

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

June 2023

Sustaining Members Platinum Level



Gold Level



Silver Level



The Delaware Area
Chamber of Commerce
Established 1907



Chamber accepting Leadership Delaware program applications for class of 2024



LEADERSHIP
DELAWARE COUNTY
SINCE 1991

Leadership Delaware is now accepting applications for the class of 2024. 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 850 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.

Chamber Staff

[Holly Quaine, President](#)

[Sarah Yoakam, Office Manager](#)

[Matt Carbary, IT Mgr.](#)

2 Troy Road
Delaware, Ohio 43015

740-369-6221

Fax: 740-369-4817

DelawareAreaChamber.com

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Sustaining Members

Bronze Level



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

Then join us in person for our 10th 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 22 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

Member opens clinic for our furry pals

Join us on Monday, June 12 at 1:30 pm when we join the folks at [Central Ohio Veterinary Emergency](#) as they cut the ribbon on their new facility. The big event will be held at 585 Sunbury Road, Delaware.

[Click here to let us know you're attending.](#)



Member celebrates transitional housing

Join us on Wednesday, June 28 at 4:00 when we help the [United Way of Delaware County](#) cut the ribbon on their recent venture. TreeHouse, 104 Oak Hill, Delaware,



United Way of Delaware County

is a young adult transitional housing facility of- fers stable housing to young adults aged 18-24 who find themselves homeless. Filling this need in Delaware County is just another program in the United Way's vast array of filling the needs of our community. [Click here to let us know you're attending and parking suggestions.](#)



June Safety Council Presents: Ergonomics

You don't have to be a Safety Council member to join us. Meeting is held on Wednesday, June 28, 8:30-9:30 am at the Barn at Stratford, 2690 Stratford Rd., Delaware. There is a \$5 fee to attend and all are welcome.



Chamber seeks members for Government Affairs Committee

The Chamber is looking for members to be active participants in its government affairs committee. The committee is responsible for setting the policy agenda for the Chamber, vet legislation/regulation that impacts business, educate the membership on issues and communicate with elected officials.

The committee meets at the Chamber office at 8:00am on the 2nd Tuesday of the month. If this sounds like something you can contribute to, please contact Holly at hquaine@DelawareAreaChamber.com

Close to home, resources you value, contacts you trust

Equip yourself to make your workplace safer. You can:



Earn a 3% safety council rebate on your workers' compensation premium*

Learn techniques for increasing safety, health, and wellness in your workplace.



Network and share best practices with employers in your community.



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Find resources to assist you in accident prevention.

Delaware Area Safety Council 740-369-6221

*By meeting eligibility requirements



Bureau of Workers' Compensation

Governor Mike DeWine
Administrator/CEO John Logue



**DELAWARE AREA
SAFETY COUNCIL**

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www.bwc.ohio.gov



4/14/2023

Equip yourself locally with resources and prevention strategies to make your workplace safer

Thousands of Ohio employers benefit from education, resource sharing, and premium savings* while actively participating in their local safety council. And you can join them.

In a BWC Safety Council you will:

- Learn techniques for increasing safety, health, and wellness in your workplace.
- Network and share best practices with other employers in your community.
- Identify resources to assist your accident prevention efforts.
- Access risk management information and strategies to reduce your worker's compensation costs.

To earn a 3% safety council rebate on your workers' compensation premium, meet rebate eligibility requirements in one of Ohio's more than 80 BWC-sponsored safety councils.

Participation is simple.

- Join or confirm your existing, active membership in a local safety council by July 31, 2023.
- Attend 10 in-person safety council meetings between July 1, 2023 – June 30, 2024.
 - At least eight, or all 10, through attendance at local safety council sponsored monthly meetings, seminars, or special events.
 - You can earn external training credit for up to two meetings through attendance at BWC-sponsored in-person or virtual training courses or in-person safety training from other external sources (e.g. industry associations, third party administrators, etc.). It is the employer's responsibility to submit documentation to their safety council by June 30, 2024 for attendance at non-safety council safety training to qualify. Documentation must be an official certificate of attendance.

Additional safety council rebate eligibility guidelines:

- A person can represent only one policy number with their attendance at a safety council meeting or external training event.
- Safety council monthly meetings do not qualify for meeting credit for any employer not enrolled in that safety council.
- No matter the duration of the training, seminar, or conference, or how many employees participate, only one external training credit is earned per event.
- Safety training conducted at an employer's workplace does not qualify for safety council rebate program eligibility.
- Virtual/online training does not qualify for safety council rebate program eligibility except BWC virtual training classes.

* The rebate offer excludes self-insuring employers and state agencies. Limitations apply to professional/alternate employer organizations and their clients.

To receive the rebate, not to exceed \$5,000 annually, employers' policies must be current with respect to all payments due to BWC. Employers may not have cumulative lapses in workers' compensation coverage in excess of 40 days within the prior 12 months. Additionally, employers must have timely reported actual payroll for the preceding policy year and pay any premium due upon reconciliation of estimated premium and actual premium.



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Governor Mike DeWine
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4/19/2023

Leadership Delaware graduates another extraordinary class

On May 16 the Delaware Area Chamber of Commerce graduated fifty-six participants from the Leadership Delaware County Class of 2023. 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 860 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.

Congratulations to the Class of 2023! [Click here for more photos.](#)



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	Quarter page: 4 x 5.25 H	\$75
Half page: 8 x 5.25 H	\$90	Eighth page: 4 X 2.62 H/V	\$50



DELAWARE AREA
CHAMBER OF COMMERCE



Supervisor Six Pack 2.0

**Did you complete the Chamber's Supervisor Six Pack?
How has what you've learned translated into your real world?
What's your next step in leadership development?**

This 6 part workshop structure challenges participants to apply the content to pertinent issues in their organization. Each session will have an assignment to complete on the job during the month and then present back during the course. Participants will identify a capstone project to implement that will positively influence their organization. Business leaders sending participants will have access to the assignment as well as coaching points reflective of the course work; actively engage in coaching to these topics to activate the learning through action. [Click here for program session details.](#)

- ⇒ **Basic Strategic Thinking**
- ⇒ **Help: I'm in the Middle!**
- ⇒ **Presentation Skills**
- ⇒ **Change Management**
- ⇒ **Influencing & Motivating**
- ⇒ **Professionalism & Etiquette**

Capstone Project: This project will be assigned to groups of 2-3 participants who will have the opportunity to target an area of leadership and management. It would involve the concepts covered in the program and would be focused in at least one of the following areas:

- ⇒ Employee Engagement
- ⇒ Retaining Talent
- ⇒ Managing Performance Issues
- ⇒ Developing Employees

Project participants will set a project goal and collaborate together to create activities, strategies, and initiatives to achieve their goal for their team in their respective organizations. Program facilitators will help them select a goal and provide guidance on achieving their goals.

Program participants must have completed the Chamber's Supervisor Six Pack 100 Series.

SSP 2.0 is available for \$900 per participant* (\$1000 for non Chamber-member participants). Participants will be expected to complete program exercises between sessions that apply to their job. The program will run from **8:00-11:00am on the second Wednesday of the month for six months beginning August 9, 2023**

**Chamber office
2 Troy Road, Delaware**

** Four or more from the same business will receive a discounted price of \$750 per person.*

[Click here to register](#) by

**August 1, 2023
Class size is limited**



LET'S LEAD
HR CONSULTING

From dirt to roof: a most interesting month of celebrations!

The Chamber's membership is really diverse. And since we love to salute all things membership, so are our celebrations. May found us at a groundbreaking, a ribbon cutting for a roof, the opening of a local historical landmark with an amazing story, an expansion, and a 25th anniversary that might really be 7 years or 35.



It all started on April 27 when the stunning [Dempsey Event Center](#) cut its ribbon. Weddings, corporate and social events—there is simply not a more beautiful venue full of history and grandeur.



The Dempsey Event Center has a rich history. The original foundation of the main house served as a hunting lodge in the late 1800s. Some have suggested it may have been a point on the Underground Railroad. In the 1940's modifications of the property resulted in a three-bedroom ranch which served as a loving family home. It was surrounded by woods and family pets. The front oval was the path to ride the ponies! In 1975, renovations were completed and the property became an 8000 sq. foot family home. In 2014, the estate became a commercial property and the Sanctuary Building and pedestrian footbridge were built



encouraging guests to enjoy the beauty of this sacred property. [Click here for more photos.](#)



On May 4th was a ribbon cutting of a totally different nature. [Del-Co Water Company](#) cut the ribbon for their new Wolf Water Center. This new complex is 18,450 SF with the ground floor featuring office space for their engineering and distribution departments, a food prep kitchen, lounge area, and five pull-through equipment bays with integrated material storage. In addition, the new building features a second-floor training room to accommodate their growing team. It was great getting to construct this new facility and to be a part of their continued growth!



It's said there's a first time for everything and that was certainly true on May 15 when the [Delaware County Historical Society](#) cut the ribbon for the new roof at The Barn at Stratford.



The Barn at Stratford, located at 2690 Stratford Road in Delaware, has been owned and operated by the Delaware County Historical Society, since 2010. The stone end bank barn was built by George Bieber in 1848 and serves as an ideal visible and accessible location for DCHS educational programs in which area school children tour the historic property and learn about early pioneer life in the area. The Barn and Meeker House are on the National Historic Register and are one of the most intact homesteads in the county, believed to have been part of the Underground Railroad. The Barn is also used to generate revenue as a location for weddings, receptions, corporate events, meetings, Celebration of Life events and DCHS programs. Its massive interior hand hewed beams serve as a testament to exceptional workmanship from skilled carpenters in our past.

Since 2018, the Delaware County Historical Society has been restoring the Barn to ensure its continued use as a community center. The initial phase, completed on March 31, 2019, included replacement of deteriorated major timber beams and joists, replacing twentieth century steel support columns with reclaimed barn wood columns and bolsters, re-installing previously removed support columns, pouring concrete footings, installing structural reinforcing tension rods, and removal of a twentieth century freight elevator.

Celebrations continued on next page

Celebrations continued

The second phase, which began last year included removing the existing rusted and leaking metal roof and damaged wood rafters and purlins and replacing them with new timber framing as well as a new galvanized double-locking standing seam roof. Work was also done on the south stone wall and included replacing the modern Portland cement with a historic lime-based mortar. This final phase began in August 2022 and was completed in May 2023.

The cost of the restoration process of the Barn totaled over \$1,000,000, was funded through the State of Ohio's Capital Biennial budget and managed by the Ohio Facilities Construction Commission. The budget request was supported by State Senator Andrew Brenner and the work was completed by MidState Construction from Marion Ohio.

"It is a privilege to preserve this wonderful piece of our agricultural heritage" said Donna Meyer, DCHS Executive Director. "We pride ourselves on being good stewards of our historic properties so they will continue to educate and serve our community for generations to come. We are especially grateful to the State of Ohio and to Senator Brenner for their support".

[Click here for more photos.](#)

From roof to dirt, our celebrations continued on May 18 when franchise owners/husband and wife team of Lenin Sadineni and Subha Vajja broke ground on their long-awaited dream come true. [Kids R Kids Learning Academy](#) is an early-learning curriculum that began



in the Atlanta area over 60 years ago.

This Orange Township location is number 180 for this family-owned business that has, at its very core, heart and connectivity to the children and families and communities that they serve. Kids 'R' Kids is proud to deliver first-class child care and early education to our community for families with children aged 6 weeks through 4 years. They also offer before and after school programs for children 5 to 12 years of age who attend local elementary schools for kindergarten through 5th grade.

Congratulations to Lenin, Subha and their family and we look forward to cutting the ribbon soon. [Click here for more photos.](#)



We wrapped up our busy month at [Minuteman Press of Dublin](#)



where owner Ken Barton celebrated the business' 25 years. Ken purchased Minuteman in 2016 from Ken Davis who started the printing shop per-

haps closer to 35 years ago. Never mind the real date, Ken and his staff has much reason to celebrate whatever anniversary it is and they did it with cake and lots of friends and clients attending. Chamber president Holly Quaine presented Ken with a cheeky proclamation that recognized Ken as much for the success of his career as CPA-turned printer and is was congratulatory on the duration on Minuteman Press of Dublin, no matter which Ken claimed ownership. [Click here for more photos.](#)



Chamber website banner adds a great value

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.

Delaware Area Chamber of Commerce ~ 2 Troy Road, Delaware, Ohio 43015 ~ 740-369-6221 ~ fax 740-369-4817
dachamber@DelawareAreaChamber.com ~ DelawareAreaChamber.com

Leadership Delaware Class of 2023 adopts four community projects

The Delaware Area Chamber of Commerce Leadership Class of 2023 recently chose and participated in four unique and meaningful service projects as a way to give back to the community of Delaware. After discussing many options and discussing which ones would have the most impact as well as be the most feasible, they decided to divide and conquer in order to serve different people, places, and passions. The group was fortunate enough to have five leadership classmates lead each project to keep everyone organized and on task. Maureen Wagner and Mari Fridenmaker helped coordinate the "Purse Project" to donate gently used purses filled with supplies for women at Turning Point. Casey Smith partnered with [Delaware Public Health District](#) to clean up litter along Liberty Rd. Dan Coucher partnered with [Andrew's House](#) to help with outdoor clean up and gardening. Kristan Warren partnered with the [United Way of Delaware County's](#) Tree House to provide spring yard work and furniture building projects. Each project had a unique impact on the community as well as the Leadership Class of 2023.

The Purse Project was an idea from Maureen Wagner who had wanted to organize a donation of purses to women in need for many years. She collected donated purses and supplies during Leadership Days in April & May as well at both her [Huntington Learning Center](#) locations (83 Neverland Dr. in Lewis Center & 2704 Sawmill Place Blvd in Worthington). Over 50 purses were collected along with many supplies that were donated to Turning Point, a shelter that provides victims/survivors of domestic violence and their children with safe, secure, temporary shelter in a comfortable atmosphere. The shelter is designed to meet the victims' physical needs by providing housing, food, clothing, and personal items, as well as their emotional needs through support services. Approximately 10 leadership classmates participated. The project was even featured on the news! Many classmates were surprised to learn that Turning Point provides shelter for men, women, children, and their dogs if needed. Everyone who participated was happy to be able to provide something for women who often leave their homes with very little personal belongings. If anyone wants to do this on their own, here is a list of what Turning Point needs currently (Contact Jenise LeFevre at 740-382-8988 or jlefevre@turningpoint6.org to make arrangements): New pillows, New Twin XL sheets and pillowcases, Towels and washcloths, Feminine hygiene products, Toiletries, Ear plugs, Cleaning supplies, Laundry supplies, Child and adult PJs, Scrub sets.

The Leadership Delaware Class of 2023 was pleased to participate in assisting The Andrews House with a spring cleanup and landscaping project. On April 15th, 2023 approximately 20 members of the 2023 class assembled at The Andrews House which is located at 39 W. Winter St. in Delaware. During the time spent at the Andrews House, the leadership members assisted in weeding, mulching, and garden clean up to spruce up the exterior of the historic site for the coming year's activities. The group's effort was greatly appreciated by the Executive Director of The Andrews House Mel Corroto. This type of assistance really allows Mel to concentrate on all the great work that is being done at the Andrews House community center. For more information about the Andrews House community center, please use this link: <https://www.andrewshouse.org>.



www.andrewshouse.org.

The Leadership Class of 2023 would like to thank all our amazing partners, Huntington Learning Centers, Turning Point, Andrews House, The Tree House, and The Delaware General Health District for all the great works they do in our community and for the opportunity to give back during this year's 4 community service projects. It was easy to see the leadership class of 58 members had a heart for our Delaware community. The excitement and enthusiasm during the planning phases and completion of the projects was undeniable. A special thank you to The Delaware Area Chamber of Commerce for the amazing leadership opportunity allowing us to get involved with these organizations and help make a difference.

Continued on next page

Leadership projects continued

Another project that the Leadership Delaware Class of 2023 was located at The Tree House located at 104 Oak Hill Avenue in Delaware. This project, similar to The Andrews House, also included some sprucing up of the exterior of the property. On April 25th, 2023 approximately seven members of the Leadership Delaware class assembled at The Tree House to perform some spring yard work and also assemble some patio furniture. The Tree House in Delaware is a United Way program that provides transitional housing for young adults between the ages of 18 and 24. According to a Youth Risk Behavior Survey taken in 2019-2020, there are over four hundred youths in Delaware County in this age group that are at risk of not having a place to live or being homeless. There is a true need for a Tree House in the Delaware Community. For more information on The Tree House in Delaware, please use this [link to watch a short video](#) and click here for [more information](#). It was a cold and brisk mid-April morning when the 16 Leadership Class of 2023 volunteers met up to collect



roadside litter near the Liberty Casting Company on Liberty Rd. Despite the conditions, energy was high, and all were ready. The collection area was located along the stretch from London Rd. to Belle Ave. The team partnered with the Delaware General Health District who helped coordinate the effort. Delaware General Health was a fantastic partner, they supplied the volunteers with traffic safety vests, gloves, litter grabbers, and trash bags. The group split into two teams, one heading north and one south to maximize the efforts and the teams were able to collect a total of 25 bags of trash! Now that this area has been cleaned up, we're hopeful it helps prevent more litter from accumulating in the future. The leadership team was happy to help make a positive impact on the environment and community.

[Click here for more photos.](#)



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OUR TEAM: LOCALS BORN AND RAISED

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To learn more about what we can do for your business, call 740-914-8774. We'll be glad to meet in person or virtually.



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L-R: Mitty Hayden, VP of Business Development; Todd Everingham, Financial Advisor; Nevin 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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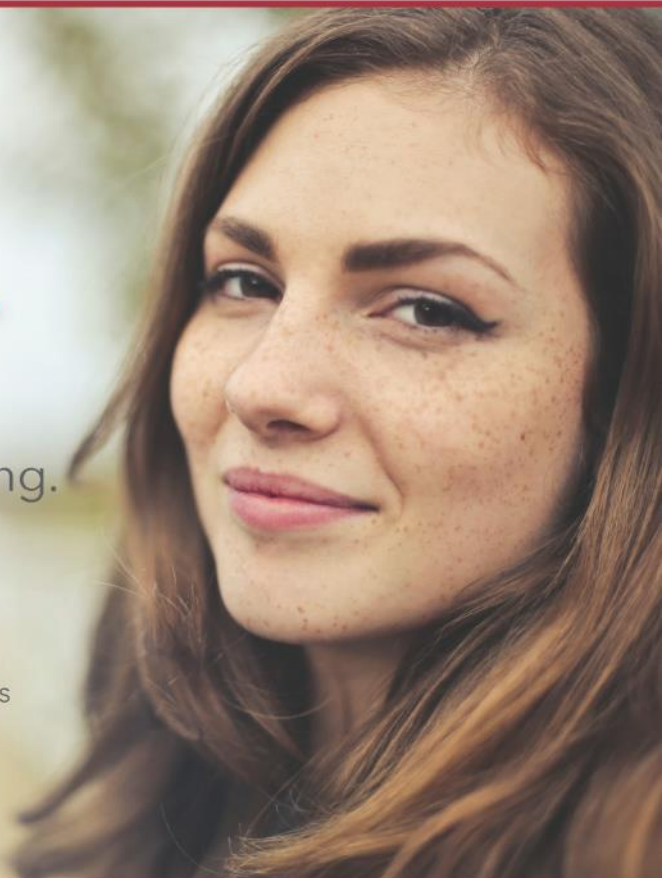
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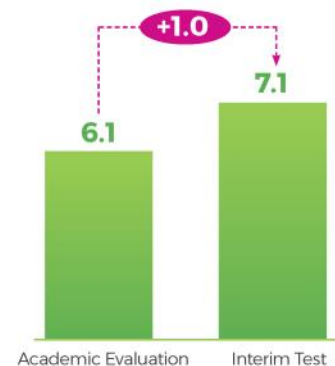
READING

Average grade level improvement
2010 to 2014 for 3 months tutoring



MATH

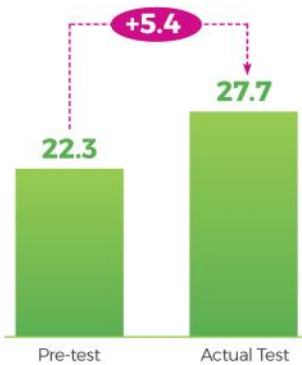
Average grade level improvement
2010 to 2014 for 3 months tutoring



SCORE INCREASES OF 5.4 ON THE ACT AND 229 ON THE SAT**

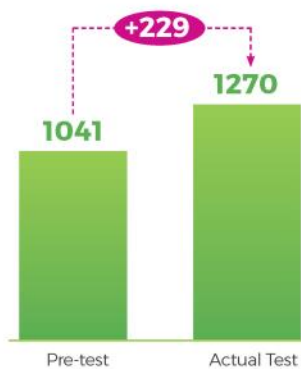
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Average score improvement



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Did you hear about May's Before Hours??

On May 4 [Delaware Speech and Hearing Center](#) was our Business Before Hours networking event hosts. Executive director Bethany Moore and her staff gave tours of this iconic Delaware institution that included "tours" of our inner ear! Some of those attending were really excited to be able to see their eardrum!



DSHC is a local, independent, non-profit and community-oriented practice. Their practice works with their patients to diagnose and find solutions for speech, language, occupations, sensory, hearing and/or tinnitus needs using state-of-the-art equipment and the most advanced technology.



Their services are fully guaranteed and they make it a priority to listen to your concerns. A strong patient-provider relationship based on honesty, integrity, and values is what they strive for, and they feel that this is the best approach to assisting with their patients' communication needs.

Thank you to Bethany and her staff for their hospitality and for all the good work they do in our community. [Click here for more photos.](#)



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.

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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BELIEVE IN *WE*™  OhioHealth

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



LEADERSHIP
DELAWARE COUNTY
SINCE 1991

Leadership Delaware Class of 2023 Economic Development Day

Facilitators: Kelsey Miller '18 & Jason Sanson '21

Newsletter editors: Buck Weaver, Brooke Diedrich

May's final Leadership session was all about moving forward! Economic Development Day began at Vertiv with an overview presentation from Monica Conners, [Delaware County](#) Economic Development Director and our facilitators; Kelsey Miller class of 2018 and Jason Sanson class of 2021. They shared some of the biggest challenges of development planning--getting all participating parties on the same path and moving in the same direction. Monica emphasized that this strategic planning is a Team Sport and collaboration is KEY! With so many people involved in so many different aspects of any project, it can be a daunting task and take years to accomplish. With the average costs of retail/office space reaching \$20/sq ft, Delaware's Economic Development Department has been strategically communicating and maintaining relationships with [JobsOhio](#) and developers in the public and private sectors to keep up with the demand that is flooding to Delaware County and its surrounding areas. So many considerations go into the impact on the community that careful foresight has to include; available resources, utilities, impact on roads and transportation as well as the community services like police, fire and EMS. Despite the enormous challenges, the underlying sentiment that was echoed by everyone throughout the day remained a positive, life-long love for processes and community.

Continued on next page

Leadership Delaware Class of 2023

Evelin Andrade-Wells
[KEMBA Credit Union](#)
Carolyn Asher
[Carolyn Asher American Family Insurance](#)
Lisa Clark
Jay McLaughlin
[CES Credit Union](#)
Cody Hatten
[City of Delaware](#)
Laura Cameron
Converse Electric
Mike Herzog
Jay Poroda
Buck Weaver
[Delaware Area Career Center](#)
Paula Vertikoff
Travis Woodworth
[Delaware City Schools](#)
Jessica Scott
Brittany Conn
Julie Streb
Adam Thacker
[Delaware County Board of Developmental Disabilities](#)
Wendi Foos
[Delaware County District Library](#)
Cobin Bentz
Deanna Roberts
[Delaware County Job & Family Services](#)

Vince Villio
[Delaware County Prosecutor's Office](#)
Brad Fisher
[Delaware County Regional Planning Commission](#)
Rob Curren
Andy Farrow
Amber Shonebarger
[Delaware County Sheriff's Office](#)
Tim Pyle
[Delaware Fire Department](#)
Glynnis Dunfee
Lauren Robinson
[Delaware Public Health District](#)
Kristan Warren
[Delaware-Morrow Mental Health & Recovery Services Board](#)
Rick Dunlop
Ben Rogers
[Del-Co Water Co.](#)
Sean McIntire
[Del-Mor Dwellings](#)
Rebecca Skeeles
[Eques Law Group](#)
Bill Martin
[Fidelity Federal Savings & Loan](#)
Evelin Andrade-Wells
Krys Weibling
[First Commonwealth Bank](#)
John Bradley

[Haller Wealth Management](#)
Maureen Wagner
[Huntington Learning Center](#)
Sarah Carlin
[Maloney + Novotny](#)
Mike Stuckey
[Marion Technical College](#)
Jodie Weibling
[OhioHealth](#)
Claudia Wade
[Olentangy STEM Academy](#)
Robin Duffee
[Orange Township](#)
Carrie Snyder
Ostrander Civic Association
Toni Morrison
[Pathways Financial Credit Union](#)
Dan Coutcher
[People In Need](#)
Alexis Stiver
[Polaris Fashion Place](#)
Kevin Parrott
Casey Smith
[Preservation Parks of Delaware County](#)
Joshua Daughenbaugh
[Price Farms Organics](#)
Class continued on next page

Leadership Class continued

Beth Wilson
[Richwood Bank](#)
Brooke Diedrich
[Snappy's Automotive](#)
Mari Fridenmaker

Karen Pillion
[SourcePoint](#)
Ame Cline
[The Eye Care Studio](#)
Cassie Call
Christina Dresdow

Rachel Roush
[Willow Brook Christian Communities](#)
Roger Hanafin
[YMCA of Central Ohio- Delaware Community Center](#)

Leadership continued

After a brief break, we split up into small groups and toured our host for the morning, Veritiv. They are one of Delaware's many growing manufacturing plants employing close to 100 people and have become a leading global critical digital infrastructure provider with clientele such as Google and Amazon. Their modular digital solutions—power systems and supplies, power distribution, switchboards and thermal control all the way to independently free-standing, made-to-order units for large-scale development projects—are utilized for global and small businesses alike. Upon returning to our conference room we were introduced to our developer panel including private and public sectors. Tom Warner, managing partner with Advance Civil Design and Keith Joseph with RJ Boll—who is currently the Realtor and leasing company for the Pittsburgh Drive Business Park that is finally under construction after careful planning since 2019. The site includes 4 multi-tenant flex spaces that will allow start up businesses room for expansion without major facility moves. It boasts 2 18k sq ft buildings and 2 24k sq ft buildings ranging in size from 1,800 to 24,000 sq ft to accommodate needs of all sizes. The cities Economic Development team was also represented by Sean Hughes, Director of Planning and Community Development, Carrie Fortman, Project Engineer and Anna Kelsey, Development Planner. The staggering statistics in planning for growth is one of the most challenging things they face. In the last 10 years, the median income in Delaware has increased from 58k/yr to 78k/yr with over %80 being college graduates! Sean said that economic development is something you “fall in to” and generally never leave. Once again, you could see from all the speakers that it's more of a calling than a job. The conversation was so lively that we nearly missed our delicious City BBQ!



Our next tour took us down the street to [Acoust-A Fiber](#), a growing thermal and acoustical solutions provider for the automotive industry with their corporate office located in Delaware, Ohio. Manufacturing is their core business--they make your car lighter wherever you need it. They are a globally diverse company who strongly believe that the combination of their people and their values guarantee future success; 1. Get Things Done 2. Treat Others With Respect And Trust 3. Promote a fun, happy workplace. Their core values are so important they guide the business based on them by hiring, firing, promoting and recognizing associates using them. We concluded the day with a group picture in the shipping warehouse!

To round out our day of development planning we moved on to an integral cog in the wheels of community growth. The Entrepreneurial Center on the [Ohio Wesleyan](#) Campus just off of Sandusky St. was the perfect setting for our afternoon panel of our fellow classmates to see what it's really like to be a small business owner. Carolyn Asher, [American Family Insurance](#); Ame Cline, [The Eye Care Studio](#); Brooke Diedrich, [Snappy's Automotive](#) and Maureen Wagner, [Huntington Learning Center](#), shared their insights hosted by Kelsey Miller. Ranging from 1 year in business to decades in business, they each discussed some of the challenges of owning and operating a small business from their own personal journeys. Family was a common thread for all four women who expressed the desire for family work-life balance. The tremendous support that they all receive from their families and spouses give them the freedom and flexibility to do what they love and still be available for their children. It's not an easy journey but with the right support in place it can be extremely rewarding!



The afternoon concluded with a heartfelt thank you from Holly for everything that goes in to entrepreneurship and the cascading positive impact small business' bring to the community. Just like that, our last leadership session came to a close with a farewell beverage at a local brewery. [Click here for photos](#)

Member names new president

Cutting Edge Countertops, Inc., the premier countertop fabricator for the Midwest with six showrooms and four service centers across Ohio, Michigan and Indiana, announced the hiring of Doug Heerdegen as President. Heerdegen joins a fast growing, successful manufacturing company, hired to provide leadership and strategic vision to the company and its day-to-day operations.

As Heerdegen becomes immersed, Co-Founders, Brian Burns, Brad Burns and Jeff Erickson, will shift into strategic roles. Following the transition, the Co-Founders will remain actively involved in the company's continued success.



“Cutting Edge Countertops represents our life's work,” said, Brian Burns, Co-Founder. “We believe our future is bright and we have built an organization with the ability to do more. Turning over day-to-day leadership to Doug and our management team will ensure we continue to provide high value products and services to every customer, and offer a great place to work for our employees. Doug is a driven leader where building a great culture is the top priority to align teams under a shared vision, expectations and goals to maximize impact.”

“I'm excited to lead the talented team at Cutting Edge Countertops,” said Doug Heerdegen. “As a growing multi-state company serving residential and multi-family customers, I believe my extensive background, combined with an extremely knowledgeable and passionate team, will allow us to deliver on our long-range goals.”

Heerdegen joined Cutting Edge Countertops from Palfinger USA, a national direct sales and service distributor of truck mounted cranes, service cranes and forklifts, based in Tiffin, OH, with multiple plants and numerous service locations. While at Palfinger, he held several senior management positions, most recently serving as Managing Director. Heerdegen also held a variety of executive positions in companies as diverse as Total Fleet Solutions, a material handling equipment fleet management provider and Hiab USA, a national load handling solutions distributor. As a graduate of the University of Michigan and Certified Public Accountant, he is a talented strategic partner with respected financial, sales and operations knowledge to lead an organization.

Cutting Edge Countertops is a family owned and trusted company since 2006. Each indoor showroom features an extensive selection of full slabs on display and hundreds of material and color options to choose from including: granite, quartz, marble, quartzite and compact surface to compliment any design – as dream kitchens, bathrooms and more become reality.

About Cutting Edge Countertops

Cutting Edge Countertops is the premier fabricator for the Midwest, with six locations across Ohio, Michigan and Indiana. Since 2006, Cutting Edge Countertops has been providing outstanding craftsmanship through one of the most advanced and efficient countertop manufacturing facilities in the country, producing around 15,000 projects a year, and one of the few area fabricators with an accreditation from the Natural Stone Institute. Family-owned and trusted, Cutting Edge Countertops offers an extensive selection of materials including granite, quartz, marble, quartzite and compact surface, all while providing exceptional customer service for projects big and small. To learn more, visit cectops.com or follow us on social media: <https://www.facebook.com/cectops>, <https://www.instagram.com/cectops/>, <https://twitter.com/cectops> or <https://www.linkedin.com/company/cutting-edge-countertops-inc>.



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Our Values—The Delaware Area Chamber of Commerce will:

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



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.

Time to sign up for Safety Council

What is a Safety Council?

Each Ohio Safety Council has the same goal - to increase safety awareness. But developing and maintaining a safe workplace is no easy task. That is why it must be a combined effort of local businesses and the community.

BWC's Division of Safety & Hygiene sponsors 83 Safety Councils across the state which are organized through chambers of commerce, trade and manufacturing associations or other local safety-minded organizations. These Safety Councils provide their local communities with quality programs addressing occupational safety and health, workers' compensation and risk management education and information. They inform participants about new techniques, products and services, and provide a thorough knowledge of these services.

The Delaware Area Chamber of Commerce sponsors the Safety Council program in the Delaware area.

Why should my business join?

- Learn techniques for increasing safety in your workplace
- Network with other employers in your community
- Access useful, money-saving workers' comp and risk management information
- **Employers who are part of BWC's Safety Council Rebate Program can earn up to a 2-percent annual rebate on their workers' compensation premium by fulfilling an attendance requirement.**

What is required by Safety Council members to earn incentives?

- Join by July 31st;
- Attend 10 monthly meetings;
- Sign in at every meeting

Who can join?

The program is open to any Delaware County business regardless of Chamber of Commerce affiliation.

Is there a fee to participate?

There is a \$5 per person, per meeting fee that includes coffee and pastry and may be paid at the door by cash or check. Safety Council members may also chose to prepay \$60 per person for the entire fiscal year.

When and where are the meetings held?

Meetings are held on the fourth Wednesday of the month at 8:30 am at the Barn at Stratford, 2690 Stratford Rd, Delaware, OH 43015.

How can our business join?

Becoming a member is simple. Just complete the application form and mail (2 Troy Road, Delaware, OH 43015), or fax (740-369-4817) it to the Chamber. [Click here to join.](#)

Our Guiding Principle

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



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

Chamber 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.



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quote >
[AC-3 form]

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The Chamber exists for and by its members— [check here](#) before you buy.

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Chamber's advertising opportunities a great value

Advertising in the Chamber newsletter has always been a great deal. With its distribution list of over 1400 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.



- About Us
- Find A Business
- Calendar
- Membership
- Annual Events
- Newsletter
- Community
- Development
- Safety Council
- Member Login
- Leadership Delaware
- Join The Chamber



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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 Cell: 614.306.3831
pagamproperties@gmail.com

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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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.

Welcome

New Members

BR Advertising and Staffing

Tammie Beechum - Owner

26 Moore Street

Delaware, OH 43015

(614) 321-1237

Provides marketing, media &

staffing services for Bear River Dispensaries



Cornerstone of Hope

Heather Nicol - Executive Director

1550 Old Henderson

Road, Suite E262

Columbus, OH 43220

(614) 824-4285

cornerstoneofhope.org

Serves as a nonprofit comprehensive bereavement support center



**Cornerstone
of Hope**

Nesco Resource

Taylor Brown-Payne - Market Manager

81 North Sandusky

Street

Delaware, OH 43015

(740) 468-5010

nescoresource.com

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V3 Companies, Ltd.

Jaci Coghlan - Operations Coordinator

550 Polaris Parkway, Suite 250

Westerville, OH 43082

(614) 761-1661

www.v3co.com

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Reinvesting Members

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[KEMBA Financial Credit Union -](#)

[Powell](#)

[Kona Ice of Delaware/Marysville](#)

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[The Eye Care Studio](#)

[The Law Office of Brian Jones, LLC](#)

[Tim Hortons](#)

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- ⇒ 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 anytime, 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!!



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
(614) 466-8086
[Email](#)

Ohio House District 61

Beth Lear
77 S. High St
11th Floor
Columbus, OH 43215
(614) 466-1431
[Email](#)

District 60 Brian Lorenz

77 S. High St
11th Floor
Columbus, OH 43215
(614) 644-6711

US House District 12

Troy Balderson
250 East Wilson Bridge Rd.,
Suite 100
Worthington, OH 43085
(614) 523-2555
[Email](#)

District 4

Jim Jordan
28 Park Avenue West,
Suite 100A
Mansfield, OH 44902
(419) 982-8045
[Email](#)

US Senate

JD Vance
37 West Broad Street,
Room 300
Columbus, OH, 43215
(614) 369-4925
[Contact](#)

Sherrod Brown
200 North High St.,
Room 614
Columbus, OH 43215
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June/July

Calendar

Safety Council

Wednesday, May 24, 8:30 am

The Barn at Stratford

[Click here for details](#)

Golf Outing

Friday, June 2, 2023

[Click here for details](#)

HR Council

Wednesday, June 7, 8:30 am

Chamber office

Workforce Development & Education Committee

Friday, June 9, 8:30 am

Chamber office

Ribbon Cutting

Monday, June 12 1:30pm

Central Ohio Veterinary

Emergency

[Click here for details](#)



Government Affairs Committee

Tuesday, June 13, 8:00 am

Chamber office

BAH with Sunbury Chamber

Thursday, June 22, 5:00-6:30 pm

Tanger Outlet Mall

[Click here to register](#)

Board of Directors

Wednesday, June 21, 7:30 am

Chamber office

Chamber Ambassadors

Tuesday, June 27, 3:30 pm

Chamber office

Safety Council

Wednesday, June 28, 8:30 am

The Barn at Stratford

[Click here for details](#)

Ribbon Cutting

United Way TreeHouse:

Young Adult Transitional Living Home

Wednesday, June 28,

4:00 pm

[Click here for details](#)



HR Council

Wednesday, July 4, 8:30 am

Chamber office

Government Affairs Committee

Tuesday, July 11, 8:00 am

Chamber office

Workforce Development & Education Committee

Friday, July 14, 8:30 am

Chamber office

New Member Orientation

Tuesday, July 25, 8:00

Chamber office

[Click here to register](#)

Chamber Ambassadors

Tuesday, July 25, 3:30 pm

Chamber office

Safety Council

Wednesday, July 26, 8:30 am

The Barn at Stratford

TBD

SAVE THE DATES

Clay Classic

Friday, October 13, 2023

Annual Dinner

Thursday, February 1, 2024

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



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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.

Take your Chamber membership to the next level by investing in a sustaining membership*.

Join the ranks of exclusive members. Sustaining members enjoy their choice of “naming rights” that comes with an a la carte component of opportunities for more exposure. Several packages are available. All packages are renewable at twelve months.

[*Click here for details](#)

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*

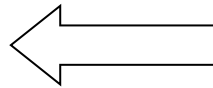
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

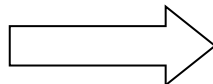
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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

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 premier source for the success of the Delaware area business community by being a visionary leader for programs and services benefiting our members; supporting economic vitality, advocating for business, and providing collaborative growth opportunities.



Did you know...

...that as a member of the Delaware Area Chamber you may use one of the Chamber's conference rooms? The Board Room sits 20 comfortably and has a screen, projector and Wi-Fi. The Conference Room can seat up to 36 classroom style. Also on hand: podium 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 also have a small office perfect for one-on-one meetings. We'll even supply coffee, tea and water. For Chamber members the first ten hours in any calendar year are free; \$25 an hour thereafter. To schedule the room, contact the Chamber at 740-369-6221 or dachamber@DelawareAreaChamber.com.



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(1951-2022)**

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Practicing in Business, Civil Litigation, Employment, Estate Planning and Estate Administration, and Real Estate

Drawing By Karen Collins

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



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

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

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

Access to care that's right for your employees

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

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

Creative Financial Insurance Services Agency, Inc.

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

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

Mark Pettitt
pettitt@prefben.com
740-363-6028
www.prefben.com

611 South Sandusky Street, Delaware



Your chamber membership creates value for your company.

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

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

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

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

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

Dental

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

Blue View Vision

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

Life and Disability

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



¹ Internal data 2017

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

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

