

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

February 2022

Sustaining Members

Industry Exclusive
Platinum Level



Gold Level



Silver Level



Bronze Level



The Delaware Area
Chamber of Commerce
Established 1907



DELAWARE AREA
CHAMBER OF COMMERCE

You are invited to attend a program of the
Delaware Area Chamber of Commerce

13th Annual State of the City
with

City of Delaware Mayor Carolyn Kay Riggle
and City Manager Tom Homan

sponsored by



Thursday, February 17, 2022, 11:45am—1:00pm at [Brookshire Banquet](#)
405 Greif Parkway, Delaware 43015

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

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

Deadline to register is Thursday, February 3, 2022

Cancellations after February 3 and no-shows will be charged.

[Click here to register](#)

Chamber reschedules annual dinner, golf outing

As the Chamber made plans for the return of the annual dinner and awards on February 3, it became clear that Covid hadn't finished having its way with our annual event. In order to give our members a chance to attend we have rescheduled the event to May 3. The event will look exactly like it does with the silent auction, decorated tables and business awards. [Click here to make your reservations.](#)

Rescheduling the annual dinner meant pushing the golf outing as well from June 20 to July 15. Here's to hoping 2023 will find us back on track!

New Member celebrates new Delaware location

Help us welcome [The Eco Plumbers](#) to Delaware as they celebrate the opening of their newest location with a ribbon cutting on



Tuesday, February 8 at 3:30 pm. The Eco Plumbers are entering the Delaware market at 599 Sunbury Rd., Delaware. Please join us. [Click here to let us know you're coming.](#)

**2022 Board of Directors
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[The Growth Coach](#)

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[Converse & Associates LLC](#)

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[Ohio Living Sarah Moore](#)

Ana Babiasz— Treasurer
[Fidelity Federal Savings & Loan](#)

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facebook

**Welcome spring with joint chamber virtual
networking event!**

Back by popular demand is our
joint virtual networking event
with the Marion Area Chamber of Commerce. Make new friends in our mar-
ket to the north and join our sponsor [First Citizens National Bank](#) as we
speed network virtually.



Here's how it will work:

- Event will take place on Friday, March 4 from noon to 1:15.
- Register using this link.
- **There is a \$10 registration fee that must be paid by credit card at the time of registration.**
- There is a limit of five attendees per business.
- The event will flow like speed dating with attendees making multiple contacts around virtual tables, with four table assignment rotations guaranteeing that attendees will ALWAYS meet NEW representatives at every table.
- **Approximately one week prior to the event attendees will receive an email requiring the downloading of the platform, called Remo. Be sure to watch for it!**
- The event is for Chamber members who want to nurture new contacts, expand their client base and make new friends.



Marion Area
Chamber of Commerce

Space is limited so register today.

Member celebrates anniversary

[Fidelity Federal Savings & Loan](#) planned to celebrate their 135th anniversary with a Business After Hours in February but canceled their plans as Covid continued its impact. But Chamber president Holly Quaine surprised bank president Ana Babiasz and her board of directors at their February board meeting when she showed up to present a proclamation recognizing Fidelity's iconic place in Delaware.



With staff watching, Ana was presented with a framed decree asserting the value and importance of Fidelity's contributions to the community as one of the oldest organizations in the state of Ohio.

Congratulations to Fidelity and its staff and many thanks for 135 years of integrity and commitment to our community.



NEW DATES



HR Six Pack Series Returns

Are you or one of your staff performing the HR functions in your business?

Are you responsible for only HR but aren't up-to-date on the changing labor laws?

Even a small business without a dedicated HR professional– ESPECIALLY a small business without a dedicated HR professional– needs to understand the current laws, best practices and advice regarding your relationship and responsibilities as an employer.

This program offers a well-rounded exercise in how HR function can prevent expensive issues.

The program includes:

- ⇒ Hiring: applications, interviews, ADA, I9, reference checks, tests and assessments, avoiding pitfall questions you think is innocent small talk; medical marijuana in the workplace
- ⇒ Employment manuals: policies, content, required postings, NLRB guidelines for social media, confidentiality; non-competes and non-disclosure agreements, protecting trade
- ⇒ Leave: sick leave, drug rehab programs, EAPs, ADA accommodations, absenteeism
- ⇒ Non-discrimination: medical exams, more ADA, religion, race, national origin, gender, age, LGBT– (restrooms and health care provisions), establishing a culture to avoid unintentional insensitive comments that can cause big issues
- ⇒ Regulatory: wage and overtime, commissions, OT exemptions, record-keeping, OSHA, Whistleblower, HIPAA, time-keeping, email and smart phone issues, unemployment compensation
- ⇒ Discipline: progressive discipline, best practices, termination, severance agreements, more ADA, employment references, documentation, process of termination, workplace violence resulting from termination

This program is available for \$250 per Chamber-member participant. (\$325 for non-members) **The program will run from 8:00-10:00am for six consecutive Monday mornings beginning April 4 at the Chamber office.** Attendees must prepay to be eligible to participate. [CLICK HERE TO REGISTER.](#)

As it always is, the series will be facilitated by our brilliant attorneys Maribeth Meluch, [Kohrman, Jackson & Krantz, LLP](#), and Shane Dawson, [Dinsmore Shohl, LLP](#), who, between them, have over 50 years' legal experience.

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 H \$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.

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.



About Us Find A Business Calendar Membership Annual Events Newsletter
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Have YOU signed up for auto-pay and received your FREE newsletter ad? What are you waiting for?

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

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

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

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

Members who sign up receive a free 1/4 page newsletter ad! Call the office for format details. So sign up today to make paying for your Chamber investment a snap. There are no administration or set-up fees.

* Don't know the month in which your renewal is due? Email dachamber@DelawareAreaChamber.com.

Advertisers in this issue

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Member celebrates 70 years!

Kenwel Printers, Inc. announced its 70th anniversary serving the Columbus Region as a locally owned and operated print production, mailing and fulfillment services company.

“There is no denying the last couple of years have been tough given Covid and everything. This makes Kenwel turning 70 even more profound. We are so grateful for our customers and employees,” said Kenwel Owner and President Mike Fisher

Fisher has been with the company for 47 years. He started out as a pressman and worked his way into a variety of leadership roles both in production and sales which led him to where he is today. As president and owner, Fisher is still very involved in the day-to-day operations, making sure each job is done to the customer’s satisfaction..

Kenwel is kicking off the new year with improvements. During Q4 2021 they consolidated down to two buildings in order to conserve and better utilize space and improve workflow.

Throughout Fisher’s tenure he has seen the company evolve to meet the needs of customers. Back in the 70s Kenwel had the first high speed envelope jet press in the state of Ohio and became an asset to the trade. Other advances through the years included the computerization of estimating and data collection, multi-color presses and direct to plate technology.

A big turning point was the transition to digital color presses with variable data software providing the customer with the ability to customize each piece. Now, with even more data available, customizing a printed piece can be done relatively easily. Kenwel has the capability to personalize everything from letters, postcards, and posters to brochures and annual reports. We can switch out images, words, paragraphs - even entire letters, based on the accompanying data. This type of technology provides businesses and organizations the ability to break down their audiences and connect more personally with each member.

Short-run digital printing projects have increased in recent years, however, Kenwel’s offset printing capabilities are still in demand for larger high-quality runs. When printing higher volumes, offset still remains the most cost-effective and provides more accurate color reproduction.

Kenwel’s variety of equipment and experts - for both offset and digital printing - provides the customer with options. One way may make more sense than the other depending on budget, timeframe and needed quantity. Investments in ever-changing technology—like equipment that performs stitching and trimming and folding - allows Kenwel to remain competitive.

Having a long history with printing envelopes and providing mailing services, Kenwel takes pride in achieving Seamless Acceptance rating by the USPS accelerating their mail processing.

Kenwel has also met quality thresholds with the USPS in order to be included in the Mail Anywhere program. This allows Kenwel to use the same permit at any location while having a centralized account to enter and pay for all mailings across the country - a benefit that extends to their customers.

Continued on next page



Kenwel, continued

While direct mail took somewhat of the backseat with the deluge of digital marketing, Kenwel's mail expert, Phil Osborn, says that they have seen an upswing. Studies have shown that successful marketers are incorporating direct mail into their omni-channel efforts.

Fisher said, "Present day, we are continuing to evolve - researching, reviewing and investing in new equipment; developing processes that will help us help our customers."

The Kenwel team consists of experienced knowledgeable customer service representatives, mail, pre-press and production experts who have the ability to adapt to changing job requirements. Kenwel's long-standing network of trusted resources and subcontractors extends the services they can provide to help customers work through any communication challenge.

Kenwel was founded in 1952 by Ken Taylor and John L. Worrell, further developed by John and his wife Virginia Worrell, then incorporated in 1969. Since its founding Kenwel has worked with a wide range of businesses and nonprofits including corporate headquarters, universities, and small businesses primarily in the Columbus area.

Kenwel Printers, Inc. is located in Clintonville, conveniently between I-71 and Rt. 23, just south of Morse Road at 4272 Indianola Avenue, Columbus, Ohio 43214. For more information visit kenwelprinters.com or call 614-261-1011,

Look for more of Kenwel Printers' 70-year celebration throughout 2022.



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Follow Ohio Chamber legislative updates

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



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

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

[Email](#)

District 67

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

[Email](#)

US House

District 12

Troy Balderson
250 East Wilson Bridge Rd.,
Suite 100
Worthington, OH 43085
Phone: (614) 523-2555

[Email](#)

District 4

Jim Jordan

[Email](#)

US Senate

Rob Portman
Sherrod Brown

[Email](#)

Candidate forum planned

The Chamber's government affairs committee plans to hold a primary candidate forum in the spring. Plans will begin after February 2 which is the deadline to get on the ballot. Watch the March newsletter and your email for details as they're announced.



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City and County partner to move project forward

[Delaware City](#) Council recently voted to enter into a contract with the [Delaware County](#) Finance Authority to issue bonds valued at nearly \$7.5 million.

The funds will be used for improvements at “The Point,” the east side bottleneck where U.S. Route 36 and state Route 37 enter from the east and split at the railroad bridge. The plan calls for widening the road and replacing the bridge.



Construction on the project is expected to begin in 2023. The city will issue the bonds late next year.

“This is a great deal for the city of Delaware,” said Mayor Carolyn Riggle. “This gives us the funds to keep moving forward with this important project. We are grateful to Delaware County Treasurer Donald E. Rankey Jr. and the Delaware County Finance Authority for creating and administering a bond

fund that keeps our dollars local and benefits all the taxpayers of the county.”

Rankey announced the creation of the Delaware County Bond Fund in July. The fund was created to give local governments in Delaware County the ability to issue bonds for capital projects at a lower interest rate than they can get on the open market. Conversely, the bonds return a higher interest rate to the county than available with traditional investments. The project was launched in conjunction with the Delaware County Finance Authority, which acts as the administrator and issuer for the bond fund.

Under the terms of the resolution:

- The city will issue bonds totaling \$7,464,674
- The bonds will be issued for 10 years at 1.75% interest
- There will be a 1% origination fee of \$74,647

“I never get tired of saying this: It’s a win-win for both sides,” Rankey said. “The bond fund is able to assist the city of Delaware in a very important project. In return, the taxpayers of Delaware County will get a better return on their money.”

Delaware County Finance Authority Treasurer David Stadge noted that the cooperation between Delaware County and the City of Delaware provides significant financial benefits to both parties without impairing the county’s ability to borrow to finance projects. Coupled with previous agreements between the Delaware County Finance Authority and Liberty Township and the Tri-Township Fire District, the bond fund demonstrates the need of the county to provide improved access to capital markets.

Bill Bishop, chairman of the Delaware County Finance Authority, said the bond fund is doing exactly what it was created to do.

“The bond fund is putting Delaware County dollars to work in Delaware County,” Bishop said. “This fund is such a great resource for our townships, villages and cities. I expect to see more and more governmental subdivisions take advantage of this fund.”

The DCFA is a political subdivision created by the Delaware County Board of Commissioners to assist in economic development and job creation in Delaware County. The DCFA offers numerous incentive programs and has the ability to issue tax-exempt and taxable bonds for business, developer, nonprofit and governmental projects. The DCFA works in partnership with traditional lending institutions and its public partners to provide the most advantageous financing for projects that benefit the community

Source: [The Delaware Gazette](#)



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February/March

Calendar

HR Council

Wednesday, February 2
8:30 am Chamber office

Ribbon Cutting

The Eco Plumbers
Tuesday, February 8, 3:30
[Click here to register](#)



Government Affairs Committee

Tuesday, February 8
8:00 am via Zoom

Leadership Government Day

Thursday, February 10

Valentine's Day
February 14th
Snuggle with your
Valentine



Chamber Board Meeting

Wednesday, February 16
7:30 am Chamber office

Safety Council

Wednesday, February 16
11:00 am via Zoom
OSHA Updates
Link required

Third Thursday luncheon

State of the City
Thursday, February 17
11:45-1:00 pm
Brookshire Banquet
[Click here to register](#)

Manufacturers' Council

Wednesday, February 23
7:30 am

Virtual Networking with Marion Chamber

Friday, March 4
Noon-1:00
[Register here to receive link](#)

Government Affairs Committee

Tuesday, March 8
8:00 am via Zoom

Leadership Law Enforcement & the Courts Day

Thursday, March 10

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

Chamber Board Meeting

Wednesday, March 16
7:30 am Chamber office

Third Thursday luncheon

Delaware County Update
Thursday, March 17
11:45-1:00 pm
Brookshire Banquet
[Click here to register](#)

Business After Hours

Thursday, March 17
5:00-6:30 pm
United Way of Delaware County
[Click here to register](#)

Manufacturers' Council

Wednesday, March 23
7:30 am

SAVE THE DATES

Annual Dinner

Tuesday, May 3, 2022
Hilton Polaris

Golf Outing

Friday, July 15, 2022

Clay Classic

Friday, October 14, 2022

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.

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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.



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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.



LEADERSHIP
DELAWARE COUNTY
 SINCE 1991

Leadership Delaware Social Services, Boardmanship & Volunteerism Day

Facilitators: Barb Lyon '12, Gina Grote '12, Holly Quaine '09

Newsletter editors: Courtney Hendershot, Craig Hill, Kathy Hoff

Social Services Volunteerism Boardmanship Day kicked off at the Willis Education Building with speed dating where we learned more about class members, like who preferred David Beckham or George Clooney, your go-to karaoke song and the latest movie you had seen.

After waking up with some Panera breakfast and laughs, past Leadership Delaware Class of 2012 graduate, Barb Lyons, introduced herself and fellow members of the United Way of Delaware's Strengthening Families. We were divided into groups to take a tour and learn about some of the different programs they provide students. We took a tour of the Strengthening Families Teen room, Wellness room, the Think Tank and Kay's Shack. These rooms each provided their own resources for specific situations such as fun activities for stressed out students after an exam, cooking opportunities for adults and children, and the opportunity to "shop" around for necessary clothing.

Continued on next page



Leadership Delaware Class of 2022

Beth Anderson
[Delaware-Morrow Mental Health & Recovery Services Board](#)
 Mike Augenstein
[Marion Technical College](#)
 Amanda Bacon
[Delaware County Board of Developmental Disabilities](#)
 Andrea Banks
[Ohio Living Sarah Moore](#)
 Eric Barr
[Delaware City Schools](#)
 Andy Bartlett
[Delaware County District Library](#)
 Max Bennett
[Pathways Financial Credit Union](#)
 Adonis Bolden
[Delaware City Schools](#)
 Rachel Clukey
[Delaware County District Library](#)
 Destiny Coleman
[Ohio Wesleyan University](#)
 Chris Conrad
[Elford, Inc.](#)
 Cathy Courtice
[Willow Brook](#)
[Christian Communities](#)
 Lisa Dooley
[Delaware-Morrow Mental Health & Recovery Services Board](#)
 Mollie Driscoll
[Delaware County Board of Developmental Disabilities](#)

Dave Erickson
[United Country Real Estate & Auction Services](#)
 Todd Everingham
[First Citizens National Bank](#)
 Cheyenne Fletcher
[United Way of Delaware County](#)
 Andrew Gerberry
[Del-Co Water Co.](#)
 Emily Hartley
[Ohio Living Sarah Moore](#)
 Courtney Hendershot
[City of Delaware](#)
 Craig Hill
[Delaware County Board of Developmental Disabilities](#)
 Kathy Hoff
[People In Need of Delaware County](#)
 Carrie Hunt
[Delaware City Schools](#)
 Jill Jones
[Delaware County Sheriff's Office](#)
 Nick Karafa
[Delaware County Sheriff's Office](#)
 Gina Kolp
 City of Powell
 Ian Lafferty
[Power Wellness-Mount Carmel fitness Center](#)
 Tyler Lane
[Delaware County Prosecutor's Office](#)
 Rachel Layne
[Delaware County Job & Family Services](#)
 Natalie Long
[United Way of Delaware County](#)

Scot Martin
[MP Digital, LLC](#)
 Brianne McFarland
[OhioHealth Foundation](#)
 Julie McKenzie
[Delaware County Sheriff's Office](#)
 Kate Nelson
[First Commonwealth Bank](#)
 Kyle Pace
[Preservations Parks of Delaware County](#)
 Dana Polhamus
[First Citizens National Bank](#)
 Meghan Raehll
 Franklin University
 Hunter Rayfield
[Liberty Township](#)
 Kevin Rider
[Forensic Human Factors, LLC](#)
 Mike Ringle
[Delaware County Auditor's Office](#)
 Chris Roshon
[Preservation Parks of Delaware County](#)
 Jeff Sell
[Delaware County Job & Family Services](#)
 Laura Smith
[SourcePoint](#)
 Mikela Thomas
[Olentangy Local Schools](#)
 Stephanie Ward
[Fidelity Federal Savings & Loan](#)
 Jim Wasil
[Del-Co Water Co.](#)
 Brett Wiemken
[Orange Township](#)

Leadership continued

When the tour concluded, we heard from Bob Anderson, Director at [Delaware County Jobs and Family Services](#). Over three different counties there are over 80 jobs and family services combined to help a variety of individuals. One of the big topics amend the pandemic is workforce shortages. [OhioMeansJobs](#) has seen of 700 visitors needing assistance with job placement. Among these individuals, they also have a program, Adult and Dislocated Workers, in which they assist individuals with getting the necessities they need to perform a job. For example, in a manufacturing job they may need steel toe boots so this program assists them with the purchase of this item. They also offer Employer Services for workforce development. Jobs and Family Services offers on site interview locations, job screening and job training where wages are paid up to 6 months if the program is completed for employers to utilize while hiring. With the job training original, they have over an 85% completion rate in Delaware County!

Barb Lyon then began a conversation with the class on looking at poverty in different perspectives. She illustrated how many see this situation in different ways and that rushing to judgment is likely to discourage discussion rather than foster solutions. It is important to be part of the solution and understand that some of the myths we believe are just that, myths. In Delaware 1 in 5 children come from disadvantaged situation. Some people have been embarrassed or concerned to come forward with their needs regarding food insecurity. Poverty is not always long term it can affect people for a short term crisis leading to food insecurity. It is a good reminder for all of us to check on our neighbors and help when we can. Consider giving, volunteering, promoting helping of others, and/or take a class like Bridges out of poverty to help assist others dealing with food insecurity.

The class then discussed Boards and qualities to look for when joining a board with Holly Quaine and Gina Grote. It is important to note that the CEO answers to the board and the CEO then oversees the employees. Board members are typically not paid but have significant duties such as fiduciary responsibilities, adhering to the mission of the agency, policy approval, and hiring of the CEO. Before joining a Board you should consider the following is there a conflict of interest, what will I be doing on this board (ex. Fundraising), How do I help this Board, consider your time commitment, consider term limits, ask about audits, look at strategic plan, is there a formal orientation for board members, is there an annual CEO evaluation.

After lunch, the groups broke down for walking tours of three organizations: Grace Clinic, [Andrews House](#) and [Family Promise](#).

Grace Clinic is a faith-based medical clinic that provides medical care for uninsured and underinsured with free medical appointments, prescriptions, and specialist assistance. Specialists include optometrists, podiatrists, nutritionists, dentists and women's health. All providers and specialists 100% donate their time to serve the community. Currently, there are three locations in Central Ohio, with the Delaware location being the largest. They are a huge community resource for those in need in Delaware County.

Andrews House is a long-standing fixture in Delaware that began as a place of residence in the mid-1800's for the Andrews Family, later became Delaware's first hospital, and in the 1900s transitioned to become a Greek house for [Ohio Wesleyan](#). St Peters Church next door bought the home and restored many of its original architect and established the Andrews House to fulfill its original mission of hospitality, service, healing and education. Today, it house Connections Volunteer Center, provides community meals and free legal services to those in need and also runs the Snaps Produce Perks program.

Family Promise is a faith-based organization that helps address homelessness. They run a 24/7 operation to address shelter first, then meals and support services. The families of one or more that they support typically have 30 days to find other solutions to housing, with the support of the staff, volunteers and other agencies that help others. They utilize the housing they have and local hotels in the area. They are always looking for donations of homes or shelters for the organization.

Continued on next page



Leadership continued

After our walking tour, we gathered for a panel discussion of non-profits that shared the collaboration of agency efforts to address Strengthening Families, Affordable Housing, Food Insecurity and Human Trafficking and how to get involved.



The group then had a service exercise to help count the inventory for the Back to School program led by United Way.

[Connections Volunteer](#)

[Center](#) completed the day with a presentation of the new website to get involved in Delaware County with volunteerism.

[Click here for 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.



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 networking events available for new year— only a few events left!

One of the fundamental benefits of a chamber membership is the opportunity to meet other members. The Delaware Area Chamber offers members the chance to host or attend either an am or pm networking event most months.



Want to show off your business by inviting members over for refreshments and schmoozing? The Chamber is taking reservations for hosting in 2022. Dates are filled on a first-come basis* so contact the Chamber to hold your date. Contact Sarah at dachamber@DelawareAreaChamber.com.

Available dates for 2022:

Business BEFORE Hours 8:00-9:30 am

June 2	October 6
July 7	November 3

* Excluding annual traditional events, please allow 18 months since your last hosting.

If you're thinking

I need a better bank

then you need to think beyond the banks.



Lisa Clark, Manager

Delaware Service & Lending Center
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by Walgreens, Delaware, OH 43015

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Club members recognized for extraordinary service

At its January 10th meeting, the [Rotary Club of Delaware](#) recognized Rotarian Jack Fling, [Jack Fling Agency](#), as a club major donor. Major donors are those that have contributed \$10,000 or more to the club.



Jack's extraordinary generosity isn't the only way he stands out. Jack has been a member of the Delaware Rotary Club since 1998, he has *perfect attendance for over 24 years!* He's an enthusiastic volunteer at Rotary initiatives and can be found ushering at the Little Brown Jug or cleaning up little on a stretch of 521 that the Rotary club has adopted.



Jack, Rotary club president Ana Babiasz and Mike Dickey

Club Foundation Chairman Mike Dickey, [Maloney + Novotny](#), himself a multi-year Paul Harris Fellow* presented Jack with the coveted diamond-inserted Paul Harris pin and the exclusive crystal paperweight.

Jack's integrity and fierce sense of humor make him a popular and respected member of the Rotary (and Chamber) community.



*The Paul Harris Fellow recognition acknowledges individuals who contribute, or who have contributions made in their name, of \$1,000 to [The Rotary Foundation](#).

Two weeks later, on January 24, Mike Dickey himself was the recipient of a major donor award. A Rotarian since 1988, Mike has 26 years of perfect attendance and has received a Paul Harris fellow several times. When Rotary president Ana Babiasz presented Mike with his major donor award, Mike said that he's only trying to keep up with his Rotary mentor, Jack Fling.

How lucky is the Rotary Club of Delaware to have such amazing members? That they are Chamber members as well can't be a coincidence...

Did you know...

...that as a member of the Delaware Area Chamber you may use the Chamber's conference room at no cost? The conference room sits 25 comfortably and has a screen, projector and Wi-Fi. Also on hand: podium, easel and white board. It's the perfect location for training, strategic planning or meetings you'd rather have off-site; for home-based members it a perfect place to meet your clients. We'll even supply coffee, water and soft drinks. And best of all, it's FREE. To schedule the room, contact the Chamber at 740-369-6221 or dachamber@DelawareAreaChamber.com.



MANOS, MARTIN & PERGRAM CO., LPA Attorneys at Law



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(1951-2021)**

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Drawing By Karen Collins

Reinvesting Members

[All Occasions Catering & The Barn at All Occasions](#)
[Alpha Group of Delaware, Inc.](#)
[Berlin Township](#)
[Buckeye Ready-Mix, LLC](#)
[Byers Delaware Auto](#)
[Capital Medical Resources, LLC](#)
[Collaborative Talent, LLC](#)
[CT Consultants, Inc.](#)
[Delaware County District Library](#)
[Delaware County Foundation](#)
[Delaware-Morrow Mental Health & Recovery Board](#)
[Dreamshine at Autumn Lakes, LLC](#)
[Edward Jones - Dan Jay](#)
[Elite Foot and Ankle, LLC - Powell](#)
[Friends of the Delaware County District Library](#)
[Fruth & Company, PLL](#)
[Gabel, E. Marianne](#)
[Harmony Brands, LLC](#)
[Hetter Heating & Cooling](#)
[Homewood Suites by Hilton Columbus Polaris](#)
[Inno-Pak, LLC](#)
[Jet's Pizza](#)
[Kenwel Printers, Inc.](#)

[Liberty Casting Company](#)
[Mays Consulting & Evaluation Services, Inc](#)
[MD Transmissions, Ltd.](#)
[Mike's Roofing, Inc.](#)
[Miller, Rozella](#)
[Office City Express](#)
[OhioMeans Jobs of Delaware County](#)
[Pathways Financial Credit Union](#)
[Polaris Fashion Place](#)
[Rusk Bros Body Shop LTD](#)
[Savare Specialty Adhesives, LLC](#)
[SBA Studios, LLC](#)
[Sims Bros., Inc.](#)
[Smith-Feike-Minton Insurance](#)
[Spectrum](#)
[The Delaware Gazette](#)
[The Kleingers Group](#)
[Thorsen's Greenhouse, LLC](#)
[Todd Etgen Trucking, LLC](#)
[United Way of Delaware County](#)
[US Heating and Air Conditioning](#)
[Willow Brook Christian Communities](#)
Worly, Don

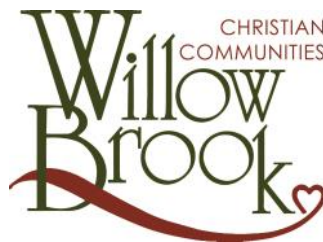
The Chamber thanks and recognizes renewing sustaining members

Gold Level Renewing



MOUNT CARMEL

Silver Level Sustaining Membership



[Click here to learn more about Sustaining Memberships](#)



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.

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](#)

Industry-Exclusive Platinum Level \$5000*

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

PLATINUM LEVEL: ONLY ONE PER INDUSTRY

Gold Level \$3000*

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

Silver Level \$2000*

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

Bronze Level \$1000*

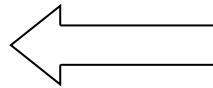
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

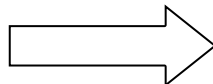
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a 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 \(Ohio BWC Temporary Authorization to Review Information form\)](#)



City offers revolving loan

The [City of Delaware](#) has opened a \$300,000 revolving loan fund to bolster the city's small businesses. Any business (or business owner) within city limits is eligible to apply for the low-interest loan program. The fund will be administered by Economic and Community Development Institute (ECDI), a community microlender that is headquartered in Columbus and serves small businesses throughout the state of Ohio.

In a time when a majority of small businesses – even those with a long, stable history – are struggling due to the economic shutdown caused by COVID-19, access to capital can be a sustaining lifeline. Borrowers can request up to \$25,000 from the City of Delaware fund, and can access ECDI's portfolio of funds for additional capital up to \$350,000* for their total loan. Funds can be used for any business purpose, including payroll, inventory, renovations or other.

Loans of 0-25K will be funded at 3% rate. Loans of 25-50K will be funded at 5% blended rate. Beyond that, your business will work with ECDI to get the best rate they can or will seek financing from other entities of your choice.

To apply, please visit <https://www.ecdi.org/small-business-loans/>. For further questions, please reach out to Aaron Cornell at (614) 559-0196 or by email, ACornell@ecdi.org.



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BELIEVE IN *WE*™  OhioHealth

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

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 January 25 event included:

Brien Neal, [3rd Act Medical Alerts, LLC](#)
Roger Hanafin, [Delaware Community Center YMCA](#)
Kyle Overmeyer, Dreamlife Recovery
Natalie Plate, [Let's Lead HR Consulting, LLC](#)
Jeff, Brooks & Alison Speck, [MVP Insurance](#)
Benjamin Jacoby,
[The Law Office of Brian Jones](#)
Carl Woodruff,
[Town Money Saver](#)

[Click here for more photos](#) and join us for our next [New Member Orientation on April 26.](#)



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.



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.



..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.

Welcome

New Members

Addison Properties*

Jason Friedman - President
3401 Enterprise Parkway, Suite 205
Beachwood, OH 44122
(440) 459-1868 ext 1
addisonprops.com



Serves as a residential & commercial development & realty company

*** Bronze Sustaining Member**

Cashmans Horse Equipment & Drive-Thru Feed Store

Andrea Cashman - Owner
1646 US Highway 42 North
Delaware, OH 43015
(740) 363-6073
cashmans.com



Offers horse-related products & drive-thru farm animal feed store

Eyerman Planning

Tony Eyerman - President
(614) 420-5547
Offers environmental planning & design services

MVP Insurance

Charles "Jeff" Brooks - Protection Services
73 South Main Street
Johnstown, OH 43031
(740) 966-3180
themvpagency.com



Offers a full range of insurance products

Nobis Industrial Sales, LLC

Kenny Nobis - Managing Partner
9458 Pine Creek Drive
Powell, OH 43065
(614) 208-4714
nobisindustrial.com



Represents manufacturers of motion control & power transmission components

Nvironment

Liz Hauswald - Principal
27 East Russell Street, Suite 300
Columbus, OH 43215
(614) 725-4644
nvironmentdesign.com



Provides commercial architectural services

Pella of Columbus, LLC

Mark Robinson - President
9009 Gemini Parkway
Columbus, OH 43240
(614) 890-2000



pellacolumbus.com

Offers designing, testing, manufacturing & installing of windows & doors

Property Management Inc., Columbus

Bryan Smith - Co-Owner; Director of Networking & Marketing
P.O. Box 345
Blacklick, OH 43004
(614) 413-764



pmicolumbus.com

Offers property management for association, residential & commercial properties

Pure Smiles

Sharon Ewing - Director of Marketing, Communications & Branding
833 West William Street
Delaware, OH 43015
(740) 524-7421



puresmiles.com

Offers a full range of dental services

Smash My Trash

Andrew White - Owner/CEO
P.O. Box 341097
Columbus, OH 43234
(937) 505-0559
smashmytrash.com



Offers a mobile compaction service that reduces waste volume by as much as 70%

Two Men and a Truck

Stephanie Clarey - Owner
5083 Westerville Road
Columbus, OH 43231
(614) 901-1570 ext 102



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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.



Check Out the

HOT DEALS

from Chamber Members

Posting is FREE with your membership

- ⇒ [Ice Melt Solutions - Cummins Facility Services](#)
- ⇒ [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- ⇒ [Join Safety Council— Delaware Area Safety Council](#)
- ⇒ [New Patient Special—Heritage Clinic of Chiropractic](#)
- ⇒ [15% off Guest room Nationwide Hotel and Conference Center—Nationwide Hotel and Conference Center](#)
- ⇒ [Exclusive discounts at Staples stores-Staples](#)

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: get your 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.](#)

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



Chamber website banner ads a great value

You can now 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 or call 740-369-6221.



**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.**

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
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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.

“

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,
Orville 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

”

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

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.

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.](#)