

# CHAMBER NOTES

A monthly newsletter of the  
Delaware Area Chamber of Commerce

July 2020

## Sustaining Members

*Industry Exclusive  
Platinum Level*



## Gold Level



## Silver Level



## Bronze Level



*The Delaware Area  
Chamber of Commerce  
Established 1907*



## LAST CALL!! Chamber accepting Leadership Delaware program applications for class of 2021

There are just a few spots open for the Leadership Delaware class of 2021 but don't delay in submitting. 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, which is held on the second Thursday of each month September through May, focuses on various topics, including

- |                      |                  |                         |
|----------------------|------------------|-------------------------|
| Spectrum Leadership  | Social Services, | Law Enforcement and the |
| Delaware County Tour | Volunteerism &   | Courts                  |
| Agriculture          | Board Service    | Health Care             |
| Education            | Government       | Economic Development    |

Over 700 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.

[Click here to view the program brochure](#) and [click here to apply on-line](#). Get more information at [DelawareAreaChamber.com](http://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.



**LEADERSHIP  
DELAWARE COUNTY**  
SINCE 1991



## Advertisers in this issue

- |                                   |  |                            |
|-----------------------------------|--|----------------------------|
| <a href="#">Anthem Blue</a>       | <a href="#">Dusty Hostutler Edward Jones</a> | <a href="#">OhioHealth</a> |
| <a href="#">Cross/Blue Shield</a> | <a href="#">First Citizens National Bank</a> | <a href="#">Spectrum</a>   |
| <a href="#">Black Wing</a>        | <a href="#">HW&amp;Co.</a>                   | <a href="#">Terracon</a>   |
| <a href="#">Shooting Center</a>   | <a href="#">Maloney + Novotny</a>            |                            |
| <a href="#">CES Credit Union</a>  | <a href="#">Manos, Martin &amp; Pergam</a>   |                            |

# 2020 Golf Outing

## Corporate Sponsor



**Friday August 7, 2020**

**Kings Mill Golf Club**

2500 Berringer Road

Waldo OH 43356

Check-in and breakfast 8:00am

**Shotgun start 9:00am**

**\$100 per golfer**

\$125 hole sign sponsorship

\$125 goody table on the hole sponsorship

\$200 hole sign AND goody table on the hole

\$50 skill prize sponsorship

Skins \$20 per team ~ Mulligans \$5 each

50/50 ~ Proximity Prizes

## Breakfast Sponsor



## Lunch Sponsor



[Click here to register today!](#)

**Deadline to register is July 31, 2020**

## Drink Cart Sponsor



## New member orientation- it means you veteran members, too

Every quarter the Chamber holds a new member orientation. Members mingle with board members over coffee and pastries and then retreat to the conference room where Chamber staff run through the benefits of membership. Fingers crossed we can finally do this in person!

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 28**. [Click here to register](#). We'd love to see you! It's not just for new members!



## TEAMS training

A very special thank you to Jason Comstock, [Clarity Technology Solutions](#), for holding two virtual tutorials on the use of TEAMS. Chamber members learned the ins and outs of using this tool for virtual meetings. If you missed it, [click here for Jason's presentation](#). Want to dig deeper? [Click here](#) and [here](#) to take your TEAMS to the next level!



Thank you, Jason, for again making the complicated comfortable!



## 2021 directory helps members with **reduced ad prices** and **enhanced website advertising**; early-bird, new member and up-size discounts!

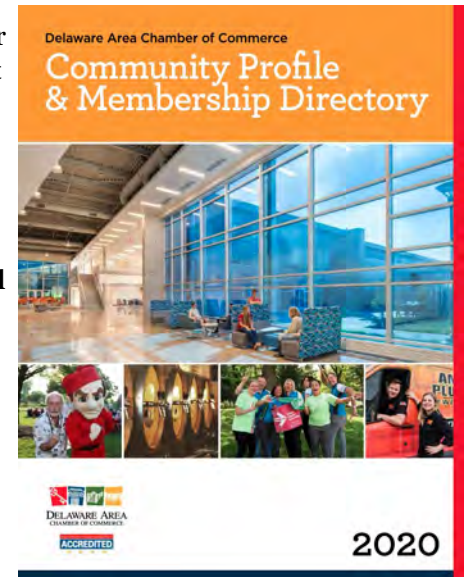
The Delaware Area Chamber's Community Profile and Membership directory is the only publication of its kind in Delaware County. This glossy, full-color directory starts with sections on community culture, education, health care, industry and commerce and more. Following is a cross-referenced listing of our members. Some 1500 copies are mailed to new movers, every chamber member and distributed throughout the county all year long. Members are encouraged to request (always free) copies for their lobbies, clients and new-to-the-area staff. And, of course, it's [accessible on our website](#). Advertising in the directory reaches thousands of potential customers and all photos in the publication are straight from our members; there's no stock photography.

Understanding the challenges you've faced this year, the Chamber is making it easier for you to advertise AND offers an opportunity for NEW website banners ads. Here's how it works:

- **Ad prices for the 2021 directory have been REDUCED.**
- For an additional \$50, your ad can be posted for one month on the **Chamber's website**, getting your ad roughly **3600 views**.
- If you ran an ad last year and up-size your ad this year, you'll receive an **additional discount**.
- **New member** since last year's directory? Discount there as well.
- And our always-popular **early-bird discount**.

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

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



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.



**Angel Boulis**  
Senior Manager



**maloney**  
maloney + NOVOTNY LLC

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Certified Public Accountants



Delaware | 740.362.9031  
Columbus | 614.781.6174

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

## Networking returns with a special anniversary special July Business After Hours

End your day on Thursday, July 16 by networking when the [Delaware County Fair](#) hosts the After Hours. Celebrate 75 years of The Jug! Food, networking—bring lots of business cards to share. The event is held at 236 Pennsylvania Ave., Delaware, from 5:00-6:30pm. Please let us know you'll be attending. [Click here to register.](#)





## New members celebrate new business with ribbon cuttings

After a three-month postponement, [Connected Chiropractic](#) is ready to celebrate the opening of their new clinic and invite you to join them as they cut the ribbon. Owner Dr. Caleb Morton invites you at 11:00am on Tuesday, June 30 at his clinic at 43 Northwood Drive, Suite C, Delaware, 43015. Help us celebrate and let us know you're coming. [Click here for details and registration.](#)



And after pandemic and flood, Downtown Delaware's newest business owners (and chamber next-door-neighbors) are celebrating their grand opening with a ribbon cutting. Join us as we cut the ribbon with Sara and Adam at **Inspire Nutrition** on Thursday, July 2 and noon. [Click here for details and registration.](#)

## Member one of the best in the world

[First Commonwealth Bank](#) has been recognized for the second consecutive year by Forbes as one of the World's Best Banks for 2020. First Commonwealth is one of 75 banks from the United States receiving this distinction and joining a total of 450 banks, from 23 countries, around the world.



# FIRST Commonwealth®

In collaboration with analytics firm Statista, Forbes selected the World's Best Banks 2020 winners based on an independent survey of more than 40,000 global bank customers. The surveys were administered using a series of online access panels and sampled bank customers. Participants rated the banks utilizing the following criteria: Customer Services, Digital Services, Financial Advice, Terms & Conditions and Trust.

"It is humbling for us to be included on a list with such high-caliber financial institutions," offered First Commonwealth Financial Corporation CEO, Mike Price. "The timing of this recognition given the cathartic events of the recent months makes this particularly gratifying. I am so impressed with our team of banking professionals who live our mission which is to **Improve the Financial Lives of Our Neighbors and their Businesses.** They are the ones who make all the difference," Price added.

The complete list of banks is available on Forbes' website, [www.forbes.com](http://www.forbes.com).

### About First Commonwealth Financial Corporation

First Commonwealth Financial Corporation (NYSE: FCF), headquartered in Indiana, Pennsylvania, is a financial services company with 147 community banking offices in 28 counties throughout western and central Pennsylvania and throughout Ohio, as well as business banking centers in Pittsburgh, Pennsylvania, and Canton, Cleveland and Columbus, Ohio. The company also operates mortgage offices in Wexford, Pennsylvania, as well as Hudson and Lewis Center, Ohio. First Commonwealth provides a full range of commercial banking, consumer banking, mortgage, wealth management and insurance products and services through its subsidiaries First Commonwealth Bank and First Commonwealth Insurance Agency. For more information about First Commonwealth or to open an account today, please visit [www.fcbanking.com](http://www.fcbanking.com).

# CORE VALUES



### 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.





DELAWARE AREA  
CHAMBER OF COMMERCE



## Supervisor Six Pack 100 Series

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

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

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

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

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

This program is available for \$250 per participant (\$325 for non Chamber-member participants). Participants will be expected to complete program exercises between sessions that apply to their job. Successful participants will receive a 100 Series Certificate. The program will run from **8:00-10:00am for six consecutive Monday mornings beginning September 28, 2020**. 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 September 18, 2020](#)

**Class size is limited**

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

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



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

# Marketing Secrets of Top Brands

BROUGHT TO YOU BY SPECTRUM REACH

Register Now

Tuesday, June 30 | 2:00 PM ET

Join us for a behind-the-scenes conversation with senior marketing executives from some of the biggest brands in the world and share their secrets about how they market on the local level.



EXECUTIVE HOST & MODERATOR:

**Michael Guth**

SVP Marketing  
Spectrum Reach



AGENCY/BRANDING

**Tony Case**

Journalist, Ad Age,  
Adweek, Variety,  
Hollywood Reporter



AGENCY/BRANDING

**Brian Pruitt**

VP, Media Strategy  
& Planning  
Inspire Brands, Inc.  
(Arby's, Sonic,  
Buffalo Wild Wings,  
Rusty Taco, Jimmy  
John's)



MARKETING

**Gerry O'Brion**

Brand Expert/  
Speaker, What Big  
Brands Know

## Marketing Secrets of Top Brands

Their big ideas for your local business

- Practical tactics that local business owners can use to pivot and thrive in this new business landscape.
- Maximize your budget by harnessing the power of real-world insights and data.
- Rise above the noise with key creative campaigns that reach the right audience, at the right time, on the right screen.

Tuesday, June 30  
2:00 PM ET

Be sure to reserve your virtual seat for our webinar as an all-star panel shares their insights.

Save your seat

Learn from the experts and gain the critical tactics to pivot your business towards growth.

Register Now



At Spectrum Reach, we've always been committed to helping local businesses succeed. And when you're ready, we can't wait to help.

That's why we're giving you a

FREE COMMERCIAL  
**+ 50% MATCH**  
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Use your free video on social media or your website, and for the biggest impact, put it on TV, right in front of the local customers who matter to you. We're honored to match your investment by 50% so even more people hear your message.

If you need any guidance or support,  
your local Spectrum Reach team is standing by to help.

**1-844-TO-REACH | [SpectrumReach.com](https://SpectrumReach.com)**

**CLICK HERE TO GET STARTED**

**Spectrum**  
REACH

## 2020 Board of Directors

### Executive Committee

Zach Price– Chair

[TRIAD Architects](#)

Aric Arnett– Chair-Elect

[Ohio Living Sarah Moore](#)

Dusty Hostutler– Immediate Past Chair

[Edward Jones](#)

Ana Babiasz– Treasurer

[Fidelity Federal Savings & Loan](#)

Glenn Marzluf– Vice Chair

[Del-Co Water Company, Inc.](#)

Shane Dawson– Vice Chair

[Dinsmore & Shohl LLP](#)

Brad Schneider–Vice Chair

[The Growth Coach](#)

### Board Members at Large

Mark Clack

[Domtar Personal Care Division](#)

Casey Converse

[Cassandra Converse](#)

[American Family Insurance](#)

Scott Cubberly

[Equity](#)

Denny Frierhood

[Honda Marysville](#)

Bill Morgan

[2K General Co.](#)

Eric Moulton

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Jeff Rupp

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Scott Ruth

[Cogburn Electric](#)

Andrew Wecker

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

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

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Matt Carbury, 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)

## Great news for small business and health care

As a member in good standing with the Delaware Area Chamber of Commerce, your business is eligible for discounted group health care, sold through our Chamber-member authorized agents. In an effort to continue to provide our members with saving opportunities at this critical time, we are happy to announce great news for small business' health insurance needs.

Effective **July, 1, 2020**, and for a very limited time, our new Chamber exclusive discounted Anthem Health Insurance Plan (SOCA MEWA Plan) for **Chamber-member-only** small businesses (2-50 employees) will now be available to **SOLE PROPRIETORS!!** Our Anthem SOCA MEWA approved agents below can begin quoting for this plan to sole proprietors on **April 20, 2020**. We strongly encourage if you are at all interested to reach out to one of the agents listed below soon to make sure they are ready to assist you with a free quote on April 20.

### MORE Exciting news for all our small businesses!

And these amazing health insurance rates just got better! We are pleased to also announce **Anthem will be making pricing adjustments as well as group size adjustments** for this plan, also with the effective date of July 1, 2020!!! Quoting begins **now** so reach out to one of our approved agents TODAY!

### Benefits included with our Chamber Exclusive Small Group SOCA MEWA Plan:

- Blue Card
- Strong provider networks and name recognition
- Sydney and SydneyCare mobile app for instant access to benefits and care
- Live Health Online access to care 365 days a year/24 hours a day
- Dual option available for 5-9 enrolled; triple option available to 10+ enrolled
- Smart Shopper (employees can get CASH for making smart decisions on eligible services)
- Variety of Ancillary offerings (dental, vision, life and disability) with ONE ID CARD, ONE BILL.
- Ease of employer administration with Employer Access (beginning 4/8/20 for SOCA MEWA—full administration active now for ACA).

**Get a free quote today and join hundreds of chamber member businesses already saving thousands on health insurance through this new plan!**

*An eligible sole proprietor must meet certain underwriting requirements, work more than 30 hours per week (documentation required), and needs to submit cover page from form 1040 with Schedule C OR cover page from 1040 with Schedule F AND schedule SE.*

Contact one of the Anthem Elite Certified approved agents for more information.

### Creative Financial Insurance

Jim Roesch

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

740-363-5433

### Preferred Benefits Services

Mark Pettitt

[mark@pbsai.com](mailto:mark@pbsai.com)

740-363-6028



PREFERRED BENEFITS SERVICES AGENCY, INC.



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).



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

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

**In addition to financial protection, this innovative alternative offers:**

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

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

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

## Creative Financial Insurance Services Agency

Jim Roesch

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

740-363-5433

\*Anthem Elite Certified



## Preferred Benefits Services Agency

Mark Pettitt

[mark@prefben.com](mailto:mark@prefben.com)

740-363-6028

\*Anthem Elite Certified



PREFERRED BENEFITS SERVICES AGENCY, INC.



## June Business After Hours: you didn't have to have been there to be there!!

Missing Chamber events? So are we! We're thrilled to finally unveil **[Burr Oak Commons](#)** new development, a ribbon cutting that's been waiting since March. The VIRTUAL, LIVE event took place on June 11th. If you missed it, here's the [link to a virtual tour](#).

Burr Oak Commons, a Treplus Community,

offers active adult living in Delaware's latest community within a community. Residents are of the over 55 set and enjoy luxury apartments, fabulous community room, health club, billiard room and community gardens that include vegetables and a cutting garden. Located behind the Kroger plaza off Houk Rd, and West Central, Burr Oaks is the perfect reward to the next chapter of living!

[Click here for more photos.](#)



If you're thinking

I need a better bank

then you need to think beyond the banks.



Lisa Clark, Manager

Delaware Service & Lending Center  
33 London Road  
by Walgreens, Delaware, OH 43015

740.363.8118  
[lclark@cescu.com](mailto:lclark@cescu.com)  
[www.cescu.com](http://www.cescu.com)

CES Credit Union



Serving all who live, work, worship or attend school in Delaware County.

Federally insured by NCUA.



# We Walk Because... We Care

We're walking to  
raise money for  
Alzheimer's.  
Join our team:  
**THE Jay Walkers  
Team #617488**



Saturday - August 29, 2020  
Registration: 8:00 a.m.  
Ceremony: 9:00 a.m.  
Walk: 9:30 a.m.

In Front of Bun's Restaurant  
14 W Winter Street - Delaware, OH  
43015

For more information, contact your Edward Jones Financial Advisor.



**Dusty Hostutler, CFP®, AAMS®**  
Financial Advisor

595 Sunbury Road  
Delaware, OH 43015  
740-363-9200

[edwardjones.com](http://edwardjones.com) Member SIPC

Edward Jones cannot accept gift cards,  
cash or checks as donations.

**Edward Jones®**  
MAKING SENSE OF INVESTING

# Welcome

## New Members

### The Animal Health Organization

Myke Davis - President/Executive Director  
 7206 Gooding Boulevard  
 Delaware, OH 43015  
 (740) 549-1950  
[animalhealth.us](http://animalhealth.us)

*Serves as a non-profit animal welfare organization*



### S Squared Food & Beverage

Shad Severance - Co-Owner  
 551 Hickok Court  
 Delaware, OH 43015  
 (614) 554-2670  
[S Squared](http://S Squared)

*Provides off & on site catering*



### The Recovery Village Columbus

Allison Walsh - Vice President of Business  
 2830 Sherwood Avenue, Apt D  
 Columbus, OH 43209  
 (614) 362-1686  
[columbusrecoverycenter.com](http://columbusrecoverycenter.com)

*Serves as a drug & alcohol rehab center*



THE RECOVERY VILLAGE  
COLUMBUS

# Reinvesting Members

[Affordable Insurance Agency of Ohio](#)

[Amanda Plumbing Sewer & Drain](#)

[American Freight Furniture and Mattress](#)

[Central Marketing Associates](#)

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[Haller Wealth Management Group](#)

[Home Helpers Delaware](#)

[Law Office of Brandon Shroy](#)

[McDonald's](#)

[MP Digital](#)

[NFI Parts](#)

[Olentangy Watershed Alliance](#)

[Oxford Automotive](#)

[Recreation Unlimited](#)

[Sam Dong Ohio, Inc.](#)

[Sherwin-Williams](#)

[Simero Roofing Systems, Inc.](#)

[Steller Construction](#)

[Terrain Evolution, Inc.](#)

[The Law Office of Brian Jones](#)

[The Union Bank](#)

[Tim Horton's Cafe & Bake Shop](#)

# July

## Calendar

### Ribbon Cutting

Connected Chiropractic  
 Tuesday, June 30 11:00

[Click here for details and registration](#)



### Safety Council Virtual Meeting

Tuesday, July 14 noon

[Click here for details and link](#)

### Business After Hours

Thursday, July 16, 2020

Delaware County Fair

[Click here for details and registration](#)

### New Member Orientation

Tuesday, July 28

8:00-9:15 am Chamber office

[Click here for details and registration](#)

### Ribbon Cutting

Inspire Nutrition

Thursday, July 2 11:00

[Click here for details and registration](#)



### SAVE THE DATES

### Golf Outing

Friday, August 7, 2020

Kings Mill Golf Course

[Click here for details and registration](#)

### Supervisor Six Pack

Monday, September 28

[Click here for details and registration](#)

### Clay Classic

Friday, October 9, 2020

Black Wing Shooting Center

[Click her for details and registration](#)

### Annual Dinner 2021

Monday, February 1, 2021

Hilton Polaris

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

**The FIRST CITIZENS NATIONAL BANK**  
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800 Morrison Road  
 Columbus, Ohio 43230

Kevin M. Ernst, P.E.,  
 Office Manager  
[kevin.ernst@terracon.com](mailto:kevin.ernst@terracon.com)

(614) 328 5168  
[terracon.com/Columbus](http://terracon.com/Columbus)

Environmental ■ Facilities ■ Geotechnical ■ Materials





*CLIENT FIRST. CLIENT FOCUSED.*

**Manos, Martin & Pergram is open for business, following all reopening requirements, guidelines and best practices, and is ready to work with existing and new clients.**

**All clients, visitors and employees are required to wear masks, practice social distancing, and wash hands with soap and water or hand sanitizer. Masks and gloves are available immediately upon entry into our building. We encourage the use of our conference call capabilities and email. When documents have to be signed or notarized, we have done “drive up” signings.**

**The law firm is rated AV® Preeminent™ 5.0 out of 5 (the highest rating) by Martindale-Hubbell. Our lawyers have diverse backgrounds, skills and experience in representing clients in a variety of fields.**

**Manos, Martin & Pergram is a participating service provider in Delaware County’s Small Business Assistance Program to provide local businesses with legal representation related to COVID-19. For more information, you can go to:**  
<https://economicdevelopment.co.delaware.oh.us/delaware-county-small-business-assistance-program/>.

**Areas of Practice -**

**Business**

**Litigation**

**Employment**

**Estate Planning and**

**Administration**

**Real Estate**

**School Law**

50 North Sandusky Street  
Delaware, OH 43015-1926

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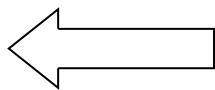
**Manos, Martin & Pergram Co., LPA**  
**Attorneys at Law**

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

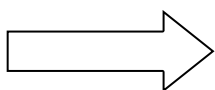
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a member of the Delaware Area Chamber of Commerce in good standing, you are encouraged to use the Chamber's logo on your email signature, website, stationery and marketing materials. Call the Chamber for an electronic version of our logo. Take advantage of the cache your membership brings to your business.



Click the image to the left for a high quality version of the Chamber **web stamp**.



Click the image to the right for a high quality version of the "**Proud Member**" web stamp.



### 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. **TRUE!** The Chamber encourages members to supply the office with their brochures for display at no charge. 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)



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## 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.



## Chamber newsletter advertising a good value

More than 1200 readers at over 450 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value. All ads are in full color and should be sent electronically in either a Publisher, png, jpeg or PDF format **ONLY** by the 20th of the month for placement in the next month's edition.

**And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!** Email your ad to [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com)

Ad prices are for one run:

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



...is a program that rewards current members for referring new member businesses. Your efforts to grow your organization will earn you \$50 in **Chamber Referral Buck\$\$**. You'll receive a certificate good for *any* Chamber invoice. You may use more than one Chamber Referral Buck\$\$ certificate for any invoice. Redeem your **Buck\$\$** for advertising, sponsorships, event attendance or membership renewal.

***The more we are, the stronger we are. Working together.... It's Good for Business!!***



**DELAWARE AREA**  
CHAMBER OF COMMERCE



**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

**HOT DEALS**

- ⇒ 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.](#)

**Check Out the**

**HOT DEALS**

**from Chamber Members**

**Posting is FREE with your membership**

- ⇒ [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- ⇒ [Join Safety Council– Delaware Area Safety Council](#)
- ⇒ [Digital Boost–The Delaware Gazette](#)
- ⇒ [Joslyn Law Firm: Criminal Defense Lawyer–Joslyn Law Firm](#)
- ⇒ [15% off Guest room Nationwide Hotel and Conference Center–Nationwide Hotel and Conference Center](#)
- ⇒ [Oak & Brazen Wine Co: Daily Deals– Oak and Brazen Wine Co.](#)
- ⇒ [SourcePoint Shares Aging Expertise via Speakers Bureau–SourcePoint](#)

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## Leadership Delaware Class of 2020



Leadership Delaware Class of 2020 is taking a break. The April and May sessions as well as graduation have been moved to September and October. The class' community projects have also been delayed until summer. The Leadership class will get the full experience, albeit put off for a bit. MISS YOU KIDS!!!

### Leadership Delaware Class of 2020

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

Emily Baugher  
[Delaware General Health District](#)

Jeff Beard  
[Orange Township](#)

Angel Boulis  
[Maloney + Novotny](#)

Tamra Bower  
[Polaris Fashion Place](#)

Bethany Brown  
[Performance Chrysler Jeep Ram](#)

Lindsay Buis  
[Alpha Group of Delaware](#)

Meg Canavan  
City of Powell

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

Susie Daily  
[City of Delaware](#)

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

Jen Fry  
[Delaware City Schools](#)

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

Karen Gray  
[Ohio Wesleyan University](#)

Doug Gurney  
[Delaware County District Library](#)

Jackie Haight  
[SourcePoint](#)

Sara Harrison-Mills  
[Syntero](#)

Tish Hays  
[Ohio Living Sarah Moore](#)

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

Andy Horne  
[Sims Bros. Recycling](#)

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

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

Lawrence James  
[Columbus State Community College](#)

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

Dave Letterle  
[Delaware General Health District](#)

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

Crissie Manley  
[Marion Technical College](#)

Jon May  
[Pathways Financial Credit Union](#)

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

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

Jackie Merkle  
[Olentangy Local Schools](#)

Cheryl Mitchell  
[First Citizens National Bank](#)

Kanasha Moss  
[OhioHealth Grady Memorial Hospital](#)

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

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

Josh Page  
[Delaware City Schools](#)

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

Caroline Pusaten  
[MainStreet Delaware](#)

Karen Sedoti  
[Olentangy Local Schools](#)

Hannah Simpson  
[Delaware County District Library](#)

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

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

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

PJ Terry  
[Delaware City Schools](#)

Trevor Thomas  
[Emergency Plumbing Service](#)

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

Brooks Van Kirk  
[Delaware Automotive Service](#)

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

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

Erica Wood  
[Syntero](#)



## 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.



## Six degrees of chamber member-to-member

The Chamber is relentless about encouraging its members to do business with other members. Do you look to Chamber members first for goods and services?

We encourage you to do business with your fellow Chamber members and to let us know about your experience. Tell us who you've done business with and send us a testimonial. [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com).



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

**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.**

## 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.](#)

## 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.







## DELAWARE AREA SAFETY COUNCIL

### Want more Safety Council news?

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

### Steering Committee

Susan Garrett

[Mail Pro 1](#)

Billy Gibson

[Del-Co Water](#)

Jessica Hamilton

[Liberty Casting Company](#)

Dave Letterle

[Delaware General](#)

[Health District](#)

**IN-PERSON SAFETY COUNCIL  
MEETINGS REMAIN  
CANCELED PER THE BWC.  
WATCH FOR VIRTUAL  
MEETINGS**

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.

### Delaware County gearing up for 2020 census

Census Day is April 1<sup>st</sup>. Where you live on that date determines where you are counted for the U.S. Census (students in college on April 1<sup>st</sup> should list their college address when completing their form).



Changes for the 2020 Census include:

- Accurate address lists with automated field operations will keep residents' info confidential and safe.
- For the first time, **census takers can respond on-line, by mail or by phone.**
- **Residents will receive a postcard** with a personal identification number that they can enter securely on-line.
- The Decennial (ten year) Census **only has nine questions.**
- Response data will reduce in-person visits to non-responding households.

The Regional Planning Commission and County Auditor's office have worked with the Census Bureau to identify all addresses where people can live.

It is important that everyone is counted as census data impacts all of us including supporting the strategies in the CHIP along with the services that we provide to improve the health of our residents. Census data are used to:

- Forecast future transportation needs for all segments of the population;
- Forecast future housing needs for all segments of the population;
- Analyze local trends;
- Create maps to speed emergency services to households in need of assistance;
- Plan for public transportation services;
- Establish fair market rents and enforce fair lending practices;
- Plan for school projects;
- Determine areas eligible for housing assistance and rehabilitation loans.

**Census employees will always have: 1. badges with photo IDs, and 2. black canvas bags and laptops with 2020 census logos.**

For more information and resources, visit [regionalplanning.co.delaware.oh.us/data/census/2020census.gov/en](http://regionalplanning.co.delaware.oh.us/data/census/2020census.gov/en)

or call 740-833-2260 and we can help schedule a Census representative to speak to your jurisdiction or community group.



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