

# CHAMBER NOTES

A Monthly Newsletter of the  
Delaware Area Chamber of Commerce

July 2017



DELAWARE AREA  
CHAMBER OF COMMERCE  
1907 - 2017



## Sustaining Members

*Industry Exclusive  
Platinum Level*



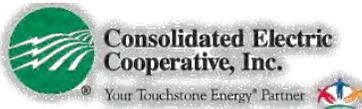
*Gold Level*



*Silver Level*



*Bronze Level*



*The Delaware Area  
Chamber of Commerce  
Established 1907*



## Chamber offers early bird advertising special

The Chamber is preparing its ad campaign for the publication of the 2018 Community Profile and Membership Directory. In order to ensure the accuracy of information published in the directory, the Chamber will be sending the primary contact of each membership an email requesting verification of the info in the Chamber's database.



To jump start ad sales and pass along savings to the membership, the Chamber is offering an early bird special. Ad prices remain at 2017 levels, but **ads purchased and paid for by July 31, 2017 will receive a 5% discount.** Artwork does not have to be turned in by August 31, but a commitment to the ad purchase must be made.

In addition, any member who joined the Chamber after June 1, 2017 qualifies for a new member discount of an additional 5% off the price of their ad if purchased by August 31, 2017. We'll be following up with email reminders so you have several opportunities to be reminded of this special offer. Linked is the [ad agreement form](#) for those of you ready to move forward with reserving your ad at the special price.

We'll be working again with [Gayle Holton Design](#) who will continue to offer special pricing for ad prep for those of you who need art created for your ad. Contact the Chamber at [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com) with questions and to return your ad form. For a look at this year's directory, [click here](#).

## New member orientation—except it means you veteran members, too

Every quarter the Chamber holds a new member orientation. Members mingle with board members over coffee and pastry and then retreat to the conference room where Chamber staff runs through the benefits of membership.

But we know that there are many of our current/long-standing members who could use a brush-up or have new staff who should be brought up to speed.

Everyone is invited— even prospective members, and the Chamber staff encourages you to register to attend; bring a client who may be considering membership.

Our next orientation is **Tuesday, July 25**. [Click here to register](#). We'd love to see you! It's not for just new members!

## Chamber announces new staff!

The Chamber is thrilled to announce that new office manager, Sarah Yoakam, began her duties on Monday, June 26th. Sarah brings a wealth of experience in the trade association/ membership organization field and years of administrative excellence. Sarah is a Knox County native with a truly well-rounded resume. We're so fortunate to welcome her.



## Advertisers in this issue

[Anthem Blue](#)  
[Cross/Blue Shield](#)  
[Blue & Co.](#)  
[Black Wing](#)  
[Shooting Center](#)

[CES Credit Union](#)  
[Dawson & Myers](#)  
[Delaware County Historical Society— The Barn](#)  
[Fahey Bank](#)  
[First Citizens National Bank](#)

[Hetter Heating & Cooling](#)  
[HW&Co.](#)  
[Maloney + Novotny](#)  
[OhioHealth](#)  
[Ohio Living Sarah Moore](#)

## 2017 Board of Directors

### Executive Committee

Tony Eyerman, Chair

*Eyerman Planning Associates LLC*  
Chad Hoffman, Immediate Past Chair

[Richwood Bank](#)

Ken Barton, Treasurer

[Minuteman Press of Dublin](#)

Glenn Marzluf– Chair–Elect  
[Del-Co Water Company, Inc.](#)

Dusty Hostutler– Vice Chair  
[Edward Jones](#)

Bill Morgan– Vice Chair

[2K General Co.](#)

Judd Scott, Vice Chair

[V & P Hydraulic Products](#)

### Board Members At Large

Aric Arnett

[Ohio Living Sarah Moore](#)

Ana Babiasz

[Fidelity Federal Savings & Loan](#)

Jack Brickner

[Planned Communities](#)

Paul Craft

[Delaware City Schools](#)

Rex Gore

[Black Wing Shooting Center](#)

Todd Irion

[Engineered Materials Systems Inc.](#)

Jen Knittle

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Maribeth Meluch

[Isaac, Wiles, Burkholder & Teetor, LLP](#)

Zach Price

[TRIAD Architects](#)

Andy Wecker

[Manos, Martin & Pergram Co.](#)

### Staff

Holly Quaine, President

[hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com)

Sarah Yoakam, Office Manager

[dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com)

Safety Council

[DASafetyCouncil@gmail.com](mailto:DASafetyCouncil@gmail.com)

Matt Carbary, Communications/IT Mgr.

[mcarbary@DelawareAreaChamber.com](mailto:mcarbary@DelawareAreaChamber.com)

32 S. Sandusky Street

Delaware, Ohio 43015

740-369-6221

Fax:740-369-4817

[www.DelawareAreaChamber.com](http://www.DelawareAreaChamber.com)



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

### State of the Townships

with

### Orange, Liberty, & Berkshire Township Administrators

Lee Bodnar, Jeff George and Matt Huffman

sponsored by



better work, better life

Thursday, July 20, 2017, 11:45am—1:00pm at [SourcePoint](#)  
800 Cheshire Road, Delaware 43015

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

Chamber members: \$15 ~ Non-Chamber members: \$20

**Deadline to register is Monday, July 17, 2017**

Cancellations after July 17 and no-shows will be charged.

[Click here to register](#) or call 740-369-6221 or email

[dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com)

### July Business AFTER Hours cure for the summer heat

Join us for our July Business AF-  
TER Hours as [OhioHealth](#) hosts  
the Chamber at Café 561 at Grady  
Memorial Hospital, 561 w. Central

Ave., Delaware on Thursday, July 20 from 5:00—6:30pm. Bring lots of busi-  
ness cards to share. Please let us know you'll be attending. [Click here to regis-  
ter.](#)



# OhioHealth

### Chamber's event cancella- tion policy

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

In those cases, we notify via email  
those who have registered for the  
event. Those who have not registered  
and show up at the venue will be in-  
convenienced and we apologize. Alt-  
hough we expect walk-ins at the event,  
we cannot predict how many there will  
be so we can't include that unknown

number in our decision to hold or can-  
cel an event. Often, had we known the  
number of unregistered walk-ins will  
attend, we would not have had to can-  
cel the event.

Please understand that holding events  
is planned around knowing who com-  
mits to attending. Often, walk-ins im-  
pact the room set-up and the amount  
of food prepared. While we don't dis-  
courage walk-ins, we have no way of  
contacting them. If you find at the last  
minute that you can attend an event,  
call the Chamber the day before or the  
morning of the event to make sure  
your trip isn't wasted.

Bottom line: please register for events.  
Thank you!



## LAST CALL; ONLY A FEW SPOTS OPEN Leadership program accepting applications for class of 2018



Leadership Delaware is now accepting applications for the class of 2018. This prestigious program has become a must-have experience for emerging leaders in Delaware County. Through Leadership Delaware, class participants learn first-hand about the challenges and opportunities facing the community. Participants are exposed to people and places they could not on their own and discover a perspective unavailable in the normal course of their work. Even participants who've lived their entire lives in Delaware County are amazed at what they learn.

The nine-month program, held on the second Thursday of each month Sept. through May, focuses on various topics, including a county tour, agriculture, education, social services, government, law enforcement and the courts, health care and economic development.

More than 620 Delaware County professionals have graduated from the program since its inception in 1992. These alumni serve on local boards and committees helping to shape the future of the Delaware area.

Tuition for the program is \$825 for Delaware Chamber members and \$840 for non-members, and includes all materials and meals. In addition to the nine sessions, participants attend a kick-off luncheon in August and a graduation luncheon in May. The deadline to apply is June 30. [Click here to view the program brochure](#) and [click here to apply on-line](#). Get more information at [www.DelawareAreaChamber.com](http://www.DelawareAreaChamber.com) or by calling the Chamber at 740-369-6221. All applicants will be notified as to their acceptance by mid-July. Space in the program is limited and it fills up fast. Consider this the year that you or a valuable member of your staff should experience Leadership Delaware.

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.

# BLAST IS BACK!

## SUMMER BLAST 2017 • JULY 27-30

- GIVEAWAYS AND SALES
- HOG ROAST & CONCERT
- CAR SHOW
- YOUTH EVENTS
- FUN SHOTS... AND MORE!

SAVE THE DATE! MORE DETAILS AT [BLACKWINGSC.COM](http://BLACKWINGSC.COM)

## Symphony announces annual community concert; fireworks follow

For the 32nd consecutive year, the [Central Ohio Symphony](#) will present its annual 4th of July concert on Tuesday, July 4 at 7:30 p.m. Conductor Jaime Morales-Matos will direct the orchestra in Phillips Glen, located behind Gray Chapel on the Sandusky Street main campus of Ohio Wesleyan University, just one block south of downtown Delaware. Jeanette Ferguson will sing “The Star Spangled Banner” and Delaware Hayes High School principal Ric Stranges will be the evening’s host.

“We always look forward to this event,” said Executive Director Warren W. Hyer. “This concert is our way to thank the community for the strong support it has always given us.”

The evening’s program will feature music by American composers, including the popular “Armed Forces Salute” in recognition of veterans and active service personnel, and the music from the movie “To Kill A Mockingbird,” by Elmer Bernstein. Hyer pointed out some changes in programming from past years.

“We will be performing a short classical work by Hector Berlioz,” said Hyer. “There will also be a world premiere of one of Ben Goldberg’s compositions, “Walk of Champions. We have performed several premieres with Ben and look forward to playing his new work.”

As has become tradition, the group will perform Tchaikovsky’s “1812 Overture,” replete with theatre cannon blasts.

One of Ohio’s largest free orchestra performances, attendance in recent years numbered between 6000 and 8000. Concertgoers are encouraged to bring a picnic and chairs or a blanket to enjoy annual event, a July 4th tradition for many families.

The Symphony recommends allowing for extra time to get to the concert as there is construction on the Ohio Wesleyan campus this summer.

Lawn seating is free. The Symphony also provides limited general admission chair seating in front of the stage for \$6.00. Tickets are available at the Symphony office, located at 24 E. Winter Street in downtown Delaware, as well as at the concert. Tickets may also be purchased online for \$6.50. The City of Delaware’s fireworks display will start immediately following the concert.

The lead sponsor for this year’s concert is again [Willow Brook Christian Communities](#). Zangmeister Cancer Center, [Mt. Carmel Health and Fitness](#), and [Middlefield Bank](#) are also sponsors, as are the [City of Delaware](#) and the Ohio Arts Council. The concert location is made possible by Ohio Wesleyan University.

For more information on the concert, visit [www.centralohiosymphony.org](http://www.centralohiosymphony.org) or call the Central Ohio Symphony office at (740) 362-1799.

And after the concert, the City of Delaware will put on its annual fireworks display. Visit Downtown Delaware’s many eateries, enjoy the concert and stay for the display. Happy Fourth of July!



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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 1/8 page newsletter ad!**

Call the office for format details or with help creating your ad.

So sign up today to make paying for your Chamber investment a snap. There are no administration or set-up fees.

\* Don’t know the month in which your renewal is due? Contact the Chamber at [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com).



## **FAHEY BANK HELPING HANDS SMALL BUSINESS LOAN.**

### **Let us help!**

The Fahey Bank Helping Hands Small Business Loan makes it easy for you to get the cash you need to help your small business. So whether it's a new vehicle or some new equipment, our fixed rate loan can help.

Loan special for a limited time. Subject to credit approval. All other loan terms and requirements apply. This offer is for new loans and is not available for refinancing existing Fahey Bank loans. Maximum loan amount is \$75,000.00. Other restrictions may apply. Interest Rate of 4.24%. Advertisised rate available on 84 month loan. Rate without automatic payments deducted from Fahey Bank Account is 4.49%.

**Loan Amount:  
\$10,000 - \$75,000**

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**Term: Up to 7 years**

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**Fixed Rates: As low  
as 4.24% with  
automatic payment  
from your Fahey  
Bank Account**

---

**Fee: \$250.00**

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**Collateral: Vehicle or  
Equipment**

### **FAHEY BANK**

127 N. Main St.  
Marion, OH 43302

[www.faheybank.com](http://www.faheybank.com)

740.382.8231

Member FDIC

## Member celebrates remodel and anniversary with open house and ribbon cutting

On Thursday, June 15 [Emergency Plumbing Services](#) celebrated their 40th anniversary with their usual fanfare. No small thing to be a second-generation thriving business, family, friends and the community came out to help the Emergency Plumbing family (and family includes staff) celebrate this recognition.



Emergency Plumbing has twice won the Chambers Corporate Citizen of the Year award for their contributions to the community. In addition to their reputation as a quality business, they are also known for being the front-runner if there was an award for Business That Puts Its Name And Logo On The Most Stuff Anywhere. It would not have been a surprise if every bit of pulled pork that was served as part of a lavish buffet, had a tiny EPS stamped somewhere.

Congratulations to one of the communities most valuable businesses for so many reasons, not the least of which is their commitment to service, community and sense of humor. [Click here for more photos.](#)



## Trimble Insurance Agency Partners with Utica National

[Trimble Insurance Agency](#), Inc. has joined the 1,500 independent agents nationwide who represent the companies of the Utica National Insurance Group.

The agency, with an office in Delaware, is a leading insurance and financial services firm serving businesses, individuals, and families throughout the Delaware County.

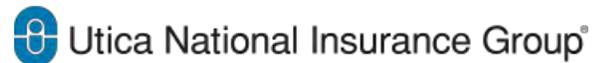
Based in New Hartford, NY, Utica National is among the top 100 property/casualty insurance organizations in the United States and among the largest headquartered in New York State.

Utica National sells commercial insurance products through the independent agency system. Included among its specialties are products for graphic arts, educational institutions, volunteer fire departments, religious institutions, and one of the nation's largest programs of professional liability coverage for insurance agents.

"The independent insurance agents that represent us are the key to helping consumers in their community have a choice of the company and coverages that fit their needs," President and CEO Richard Creedon said. "We're pleased to be part of that choice, and we look forward to a long affiliation with Trimble Insurance Agency, Inc."

Trimble Insurance is another example of an iconic community family business that has, against the odds, remained strong, vital and respected, now in its third generation.

Congratulations to Twila, Greg and Kirt and staff.



**maloney**  
maloney + NOVOTNY LLC

Business Advisors and  
Certified Public Accountants

**Mike Dickey, CPA**  
Shareholder

Cleveland | 216.363.0100  
Canton | 330.966.9400  
Delaware | 740.362.9031

Elyria | 440.323.3200  
Worthington | 614.781.6174  
[maloneynovotny.com](http://maloneynovotny.com)



Your piggy bank isn't the only place you can look for savings.



At **The First Citizens National Bank**, we are committed to finding you ways to save money on business expenses. That's why we've partnered with BASYS Processing, to bring you the best credit card processing rates possible.

We're so confident that we'll be able to help you save on your monthly processing costs that we promise - if we can't save you money, we'll give you \$25! And if we can help, and you sign with us by July 31, 2017, we'll give you \$25 just for giving us the opportunity to earn your business! It's a win-win!

To take advantage of this offer, and stop relying on your piggy bank to save money each month, simply send two months' Mastercard/VISA statements and we'll complete a side-by-side comparison with your current program. Give us a call at (419) 294-2351 for help with questions, and to discuss your credit card processing needs!

For more information, contact:

**Stephanie Hufford**

(419) 294-2351

SHufford@FirstCitizensNational.com



## OhioHealth Grady Memorial Hospital

# Quality medical care serving the Delaware community.



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

BELIEVE IN *WE*™  OhioHealth

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

## Member wins coveted recognition . Again.

[The First Citizens National Bank](#), Upper Sandusky, Ohio is pleased to report it has once again earned a coveted 5-Star rating from BAUERFINANCIAL, the Nation's Premier Bank Rating Firm. (A five-star rating indicates the bank excels in areas of capital adequacy, profitability, asset quality and much more.) Earning and maintaining this top 5-Star rating for 109 consecutive quarters puts The First Citizens National Bank in an even more prominent position as a "Best of Bauer" bank. This designation is reserved for banks that have maintained Bauer's highest rating for 25 continuous years or longer.



"The First Citizens National Bank is an integral member of the community," remarks Karen L. Dorway, president of BauerFinancial. "Its support provides the vitality the community needs to remain socially, educationally and commercially vibrant. A strong community, in turn, produces a strong community bank. And the cycle continues. True community banks, like The First Citizens National Bank, understand that what is good for the community is equally good for them, making them an invaluable neighbor."

Established in 1902, The First Citizens National Bank has been providing value to its neighbors and friends for 115 years. Today it operates through seven conveniently located offices in Carey, Dunkirk, Marion, Nevada, Powell, Upper Sandusky and Whar-ton and can also be found on the web at [firstcitizensnational.com](http://firstcitizensnational.com).

The First Citizens National Bank: "Here Today. Here Tomorrow."

## 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....*

**The FIRST CITIZENS NATIONAL BANK**  
MEMBER FDIC | EQUAL HOUSING LENDER

**MORE**  
*than just banking!*

Powell Banking Center  
9595 Sawmill Parkway Powell, OH | (614) 789-9595 | [www.FirstCitizensNational.com](http://www.FirstCitizensNational.com)

## Having trouble clicking newsletter links?

If you have been having difficulty accessing links from the electronic newsletter, you may need to try the "alternative" version. Smartphone, tablet, Google Chrome, Microsoft Edge, and Firefox users should use the main version of the newsletter. Internet Explorer users can use the alternative version available from the newsletter email or found right below the main newsletter link from our newsletter webpage. Let us know of any other newsletter issues by contacting the Chamber at 740-369-6221 or email at [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com).

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# HOT DEALS

**Are YOU taking advantage of the FREE** opportunity to list your sales and deals on the Chamber's website and newsletter??? Hot Deals is a value-added benefit that comes with your membership. You can post sales open to the public or Chamber-member discounts. And you can use the Hot Deals anytime all the time and change up your ads when you want to. Hot Deals are posted on the home page and linked on every page of the Chamber's website, visited over 6,000 times each month. They're also posted and linked in the Chamber's monthly newsletter which is distributed to over 900 recipients. And new Hot Deals are also automatically sent via email to over 300 who have signed up to receive new deals.

## Hot Deals: what's keeping you from posting??

Call the Chamber and ask how to log in and post your deals: 740-369-6221 or email her at [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com).

## Use your freebies with ChamberMaster

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

Click here for tutorials: [Hot Deals](#), [posting events](#), [register for events](#), [pay invoices online](#)

COMING SOON:

- How to connect with other Chamber members
- How to refer other Chamber members
- How to update your company information for the "find a business"
- How to post job openings

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

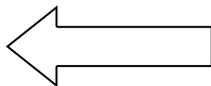
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



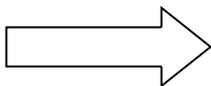
DELAWARE AREA  
CHAMBER OF COMMERCE



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**.



Check Out the Latest

# HOT DEALS

from Chamber Members

Posting is FREE with your membership

- [More Than 50% OFF CLOSEOUT - Foot & Ankle Wellness Center](#)
- [New Sponsorship Opportunity—The Delaware County Fair](#)
- [15% Off Legal Services—Joslyn Law Firm](#)
- [NorthStar Golf Club Corporate Membership—NorthStar Golf Club](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)

PROUD MEMBER OF THE



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.



DELAWARE AREA  
CHAMBER OF COMMERCE  
1907 - 2017



## The Annual Supervisor Six Pack 100 Series



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

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

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

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

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

This program is available for \$250 per participant. Participants will be expected to complete program exercises between sessions that apply to their job. Successful participants will receive a 100 Series Certificate. The program will run from 8:00-10:00am for six consecutive Monday mornings beginning September 11. Attendees must prepay to be eligible to participate and must complete all six sessions to receive the 100 Series Certificate.

The series will be facilitated by Brad Schneider.

**Click here to register by August 31, 2017**

### About Brad Schneider - The Growth Coach of Central Ohio



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

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

## Orange Branch Library announces new Branch Manager

[Delaware County District Library's](#) Sara Kennedy stepped into the role of Branch Manager for the Orange Branch Library. Kennedy succeeds Julie Standish, who served as Branch Manager since 2013.



"It's been a pleasure to see Sara's journey during her time at DCDL, and I am excited to welcome her in to this new role," said Deputy Director Don Yarman. "As manager, she will continue to serve the community and meet the high standards of customer service and public programming that the patrons have come to expect from the Orange Branch Library."

Kennedy has a long history with the Delaware Library, having begun as a Page in 1999, then being promoted to a Circulation Clerk, Reference Librarian, and most recently as the Orange Branch Library Assistant Manager in 2013.

The Orange Branch Library is DCDL's newest branch, built in 2011 and the second largest of the DCDL system at 33,000 square feet. It boasts nearly 50,000 annual reference questions, and more than 600 programs with almost 35,000 people in attendance.

Standish will join the staff of Charleston County (South Carolina) Public Library as a regional manager.

## Annual joint After Hours adds shopping to the fun



The annual joint Business After Hours with the Sunbury/Walnut Chamber was held this year at the [Tanger Outlet Mall](#). And while networking is the official reason for the monthly event, when it's held at THE premier outlet mall, it's pretty clear where the priorities ran. Mall manager Carl Landis rolled out the red carpet and attendees enjoyed yummy treats from High Rise Pizza Pies and Aunt Annie's pretzels.

The event marked the first anniversary of the mall and the weather backed that

up by being as hot and muggy as it was when the Property Brothers cut the ribbon in June 2016. But that didn't stop the shopping any more than it did at the grand opening. Thanks to our friends at the Sunbury Chamber for sharing this annual event. Thanks to SJ Barakony, [Service Before Self Leadership](#), for playing photographer; Rise Pies Pizza and



Aunt Annie's Pretzels and biggest thanks of all to Carl Landis and his staff at Tanger. [Click here for more photos.](#) And put Thursday, June 21, 2018 on your calendar when we hold our annual event back at Tanger.



## Business + Pleasure = Your Event



ANNUAL MEETINGS  
NETWORKING EVENTS  
STAFF RECOGNITION EVENTS  
AWARD CEREMONIES  
CLIENT APPRECIATION DINNERS  
CORPORATE FUNDRAISERS  
RETREATS

You get all of these up-to-date amenities plus the rustic charm of our authentic 1840s barn:

- Seating for up to 250 people
- Digital A/V equipment • WiFi
- Sound system • Bistro lighting
- Catering available for snacks, meals, or buffet
- Prep kitchen • Climate controlled



2690 Stratford Road • Delaware, OH 43015  
Call for a quote or to arrange a tour.

Ph: 844-369-2276  
[www.BarnAtStratford.org](http://www.BarnAtStratford.org)

The Barn at Stratford is owned and operated by the Delaware County Historical Society. All proceeds from events benefit historical preservation and education in Delaware County.

## Our Guiding Principle

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



**BACK BY POPULAR DEMAND!!**

**The Delaware Area Chamber of Commerce  
is pleased to offer a 4-part  
Microsoft Office Productivity Training  
in partnership with  
Clarity Technology Solutions**



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



## **Workshop Schedule**

### **October 30 – Microsoft Outlook**

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

### **November 6 – Microsoft Excel**

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

### **November 13 – Microsoft PowerPoint**

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

### **November 20 – Microsoft Word**

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

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

Cost: \$125 for complete series

Pick any three sessions: \$100

Pick any two sessions: \$75

Single session: \$40

*Deadline to register is October 16, 2017.*

*No shows will be charged the full amount.*

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

*All participants will be entered to win a FREE 1 Year Subscription for Office 365 Home Edition for 5 users*

***Click here to register***

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## Habitec Security acquires Sentinel Alarm Company

**Habitec Security**, one of the largest privately-held security companies in the Midwest, headquartered in Toledo with a branch office in Greater Columbus Region, acquired Sentinel Alarm Company of Columbus, Ohio.

“Sentinel Alarm Company and Darrell Francis, the previous owner, have an excellent reputation in the community, which made it a perfect fit for Habitec. Darrell has done a great job of growing his business over the last 25 years and we are excited to have him join our team. We will be transferring and welcoming Sentinel customers to Habitec Security over the next few months and intend on making this a seamless transition. With a proven track record for 45 years, Sentinel Alarm Company customers can be confident Habitec will continue to provide exceptional security services,” said John Smythe, President & CEO, Habitec Security.

Darrell Francis, the owner of Sentinel Alarm Company, has joined our sales team, working with both residential and commercial customers. “Habitec Security will be a great home for our customers and I am pleased to join the team to help with the continued success and growth of Habitec’s Greater Columbus office,” said Darrell.

About Habitec Security: Habitec Security, founded in 1972, is headquartered in Toledo, Ohio and has two full-service branches in Columbus, Ohio and Charlevoix, Michigan. Habitec is ranked as the 53rd largest electronic security companies in the country according to the top 100 rankings compiled by the Security Distributing & Marketing (SDM). Habitec owns and operates its own U.L. central station, which monitors 17,000 customers. The Habitec team consists of nearly 80 employees with an average of 20+ years in the security industry. In 2015 and 2016, Habitec was named by The Toledo Blade as a Top Workplace. For more information, visit us at [habitecsecurity.com](http://habitecsecurity.com).



Looking for product or service? Look to your fellow Chamber members *first*.  
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SHANE M. DAWSON, ESQ.  
[sdawson@dawson-myers.com](mailto:sdawson@dawson-myers.com)



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- Due Diligence
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- Tax Projections and Planning
- Family Office
- Retirement Planning
- Cost Segregation
- Payroll Services
- R&E Tax Credit
- Property Tax Return Preparation

8800 Lyra Drive, Suite 450 | Columbus, OH 43240  
Gina Grote, Senior Manager | 614.340.6798 | [ggrote@blueandco.com](mailto:ggrote@blueandco.com)

## Chamber newsletter advertising a good value

More than 900 readers at over 400 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
Half page	8” W x 5.25” H	\$ 90
Quarter page	4” W/H x 5.25 H/W	\$ 75
Eighth page	4” W x 2.62” H	\$ 50

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## Stereotypes dispelled at luncheon

Attendees at the June Third Thursday luncheon came away with a whole new perspective on “welfare”. [Delaware County Job and Family Services](#) director David Dombrosky began at the beginning by outlining the jurisdiction of programs facilitated by his office. Public assistance programs are a combination of federal and state-regulations.

David’s presentation dismissed any long-standing perception of lazy people collecting a check. That’s not today’s public assistance system. Although compared to neighboring Franklin County, Delaware County enjoys a lower percentage of residents needing assistance, the need is still very real and nowhere near a “handout”.

After learning about the different programs the thresholds for qualification, David turned his attention to the relationship between his office and the workplace. Clearly, businesses have staff receiving public assistance. But also perhaps unrealized is the task of JFS in partnering in job placement. And those people might be fast food workers or engineers. Another outstated stereotype.

And lastly, the director outlines the agency’s responsibility to project, investigate and act on allegations of elder abuse, one of the most under-reported of all crimes.

[Click here for the entire presentation.](#) And thank you to David for all he and his agency staff do facilitate these vital services for the county.



## Leadership project cuts ribbon on project

The Leadership Delaware Class of 2017 cut the ribbon on one of its projects. On Saturday, June 10, the Veteran’s Park Born Learning Trail was officially opened with several of the class on hand to celebrate with the project’s initiator, [United Way of Delaware County](#). Veteran’s Park joins the splash pad, soccer fields and the YMCA at the Delaware Community Center on Houk Road in Delaware. Congratulations to the residents of the City of Delaware on yet another addition to the family-friendly campus.



## Attention small businesses, new medical plan now available

Through our membership with the Southern Ohio Chamber Alliance, the Chamber is excited to offer a new self-funded medical plan for groups of 2 to 50 employees; the SOCA Benefit Plan. Anthem Blue Cross and Blue Shield will be administering this plan and will provide stop loss coverage. This new plan is a multiple employer welfare arrangement (MEWA) which enables smaller employers to join together to share in the overall claims risk. This new program offers competitive rates, fixed, predictable monthly payments, various plan designs, including four PPO and three HSA options, Anthem’s broad Blue Access PPO Network and National RX Formulary, coverage for claims run-out/terminal liability coverage.

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

## Save money on health benefits without pinching pennies

As a chamber member with 2-50 employees, you can get a discount on any health plan from Anthem Blue Cross and Blue Shield – including industry-leading HSAs, HRAs and HIAs.\*

While your competition is busy cutting corners, you get preventive care programs, prescription drug coverage and one-stop shopping for a complete benefits package.

Call (888) 506-1574, or get a free quote online at [www.chambersaver.com/cocc](http://www.chambersaver.com/cocc).



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

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

## 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.

### 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

### \*Spend your “a la carte” dollars

#### Annual Dinner Sponsorship

Platinum Sponsor .....	\$2000
Gold Sponsor .....	\$1500
Silver Sponsor .....	\$1000
Bronze Sponsor .....	\$500

#### Golf Outing

Main Event Sponsor .....	\$150
Hole Sponsor .....	\$125
Table Sponsor .....	\$125
Hole & Table .....	\$200

#### Clay Classic

Station Sponsor .....	\$125
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#### Leadership Delaware

Scholarship Sponsor .....	\$825
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#### Third Thursday with the Chamber

Luncheon Sponsor .....	\$125
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#### Monthly Newsletter

Full page .....	\$125
Half page .....	\$90
Quarter page .....	\$75
Eighth page .....	\$50

(Rate is per month. Choose 10 months and receive two additional months free. All ads are full color and hot linked.)

#### Annual Community Profile and Membership Directory

Advertorial (center spread) .....	\$2500
Inside front cover .....	\$1600
Outside back cover .....	\$2300
Inside back cover .....	\$1600
Full page .....	\$1100
1/2 page .....	\$900
1/4 page .....	\$550
1/8 page .....	\$350

All ads are full color and directory is linked on Chamber website. Rates effective for 2018 publication  
Discounts may be available for early bird sales, new members and ad size upgrades.

## Another member benefit: discount prescription drug card available FREE to you and all your employees

The Delaware Area Chamber of Commerce, through its membership in the Southern Ohio Chamber Alliance, can make you a hero in your workplace. And because you're a Chamber member in good standing, you can distribute FREE Prescription Drug Cards that can offer your employees and their families savings of up to 75% (discounts average roughly 30%) at more than 56,000 national and regional pharmacies. This card can be used as your primary plan and/or it can be used on prescriptions not covered by your insurance plan. This program also includes other value added programs which will be listed on the card. Generating the card is as simple and quick as entering a name in the card via the link below. (no application/enrollment or eligibility required). This program has "LOWEST PRICE" logic to guarantee the best deal on your prescriptions. (You pay the lower of a discount off Average Wholesale Price—AWP, discount off MAC Pricing or Pharmacy Promotional/Retail price). This card is pre-activated and can be used immediately!

Need to order hard copies of cards for your friends, family, members or employees?

Simply [click here](#) and follow the instructions to order your own personal cards online. You can even customize the cards by adding your own logo image to the cards! Just another way our Chamber looks out for you.

PRINT CARD    TEXT CARD    EMAIL CARD    SAVE CARD

You will need to bring this card to the pharmacy with your prescription.

**Rx Prescription Drug Card**

Member: Confidential Member  
 ID Number: 3227AEEH3A  
 RxBIN: 610709  
 RxGrp: UN08

**UNA RxCARD .COM**

**INSTRUCTIONS:** This card/coupon is pre-activated and can be used immediately. Present this card/coupon to any participating pharmacy to receive a discount on prescription medications.

Pharmacy Helpline **800-223-2146**    Customer Service **877-321-6755**

POWERED BY: **UNA RxCARD**    **United Networks of America**

NOTE: Everyone is eligible for this program. There are no age or income restrictions. Each family member must have their own card. If you can't print a card have your pharmacy call the Pharmacy help line and we will help them process your prescription. This card functions as a coupon for prescription drugs at retail pharmacies. THIS IS NOT INSURANCE.



### Our Values

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



**DELAWARE AREA CHAMBER OF COMMERCE** **110th Anniversary**  
 1907 - 2017



**Glenn Bertrand**  
 Manager  
 NMLS # 1486526

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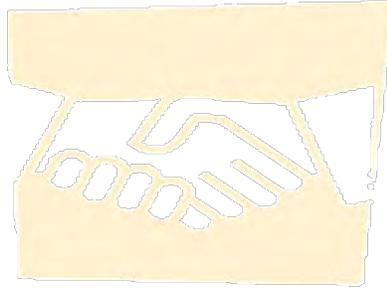


# Welcome New Member

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# Reinvesting Members

[American Structurepoint Inc.](#)  
[Buckeye Valley Local Schools](#)  
[Chiller Ice Rinks](#)  
[Edward Jones- Philip J. Ulery, Financial](#)  
[Gilles Insurance Agency LLC](#)  
[Haller Wealth Management Group](#)  
[Oakhaven Golf Club](#)  
[Professional Pavement Services Inc.](#)  
[Sherwin-Williams](#)  
[Symmetry One, LLC](#)  
[The Delaware Gazette](#)  
[Vetcare Animal Wellness Clinic](#)  
[Village Academy](#)

# JULY Calendar

## Safety Council

Tuesday July 11  
11:30am—1:00pm  
NEW LOCATION:  
EAGLES LODGE— DELAWARE  
[Click here for details](#)

## Third Thursday Luncheon

Thursday July 20  
11:45-1:00 SourcePoint  
Delaware County JFS  
[Click here for details](#)

## Business After Hours

Grady Memorial Hospital  
Thursday June 22  
5:00-6:30pm  
[Click here for details](#)

## SAVE THE DATES

### Supervisor Six Pack

September 11-Oct 16  
[Click here for details](#)

### Annual Clay Classic

Friday, October 13, 2017  
Black Wing Shooting Center

## Microsoft 4-Part Training

October 30, November 6, 13 & 20  
NOTE: DATES CHANGE  
[Click here for details](#)

## 2018 Annual Dinner

Monday, February 12  
Nationwide Conference Center

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

## Your Chamber membership: True or False?

- The Chamber receives several requests each year for goods or services provided in our community and recommends Chamber member businesses. The Chamber encourages members to supply the office with their brochures for display at no charge. **FALSE!** The Chamber receives *hundreds* of requests each year by phone, email and in the Chamber office.
- Free for the asking is a prescription discount card that you can distribute to all your employees. **TRUE!** There's nothing to sign; no charge to distribute or to use; accepted at all the big chain pharmacies; and the discount is often a bigger savings than the co-pay. Look like a hero to your staff and contact the Chamber today: 740-369-6221 or [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com)
- The Chamber's conference room may be reserved at a very reasonable cost to Chamber members. **FALSE!** The conference room sits 25 comfortably and has a screen, projector and Wi-Fi. Also on hand: podium, easel and white board. It's the perfect location for training, strategic planning or meetings you'd rather have off-site; for home-based members it a perfect place to meet your clients. We'll even supply coffee, water and soft drinks. **And best of all, it's FREE.** To schedule the room, contact the Chamber at 740-369-6221 or [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com)



## A Place to Call Home

Assisted Living  
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Sarah Moore

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## FY17 Steering Committee

Walt Bensen *Bensen*  
*Fire & Safety*  
Mandie Curtis

### CompManagement Health Systems

Susan Garrett

### Mail Pro 1

Larry Jones

### Liberty

### Casting Company

Mark Nelson

*BWC*

Gary Taylor

*Boyd's Tire*

Tracy Thompson

*BWC*

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

## BWC safety grants

The purpose of the Safety Intervention Grant Program is to gather information about the measureable effectiveness of workplace safety interventions so we may share the results with Ohio employers. The program is available to any Ohio state-fund or public employer who wishes to purchase equipment to substantially reduce or eliminate injuries and illnesses associated with a particular task or operation. The program is designed to work and partner with Ohio employers to establish safety intervention [best practices](#) for accident and injury prevention.

With the safety intervention grant, private and public employers are eligible for a 3-to-1 matching grant, up to a maximum grant award of \$40,000 for each eligibility cycle. This means BWC gives \$3 for every \$1 the employer contributes. [Click here](#) for more information.

## External training opportunities

Remember that up to two of your 10-meeting requirements can be substituted by external trainings. BWC offers an abundance of courses that fit your company's needs. (Please note that webinars and in-house trainings do not count for credit.) Check out their training center online [here](#).

[Click here for the list of courses offered in Columbus for FY17](#). Courses near the end of the fiscal year in June always fill up fast so plan ahead: schedule your courses now to ensure seating. If you have any questions regarding what counts for credit, contact the Chamber at 740-369-6221 or [dasafetycouncil@gmail.com](mailto:dasafetycouncil@gmail.com)

## Safety Council

### Reminders

- Email for all Safety Council related matters: [dasafetycouncil@gmail.com](mailto:dasafetycouncil@gmail.com)
- Don't forget to sign in at every meeting and check the box if you are a CEO
- Up to two of your 10-meeting requirement can be substituted by external trainings. Plan ahead for the year now and schedule your classes with BWC. [Click here for a list of courses](#) offered in Columbus for FY17



[Click here to go to the BWC monthly newsletter.](#)



[Click here to go to the OSHA QuickTakes newsletter.](#)

## Safety Council

### Calendar

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

All meetings are at the Eagles Lodge 127 East William Street Delaware, OH unless otherwise specified. Check the [Safety Council website](#) for more details.

### [Health, Safety & Wellness Expo](#)

July 11, 2017—FY18 Meeting #1

Want to be a vendor? Email [dasafetycouncil@gmail.com](mailto:dasafetycouncil@gmail.com)

**Semi-Annual reports due July 15** for period January 1, 2017—June 30, 2017

### [Plant Tours](#)

August 8, 2017—FY18 Meeting #2