making the most of the freebies that your Chamber membership offers?

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

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

Your online calendar displays events from other members, Chamber events, and of course, any events that you have posted. You can register online for Chamber events only; to register for another member's event, please contact that member directly. If the event you'd like to register for has a fee associated with it (for example, Third Thursday luncheon is \$20 per person), you can pay online right then and there, select to pay at the door, or let us know you'd like an invoice. [Click here for the full instructions on registering for Chamber events.](#) So, you've attended an event and you opted to be invoiced for it. You can pay that invoice online as well as ANY Chamber invoice. [Click here for instructions on how to pay invoices online.](#)

## Chamber newsletter advertising a good value

More than 1200 readers at over 450 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value. All ads are in full color and should be sent electronically in either a Publisher, png, jpeg or PDF format **ONLY** by the 20th of the month for placement in the next month's edition. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!** Email your ad to [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com) Ad prices are for one run:

Full page: 8.5 x 11 portrait	\$125	Quarter page: 4 x 5.25 H	\$75
Half page: 8 x 5.25 H	\$90	Eighth page: 4 X 2.62 H/V	\$50

## 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 premier source for the success of the Delaware area business community by being a visionary leader for programs and services benefiting our members; supporting economic vitality, advocating for business, and providing collaborative growth opportunities.



## Share your news

New staff? Let us introduce them. New product line? Let's announce it. Industry recognition? Toot your horn.



Tell us what's going on in your business so that we can share it with our membership. E-mail your news to [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com).

## First for business. First for Delaware.

NOW OPEN at 33 W. William Street | 740-914-8774

### 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; Marlene Frank-Rosenhard, Regional President - Delaware; Stacy Webb, VP - Branch Operations.

100 North Sandusky Avenue, PO Box 298, Upper Sandusky, OH 43351

\*Securities and insurance products are offered through Citicore Investment Services LLC, member FINRA/SIPC. Advisory services are offered through Citicore Investment Advisors LLC. Neither firm is affiliated with the financial institution where investment services are offered. Investment products are: \*Not FDIC insured \*May lose value \*Not deposits \*Not bank guaranteed \*Not insured by any federal government agency. Individuals affiliated with this broker/dealer firm are either Registered Representatives who offer only brokerage services and receive transaction-based compensation (commissions), Investment Adviser Representatives who offer only investment advisory services and receive fees based on assets, or both Registered Representatives and Investment Adviser Representatives, who can offer both types of services.



## 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](mailto:jwroesch@discovercfi.com)

740-363-5433

\*Anthem Elite Certified



## **Preferred Benefits Services Agency**

Mark Pettitt

[mark@prefben.com](mailto: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](#)
- ⇒ [15% off Guest room Nationwide Hotel and Conference Center—Nationwide Hotel and Conference Center](#)
- ⇒ [Chamber Member Discounts—Staples](#)

- ⇒ [Recurring Service Discount - Busy B Cleaning Service](#)
- ⇒ [Ice melt & snow removal solutions.- Cummins Facility Services](#)



# 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](mailto:jwroesch@discovercfi.com)  
740-363-5433  
[www.discovercfi.com](http://www.discovercfi.com)

201 Pennsylvania Avenue, Delaware

### **Preferred Benefits Services Agency, Inc.**

Mark Pettitt  
[pettitt@prefben.com](mailto:pettitt@prefben.com)  
740-363-6028  
[www.prefben.com](http://www.prefben.com)

611 South Sandusky Street, Delaware



## 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 days<sup>1</sup>
- 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.<sup>2</sup>
- 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



<sup>1</sup> Internal data 2017

<sup>2</sup> 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 \(ohio.gov\)](#)

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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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