

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

October 2020

Sustaining Members

Industry Exclusive
Platinum Level



Gold Level



Silver Level



Bronze Level



The Delaware Area
Chamber of Commerce
Established 1907



Chamber now accepting 2020 award nominations

It is not too early to be thinking about award nominations. As the Chamber does every year, business awards are presented at our annual dinner in February. We are now accepting award nominations.

[Click here for a list of nominating categories, award criteria.](#)

[Click here to submit a nomination.](#) And don't hesitate to self-nominate!!

Who will be presented with these awards for 2019?

⇒ Large Business of the Year

⇒ Small Business of the Year

⇒ Quality of Life Award

⇒ Innovation in Business Award

⇒ Citizen of the Year

⇒ Corporate Citizen of the Year

⇒ Chamber Members of the Year

The Delaware Chamber's Annual Dinner and Awards is THE premier event in Delaware County, with over 400 people attending to experience the fun, awards and the famous table decorations. [Click here for photos of last year's auction, award ceremony, and amazing tables.](#)

And put Monday, February 1, 2021 on your calendar. Invitations are sent via email in early January to the primary representative of your company. Watch for it!

Boo-siness After Hours at the Chamber holds mask contest

You won't want to miss the Chamber's annual Halloween party on Thursday, October 22, 5:00-7:00. This is the one place you'll be happy to wear your mask! Decorate your mask and become eligible for a prize for the most elaborate, unusual, weird, scary or just plain fun mask. Be inspired by the photographs of folks who took mask wearing a whole new level.

Food, adult beverages, return of our medium to tell your fortune; the infamous fog machine and more will allow for blowing off a little COVID steam while still practicing safety guidelines.

Come join the fun if you dare...[Click here to enter the Chamber House of Horrors.](#) (OK, that might be overstating it a teeny bit. But it's always a good time)



2020 Board of Directors

Executive Committee

Zach Price– Chair

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Aric Arnett– Chair-Elect

[Ohio Living Sarah Moore](#)

Dusty Hostutler– Immediate Past Chair

[Edward Jones](#)

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Brad Schneider–Vice Chair

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Staff

Holly Quaine, President

hquaine@DelawareAreaChamber.com

safetycouncil@DelawareAreaChamber.com

Sarah Yoakam, Office Manager

dachamber@DelawareAreaChamber.com

Matt Carbary, IT Mgr.

mcarbary@DelawareAreaChamber.com

32 S. Sandusky Street

Delaware, Ohio 43015

740-369-6221

Fax:740-369-4817

www.DelawareAreaChamber.com

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DELAWARE AREA
CHAMBER OF COMMERCE

You are invited to attend a program of the

Delaware Area Chamber of Commerce

The Fastest-Growing County in the Fastest-Growing Region:

A Perspective

with

Alex Fisher, President & CEO

The Columbus Partnership

sponsored by



Thursday, October 15, 2020, 11:45am—1:00pm at **Brookshire Banquet****

405 Greif Parkway, Delaware 43015

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

Chamber members: \$20 ~ Non-Chamber members: \$25

Deadline to register is Monday, October 5, 2020

Cancellations after October 5 and no-shows will be charged.

[Click here to register](#) or call 740-369-6221 or email

dachamber@DelawareAreaChamber.com

** PLEASE NOTE

**OUR NEW HOME FOR THIRD THURSDAY
LUNCHEONS IS
BROOKSHIRE BANQUET
405 GREIF PARKWAY, DELAWARE**

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

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

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OhioHealth



regional chamber BUSINESS EXPO

A Joint Effort of Delaware Area and Marion Area Chambers of Commerce



DELAWARE AREA CHAMBER OF COMMERCE



GAIN LEADS
GET CONNECTED

THURSDAY 4:00-6:30 PM

OCTOBER 15, 2020

Event located at All Occasions Catering

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RESERVE YOUR BOOTH TODAY!

\$100 Early Bird Registration • after September 25: \$125 • Deadline October 5

Electricity and wifi available for additional \$25. Appetizers and beverages will be provided. Exhibitors registration includes listing on Exhibitor's Map. Vendor list with contact information. Exhibitors receive 10-ft space with pre-set 8-ft table and 2 chairs (must bring linen).

Joint Business Expo 2020 Exhibitors, please complete this form and send with payment to the Delaware Area Chamber for Commerce, 32 South Sandusky Street, Delaware, OH 43015, or for more information contact 740-369-6221 or email dachamber@delawareareachamber.com. Registration will not be finalized until payment is received. Registration deadline is Monday, October 5. Electricity and wifi, or both available for flat fee of \$25. Please specify your requirements in advance. Availability is limited. Exhibitors must bring their own extension cords and power strips. Host is not responsible for any power failure or insufficient power source.

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SELECT BEST THAT DESCRIBES YOUR EXHIBIT

TABLETOP DISPLAY

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DON'T NEED A TABLE

REQUIRE ELECTRICITY (\$25)

REQUIRE WIFI (\$25)

REQUIRE BOTH WIFI & ELECTRICITY (\$25)



Ribbon cutting scissors plan a busy month

Please join us as we celebrate with two very different businesses this month.

We start on October 1 at 4:00 when [Delaware Eye Center](#), 241 Paddock Court, Delaware, cuts the ribbon on their new practice. [Click here for details and to let us know you're coming.](#)



Then later in the month, check out [Legacy Private Investigations](#). Located at 35 North Sandusky, Delaware, the ribbon is set to cut at 11:30. [Click here for details and to let us know you're coming.](#)

Let's welcome these folks in style!

New member orientation- it means you veteran members, too

Every quarter the Chamber holds a new member orientation. Pre COVID members mingled with board members over coffee and pastries and then retreated 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.

But like so many other meetings, we're going to hold the event virtually. You'll have to bring your own coffee and muffins, but we'll still give you all the important info you need to understand and make the best use of your chamber membership.

Everyone is invited– even prospective members, and the Chamber staff encourages you to register to attend.

Our next orientation is **Tuesday, October 27, 9:00-10:00.** [Click here for link and to register.](#) We'd love to see you! It's not just for new members!



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.

If you're thinking

I need a better bank

then you need to think beyond the banks.



Lisa Clark, Manager

Delaware Service & Lending Center
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Delaware Area Chamber of Commerce

Clay Classic 2020

Friday, October 9, 2020
Black Wing Shooting Center
3722 Marysville Road, Delaware



Shooter Awards

- High Shooter
- High Team
- Booby Prize

- 12:00pm: Registration & lunch
- 12:30 pm: Mandatory safety briefing
- 1:00 Shooting begins
- 3:00-ish: Awards
- Deadline to register is October 5

- Single Shooter \$125
- Station Sponsor \$125
- Team Sponsor (5 shooters) \$625
- Mulligans \$5 each (limit 5)

Shooter Amenities

- Lunch
- 2 Rounds ammunition
- Gun rental
- Eye & ear protection
- Range safety officer
- Safety briefing
- Optional side games

TEAM REGISTRATION

Team sponsor company name _____

Contact name _____ Phone _____

E-mail _____

Shooter #1 _____ Shooter #2 _____

Shooter #3 _____ Shooter #4 _____

Shooter #5 _____

INDIVIDUAL SHOOTER REGISTRATION

Company name _____

Shooter _____ Phone _____

E-mail _____

STATION SPONSOR REGISTRATION

Company name on sign _____

Contact name _____ Phone _____

E-mail _____

Number of Shooters x \$125 _____

Station Sponsor \$125 _____

Mulligans _____ x \$ 5 _____



TOTAL \$ _____ Please invoice Check enclosed

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BELIEVE IN *WE*™  OhioHealth

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

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

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

In addition to financial protection, this innovative alternative offers:

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

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

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

Creative Financial Insurance Services Agency

Jim Roesch

jwroesch@discovercfi.com

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800 Morrison Road
Columbus, Ohio 43230

Kevin M. Ernst, P.E.,
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Marion Technical College Receives \$477,868 in first National Science Foundation Grant; New Smart Manufacturing Program will equip workers for in-demand jobs

The National Science Foundation awarded [Marion Technical College](#) a \$477,868 grant to create a new Smart Manufacturing program. In response to local employers, educational partners and community leaders, this new program will help graduates find in-demand jobs with the skills to manage new technology.

“We are excited to have our first grant from the National Science Foundation. This will help our students and our community stay competitive,” said Dr. Ryan McCall, president of Marion Tech.

Smart Manufacturing is a groundbreaking technology trend that uses networks of advanced sensors, data analysis, information technology and communications technology to increase manufacturing automation and improve performance. There is an urgent need for workers with the skills and knowledge in this new field.

The new grant will fund \$170,870 in new equipment, new classes, a new associate degree and two new certificates. The grant will also include professional development opportunities for college instructors and local high school teachers interested in teaching engineering.

Students in the new Associate of Applied Science degree in Smart Manufacturing will complete an industry-driven capstone project that will allow them to use their knowledge in real-world situations. Local industry partners supporting this grant include Festo, POET Bio-refining, OhioHealth, RobotWorx, Custom Glass, Liqui-Box, Wilson Bohannon Lock Company and Whirlpool.

Marion Tech will offer the first pilot courses in the Smart Manufacturing degree in January 2021. The degree will be available as a major in Fall Semester 2021. The new program will train technologists in the use of advanced sensors, data analytics and cyber security principles to streamline manufacturing processes.

For more information on this new field of study, go to www.mtc.edu.

Marion Technical College

A message from the Government Affairs Committee



With the General Election quickly approaching on Tuesday, November 3rd, 2020, voters will decide on candidates for President, Congress, and state and local legislators. Exercising your

right to vote is as important today as it ever was; every vote counts, and equally. With this in mind, the Chamber's Government Affairs Committee wants to share some important information regarding voter registration, absentee/vote-by-mail, frequently asked questions, and opportunities to get involved in the election.

Share this information with your employees and encourage them to register to vote. The deadline to register to vote is fast approaching, as is the deadline for absentee voting. Use the links to print information and post in your break rooms, intra office communications.

Below are links to the Ohio Secretary of State's website for important information about the November election:

[Online Voter Registration](#)

[2020 Voting Schedule and Key Dates](#)

[2020 Election Frequently Asked Questions](#)

MANOS, MARTIN & PERGRAM CO., LPA
Attorneys at Law



Happy Halloween!



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e-mail: email@mmpdlaw.com; Web page: mmpdlaw.com

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Drawing By Karen Collins

October

Calendar

Ribbon Cutting

Thursday, October 1

4:00 pm Delaware Eye Center

[Click here for details and registration](#)



Supervisor Six Pack

Monday, October 5

Session 2 of 6

Establishing Yourself as a Leader

8:00-10:00am

Virtual workshop

[Prior registration required](#)

Safety Council

Tuesday, October 6

9:00 am via Zoom

BWC Updates

[Click here to register](#)

HR Council

Wednesday, October 7

8:30 am via Zoom

Leadership Delaware

County Tour Day

Thursday, October 8

Clay Classic

Friday, October 9, 2020

Black Wing Shooting Center

[Click her for details and registration](#)

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

Supervisor Six Pack

Monday, October 12

Session 3 of 6

Common Purpose– Everybody Moving in the Same Direction

8:00-10:00am

Virtual workshop

[Prior registration required](#)

Government Affairs Committee

Tuesday, October 13

8:00 am Chamber office/Zoom

Manufacturers' Council

Wednesday, October 14

7:30 am Zoom

Third Thursday luncheon

Alex Fisher, Columbus Partnership

Thursday, October 15

11:45 Brookshire Banquet

[Click here for details & registration](#)

Fourth Annual Regional Expo

with the Marion Area Chamber of Commerce

Thursday, October 15

[Click here for details](#)

Supervisor Six Pack

Monday, October 19

Session 4 of 6

Communicating for Understanding

8:00-10:00am

Virtual workshop

[Prior registration required](#)

Chamber Board of Directors

Wednesday, October 21

7:30am Chamber office/Zoom

Ribbon Cutting

Wednesday, October 21

11:30 am Legacy Private

Investigations

[Click here for details and registration](#)



Boo-siness After Hours

Delaware Area Chamber of Horrors

Thursday, October 22

5:00-6:30 pm

[Click here to register](#)

Supervisor Six Pack

Monday, October 26

Session 5 of 6

Dealing with conflict

8:00-10:00am

Virtual workshop

[Prior registration required](#)

New Member Orientation

Tuesday, October 27

9:00-10:00 am via Zoom

[Click here for details and registration](#)

Non-Profit CEO Group

Friday, October 30

9:00 via Zoom

SAVE THE DATE

Annual Dinner 2021

Monday, February 1, 2021

Hilton Polaris

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

Amazing Financial Concepts

Rhonda McMorris - Financial Strategist

752 North State Street, Suite 137

Westerville, OH 43082

(937) 231-8871

rhondamcmorris.com

Offers retirement consulting services

Big Bucket Cleaning LLC

Eric Renner - Owner

P.O. Box 124

Radnor, OH 43066

(614) 987-8910

bigbucketcleaning.com

Provides cleaning solutions for residential & office buildings

Hickory Grove Capital Company

Ryan Congrove - Principal

190 Crystal Petal Drive

Delaware, OH 43015

(614) 407-4786

hickorygrovecapital.com

Provides an array of financial advising services

Reflektions Ltd.

Justin Livingston - CEO

560 Sunbury Road, Suite 1

Delaware, OH 43015

(614) 560-6994

reflektionsltd.com

Provides support to individuals with developmental disabilities

T-Mobile

Sean Thompson - District Manager

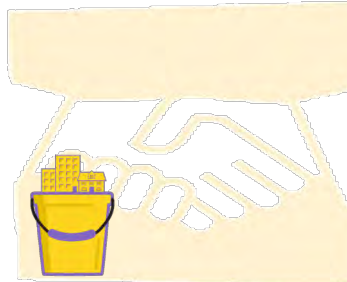
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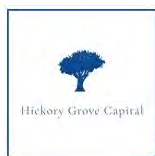
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[Mid-Ohio Foodbank](#)

[NAMI of Delaware and Morrow Counties](#)

[Next Day Signs, LLC](#)

[Oakhaven Golf Club](#)

[Old Bag of Nails Pub](#)

[Peak Financial Partners, LLC](#)

[People In Need, Inc. of Delaware County](#)

[PPG Industries, Inc.](#)

[Prism Home Decor, LLC](#)

[R.F. Meyer & Associates Attorneys at Law](#)

[Taft Stettinius & Hollister](#)

[The Bowden Group, Inc.](#)

[Too Smooth Floor Prep, Inc.](#)

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.](#)

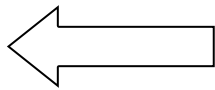
**Looking for product or service? Look to your fellow Chamber members *first*.
The Chamber exists for and by its members— [check here](#) before you buy.**

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

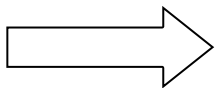
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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.



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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.interests of business





Leadership Delaware Class of 2021 Values & Leadership

Facilitator: Brad Schneider '16

Newsletter editors: Chris Baker, Dan Bartula

Self-Awareness for Exceptional Results

The inaugural session of Leadership Delaware kicked off September 10 featuring Brad Schneider, keynote presenter and CEO of The Growth Coach. The session was designed to bring deeper self-awareness to the drivers of ones' personality style and impact of these characteristics on performance and team structures. Each participant began with a personality assessment followed by development of an action plan to achieve greater performance and accomplish goals.

Finding Your Why

Prior to the start of the session, participants completed the Four Dimensions of Personality assessment. The tool is grounded on 1440 unique data points, providing individuals with insights into their personality, behavior, and thought processes. Knowledge of these underlying motivations can be helpful for individuals to build better relationships and adapt to changing situations. Similar to DiSC, Meyers-Briggs, and many other personality assessments, the model is another tool in the performance tool-box, enabling participants a deeper understanding of the attitudes and motivators driving behavior. It offers the opportunity to recognize personal strengths and adjust to all personality styles. The Model is based on the premise that behavior can be classified into four temperaments, which is a set of behaviors, skills and preferences motivated by a core need. Through self-awareness, we are better equipped to adapt and collaborate to achieve exceptional results.



Continued on next page



Leadership Delaware Class of 2021

Chris Baker

[Delaware County Foundation](#)

Daniel Bartula

[Preferred Benefits Insurance Agency](#)

Dana Bushong

[Delaware County](#)

Stephen Cook

[First Citizens National Bank](#)

Chelsea Dean

[Delaware County Sheriff's Office](#)

Rachel Dobney

[Olentangy Local Schools](#)

Tola Francis-Sanusi

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Dawn Hall

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Megan Hammond

[Delaware County Prosecutor](#)

Holly Hanson

[Drama Kids of North Columbus](#)

Craig Heath

[Delaware City Schools](#)

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Spectrum Reach has partnered with entrepreneurs and local marketing experts to uncover key tactics that are helping small businesses thrive and rebuild.

Wednesday, Oct. 7 | 3 PM ET

Register today and find out how other business owners are staying the course. Walk away inspired and ready to rebuild.

Save My Seat

**Chip and Joanna
Gaines**

Magnolia Network

Chip and Joanna are the Chief Creative Officers of the forthcoming Magnolia Network, a joint venture between Magnolia and Discovery, Inc.



Hear from our marketing experts and special guests.



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Star of Jersey
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**MARKETING
EXPERT**
Michael
Guth
SVP Marketing
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Leadership Values continued

Upon completion of the assessment, each participant received a detailed report focused on their values, team roles, and behavioral attitudes. The group kicked off the session with an exploration of their Values Profile, and how these deeply ingrained attitudes translate into an individual's motivations and responses to different scenarios. The four broad values of the assessment are Loyalty, Equality, Personal Freedom, and Justice. Knowledge of these value styles can reduce conflicts and increase understanding when properly applied. For instance, individuals with a high loyalty value focus on traditions and adherence to rules. Polar opposites are individuals that value personal freedom and define themselves through self-expression and challenging norms. In addition to understanding our own motivations, this concept gains further weight when we recognize the prevailing value styles of others and adjust our approaches accordingly.

The second assessment explored by the group centered on the concept of TEAMS and how each individual's thinking styles can strengthen or limit a group. A well-balanced team features individuals with a diversity of strengths. This lesson was reinforced when the group was presented with a challenge and divided into smaller teams, all with members of the same strength. Without a range of thinking styles to draw from, the smaller groups struggled to meet the objectives. The group made primarily of "analyzers" became overly focused on defining their approach, while the "theorists" fixated on creative solutions with little consideration given to their implementation.

The Behavioral Attitudes Index was the final section explored by the group. This assessment describes six distinct attitudes that play a large part in the choices we make. (Inner Awareness/Spiritual, Economic/Tangible, Artistic/Innovative, Power/Political, Social/Humanitarian, Knowledge/Proficiency)

Generally, our attitudes drive our behaviors. When a person's behavioral attitudes are aligned with their career, they feel more positivity toward their work. If an individual has a strong Social/Humanitarian behavioral attitude for instance and is working in a career where monetary rewards are the hallmark of success, they may find greater personal satisfaction in a career where they are helping others rather than building personal wealth.

Clarity to Improve Performance

By understanding ourselves, we are more equipped to adapt to the world around us. Self-Awareness and personal clarity are essential for sustained performance. Regardless of the model from Myers-Briggs to Four Dimensions, exceptional performance begins with self-awareness.

[Click here for more photos](#)

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!!***

Who we are

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

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

What we do

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

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

The program of work is facilitated by the Chamber's member volunteers and committees under the direction of the board of directors. The goal is always to

create more prosperity and opportunity for all members. Every member has a voice in determining the Chamber's work, policies and projects- and every member is needed to work to get the job done!

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

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

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



Chamber newsletter advertising a good value

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

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

Ad prices are for one run:

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

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CHAMBER OF COMMERCE



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

HOT DEALS

- ⇒ No strings— FREE to Chamber members.
- ⇒ The Chamber's Website boasts visitors each day.
- ⇒ And your Hot Deal will be listed in the Chamber newsletter and eblasted to nearly 1,000 Chamber-member addresses
- ⇒ No limit to the number of Hot Deals
- ⇒ Do-it-yourself: get your login and password and publish Hot Deals yourself— it's faster and the independence means you can post any-time, all the time.

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

Check Out the

HOT DEALS

from Chamber Members

Posting is FREE with your membership

- ⇒ [Chamber of Commerce Member Discount— Big Bucket Cleaning LLC](#)
- ⇒ [Delaware City Flex service-Delaware County Transit](#)
- ⇒ [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- ⇒ [Join Safety Council— Delaware Area Safety Council](#)
- ⇒ [Digital Boost—The Delaware Gazette](#)
- ⇒ [Joslyn Law Firm: Criminal Defense Lawyer—Joslyn Law Firm](#)
- ⇒ [15% off Guest room Nationwide Hotel and Conference Center— Nationwide Hotel and Conference Center](#)
- ⇒ [Oak & Brazen Wine Co: Daily Deals— Oak and Brazen Wine Co.](#)
- ⇒ [SourcePoint Shares Aging Expertise via Speakers Bureau— SourcePoint](#)

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Leadership Delaware Class of 2020

Leadership Delaware Class of 2020 was abruptly paused after its March session. As summer wore on it was pretty clear that the last two sessions and graduation were going to look very different from a “normal” year. It was September before we could hold some semblance of closure on this fabulous group of folks. The Health Care Day session, usually

held in April, saw a scaled down agenda, masked participants, and half the class joining online. Economic Development Day and graduation were not going to be possible this year. Still, those who gathered and those who joined online were thrilled to see each other again. With their community project also a no-go, the class hopes to pick up next spring where it left off and compete their community engagement. This Leadership class certainly shares a unique bond!



Leadership Delaware Class of 2020

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

Emily Baugher
[Delaware General Health District](#)

Jeff Beard
[Orange Township](#)

Angel Boulis
[Maloney + Novotny](#)

Tamra Bower
[Polaris Fashion Place](#)

Bethany Brown
[Performance Chrysler Jeep Ram](#)

Lindsay Buis
[Alpha Group of Delaware](#)

Meg Canavan
City of Powell

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

Susie Daily
[City of Delaware](#)

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

Jen Fry
[Delaware City Schools](#)

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

Karen Gray
[Ohio Wesleyan University](#)

Doug Gurney
[Delaware County District Library](#)

Jackie Haight
[SourcePoint](#)

Sara Harrison-Mills
[Syntero](#)

Tish Hays
[Ohio Living Sarah Moore](#)

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

Andy Horne
[Sims Bros. Recycling](#)

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

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

Lawrence James
[Columbus State Community College](#)

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

Dave Letterle
[Delaware General Health District](#)

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

Crissie Manley
[Marion Technical College](#)

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

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

Jackie Merkle
[Olentangy Local Schools](#)

Cheryl Mitchell
[First Citizens National Bank](#)

Kanasha Moss
[OhioHealth Grady Memorial Hospital](#)

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

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

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

Caroline Pusaten
[MainStreet Delaware](#)

Karen Sedoti
[Olentangy Local Schools](#)

Hannah Simpson
[Delaware County District Library](#)

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

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

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

PJ Terry
[Delaware City Schools](#)

Trevor Thomas
[Emergency Plumbing Service](#)

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

Brooks Van Kirk
[Delaware Automotive Service](#)

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

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

Erica Wood
[Syntero](#)



Follow Ohio Chamber legislative updates


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



Six degrees of chamber member-to-member

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

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



Did you know...

...that as a member of the Delaware Area Chamber you may use the Chamber's conference room at no cost? The conference room sits 25 comfortably and has a screen, projector and Wi-Fi. Also on hand: podium, easel and white board. It's the perfect location for training, strategic planning or meetings you'd rather have off-site; for home-based members it a perfect place to meet your clients. We'll even supply coffee, water and soft drinks. And best of all, it's FREE. To schedule the room, contact the Chamber at 740-369-6221 or dachamber@DelawareAreaChamber.com.

Our Vision

The Delaware Area Chamber of Commerce shall be the region's business leader and community voice.



Our Mission



The Chamber serves as the visionary leader for programs and services benefiting our members by promoting and advocating a favorable business climate, quality of life and the orderly growth and development of the Delaware area community.



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.



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