

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

March 2023



Sustaining Members Platinum Level



Gold Level



Silver Level



The Delaware Area
Chamber of Commerce
Established 1907



facebook

Chamber seeks ambassadors

The Delaware Area Chamber is looking for ambassadors. What is a Chamber ambassador? Their main function is to help promote the Chamber, welcome new members to the Chamber, and make Chamber events successful and enjoyable for everyone. They are a special group of people who volunteer their time to help promote and support Chamber functions.

Ambassadors are those members who have a lively, engaging, and proactive personality and can make the shyest person feel comfortable and welcome. Ambassadors project a positive image for their company and the Chamber and enjoy having fun in a professional environment. Ambassadors have the confidence to make personal contact with any Chamber member, encourage others to become Chamber members and attend ribbon cuttings and other Chamber events. These duties also provide a great opportunity to have a few minutes of fun and network with other movers and shakers in the community. Chamber Ambassadors are often the first community representative a new Chamber member meets so it's the perfect opportunity to make new business connections through an avenue that is not a cold call. Ambassadors may also reach out to members who haven't been active to encourage them to attend events or just to touch base, say hello and hear what's on their mind.

Ambassadors have flexible work schedules that allow for attendance at Chamber events that are held during working hours. They help celebrate ribbon cuttings, greet members at Before and After Hours and volunteer at other Chamber events.

Being a Chamber Ambassador not only helps the Chamber but offers an opportunity to get your foot in the door. Meeting new people by representing the Chamber is a great ice breaker for you and a great way to share the Chamber culture.

Does this sound like you? Reach out to us. hquaine@delawareareachamber.com



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[Holly Quaine, President](#)

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TRUSTED
for business insight

We're excited to announce our 2nd Annual North Central Ohio Economic Survey for Local Businesses!

Your responses will help us formulate a comprehensive program of content, events, and expert presentations to aid local businesses tackle the current challenges and issues they (and you!) face.

PLEASE PARTICIPATE. The survey is available through March 13 and takes less than 10 minutes to complete. Simply scan the QR code with your mobile device or visit the survey link below.

surveymonkey.com/r/ohiobusiness

THANK YOU IN ADVANCE FOR YOUR PARTICIPATION!



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DELAWARE AREA CHAMBER OF COMMERCE

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

Delaware County Update

with

Jeff Benton, Board of Commissioners president

Tracie Davies, County Administrator

Monica Conners, Economic Development Director

sponsored by



Thursday, March 16, 2023, 11:45am—1:00pm

[Brookshire Event Venue](#)

405 Greif Parkway, Delaware 43015

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

Chamber members: \$25 ~ Non-Chamber members: \$30

Deadline to register is Thursday, March 2, 2023

Cancellations after March 2 and no-shows will be charged.

[Click here to register](#)

March Safety Council Creating a Safety Culture

You don't have to be a Safety Council member to join us. Meeting is held on

Wednesday, March 22 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.



**DELAWARE AREA
SAFETY COUNCIL**

New member orientation—welcome or brush up

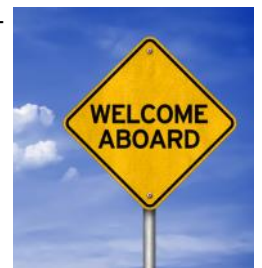
Every quarter the Chamber holds a new member orientation. Members mingle with board members over coffee and pastries and then retreat to the conference room where Chamber staff run through the benefits of membership.



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

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

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





2022 Chamber Business and Community Awards Recipients

Harve Boucher, [Acoust-A-Fiber](#), Large Business of the Year; Mike Fisher, [Kenwel Printers](#), Small Business of the Year; Ana Babiasz, [Fidelity Federal Savings & Loan](#), Citizen of the Year; Tom Hubbell & Roger Hanefin, [Delaware Community Center YMCA](#), Quality of Life Award; Kirt & Greg Trimble, [Trimble Insurance Agency](#), Corporate Citizen of the Year. Not pictured: Ken Barton, [Minuteman Press of Dublin](#), Chamber Member of the Year.

Thank you to our 2023 Annual Dinner Corporate Sponsors

Platinum Level




Gold Level



Silver Level





Bronze Level







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.

Annual dinner back when it belongs

The Chamber's annual dinner, auction and awards event was held on February 2 at the [Hilton/Polaris to](#) a lively crowd that came out to meet friends, shop by way of the silent and live auctions; ratify new board members, thank outgoing board chair and members, and congratulate the recipient of business and community awards. A highlight of the evening is always the creativity of the decorated tables, brought to the event by the 36 members who participated.

As there is every year, there are many folks to thank for making the evening the unique must-attend event that it is. Please join the Chamber leadership in recognizing the table decorators and contributors to the auctions as listed on page three. This event is one *for* the membership *by* the membership.

In addition to table decorating and auction donations, a dedicated group of volunteers is necessary to organize such a gala. Angel Boulis, [Maloney + Novotny](#); Christa Cloud, Steve Linder & Cathy Waddell, [Cummins Facility Services](#); Gina Kolp, City of Powell; Natalie Long, [United Way of Delaware County](#); Dana Polhamus, [First Citizens National Bank](#); and Shelly Robinson, [Edward Jones - Erin Eizensmits](#). This event does not happen without these folks. Period.

Our favorite auctioneer was back again to much fanfare. Thank you to Dan Boysel, [Consolidated Cooperative](#), for opening wallets. Holly was happy to be sidekick to her favorite main kick, Dan.

[Click here for event photos.](#)



Chamber says farewell to board favorites; welcomes new board members

Two board members ended their terms on December 31. It's a running joke and they roll their eyes when she says it—president Holly Quaine refers to each of them as “her favorite board member”. But there's nothing trite about her respect and gratitude and affection for these dedicated, gracious, brilliant, hilarious Chamber members who put the organization first and served with unremitting commitment. And it's impossible to overstate their contribution.



Leaving the board after six years is Ana Babisaz, [Fidelity Federal Savings & Loan](#) and Aric Arnett, [Ohio Living Sarah Moore](#).

Signing up for a second three-year term are Casey Converse, [Converse & Associates](#) & Mark Clack, [Attindes Hygienic Partners](#).

We are very happy to introduce the following new members to our board in 2023: Chuck Moore, [Commodore Bank](#); Heidi Kegley, [Delaware City Schools](#); Todd LeClair, [PPG Industries](#); and Brian Young, [Spectrum](#).



And outgoing board chair Brad Schneider, the Growth Coach, passed the gavel to incoming board chair, Casey Converse.

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.



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

[Alpha Group of Delaware](#)
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[Attindas Hygiene Partners](#)
[Bridge Credit Union](#)
[CES Credit Union](#)
[Columbus State Community College - Delaware Campus](#)
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[Ohio Living Sarah Moore](#)
[The Ohio State University Wexner Medical Center - Outpatient Care Lewis Center](#)
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[Phoenix Environmental](#)
[Richwood Bank](#)
[SERVPRO of Delaware](#)
[Snappy's Automotive](#)
Joe Pemberton on behalf of [Suburban Natural Gas Co.](#)
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[Willow Brook Christian Communities](#)

Thank you to our members who contributed to our silent auction

[BackCare Family Chiropractic](#)
[Chiller Ice Rinks](#)
[Cogburn Electric](#)
[Creative Financial Insurance Services Agency, Inc.](#)
[Creative Foundations](#)
[Cummins Facility Services](#)
[Delaware Building Systems](#)
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[Sedgwick](#)
[Tanger Outlets Columbus](#)
[Thorsen's Greenhouse](#)
[United Way of Delaware County](#)
[Waterford Signs](#)

Thank you to our members who contributed to our live auction

[Black Wing Shooting Center](#)
[Converse & Associates](#)
[Creative Financial Insurance Services Agency, Inc.](#)
Shane Dawson on behalf of [Dinsmore & Shohl](#)
[Delaware County Fair & Little Brown Jug](#)
Joyce Wagner on behalf of the [Delaware County OSU Alumni Association](#)

[Henmick Farm & Brewery](#)
[Nationwide Hotel & Conference Center](#)
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Guests at the dinner marveled at the outstanding creativity of the chamber member table decorators. It's always a difficult decision, but guests voted on their favorite tables.



**“Most Creative”
Emergency Plumbing**

**“Best Representation of Business”
Emergency Plumbing
Attindas Hygienic Partners
AEP Ohio**



**“Most Elegant”
Joe Pemberton on behalf of
Suburban Natural Gas**

And a good time was had by all, as they say. [Click here for all the fun photos.](#)



Annual state of the city

A big thank you to the City of Delaware for again presenting its annual state of the city at our chamber luncheon. The packed room was evidence of the level of interest in our community about what's going on in it. With a welcome by Mayor Carolyn Kay Riggle, City Manager Tom Homan shared stats and projects and plans based around the city's four pillars of focus: great community, safe city, healthy economy and effective government. With a population nearing 45,000 residents, in a city 200 years old, there are challenges both new and old.

Infrastructure to support new growth stands next to infrastructure that is aging. Development must have a broad base of residential AND commercial/industrial to spread the tax base. The city is deliberate in its planning and is doing amazing things, leveraging local and regional resources and partnerships and engaging community members in the understanding and planning of the city's revenue.

[Click here for the entire presentation.](#)

Thank you to Mayor Riggle, Tom and his staff for presenting to us and for all they do to make Delaware proud.

2023 Community Profile and Membership Directory

You have already received the 2023 publication of the Chamber's annual Community Profile and Membership Directory. This beautiful publication, the only of its kind in the county, was assembled and printed this year by [Minuteman Press of Dublin](#).

Copies are distributed throughout the year to Chamber walk-in traffic, new mover packets, staff recruitment packets requested by Chamber members and in many venues in the county. We encourage you to contact us for quantities of the publication to display and distribute in your lobby. The publication is also linked on the Chamber's website.



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“Need to Know”- Government Affairs Committee launches initiative; needs your input

The Delaware Area Chamber’s Government Affairs Committee is launching a new initiative to better serve our membership regarding your elected officials, key community stakeholders, as well as what you’re thinking about. The Chamber wants to serve as your one-stop-shop to educate yourself on federal, state, and local elections, elected officials; issues and legislation. We will bring you the unfiltered opinions of your community stakeholders but first we want to hear from you.

Regularly, we will send queries to elected officials at the federal, state and local levels and we will share the responses verbatim; to do this, we want to hear what your interests are and what you would like to know.

We also want to share your position/best practices/challenges and opportunities you face. We’ll do that via a survey to your Chamber member peers. And each month we’ll ask you what would like to know from your fellow chamber members

[Click here to access the survey](#)

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.

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Iconic regional BBQ chain comes to Delaware

Even the chilly Monday morning didn't deter folks from coming out to celebrate the grand opening of City Barbecue's newest location. Located on 36/37 at the Kohl's/Meijer shopping center, this is the sixth site in Central Ohio for the legendary popular barbeque joint. In addition to its robust catering business, City Barbeque boasts eat-in and carry-out restaurants.

From its famous mouthwatering brisket to its famous mouth watering mac and cheese, City Barbeque is a local favorite and Delaware celebrated! Welcome to City Barbeque and their staff of 50 employees to the heart of Delaware!



[Click here for more photos.](#)



Networking you can bank on

The rainy afternoon didn't put a damper on the Chamber's Business After Hours on February 16 when the downtown Delaware branch of [First Commonwealth Bank](#) hosted the networking event.



Never one to hold back on rolling out the red carpet, branch manager Daniel Stephenson and his staff offered food and drink and a basket of goodies to take home. Always a pleasure to mingle with our friends from FC. Thanks to our fabulous hosts.

[Click here for more photos.](#)



Employer guidance following the FTC's proposal to ban non-compete agreements

On Jan. 5, 2023, the Federal Trade Commission (FTC) published a proposed rule that would effectively ban the use of non-compete agreements in employment contracts and preempt all state laws that provide less protection to workers. If made final, non-compete agreements would be considered an unfair method of competition, with very limited exceptions.

Given recent legislation and legal decisions restricting the use of non-compete clauses, it is critical that businesses prepare accordingly.

We recommend businesses take the following steps now to ensure compliance should the proposed rule, or some form of it, become final... [Read more.](#)

Source: [Kohrman Jackson & Krantz LLP.](#)

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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 Government Day

Facilitators: Darren Shulman '12 & Ginny Berry '11

Newsletter editor: Jodie Wiebling

Our day began with breakfast and Speed Dating as an ice breaker. We then launched into our agenda with a presentation by Darren Schulman – Local Government 101.

Darren was the Delaware City attorney for 10 years and is now the city attorney for Upper Arlington. He shared his overarching goal of having Government Day selected by our class as the favorite session of the year. He even plied us with candy to ensure his victory. I assure you that after reading this synopsis of our wonderful government day – Darren can count on your vote!

Local Government 101

Darren reviewed levels of local and state government and how each function. Levels include state, county, city, village, and township.

Did you know that Delaware County has 3 elected county commissioners? They don't "run" the county, but they do create and approve budgets for the county. Day to day county operations are overseen by an appointed county administrator. Our county's primary source of funding is sales tax.

Continued on next page



Leadership Delaware Class of 2023

Carolyn Asher
[Carolyn Asher American Family Insurance](#)
 Lisa Clark
 Jay McLaughlin
[CES Credit Union](#)
 Tim Coan
 Pilot Dogs
 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](#)
 Tina Smith
[Delaware County Transit](#)
 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
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[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](#)

Class continued on next page

Leadership Class continued
Kevin Parrott
Casey Smith
[Preservation Parks of Delaware County](#)
Joshua Daughenbaugh
[Price Farms Organics](#)

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

Another fun fact is that cities and villages are also known as municipalities. These are created by “incorporation” where a petition is signed by residents and approved by the county commissioners. Day to day operations are overseen by a city manager. Their primary funding source is income and property tax. Also interesting is cities must have >5,000 people and villages <5,000. Also, cities are responsible to maintain state routes within their city limits, but villages don’t have this same obligation. Both cities and villages can impose income tax. Fun fact – Sunbury just became a city in 2021.



Delaware county also has townships which are unincorporated areas. Townships have a special rule called “Limited Home Rule” which means they only have authority granted by the state. They can provide services to their residents such as EMS, police, parks and rec, cemeteries, zoning, and senior services. However, they cannot provide utility services. If this is needed the township could be annexed into a city. They are managed by selected township trustees and can hire a township administrator to run day to day duties. They are primarily funded by property tax.

Darren also brought some updated information forward to encourage class members to vote for Government Day as their favorite. He compared township population data from 2010 to 2020 and several township populations have grown with exponentially in several geographic areas.

[Delaware County Transit](#)

Transit came next with a presentation from Ginny Berry about Delaware County Transit.

Delaware County Transit (DCT), formerly known as DATA, is a government agency and an urban transit system. As a result of the 2010 census data their reporting structure changed. They now report to the Federal Transit Administration (FTA). DCT is different from COTA which is the Central Ohio Transit Authority. COTA has the power to tax DCT does not. DCT is governed by a seven-member transit board. These board members are appointed by the Delaware County Commissioners.

The executive director of DCT is Andy Volenik. DCT employs 54 staff members; 34 drivers, 9 administrative support staff, 11 support maintenance and dispatch staff.

Their mission statement: “Making lives better by connecting people to their community through safe and reliable transportation.”

So how are roads funded? The primary revenue source is gas tax and vehicle registration fees. The Bipartisan Infrastructure Bill provides funding for surface transportation through the gas tax and registration fees. Our roadways get 92% of those taxes for supporting maintenance and building. Gas tax is flat meaning no matter the price of a gallon of gas the gas tax is the same.

Approvals for changes to roadways or new roadways is not decided by a vote but by a scoring process that considers the local environment, any impact to endangered species, farmland impacts, traffic patterns, proposed traffic patterns, and what is best for the community, region, county.

Continued on next page

Leadership continued

A roundabout theory discussion ensued. Did you know that roundabouts are safer than traditional intersections? Data shows that roundabouts are safer, decrease fatalities in accidents, decrease injury accidents, and encourage better traffic flow.

Much discussion was had about planned projects and potential future projects for our county roadways and interchanges. Public comment was asked for about the US RT 23 connector project. Eight percent of those surveyed said, "You need to do something." But there isn't agreement on what that something might be. The new Intel plant is being built less than 1/2 mile from the Delaware County line. What impacts will this have on us? ODOT is looking out 20-30 years in the future. They are expecting an increase from 1,000 cars per day now to 7,000-8,000 cars on the day Intel opens to 20,000 cars per day in 20-25 years. This will greatly impact this rural area. Will there be a "Bullet Train" between Cleveland, Columbus, Cincinnati, and Chicago? Amtrak is looking to expand but ensure what that will look like in reality. Have to consider how many people might actually use that service and what infrastructure do you need in place?

Also discussed that Ohio recently passed Distracted Driving legislation. There are many provisions to this legislation, but the goal is to have all drivers hands free.

The last biggest topic of discussion was "The Point." There is a contractor in place now for this work and it will begin this April. This will have a huge impact on traffic at the junction of 36/37 on the east side of town. For updates on this project go to "OHGO." This is real time traffic information!

Government Game

Our next group was a panel of local government officials that responded to a class survey with their own thoughts which were compared to the class answers for the same questions. The panel included: Steve Pyles, City of Sunbury Administrator; Jeff Benton, Delaware County Commissioner; Melissa Schiffel, Delaware County Prosecutor; and Kyle Kridler, Delaware Assistant City Manager.

Question: What has been the biggest challenge facing your jurisdiction in the last 12 months?

Pyles: Scaling up operations to meet growth; Benton: Growth Schiffel: Maintaining the expectations of the public and balancing services and growth; Kridler: Growth; Class: Growth, traffic, transportation, housing

Question: If you had the resources to complete any project what would it be?

Benton: 36/37 and 71 Interchange; Pyles: 36/37 and 71 Interchange; Schiffel: Anything that impacts roads – this is always a concern for townships; Kridler: Economic development and the Sawmill Parkway extension to Section Line Rd.; Class: Roads/transportation, property taxes, lower taxes, train system

Continued on next page



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Leadership continued

Question: If you could change one thing about your government what would it be?

Kridler: More infrastructure funding; Benton: Remote voting for the commissioners and better state funding; Pyles: Turn the clock back 20 years and better document the planning and zoning process; Schiffel: Virtual meetings for township and county-commissioners and trustees; Class: Zoning, funding, development

Question: What do you think the best part about working in government is?

Schiffel: Helping your community and its members; Pyles: Economic development, daily impacts like snow removal; Benton: Helping to shape the future of Delaware County in a positive way; Kridler: Building relationships with residents and businesses; Class: Working for the public, making a difference, teamwork

Question: What are your jurisdictions biggest accomplishment over the last 12 months?

Kridler: Sawmill Parkway expansion; Benton: Byxbe Campus – will be open in June; Pyles: Investments in people, skills, succession planning and physical space improvements; Schiffel: Tri-Township Fire Department new building, Liberty Township new admin building, Kingston Township new township hall; Class: new fire station, roads, comprehensive planning, parks, sidewalks

Board of Elections Jeopardy Game

We rounded out the day by playing a rousing game of Board of Election Jeopardy! It was a close game with Team Congress being beaten by Team Senate by an amazing score of 9,100 to 111,000! Best game of Jeopardy ever!

[Click here for more photos](#)



Company receives grant thanks to Chamber member

Delaware, OH – Jeff Paetz, President of [Phoenix Environmental, LLC](#), a Delaware, Ohio environmental consulting firm, is celebrating 10 years of success in business. During the past decade, Phoenix Environmental has established itself as a leader in the industry, delivering innovative brownfield solutions to its clients.

"I am incredibly proud of our success in the past 10 years," said Jeff Paetz. "At Phoenix Environmental, we have helped clients investigate and cleanup a lot of sites! Many of these projects were funded through environmental grants. To date, our staff has helped clients get over 18 million in grant funds. These grants allow our clients to address legacy sites that otherwise would remain environmentally compromised and underutilized."

One of the company's proudest achievements is its successful assistance in securing a \$1 million brownfield remediation grant for Lehner Company, a Delaware County development firm. The grant will support the environmental cleanup of Wild Oaks Market located at 7775 Dublin Rd., Delaware, OH. Funds from the grant will be used to remove soil and groundwater contamination caused by leaking underground storage tanks.

Matt Lehner, President of Lehner Company, also shared his thoughts on the grant, "I'm excited that we could come together with the State of Ohio and Concord Township to clean up a compromised site. This will ensure the building remains a fixture of the community, as it has since the 1880s. This could not have come to fruition with those partnerships and the guidance from Jeff Paetz and the professionals at Phoenix Environmental."

In the coming year, Phoenix Environmental plans to continue providing expert environmental consulting services to its clients, helping them to navigate the complex environmental regulations and achieve their goals. The company is committed to sustainability and will continue to work towards cleaning up Brownfields using various funding sources.



Employer Workforce Resource Expo

Thursday, March 23rd, 2023 - from 3:00-5:00 PM

Location: Columbus State Community College Delaware Campus

Scan the QR Code
to Register

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Ohio Department of Job and Family Services



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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.

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HOT DEALS

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

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

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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OUR TEAM: LOCALS BORN AND RAISED

You've probably seen us at Chamber functions, supporting Main Street Delaware, or any number of community events over the years. We care deeply about our community and that pride shows through in everything we do.

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.



FirstCitizensNational.com



L-R: Misty Hayston, VP of Business Development; Todd Everingham, Financial Advisor; Kevin Smith, Regional President; Marlon 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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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

Quarter page: 4 x 5.25 V \$75 per run

Half page: 8 x 5.25 H \$90 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

[dacham-](mailto:dacham-ber@DelawareAreaChamber.com)

ber@DelawareAreaChamber.com or call 740-369-6221.



SPEAKERS BUREAU



SourcePoint, the comprehensive aging services provider in Delaware County, provides **free presentations to community groups and employers**. Our aging experts are available for in-person or virtual events and can customize presentations based on your needs.

Aging Services Caregiver Support Falls Prevention & Safety Health & Wellness Medicare Education Nutrition Volunteering



Learn more and reserve a speaker today at

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Welcome

New Members

Dempsey Event Center

Deb Joseph - Operations Director
123 Hyatts Road
Delaware, OH 43015
(740) 201-8849
dempseyevents.com



Offers meeting rooms & banquet facility

Diersing Healthcare Consultants

Dominique Diersing - Owner/President
7652 Sawmill Road, Suite 273
Dublin, OH 43016
(614) 634-0259
dhcmedicare.com
Specializes in Medicare plans



Kiwanis Club of Delaware, OH (Evening)

Dick Brulotte - Secretary/Membership Chair
P.O. Box 1642
Delaware, OH 43015
(740) 816-0200
facebook.com/Evening-
Serves as a local chapter of the international service club



The Granite Guy

Chad Schirtzinger - Business Relationship Manager
7029 Huntley Road, Suite 0
Columbus, OH 43229
(614) 359-4627
thegraniteguy.us



Offers granite, quartz & marble countertops for residential customers

Reinvesting Members

- [3rd Act Medical Alerts, LLC](#)
- [Benchmark Woodworks Co.](#)
- [Big Brothers Big Sisters of Central Ohio](#)
- [Breakaway Cycling](#)
- [CES Credit Union](#)
- [Cummins Facility Services](#)
- [Data Resolutions](#)
- [Delaware City Schools](#)
- [Delaware County Historical Society](#)
- [Delaware Pediatric Dentistry](#)
- [Dinsmore & Shohl, LLP, Columbus](#)
- [Fidelity Federal Savings and Loan Association](#)
- [First Citizens National Bank](#)
- [Goodwill Industries](#)
- [Hetter Heating & Cooling](#)
- [HW&Co.](#)
- [Joslyn Law Firm](#)
- [Kenwel Printers, Inc.](#)
- [Keystone Pub & Patio](#)
- [Kroger Company](#)
- [Great Lakes Distribution Center](#)
- [LaborMax Staffing](#)
- [Let's Lead HR Consulting, LLC](#)
- [M.A.S.H \(Military and Service Heroes\) Pantry and Resource Center](#)
- [Mail Pro 1, LLC](#)
- [Nationwide Hotel and Conference Center](#)
- [NorthStar Golf Club](#)
- [Oak and Brazen Wine Co.](#)
- [Optimal Eye Care](#)
- [Pregnancy Resources of Delaware County](#)
- [RCD RV Supercenter - Delaware](#)
- [Saint's Auto Service](#)
- [Saling Simms Associates, Inc.](#)
- [Savare Specialty Adhesives, LLC](#)
- [Small Business Payroll Services](#)
- [Smash My Trash](#)
- [Smith-Feike-Minton Insurance](#)
- [Suburban Natural Gas Company](#)
- [The Kleingers Group](#)
- [Todd Etgen Trucking](#)
- [Trophies & More](#)
- [United Way of Delaware County](#)
- [V & P Hydraulic Products](#)
- [Willow Brook Christian Communities](#)

The Chamber recognizes renewing sustaining members

Gold Level



Silver Level



Bronze Level





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

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

[Email](#)

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
(614) 469-2083

[Email](#)

Our CPAs and advisors understand that conversations can change everything

Let's Talk...

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March/April

HR Council

Wednesday, March 1, 8:30 am
Chamber office

Supervisor Six Pack

Monday, March 6
8:00-10:00 am

Five of six:

Dealing with Conflict

[Prior registration required](#)

Leadership Delaware

Thursday, March 9
Law Enforcement & the Courts Day

Workforce Development & Education Committee

Friday, March 10, 8:30 am
Chamber office

Supervisor Six Pack

Monday, March 13
8:00-10:00 am

Six of six:

Planning Work & Activities

[Prior registration required](#)

Government Affairs Committee

Tuesday, March 14
8:00 am Chamber office

Chamber Board of Directors

Wednesday, March 15, 7:30 am
Chamber office

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!!

Calendar

Third Thursday Luncheon

Thursday, March 16 11:45- 1:00pm
Brookshire Event Venue

Annual Delaware County Update

[Click here to register](#)

Safety Council

Wednesday, March 22 8:30 am
The Barn at Stratford

[Click here for details](#)

HR Council

Wednesday, April 5, 8:30 am
Chamber office

Government Affairs Committee

Tuesday, April 11
8:00 am Chamber office

Leadership Delaware

Thursday, April 13
Health Care Day

Workforce Development & Education Committee

Friday, April 14, 8:30 am
Chamber office

Chamber Board of Directors

Wednesday, April 19, 7:30 am
Chamber office

Business After Hours

Thursday, April 20, 5:00-6:30 pm
Leaf Chiropractic

[Click here to register](#)

New Member Orientation

Tuesday, April 25 8:00 am
Chamber office

[Click here to register](#)

Safety Council

Wednesday, April 26 8:30 am
The Barn at Stratford

[Click here for details](#)

Ribbon Cutting

Thursday, April 27
12:00 pm

Dempsey Event Center

[Click here to register](#)

SAVE THE DATES

Golf Outing

Friday, June 2, 2023

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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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*

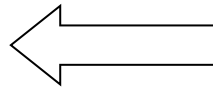
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

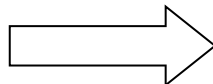
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



ber 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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Drawing By Karen Collins

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

*Anthem Elite Certified



**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.

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.

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