

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

June 2022

Sustaining Members
Industry Exclusive
Platinum Level



Gold Level



Silver Level



The Delaware Area
Chamber of Commerce
Established 1907



DELAWARE AREA
CHAMBER OF COMMERCE



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50/50

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June Business BEFORE Hours



Start your day on Thursday, June 2 by networking when [Delaware County Transit](#), 119 Henderson Ct. Delaware hosts the Before Hours. Come meet and welcome to Delaware Harry Kamdar, DCT's new executive director. Food, networking— bring lots of business cards to share. The event is held from 8:00—9:30 am. Please let us know you'll be attending. [Click here to register.](#)

June Business AFTER Hours annual event with Sunbury/Big Walnut Chamber

Then join us in person for our 9th annual Business AFTER Hours with our pals at the Sunbury/Big Walnut Chamber. Our host is [Tanger Outlet Mall](#), 400 South Wilson Rd. Sunbury, OH 43074 (I71 and

36/37) on Thursday, June 16 from 5:00—6:30pm.

Look for the tents and tables near Rise Pies Pizza.

Food, networking— bring lots of business cards to share. Please let us know you'll be attending. [Click here to register.](#)



Tanger Outlets

Annual Dinner returns!!

It's been twenty-six months since the Chamber came together for its annual dinner but on May 3, the tables were set, board members came and went, the auction was a success and awards were presented.

Lots of photos and lots of folks to thank and recognize— turn the page for all the action.

2022 Annual Dinner Corporate Sponsors

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Delaware, Ohio 43015

740-369-6221

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[DelawareAreaChamber.com](#)

So good to be back!

Once the doors opened, it didn't feel like it had been more than TWO YEARS since the Chamber got together for its annual dinner. Guests networked with drinks and silent auction tickets and waited for the big reveal when the ball-room doors open on to the incredible, creative, generous tables decorated by our membership. Thirty-three tables held all manner of fun, inspiration and swag. Outgoing board chair Eric Arnett, [Ohio Living Sarah Moore](#), thanked three out-going board members for their service: Zach Price, [TRI-AD Architects](#); Bill Morgan, [2K General](#); and Eric Moulton, [The Daily Dumpster](#) before he passed the gavel to the 2022 board chair, Brad Schneider, [The Growth Coach](#).

Brad made the official announcement of the Chamber's plans to relocate its offices. For four years the Chamber has been looking for an office that could accommodate the members' needs for more conference room space and parking. The Chamber has been saving for several years knowing it would be needed for build out once a space was identified. Many places were considered and the board tried mightily to remain in the Downtown Delaware area, but it was not to be. So the new office, located on the west side of town at 2 Troy Rd. at the corner of W. Central and Troy Road, will be 3000 square feet and hold two conference rooms and ample parking. The roughly \$180,000 build out—funds already set aside—should take the summer to complete and ready to move in September 1-ish.

So many people to thank: First were the event's corporate sponsors, the members who contributed to the live and silent auction, all the members who decorated a table and, of course, the Dinner Divas who form the event committee: Angel Boulis, [Maloney + Novotny](#); Christa Cloud, [Cummins Facility Services](#); Casey Converse, [Converse & Associates](#); Erin Eizensmits, [Erin Eizensmits Edward Jones](#); and Liz Owens, [The Alpha Group](#).

Holly shared a very special thank you to Chamber office manager Sarah Yoakam who keeps the event planning and facilitating organized and drama-less AND managed to decorate two of the coolest tables of the evening. And a very special shout out to the events MVPs: Stacey Webb, Misty Hayden and Dana Polhamus who stepped in when a table decorator had to back out. These ladies— who had been there a; morning decorating their own INCREDIBLE table for [First Citizens National Bank](#), got word of the issue and mobilized. With the full support of the First Citizens' leadership, these gals came up with a theme, hit the stores and put together in an hour one of the neatest tables of the evening. Not sure how many thank yous are enough to everyone who helped with that effort but it would be an understatement.

Next up was the live auction and filling in again this year for Dan Boysel, [Consolidated Cooperative](#) (Dan was in Seattle receiving an national award!!) was Judge Dave Hejmanowski. President Holly Quaine apologized in advance for anyone likely to get roasted by His Honor and it wasn't hollow words as several guests were targeted for ribbing. In honor of election day, Dave donned a stars and stripes jacket and joked his way through the auction. Even he didn't escape his own medicine when he was introduced by Holly as a fella who sucks as an auctioneer but is fully as heck. He did not disappoint on either claim and the Chamber is so grateful for him stepping up.

The guests voted for their favorite decorated tables, a hard choice for sure. Once the votes were cast, members came up to receive their certificate: Best Representation of Business: [Emergency Plumbing, Heating & Air](#), [First Citizens National Bank](#); and [Fidelity Federal Savings & Loan](#). Most Creative was awarded to Emergency Plumbing and Joe Pemberton took home the award for Most Elegant.

Next were the awards presented by Chamber board chair-elect Casey Converse, [Converse & Associates](#). [OhioHealth](#) CEO Armin Rahmanian, Large Business of the Year; Sharon Griner, [Common Ground Free Store](#), Quality of Life Award; Liz Owens, [TAG Community Living](#), Innovation in Business Award; Art Bouzounis, [Artina Promotional Products](#), Small Business of the Year; Glenn Marzluf, [Del-Co Water Company](#), Corporate Citizen of the Year; Tamra Bower, [Polaris Fashion Place](#), and Shane Dawson, [Dinsmore & Shohl](#), the President's Award; and Chuck Moore, [The Middlefield Banking Company](#), Citizen of the Year.

[Click here for all the photos](#) and keep reading as we recognize all the members who made the event a success. And put Thursday, February 2, 2023 on your calendar and plan to join us next year.





OhioHealth CEO Armin Rahmanian, Large Business of the Year; Sharon Griner, **Common Ground Free Store**, Quality of Life Award; Liz Owens, **TAG Community Living**, Innovation in Business Award; Art Bouzounis, **Artina Promotional Products**, Small Business of the Year; Glenn Marzluf, **Del-Co Water Company**, Corporate Citizen of the Year; Tamra Bower, **Polaris Fashion Place**, and Shane Dawson, **Dinsmore & Shohl**, (not shown) the President's Award; and Chuck Moore, **The Middlefield Banking Company**, Citizen of the Year.

Thank you to our members who contributed to the silent auction

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[Artina Promotional Products](#)

[BackCare Family Chiropractic](#)

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[Phoenix Environmental](#)

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[Strand Theatre](#)

[Tanger Outlets](#)

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[Willow Brook Christian Communities](#)



Thank you to our members who made the special by decorating a table

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Thank you to all our members who donated to the live auction

[Black Wing Shooting Center](#)
[The Ohio State University Wexner Medical Center –
_Outpatient Care Lewis Center](#)
[Kings Mill Golf Course](#)

[NorthStar Golf Club](#)
[Oakhaven Golf Club](#)
[Joe Pemberton](#)
[The Delaware County Fair & The Little Brown Jug](#)





Chamber's advertising opportunities a great value

Advertising in the Chamber newsletter has always been a great deal. With its distribution list of over 1200 Chamber members and its archival on our website, your ad has a long shelf life. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!**

Full page: 8.5 x 11 portrait \$125 per run
Half page: 8 x 5.25 H \$90 per run

Quarter page: 4 x 5.25 V \$75 per run
Eighth page: 4 X 2.62 H/V \$50 per run

You can also place a banner ad on the Chamber's website where it will be seen via 3600 viewers per month on the website pages that get the most attention: Website's home page, any calendar event, any business search, Hot Deal search, any Job search, and Member Login. That's hundreds of combinations of searches that expose your ad. And just like our newsletter ad pricing, banner ads will come in a one-month run or discounted multi-month run. In addition, if you choose the multi-month option, you can choose the three months or run them consecutively. And just like the newsletter multi-run option, you can change up your banner at any time.

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



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Chamber helps celebrate man's best friend

On April 28, the Delaware Area Chamber of Commerce celebrated the opening of [Delaware Northwest Veterinary Clinic](#), 109 West Lincoln Ave., Delaware. Dr. Joey Abbruzzese didn't start out taking care of Fido and Spot. Her journey is more interesting. She graduated from The Ohio State University with a B.A. in Spanish and then later a Master of Business Administration from the Fisher College of Business. She received her Doctor of Veterinary Medicine in 2016 from The Ohio State University College of Veterinary Medicine. (She says that's the last degree she plans to seek.)



The cosmos might be credited with the clinic being where it is. This delightful young woman, her (very handy) husband and daughter Parker were walking in the neighborhood one day and the previous owners of the property she is now in happened to be cleaning out their business. Joey loved the location and approached them right then and there asking to purchase their building. The rest is build-out history, as the Abbruzzese family hand-built the clinic.



The clinic boasts all manner of equipment, most notably an X-Ray machine that Dr. Joey is most proud of. She also credits attracting her amazing staff by fostering a culture of work/life balance that makes working at the DNVC a great choice.

The ribbon was cut on Thursday the 28th and on Friday Dr. Joey and her team invited the neighborhood to bring their furry friends to help celebrate. They held an open house complete with face painting, doggie footprints (paint may have been involved), food and festivities.

Congratulations to Dr. Joey, her team and her family!

[Click here for more photos.](#)

Library welcomes new branch manager



The [Delaware County District Library](#) is scheduled to open their new branch in Powell at the corner of Steitz and Home Roads this fall. The 42,000 square foot branch dubbed the Liberty Branch, was made necessary to keep up with the growth of Delaware County and made possible by the passing of a levy in 2018. And while construction races to the finish line, the Library is beginning to hire its staff.



To that end the Library is pleased to announce and welcome Shari Bowers. Bowers joins the Delaware County District Library after working as an Adult Services Manager in the Ritter Public Library and a former Branch Library Manager with the Dayton Metro Library system. Bowers began at DCDL on Monday, May 23.

Welcome, Shari, to the community.

Chamber website banner ads a great value

You can now place a banner ad on the Chamber's website where it will be seen via 3500 viewers per month on the website pages that get the most attention: Website's home page, any calendar event, any business search, Hot Deal search, any Job search, and Member Login. That's hundreds of combinations of searches that expose your ad. And just like our newsletter ad pricing, banner ads will come in a one-month run or discounted multi-month run. In addition, if you choose the multi-month option, you can choose the three months or run them consecutively. And just like the newsletter multi-run option, you can change up your banner at any time.

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

Worth the wait

A project that was started in 2017 and had twists and turns is finally “doors open” and Central Ohio is better for it. Seventy communities across 14 states and two Native American nations thrive under the [United Church Homes](#) umbrella, and the Polaris Community celebrated Cinco de Mayo by hosting the Chamber’s May Business After Hours.



Since the early 1900s, UCH organization has worked to create living communities for older adults based on their core values of compassion, respect, safety and warm hospitality. This created the solid foundation for their focus today on holistic, person-directed care.



The Polaris Community boasts 136 residences for independent living. Studio apartments, one- and two-bedroom apartments are beautifully appointed and are complimented by a theatre, a planting room, billiard table and spacious, comfortable common areas.

UCH-PC’s independent living model has a niche: the \$1,000-\$3000 per month rent offers safe, luxury alternatives for over-55 residents on a budget. In addition, the facility has several furnished apartments for short-term rentals. This is a perfect solution for folks in between selling and buying a home, for instance.



UCH is a welcome and very special addition to Delaware County’s community of senior living options. Thank you to Tiffany Affolter and staff for allowing us to discover yet another reason to boast about Delaware County. (And the Margarita didn’t hurt, either)

Banking on a good time



It’s always a good bet that when [Richwood Bank](#) hosts a Chamber event, all stops are pulled. And so it was on May 19th when Richwood staff made CEO Chad Hoffman look good by offering a beautiful and delicious spread to tart the day.

And, of course, everyone’s first stop was the famous coffee bar. Coffee bar? That’s like calling the Little Brown Jug a horse race.

Lots of fun networking, the perpetual plea made by president Holly Quaine to move the pinball machine to the Chamber office and a lovely basket of goodies won by [Dusty Hostutler Edward Jones’](#)

Morgan Mellen. A second drawing was coincidentally (wink, wink) won by Richwood Bank’s Doug Wilson. It was a National City stadium blanket that may or may not have been found unused in Holly’s closet at home while spring cleaning and may or may not have been Doug’s employer when Holly came to Delaware in 2008.

Old pals, new contacts– lots of networking and fun, as is always the atmosphere at Richwood. Thank you to Tai Wills, the event wind beneath the bank’s wings and all the staff for the hospitality.

[Click here for all the photos.](#)



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.

Share your news

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

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



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FirstCitizensNational.com



L-R: Misty Hayden, VP of Business Development; Todd Everingham, Financial Advisor; Kevin Smith, Regional President - Marion; Frank Reinhard, Regional President - Delaware; Stacy Webb, VP - Branch Operations.

100 North Sandusky Avenue, PO Box 299, Upper Sandusky, OH 43351

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8:30 a.m. Duck Race down the Lazy River



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- ♥ Children age 3 & under are FREE!

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Leadership Delaware graduates another extraordinary class

On May 17 the Delaware Area Chamber of Commerce graduated forty-three participants from the Leadership Delaware County Class of 2022. The graduation luncheon was held at [Willow Brook at Delaware Run](#), the event's annual sponsor.

Leadership Delaware is a community leadership program and has been a hallmark program of the Delaware Area Chamber since 1991. To date the program has graduated nearly 800 participants. The program is designed to identify, nurture and promote future leaders in Delaware County; to increase awareness and provide education and opportunity to leaders in the Delaware County community. The program develops informed and committed leaders by providing participants with an understanding of the critical issues affecting Delaware County and beyond. Leadership and stewardship capabilities are developed to assist in resolving these issues with an emphasis on knowledge, skills enhancement and trusteeship.

Leadership Delaware County is structured to encompass a broad variety of citizens from up-and-coming office associates to corporate management staff to CEOs who have demonstrated an interest in assuming greater leadership roles and to educate them through programs that broaden and deepen their knowledge of the county's challenges and opportunities.

Leadership Delaware County participants engage in a nine-month program carefully designed to increase their community leadership skill. During the leadership experience, participants are exposed to a variety of viewpoints in various areas illustrating the broad array of economic, political, educational, and social issues at all levels. The program is experiential and is best described as a "back stage pass", offering opportunities participants couldn't otherwise experience.

This year's graduating class of Leadership Delaware County chose as their community project to plant trees at [Preservation Parks](#). The participants came out on evenings and weekends and helped with one or working side-by-side with their classmates to plant 1000 trees. They planted 1,000 seedlings at Shale Hollow Park, 20 potted trees at a future park on Bale Kenyon Road.

The class of 2022 can be found on page 15 of this newsletter.



The chamber is accepting applications for the Leadership Delaware County class of 2023. The program begins with a kick off lunch in August followed by a full day on the second Thursday of the month from September – May, and ends with a graduation luncheon in May. Information and application can be found on the Chamber's website: DelawareAreaChamber.com, under the "Leadership Delaware" tab, or by calling the Chamber at 740-369-6221.

Chamber accepting Leadership Delaware program applications for class of 2023

Leadership Delaware is now accepting applications for the class of 2023. 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

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

Over 800 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.



Follow Ohio Chamber legislative updates

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



Contact your legislator:

Ohio Senate District 19

Andy Brenner
Senate Building
1 Capitol Square
Ground Floor
Columbus, OH 43215
Hometown: Powell
(614) 466-8086
[Email](#)

Ohio House District 68

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

District 67

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

US House District 12

Troy Balderson

250 East Wilson Bridge Rd.,
Suite 100
Worthington, OH 43085
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The Chamber exists for and by its members— [check here](#) before you buy.

State of the Townships: busy



[Berlin Township](#) trustee Ken O'Brien and Michele Boni, Kevin Vaughn and Mike Schilling, administrators of [Orange, Berkshire](#) and [Liberty](#) townships respectively united as a panel for the Chamber's State of the Townships. Berlin and Berkshire proudly unveiled their new logos.

With a combined population of nearly 65,000 Delaware County residents, the townships have much in common even as they continue to maintain each community's uniqueness.

Relentless housing starts, balancing a tax base of residential and commercial; updating master plans and zoning requirements to both respond to current trends and make development transparent— all share the same goals and challenges.

You can peruse their slide presentations linked here, but there was one very important point echoed by all four guests: They may be competitive neighbors, but they work together *intentionally*, something not always the case in large, growing counties. That the leadership of these vital communities work well together, understanding that what they share is greater than what they don't and that their decisions and cultures and behaviors impact the entire county was as laudable as it was appreciated.

[Click here for Berkshire, Berlin, Liberty and Orange's presentations.](#)



And thank you to Ken, Kevin, Michele and Mike for all they do to retain Delaware County's status as a great place to live, work and play.



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FAMILY OWNED AND OPERATED

June/July

Calendar



Ribbon Cutting

Thursday, May 26 1:00 pm
Metro by T-Mobile
[Click here to register](#)

HR Council

Wednesday, June 1, 8:30 am
Chamber office

Business Before Hours

Delaware County Transit
Thursday, June 2 8:00-9:30 am
[Click here to register](#)

Government Affairs Committee

Tuesday, June 14
8:00 am via Zoom

Chamber Board Meeting

Wednesday, June 15, 7:30 am
Chamber office

Safety Council

Wednesday, June 15 11:00 am
Via pre-registered Zoom link

Business After Hours

Thursday, June 16 5:00-6:30 pm
Annual Joint Event with the
Sunbury Chamber
Tanger Outlet Mall
[Click here to register](#)

Ambassadors

Tuesday, June 28, 4:00 pm
TBD

Golf Outing

Friday, July 15, 2022
[Click here to register and/or sponsor](#)

New Member Orientation

Tuesday, July 26
8:00 am Chamber office
[Click here to register](#)

Ambassadors

Tuesday, July 26, 4:00 pm
TBD

SAVE THE DATES

Clay Classic
Friday, October 14, 2022

Annual Dinner
Thursday, February 2, 2023

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

Welcome

New Members

Metro by T-Mobile

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[Store](#)

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Silver Level



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LEADERSHIP
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SINCE 1991

Leadership Delaware Economic Development Day

Facilitator: Kelsey Miller '18, Jason Sanson '21

Newsletter editors: Mike Ringle, Natalie Long, Chris Roshon

Leadership Delaware County held their last session at the facilities of Delaware manufacturer, Vertiv. Program alumni, Kelsey Miller and Jason Sanson, kicked off Economic Development Day by providing an overview of policies, structure, and goals of Delaware County economic development. Emphasis was given to the four pillars of economic development: retention, attraction, small business development and site development, along with the recognition that all pillars are dependent upon the support of key players from local, state, and federal levels. The group discussed challenges, such as affordable housing, and projected growth along the U.S. Route 23 corridor.



Continued on next page

Leadership Delaware Class of 2022

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

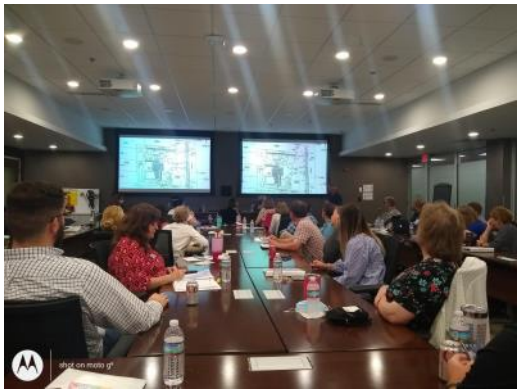
Dave Erickson
[United Country Real Estate & Auction Services](#)
Todd Everingham
[First Citizens National Bank](#)
Cheyenne Fletcher
[United Way of Delaware County](#)
Andrew Gerberry
[Del-Co Water Co.](#)
Emily Hartley
[Ohio Living Sarah Moore](#)
Courtney Hendershot
[City of Delaware](#)
Craig Hill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

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

Leadership continued

The group was invited to tour the 41,000 square foot facility to view the production of Vertiv's power and thermal management solution products. The group observed the process from assembly line to the customer witness test. The Delaware facility is unique in that it can test assembled uninterrupted power supplies in whatever configuration its customers need. It was explained that although the company remained strong during the COVID pandemic, it still is affected by the supply chain disruption. Vertiv is expected to expand by adding 60 new jobs within the next year and Intel's move to central Ohio opens the possibility of additional local customers. Vertiv will custom build modular power supplies that need to be moved with giant air casters and an industrial loading crane kept on site. It is evident that Vertiv is a state-of-the-art manufacturer and that Delaware is fortunate to have this blue-chip company.

The Developer Panel went through an imaginary scenario of a veterinary clinic looking to expand the footprint of its building within the city of Delaware. The panel consisted of Anna Hurley, Development Planner at the [city of Delaware](#), Ana Babiasz, Chief Executive Officer at [Fidelity Federal Savings and Loan Association](#), Jason Sanson, Business Group Leader at [GHD](#), and Kelsey Miller, Economic Development Manager at the city of Whitehall. Kelsey played the part of a successful veterinarian, looking to expand her practice with an actual blue print for reference. Kelsey then discussed the paperwork and a realistic timeline for her business expansion with Jason as her engineer. Kelsey then discussed the steps to finance her project with Ana and the City's hypothetical approval process with Anna. The panel did a great job of showing surprises and hurdles people new to the construction process often face. Many cities in central Ohio have landscaping codes to ensure tree coverage is maintained on a property and cost considerations can go much



higher with the installation of a sprinkler system if the square footage and use of a building changes. Planning for water retention or detention for a 100-year flood and potentially financing traffic improvements can make expanding a business unexpectedly expensive.

The class toured [Acoust-A-Fiber](#) and saw first-hand how this company makes acoustical and thermal shielding products for several major automotive manufacturers. They are a tier 1 company, which means they can ship directly to automotive manu-

facturers. This company has employees that have recently emigrated to Columbus from many different countries. One of their recruiters speaks 17 languages! In addition to pressing heated material through custom molds, Acoust-A-Fiber has processes to bake custom insulation and cut it to fit the needs of its customers. Acoust-A-Fiber was touted by Kelsey Miller as a great job retention example. The company was looking to expand its production and facilities several years ago. The city of Delaware worked with Acoust-A-Fiber to expand its building footprint and kept the company from moving production out of the city to a custom-built site elsewhere.

Continued on next page



Leadership continued

After touring Acoust-A-Fiber, Leadership Delaware traveled to the Delaware Entrepreneurial Center to hear from an all-star panel of Delaware small business women. The panel included Managing Director Tracey Peyton of the [Strand Theatre](#), Owner Terri Smiles of [The Greater Gouda](#) and Rutherford Café, Owner Kelsey Morris of The Sydney Collection salon and boutique, and Missy Seslar of [Periwinkle Photography](#). Executive Director Susie Bibler and Program Coordinator Caroline Pusateri with [Main Street Delaware](#) moderated the panel on how Downtown Delaware survived the height of the pandemic. The Center itself, a collaboration between [Ohio Wesleyan University](#),



the [city of Delaware](#), and Delaware County to incubate small businesses, served as an apt backdrop for the message reiterated by the panel time and again, the importance of community.

Susie and Caroline asked each of the panel members about how health orders modified their business practices. Tracey explained the curbside concessions and bring your own movie program the Strand implemented to bring in revenue when health orders labeled the theatre as a non-essential business, whereas Terri talked about the Greater Gouda's pivot to emergency grocer for the Downtown Delaware community. Kelsey discussed the Send A Smile gift baskets The Sydney Collection sold to help friends and family connect through the isolation of the pandemic and Missy discussed her pivot to image restoration due to the hazard of in-person photography. All of the panelists reminisced about the uncertainty they faced and the concern about supporting employees and family but, above all, the panelists attributed the survival of Downtown Delaware to the love and support of the community.

[Click here for all the fun photos.](#)

If you're thinking



then you need to think **beyond the banks.**



Lisa Clark, Manager

Delaware Service & Lending Center
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Drawing By Karen Collins

Cummins Facility Services attends largest conference of its kind for women business owners

Cummins Facility Services is excited to attend the Women's Business Enterprise National Council (WBENC) 2022 National Conference June 7-9, 2022, in Atlanta, Ga, as a member of the host committee. The WBENC National Conference, the largest conference of its kind for women business owners, brings together America's leading corporations, government agencies, women business owners and their staff, and strategic partner organizations. This year's exciting program engages participants for dynamic educational programming, inspiring keynotes, a pitch competition, Instant Match meetings, networking opportunities, and an unrivaled Expo of certified women-owned businesses and those who do business with them. The time spent in Atlanta and the WBENC National Conference will be a catalyst for opportunities and growth with thousands of women entrepreneurs and corporate executives ready to make connections, do business and collaborate together to spur innovation.

Cummins Facility Services is most looking forward to...

- Fun with the bold WBENC network of powerful women and #Hes4Shes. Network and connect with some of the nation's most successful women-owned businesses and the corporations who are doing the most to level the playing field for women entrepreneurs.
- The ability to share our business with corporations and government entities seeking women-owned suppliers, while connecting with procurement and supplier diversity professionals from many of America's most prestigious brands and the Fortune 1000.
- Inspiring keynotes and innovative experiential learning opportunities that provide business owners and other professionals with the tools and resources to grow as leaders and innovators.

Past WBENC National Conference Some attendees share their perspectives:

"I have never experienced an organization with such passion and dedication in helping women in business. WBENC truly understands that diversity drives innovation. The kindness and authenticity were unparalleled. The keynote speakers and SMEs were outstanding."

"I have come to appreciate women who choose to work together in striving to provide the best possible awareness and opportunity for women to grow and make the most of their businesses. Since WBENC is all about empowerment, this is what I have come to expect, and I believe the overall conference delivered just that!"

About the Company

Cummins Facility Services is a national company with offices located in Ohio, Michigan, Tennessee and Florida. A certified Women's Business Enterprise, the company offers a wide range of services, including janitorial services, advanced disinfection, floor care, landscaping and snow removal, high structure cleaning, security and building maintenance, and recycling and sustainability initiatives. Cummins Facility Services is a member of the National Service Alliance and a WBENC certified company.



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Platinum Level \$5000*

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

Gold Level \$3000*

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

Silver Level \$2000*

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

Bronze Level \$1000*

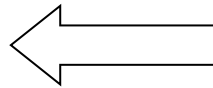
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

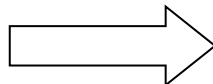
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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



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



DELAWARE AREA
CHAMBER OF COMMERCE



DELAWARE AREA
CHAMBER OF COMMERCE



Looking for product or service? Look to your fellow Chamber members *first*.
The Chamber exists for and by its members— [check here](#) before you buy.

Chamber recommends third party administrator; offers discount to members, Chamber Buck\$ for getting a quote

As a member of the Delaware Area Chamber of Commerce, you have access to discounted, first-rate third party administrator for your Worker's Compensation. We're so sure you'll save money and receive great service that **we're offering \$50 in Chamber Buck\$ just for getting a quote.** Just forward the email confirming your quote to dachamber@DelawareAreaChamber.com and we'll send you a certificate good for \$50 off ANY Chamber invoice.



Sedgwick is Ohio's leading third party administrator for workers' compensation specializing in alternative rating/premium discount programs and cost containment strategies that annually save our clients over \$120 million in premium paid.

Take the first step needed to reduce your annual premium by requesting a free, no-obligation quote for group rating or other alternative rating/premium discount programs through our organization and let Sedgwick's experts work for you!

[Click here to request a savings analysis by completing an AC-3 online form \(Ohio BWC Temporary Authorization to Review Information form\)](#)

request a savings
quote >>
[AC-3 form]

HOT DEALS

Why aren't YOU advertising FREE on the Chamber's Website???

If you're not publishing **Hot Deals** on the Chamber's home page, you're missing one of the benefits of Chamber membership and missing thousands of potential customers

- ⇒ No strings– FREE to Chamber members.
- ⇒ The Chamber's Website boasts visitors each day.
- ⇒ And your Hot Deal will be listed in the Chamber newsletter and eblasted to nearly 1,000 Chamber-member addresses
- ⇒ No limit to the number of Hot Deals
- ⇒ Do-it-yourself: 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.](#)

Chamber Referral Buck\$\$\$...

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



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BELIEVE IN *WE*™  OhioHealth

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

Our Values—The Delaware Area Chamber of Commerce will:

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



Who we are

The Chamber is a voluntary organization of businesses investing their time and money to improve the economic, civic and cultural well-being of the community. Through this investment, the individual volunteer, company or corporate sponsor increase their business, expand their profile and value and in turn accomplish their personal and professional goals. Everyone shares in the benefit created by the growth and prosperity generated.

The dues structure is designed to permit even the smallest business to be a member. The work of the Chamber is financed by the investment of individuals and businesses that support it. *The Chamber is not part of the city or the government. It is a unique organization and it belongs to the members.*

What we do

The Chamber provides its members with a platform to accomplish their business goals. Belonging to the Chamber increases a member's opportunity to network, develop professional and personally, build a referral base and increase their visibility. A recent study from the Shapiro Group shows that consumers are 49% more likely to think favorably of a Chamber-member business and 80% more likely to purchase goods or services from the company in the future. A Chamber membership comes with a 73% increase in customer awareness and a 68% increase in local reputation.

Your organization helps create jobs through stimulation of industrial and commercial growth. The Chamber is a voice for small business and keeps abreast of issues that affect the business climate and alerts membership to resources that may assist in their resolution. It also assists in bringing new business to the community by acting as a resource to the business principals and leaders. The Chamber serves as a resource for membership and provides referrals from a trusted network of business men and women.

The program of work is facilitated by the Chamber's member volunteers and committees under the direction of the board of directors. The goal is always to create more prosperity and opportunity for all members. Every member has a voice in determining the Chamber's work, policies and projects- and every member is needed to work to get the job done!

And programming? Your Chamber knows how vital networking and educational programming are to its members. Monthly Before Hours and After Hours, Third Thursday luncheons, ribbon cuttings and other celebrations; annual golf outing and clay classic, the unique annual dinner and awards event; educational series, Safety Council and Leadership Delaware are the organization's sweet spot.

And what of your investment in the organization? In 2018, the Delaware Area Chamber received its second consecutive 5-year, 4-Star accreditation. Only 3% of chambers nationwide (and only four in Ohio!) seek and receive this prestigious recognition. What this means is that from finances to communication; HR to programming your Chamber is run like a business. A solid, well-run business and is committed to the accreditation process every day.

No other organization can do all that the Chamber does. We've been doing it since 1907. Times change but the relevancy of your Chamber endures.

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

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

In addition to financial protection, this innovative alternative offers:

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

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

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

Creative Financial Insurance Services Agency

Jim Roesch

jwroesch@discovercfi.com

740-363-5433

*Anthem Elite Certified



Preferred Benefits Services Agency

Mark Pettitt

mark@prefben.com

740-363-6028

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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](#)
- ⇒ [20% OFF EVENT DISPLAYS- Liberty Sign and Graphics](#)
- ⇒ [15% off Guest room Nationwide Hotel and Conference Center—Nationwide Hotel and Conference Center](#)

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.



Did you know you can get a discount on health insurance for your company through your local chamber?



The relationship you have with your employees is key, especially when it comes to your health plan. That's why the Central Ohio Chambers of Commerce (COCC) and Anthem Blue Cross and Blue Shield teamed up to offer you ChamberSaver discounts.

What matters most to you when it comes to your company's health coverage?

An affordable health plan? Healthier employees? A full range of health insurance offerings? That's exactly what you get when you choose ChamberSaver. Companies with 2-50 eligible employees can save 1.4% and companies with 51-500 eligible employees can save 1% on health insurance – and not just on a few plans, but rather, on Anthem's full range of health insurance offerings.*

Access to care that's right for your employees

When employees feel good, they are usually more focused and more likely to perform at a higher level, which can have a positive affect on a company's bottom line. That's why every Anthem plan includes 100% coverage for checkups, flu shots, and other preventive care services for your employees and their families. The reward is peace of mind and better health at no extra cost to your employees.

To learn more specifics about this new offering contact one of the following Chamber members who are Anthem Elite or Champion Brokers:

Creative Financial Insurance Services Agency, Inc.

Jim Roesch
jwroesch@discovercfi.com
740-363-5433
www.discovercfi.com

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

Mark Pettitt
pettitt@prefben.com
740-363-6028
www.prefben.com
611 South Sandusky Street, Delaware



Your chamber membership creates value for your company.

The savings alone is great. But consider what also comes with it.

- Your choice of plans, from industry-leading consumer-driven health plans to point-of-service products
- Administrative convenience of working with one carrier who offers a complete menu of coverage options: prescription drugs, dental, vision, life insurance, long-term and short-term disability and employee assistance programs
- Extensive selection of providers and lower in-network costs
- Strong local service

You'll also benefit from access to discounts on Anthem dental, vision, life, and disability products.

Product	Group size	Discount
Dental	2-50	5%
	51-99	4%
	100+	2%
Full-service Blue View Vision plans	2-499	15%
Life and Disability	2-9	5%
	10+	10%

In addition to these great savings, Anthem products offer industry-leading product features and networks.

Dental

- Industry-leading local and national networks with deep discounts, saving members an average of 34% on covered services when they visit an in-network provider
- No waiting periods for major services with employer-paid plans
- Flexible plan designs and optional benefits like annual maximum carryover and brush biopsy
- A dedicated dental service department that provides fast and accurate claims processing that beats the industry average, with the average claim paid in less than 3 days¹
- Expanded care with our clinically integrated program, Anthem Whole Health Connection, is included at no extra cost. This includes additional dental services for members with certain health conditions.

Blue View Vision

- One of the largest vision networks in the nation, with the choice of independent eye doctors or Glasses.com, ContactsDirect, 1-800 CONTACTS, LensCrafters®, Pearle Vision®, Sears Optical®, Target Optical®, or JC Penney® Optical stores
- Members can buy extra pairs of glasses for 40% off from any network provider. And kids under age 19 get UV-blocking Transitions® lenses at no extra cost while adults get a discount.²
- Access to a dedicated and knowledgeable customer support team 7 days a week
- Enhanced care with our clinically integrated program call Anthem Whole Health Connection is included at no extra cost. This includes market-leading collaboration between primary care doctors and eye doctors

Life and Disability

- A broad portfolio of life and disability products and an A.M. Best financial rating of A (Excellent)
- Value-add programs include at no additional charge provide emotional, financial and legal support, along online will preparation and identity theft recovery services
- Telephone claim intake is standard in addition to a dedicated call center with calls answered live during business hours
- Outstanding claims turnaround time and payment accuracy – and we help with Social Security disability filings and approvals
- Integration of short-term disability and our health benefits may improve employee health and productivity



¹ Internal data 2017

² Except when discounting of non-covered services is prohibited by state law. Standard broker commissions apply. Offer available to Ohio-headquartered businesses adding new Anthem dental, vision, life and/or disability plans. This discount program can be changed or terminated at any time.

Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company. An independent licensee of the Blue Cross and Blue Shield Association. ®Anthem is a registered trademark. The Blue Cross and Blue Shield names and symbols are the registered marks of the Blue Cross and Blue Shield Association.





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Ohio employers small and large know Ohio Safety Councils offer convenient and affordable access to occupational safety education, resources and networking.



Learn among your business and community peers. **Contact your local safety council today and get involved to proactively prevent injuries, control costs and benefit your workforce.**

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

“

Incidents and accidents do not pause for a pandemic. Taking a year off of Safety Council never crossed our mind.

~ Ryan Mathys,
*Preferred Airparts, LCC,
 Orrville Area Safety Council*

Webinars kept the life blood pumping in our safety veins.

~ Kent Sherry,
*Bryce Hill Inc.,
 Springfield-Clark County Safety Council*

Even though the meetings are virtual now, it is still beneficial to meet, to talk, to share, & to learn with other members to continue to get the support we all need.

~ Jim Stephen,
*Zemba Bros., Inc.,
 Zanesville-Muskingum County
 Safety Council*

”