

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

June 2020

Sustaining Members

*Industry Exclusive
Platinum Level*



Gold Level



Silver Level



Bronze Level



*The Delaware Area
Chamber of Commerce
Established 1907*



Chamber accepting Leadership Delaware program applications for class of 2021

Leadership Delaware is now accepting applications for the class of 2021. 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 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.



Advertisers in this issue

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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



**Delaware Area Chamber of Commerce
Business Education & Development Committee**
presents

How to use Microsoft Teams



presented VIRTUALLY by
Jason Comstock, [Clarity Technology Solutions](#)

Thursday, June 18, 2020, 9:00 am—9:30 am

or

Thursday, June 25, 2020, 9:00 am-9:30 am

There is no charge to attend, but reservations ARE requested.

[Click here to register for JUNE 18.](#) [Click here to register for June 25.](#)



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.

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

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[Cassandra Converse](#)

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Jeff Rupp

[Woodland Environment Grounds](#)

[Management](#)

Scott Ruth

[Cogburn Electric](#)

Andrew Wecker

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

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32 S. Sandusky Street

Delaware, Ohio 43015

740-369-6221

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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

740-363-5433

Preferred Benefits Services

Mark Pettitt

mark@pbsai.com

740-363-6028



PREFERRED BENEFITS SERVICES AGENCY, INC.

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

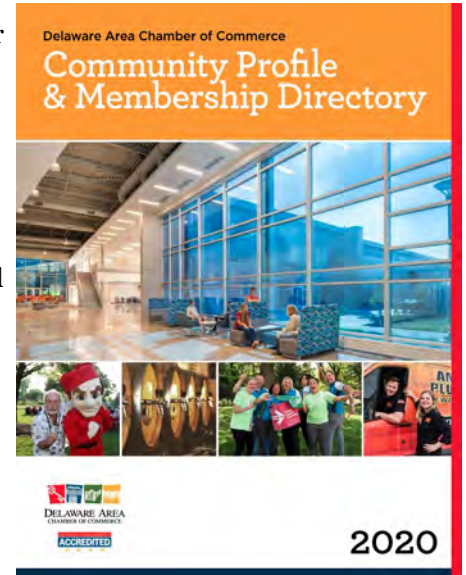
The Delaware Area Chamber's Community Profile and Membership directory is the only publication of its kind in Delaware County. This glossy, full-color directory starts with sections on community culture, education, health care, industry and commerce and more. Following is a cross-referenced listing of 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.



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.



At **Maloney + Novotny**, we help your family business survive, prosper and transition.



Delaware | 740.362.9031
Columbus | 614.781.6174

maloneynovotny.com

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
www.cescu.com

CES Credit Union



Serving all who live, work, worship or attend school in Delaware County.
Federally insured by NCUA.

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.

June Business After Hours: you don't have to be 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 will take place on Thursday, June 11th at 5:00. You can attend from the comfort of your favorite chair.

Burr Oak Commons, a Treplus Community offering active adult living, is excited to host this virtual Business After Hours to kickoff their Grand Opening in Delaware! Join us for an interactive networking event with door prizes to local Delaware businesses. Meet the Burr Oak Commons team, virtually tour The Commons and model home, network... Did we mention prizes?

Of course the event is free but [we ask you to register](#), please. [Here is the link to join the event.](#)



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!



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@discovercfs.com

740-363-5433

*Anthem Elite Certified



Preferred Benefits Services Agency

Mark Pettitt

mark@prefben.com

740-363-6028

*Anthem Elite Certified



COVID-19 WON'T STOP US...
**JOIN US FOR THE
 VIRTUAL**



Sunday, July 26, 2020

8:30 a.m. on Facebook Live!

Be sure to like @The Alpha Group of Delaware on Facebook for event updates.

**What
 can a
 duck
 do?**

- A duck can help provide community-integrated social, recreational and therapeutic activities for adults with ABILITIES.
- A duck can win you a fabulous prize!
- A duck can bring awareness to Alpha Group's mission and raise needed funds.



100% of proceeds from Zoom Duck Derby Summer Bash support programs and services provided by The Alpha Group.

ADOPT A DUCK and you could win \$1,500, \$1,000 or \$500 cash!

All proceeds help us provide state-of-the-art facilities for individuals with disabilities.

Adopt your ducks online:

ZoomDuckDerby.com

Single Duck

Number of Ducks

1

Price: \$5.00

Quack Pack

Number of Ducks

6

Price: \$25.00

Quacker's Dozen

Number of Ducks

13

Price: \$50.00

Flock of Ducks

Number of Ducks

27

Price: \$100.00

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 Member SIPC

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

Edward Jones®
MAKING SENSE OF INVESTING

Welcome

New Members

Safe On-Site Solutions

Kevin Pope - Owner/Operator
1646 US Highway 42 North
Delaware, OH 43015
(740) 973-4051
safeonsitesolutions.com

Offers intervention sanitation for retail, commercial & industrial businesses



Thryv

Lynn Thompson - Business Advisor
1856 Ashburn Drive
Delaware, OH 43015
(740) 602-7911
thryv.com

Offers an all-in-one customer relationship management software



Reinvesting Members

[12 West & SmOHked](#)
[Bauerle Automotive](#)
[Benchmark Woodworks Co.](#)
[Bill Kistner & Company, LLC](#)
[Common Ground Free Store](#)
[CompManagement](#)
[Country Club Rehabilitation](#)
[Campus at Delaware](#)
[Delaware County Transit](#)
[Foot & Ankle Wellness Center](#)
[Janet L. Phillips, Attorney at Law](#)

[Kroger Company Great Lakes Distribution Center](#)
[MT Business Technologies, Inc.](#)
[Phoenix Environmental, LLC](#)
[Price Realty](#)
[PuroClean Restoration Specialists](#)
[Selectus Consulting, LLC](#)
[Swan Lake Event Center](#)
Symmetry One, LLC



June

Calendar

Virtual Business After Hours and ribbon cutting

Thursday, June 11, 5:00
Burr Oak Commons
[Click here for details and registration](#)



Chamber Board Meeting

Wednesday, June 17
7:30 am, via Zoom

B.E.D. & Breakfast

How to use Teams
Thursday, June 18
9:00– 10:00
[Click here for details and registration](#)

B.E.D. & Breakfast

How to use Teams
Thursday, June 25
9:00– 10:00
[Click here for details and registration](#)

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

SAVE THE DATES

New Member Orientation

Tuesday, July 28
8:00-9:15 am Chamber office
[Click here for details & registration](#)

Golf Outing

Friday, August 7, 2020
Kings Mill Golf Course
[Click here for details and registration](#)

Clay Classic

Friday, October 9, 2020
Black Wing Shooting Center



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.

The FIRST CITIZENS NATIONAL BANK
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MORE
than just banking!

Powell Banking Center

9595 Sawmill Parkway Powell, OH | (614) 789-9595 | www.FirstCitizensNational.com



Terracon

800 Morrison Road
Columbus, Ohio 43230

Kevin M. Ernst, P.E.,
Office Manager
kevin.ernst@terracon.com

(614) 328 5168
terracon.com/Columbus

Environmental ■ Facilities ■ Geotechnical ■ Materials

Safer At Home

During this extraordinary time, let us protect your most vulnerable loved ones. We can provide the care and support needed to give you peace of mind. Let's get through this together.



For a small weekly fee, Home Helpers will provide:

- Weekly grocery shopping by a professionally trained COVID-19 Caregiver
- Assistance with weekly cleaning of high-touch surfaces to reduce risk
- 24-hour monitoring and/or wellness calls



Ask about our automated pill dispenser for safety and security.

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or visit us online! 614-468-8187**

HomeHelpersHomeCare.com/Delaware-oh





Dreaming Up the Ideal Retirement Is Your Job. Helping You Get There Is Ours.

To learn more about why Edward Jones makes sense for you, call or visit my office today.



Erin Eizensmits, AAMS®
Financial Advisor

9 W North St
Ostrander, OH 43061
740-666-5153

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MAKING SENSE OF INVESTING

Delaware County gearing up for 2020 census

Census Day is April 1st. Where you live on that date determines where you are counted for the U.S. Census (students in college on April 1st 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

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

Have YOU signed up for auto-pay and received your FREE newsletter ad? What are you waiting for?

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

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

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

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

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

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

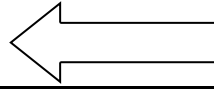


Let them know you belong and support; link to Chamber logo

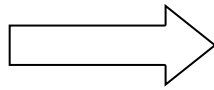
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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I count ✓
YOU count ✓
WE ALL count ✓



DELAWARE
COUNTY *Ohio*
counts!

Shape
your future
START HERE >

United States®
Census
2020

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

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



REFER A FRIEND

Chamber Referral Buck\$\$...

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

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



DELAWARE AREA
CHAMBER OF COMMERCE





Hi There! I just wanted to reach out to you on behalf of Safe On-site Solutions, your Central Ohio experts in the sanitization of retail, commercial, and industrial workspaces.

Getting America back on its feet again won't happen overnight, but as our communities begin to move forward, we will be there to make sure your business, your staff, and your patrons are safe and content, happily interacting with comfort and peace of mind.

The Safest Most-Effective Way To Sanitize Your Business!

Safe
On-site
Solutions

SOS



OUR PROCESS

Our unique process involves carefully misting our solution into the space to be sanitized. From there, the droplets of solution meet the air and create the sanitizing gas, which quickly fills the room and eliminates any threatening pathogens. After a couple of hours of setting-in, the gas naturally dissipates and leaves no residual trace.

SAFETY

Unlike other disinfectants, pure ClO₂ warrants no corrosion concerns at use levels and the gas is produced at a neutral pH. Finally, ClO₂ is so safe that it can be used on food, water and in food preparation areas.

We Guarantee the Elimination of COVID-19 Novel Coronavirus!

OUR TEAM

At Safe On-Site Solutions, our SafeX-Trained technicians are experienced and professional, and use only EPA-Certified products made right here in central Ohio. Our teams operate with priority given to safety and discretion, and understand that you have unique needs. We work hard to offer your staff and patrons comfort and peace of mind.

OUR PRODUCT

Our technicians use a specialized form of ClO₂ (chlorine dioxide) as an oxidizer to eliminate all germs, molds, mildew, fungi, spores, bacteria, and viruses, including:

the COVID-19 NOVEL CORONAVIRUS

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Family-Owned and Locally Operated!**



SAFE ON-SITE SOLUTIONS, LLC
WWW.SAFEONSITESOLUTIONS.COM
OFFICE: (740) 973-4051



*Ask Us About Our
"PAY IT FORWARD"
Community Outreach
Program!*



SAFE ON-SITE SOLUTIONS

OFFICE: (740) 973-4051

**INQUIRIES:
info@safeonsitesolutions.com**

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**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: getyour login and password and publish Hot Deals yourself— it's faster and the independence means you can post any-time, all the time.

[Click here to find out what you're missing and for do-it-yourself instructions.](#)

Check Out the

HOT DEALS

from Chamber Members

Posting is FREE with your membership

- ⇒ [No Small Business Left Behind—COhatch The Newsstand](#)
- ⇒ [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](#)
- ⇒ [Kurbside Kona—Kona Ice of Delaware/Marysville](#)
- ⇒ [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](#)
- ⇒ [Construction Savings—Steller Construction](#)

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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.



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.

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.



BWC steps up for business

Roughly 100 businesses in Delaware County are members of the Chamber-sponsored Safety Council program. The program allows members an opportunity to receive rebates on their workers comp premiums, based on meeting certain requirements facilitated by the Safety Council. In a move that was both swift and incredibly generous, the BWC was the first to step up and provide Safety Council member businesses one less thing to worry about. The Chamber is grateful to the BWC for making sure bureaucracy works FOR those engaged in the program. We are proud to share their announcement with you. (For more information about Safety Council, [click here.](#))



Dear Safety Council Rebate Program Participants,

We thank you for your patience as we've determined how to proceed with the FY20 Safety Council Rebate Program in the midst of COVID-19.

As you know, we directed safety council sponsors to cancel March, April, and May safety council meetings in light of public health concerns. And today's announcement will eliminate the need for sponsors to host a June meeting. As a result of these cancellations, we realize it is impossible for many of you to complete the program's FY20 rebate eligibility requirements.

Therefore, we will provide the FY20 rebate to safety council members who, **as of Feb. 29, 2020, had attended at least FOUR Safety Council meetings.** This determination was based on crediting each member with one meeting credit for each cancelled meeting, the maximum of two external training credits and waiving the CEO attendance and calendar year 2019 semi-annual report requirements.

Although we realize a small number of safety councils host more than one meeting a month late in the program year, we are granting relief for only one safety council meeting credit per month in March, April, May, and June. This resolution reinforces the program's goal of active participation for the purpose of education, networking and resource sharing and, unfortunately, members who condense participation to the latter part of the program year will not appreciate relief from this solution.

Ultimately, employers we determine have earned the rebate under the revised guidelines will receive the maximum percentage rebate allowed per their BWC group-rating status:

- 2% for employers enrolled in BWC's Group-Retrospective-Rating Program and eligible for the participation rebate.
- 2% for employers enrolled in BWC's Group-Experience-Rating Program and eligible for the performance bonus - there will be no claims data measurement calculation.
- 4% for employers not enrolled in a BWC Group-Rating Program.

Your safety council sponsor will submit July 1, 2019 through February 29, 2020 attendance records to us when normal business operations resume. The timeline for the processing of these rebates is yet to be determined but we will continue to update safety council sponsors when you should expect FY20 safety council program rebate checks.

Our most sincere interest is the health, wellness and safety of Ohio's workforce. Be safe and take care.

Michelle Francisco,

BWC Safety Council Program Manager

Steering Committee

Susan Garrett

[Mail Pro 1](#)

Billy Gibson

[Del-Co Water](#)

Jessica Hamilton

[Liberty Casting Company](#)

Dave Letterle

[Delaware General](#)

[Health District](#)

SAFETY COUNCIL MEETING REMAINS CANCELED PER THE BWC

Monthly meetings are the 2nd Tuesday of the month:

11:30 – 12:00 optional lunch

12:00-1:00 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.

**Want more
Safety Council
news?**

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

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.