

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

September 2020

Sustaining Members

Industry Exclusive Platinum Level



Gold Level



MOUNT CARMEL

Silver Level



Ohio Living
Sarah Moore

Bronze Level



Fidelity Federal
SAVINGS AND LOAN ASSOCIATION
FDIC Member FDIC Equal Housing Lender



The Delaware Area
Chamber of Commerce
Established 1907

UNITED STATES CHAMBER OF COMMERCE

ACCREDITED



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

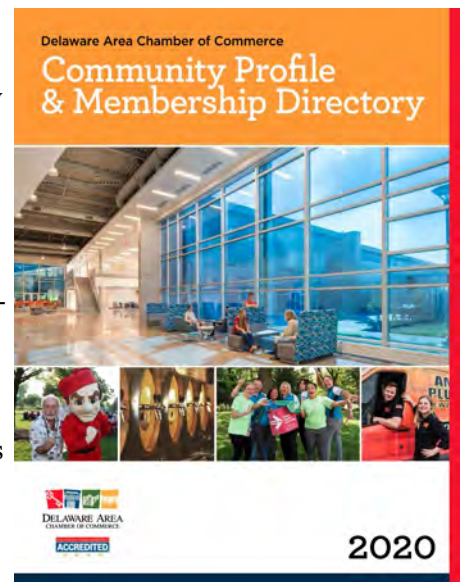
The Delaware Area Chamber's Community Profile and Membership directory is the only publication of its kind in Delaware County. This glossy, full-color directory starts with sections on community culture, education, health care, industry and commerce and more. Following is a cross-referenced listing of our members. Some 1500 copies are mailed to new movers, every chamber member and distributed throughout the county all year long. Members are encouraged to request (always free) copies for their lobbies, clients and new-to-the-area staff. And, of course, it's [accessible on our website](#). Advertising in the directory reaches thousands of potential customers and all photos in the publication are straight from our members; there's no stock photography.

Understanding the challenges you've faced this year, the Chamber is making it easier for you to advertise AND offers an opportunity for NEW website banners ads. Here's how it works:

- **Ad prices for the 2021 directory have been REDUCED.**
- For an additional \$50, your ad can be posted for one month on the **Chamber's website**, getting your ad roughly **3600 views**.
- If you ran an ad last year and up-size your ad this year, you'll receive an **additional discount**.
- **New member** since last year's directory? Discount there as well.
- And our always-popular **early-bird discount**.

[Click here for a price list and ad agreement form.](#)

Don't miss these incredible offers as the Chamber's way of recognizing your need to advertise and the way you've been tested this year. Questions? Contact the Chamber at dachamber@DelawareAreaChamber.com.



Advertisers in this issue

[Anthem Blue](#)
[Cross/Blue Shield](#)
[Black Wing](#)
[Shooting Center](#)
[CES Credit Union](#)

[Dusty Hostutler Edward Jones](#)
[First Citizens National Bank](#)
[HW&Co.](#)
[Maloney + Novotny](#)
[OhioHealth](#)
[Spectrum](#)
[Terracon](#)

2020 Board of Directors

Executive Committee

Zach Price– Chair

[TRIAD Architects](#)

Aric Arnett– Chair-Elect

[Ohio Living Sarah Moore](#)

Dusty Hostutler– Immediate Past Chair

[Edward Jones](#)

Ana Babiasz– Treasurer

[Fidelity Federal Savings & Loan](#)

Glenn Marzluf– Vice Chair

[Del-Co Water Company, Inc.](#)

Shane Dawson– Vice Chair

[Dinsmore & Shohl LLP](#)

Brad Schneider–Vice Chair

[The Growth Coach](#)

Board Members at Large

Mark Clack

[Domtar Personal Care Division](#)

Casey Converse

[Cassandra Converse](#)

[American Family Insurance](#)

Scott Cubberly

[Equity](#)

Denny Frierhood

[Honda Marysville](#)

Bill Morgan

[2K General Co.](#)

Eric Moulton

[42 Storage & U-SELL Center](#)

Liz Owens

[Alpha Group of Delaware](#)

Jeff Rupp

[LandCare](#)

Scott Ruth

[Cogburn Electric](#)

Andrew Wecker

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

Staff

Holly Quaine, President

hquaine@DelawareAreaChamber.com

safetycouncil@DelawareAreaChamber.com

Sarah Yoakam, Office Manager

dachamber@DelawareAreaChamber.com

Matt Carbery, IT Mgr.

mcarbery@DelawareAreaChamber.com

32 S. Sandusky Street

Delaware, Ohio 43015

740-369-6221

Fax:740-369-4817

www.DelawareAreaChamber.com

facebook



You are invited to attend a program of the

Delaware Area Chamber of Commerce

The Annual State of the Schools

with

**Delaware County K-12 and Career Center
Superintendents**

sponsored by



Delaware County
Foundation

Thursday, September 17, 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 Tuesday, September 8, 2020

Cancellations after September 8 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 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!!

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 interests of business and quality of life.





DELAWARE AREA
CHAMBER OF COMMERCE



VIRTUAL

Supervisor Six Pack 100 Series

Does your business rely on supervisors who were good performers who were promoted into a leadership role?

Have these individual contributors been trained and coached to be effective supervisors?

Could your technicians help you grow your business if they had the skills to be better leaders?

The Supervisor Six Pack – 100 Series provides six 2-hour sessions to expose your supervisors and leads to fundamentals required to transition from a technician to an effective leader for your business. The program includes:

- ⇒ **7 Roles of a Supervisor**
- ⇒ **Establishing Yourself as the Leader**
- ⇒ **Common Purpose – Everyone Wanting to Move in the Same Direction**
- ⇒ **Communicating for Understanding**
- ⇒ **Dealing with Conflict**
- ⇒ **Planning Work and Activities**

This program is available for \$250 per participant (\$325 for non Chamber-member participants). Participants will be expected to complete program exercises between sessions that apply to their job. Successful participants will receive a 100 Series Certificate. The program will run from **8:00-10:00am for six consecutive Monday mornings beginning September 28, 2020**. Attendees must prepay to be eligible to participate and must complete all six sessions to receive the 100 Series Certificate. The series will be facilitated by Brad Schneider.

[Click here to register by September 18, 2020](#)

About Brad Schneider - The Growth Coach of Central Ohio

With 20 years of organization development experience, Brad Schneider has coached and developed leaders in businesses in the manufacturing, professional services, financial, IT, and retail industries. The Growth Coach provides him the opportunity to apply his vast coaching and organization development experience to help small and mid-size organizations to exceed their personal and organizational goals.



He has earned the SHRM-SCP and SPHR certifications from the Society of Human Resource Management and the Human Resources Certification Institute as a Senior Practitioner in business strategy implementation, business process design and implementation, and leadership coaching/development.

2020 Golf Outing



Corporate Sponsor

Breakfast Sponsor

Drink Cart Sponsor



Per-fect: *adjective* 1. having all the required or desirable elements, qualities, or characteristics; as good as it is possible to be.

Webster nailed it: The 2020 Chamber golf outing at [Kings Mill Golf Club](#) on August 7 might have been two months late, but it was worth the wait. The weather was sublime, the course in first-rate shape, and “mask zones” didn’t deter anyone from having a good time. A huge thank you to Linda Krom and her team at Kings Mill for a flawless event.

This year’s tournament sponsor was our good friends at [Creative Financial Services Agency](#); beverage cart sponsor [V & P Hydraulics](#); and [Delaware Court Healthcare Center](#) has been serving our golfers breakfast forever.

And because Chamber staff has yet to perfect the art of being in several places at one time, we always have volunteers to thank who step up to help us out. A big thank you to those awesome gals from the [Friends of the Delaware County District Library](#) Karen Cowan & Cheryl Stagg; Angel Boulis, [Maloney & Novotny](#); Ana Babiasz, [Fidelity Federal Savings & Loan](#); and Stacey Webb, [First Citizens National Bank](#).

And a very special thank you to Chamber office manager Sarah Yoakam who did all the event’s heavy lifting.

First place team with a score of 55 was defending champions Team [Fidelity Federal Savings & Loan](#). Second place team with a score of 57 was Team [Preferred Wireless](#) who also took home \$360 in skins. And the 50/50 winner, Mason Malcomb from Team [Kleingers Group](#), won \$150.

And of course, several members had tables out on the course giving away everything from lip balm to Bloody Marys.

Missing this year were proximity prizes and lunch together with presentation of prizes. But players, who had tee times as opposed to the scramble in order to maintain social distancing, enjoyed lunch on the turn of grilled brats, burgers and bologna.

Thank you to everybody who came out to play with us, brought their clients and staff, and allowed us to pick their pockets. We appreciate the support on behalf of the membership and hope you all had as much fun as you looked like you were having. [Click here for team photos.](#)

And, of course, no respectable golf outing is held without members stepping up to sponsor hole signs, goody tables at the hole, goody bag treats and prize donations. Join us in recognizing these folks:

[2K General](#)

[Amanda Plumbing](#)

[Bresco Broadband](#)

[Buckeye Ready Mix](#)

[Consolidated Cooperative](#)

[Cummins Facility Services](#)

[Delaware Court Healthcare Center](#)

[Delaware Safety Council](#)

[Delaware Smile Center](#)

[Del-Co Water Company, Inc.](#)

[Domtar Personal Care Division](#)

[Dumbaugh Insurance](#)

[Edward Jones– Dan Jay](#)

[Edward Jones Dusty Hostutler](#)

[Emergency Plumbing Service](#)

[Fidelity Federal Savings & Loan](#)

[First Citizens National Bank](#)

[First Commonwealth Bank](#)

[Foot & Ankle Wellness Center](#)

[Helpline of Delaware & Morrow Counties](#)

[Hilborn Insurance](#)

[Huntington Bank](#)

[Integrated Financial Network \(IFN\)](#)

[Kroger Company Great Lakes](#)

[Distribution Center](#)

[Loeb Electric](#)

[Luvata Ohio](#)

[Manos, Martin & Pergam, LPA](#)

[Meade & Associates](#)

[MinuteMan Press of Dublin](#)

[Mount Carmel Lewis Center](#)

[Ohio Living Sarah Moore](#)

[Performance Columbus Auto Group](#)

[Preferred Wireless](#)

[Raising Cane's](#)

[RCD RV Supercenter](#)

[Richwood Bank](#)

[Sims Bros](#)

[Smith-Feike-Minton Insurance](#)

[State Farm– Jessica Foreman](#)

[Tim Hortons](#)

[Trimble Insurance Agency](#)

[Triple T Transport](#)

[Weichert Realtors Triumph Group](#)



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

6989 Waldo Delaware Rd, Waldo, OH | Finger Foods Provided!



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.

NAME COMPANY

ADDRESS

EMAIL PHONE

SELECT CHAMBER MEMBERSHIP

DELAWARE AREA

MARION AREA

SELECT BEST THAT DESCRIBES YOUR EXHIBIT

TABLETOP DISPLAY

FLOOR DISPLAY

DON'T NEED A TABLE

REQUIRE ELECTRICITY (\$25)

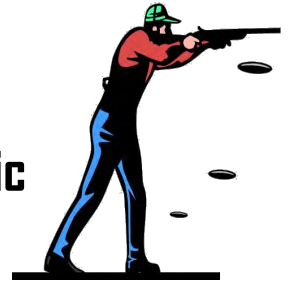
REQUIRE WIFI (\$25)

REQUIRE BOTH WIFI & ELECTRICITY (\$25)



DELAWARE AREA
CHAMBER OF COMMERCE

Delaware Area Chamber of Commerce Clay Classic



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

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 Awards

High Shooter
High Team
Booby Prize

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

Credit Card # _____ exp. date _____

We Walk Because... We Care

We're walking to
raise money for
Alzheimer's.
Join our team:
**THE Jay Walkers
Team #617488**



NEW DATE:
Sunday
September 27, 2020

Join Our Team -- <https://act.alz.org>

For more information, contact your Edward Jones Financial Advisor.



Dusty Hostutler, CFP®, AAMS®
Financial Advisor

595 Sunbury Road
Delaware, OH 43015
740-363-9200

edwardjones.com Member SIPC

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

Edward Jones®
MAKING SENSE OF INVESTING

#WEIFANTOGETHER



Stadiums might still be empty. But couches will be packed.

We watch together, we play together,
we laugh together, we cry together, we cheer together.
And with the return of live sports, **We Fan Together.**

Your customers have missed watching their favorite sports on TV, so now's the perfect time for your brand to get in on the action.



Consider this:

- **92% of fans** enjoy watching from the comfort of their own homes¹
- **99% of fans** watch sports live or within the same day, virtually DVR-proof²
- **96% of all sports programming** is on cable³
- **14% growth** in live sports viewing on digital platforms, last year alone.⁴

Contact Spectrum Reach to explore advertising opportunities during sports' big TV comeback and put your business inside the action.

Source: (1) VAB/Dynata/Sports Viewing Experience Survey, September 2019. Survey base = self-identified sports fans, P18+. Q12: Please rate how important the following are in your decision to watch sports at home (Top 2 Box: Somewhat Important & Very Important). (2) Nielsen NPower R&F Program Report, Total Day, P2+ & P18-34, ad-supported cable TV + broadcast TV, based on calendar year; excludes RSNs and local broadcast. Sports-related programming includes live sports, sports news, sports commentary, etc. Note: 93% viewed live, 6% viewed live+sd, 1% viewed live+7. (3) VAB, "No Days Off". (4) eMarketer, "In the US, People are Switching to Digital for Live Sports Viewing," 5/1/20.

OhioHealth Grady Memorial Hospital

Quality medical care serving the Delaware community.



Whether you need preventive care, emergency services, a routine test or rehabilitation, OhioHealth Grady Memorial Hospital is here for you. And, if additional care is required, *WE* seamlessly connect you with physicians and facilities from our entire OhioHealth system and then arrange follow-up care in your hometown.

BELIEVE IN *WE*™  OhioHealth

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

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

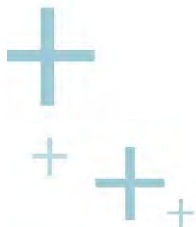
*Anthem Elite Certified



PREFERRED BENEFITS SERVICES AGENCY, INC.



Our **commitment** to service
leads to your **financial success**.



maloney
maloney + NOVOTNY LLC

Business Advisors and
Certified Public Accountants

Delaware | 740.362.9031
Columbus | 614.781.6174

maloneynovotny.com

If you're thinking

I need a
better bank

then you need to think
beyond the banks.



Lisa Clark, Manager

Delaware Service & Lending Center
33 London Road
by Walgreens, Delaware, OH 43015

740.363.8118
lclark@cescu.com
www.cescu.com

CES Credit Union



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

Welcome

New Members

Dawson Farms, Inc.
Doug Dawson - President
2831 Bowtown Road
Delaware, OH 43015
(740) 225-1574
Serves as a family pig & grain farm

Reinvesting Members

[Blue & Co., LLC](#)
[Burr Oak Commons, A Treplus Community](#)
[C.G. Boyce Real Estate Co.](#)
[Cogburn Electric, Inc.](#)
[Columbus Advanced Manufacturing Software](#)
[Commercial Facility Solutions](#)
[Connected Chiropractic](#)
[The Delaware Arts Festival](#)
[Delaware Creative Housing](#)
[Fresh Start Cafe & Bakery](#)
[Huntington Bank](#)

[The Inn at Olentangy Trail](#)
[The Inside Wire](#)
[Kirkham Building System, Inc.](#)
[Loeb Electric](#)
[Mom Wilson's Country Sausage Mart, Inc.](#)
[Ohio Wesleyan University](#)
[OhioHealth Grady Memorial Hospital](#)
[Olentangy River Brewing Company](#)
[Optimal Eye Care](#)
[Rotary Club of Delaware](#)
[Royal Cabinets, Inc.](#)

September Calendar

Government Affairs Committee
Tuesday, September 8
8:00 am Chamber office/Zoom

Manufacturers' Council
Wednesday, September 9
7:30 am Zoom

Safety Council
Wednesday, September 9
9:00 am Zoom

[Click here to register](#)

Leadership Delaware Class of 2021
Values & Leadership
Thursday, September 10

Workforce Development & Education Committee
Friday, September 11
8:00 am Chamber office/Zoom

Chamber Board of Directors
Wednesday, September 16
7:30am Chamber office/Zoom

**Third Thursday luncheon
State of the Schools**
Thursday, September 17

11:45 Brookshire Banquet
[Click here for details & registration](#)

Leadership Class of 2020
Health Care Day
8:00 am– 12:30 pm

Supervisor Six Pack
Monday, September 28
Roles of a Supervisor
8:00-10:00am
Chamber office/Zoom
[Click here for details and registration](#)

SAVE THE DATES

Clay Classic
Friday, October 9, 2020
Black Wing Shooting Center
[Click her for details and registration](#)

Fourth Annual Regional Expo
with the Marion Area Chamber
of Commerce
Thursday, October 19
[Click here for details](#)

New Member Orientation
Tuesday, October 27
8:00-9:15 am Chamber office
[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](#)

Annual Dinner 2021
Monday, February 1, 2021
Hilton Polaris

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

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.](#)

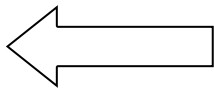
Your online calendar displays events from other members, Chamber events, and of course, any events that you have posted. You can register online for Chamber events only; to register for another member's event, please contact that member directly. If the event you'd like to register for has a fee associated 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.](#)

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

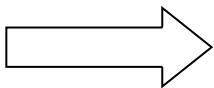
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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.

Terracon

800 Morrison Road
Columbus, Ohio 43230

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

(614) 328 5168
terracon.com/Columbus

Environmental ■ Facilities ■ Geotechnical ■ Materials

The FIRST CITIZENS NATIONAL BANK
MEMBER FDIC | EQUAL HOUSING LENDER



MORE
than just banking!

Powell Banking Center

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

Leadership Delaware Class of 2021 kick off luncheon

Leadership Delaware kicked off its new class with a (masked) luncheon at Brookshire Banquet. Present were Chamber board members, session facilitators (all alum themselves) and the twenty-six members of the Class of 2021. From its humble beginnings with ten participants the program has evolved over the years to become the Chamber's flagship program.

This year's class of twenty-six includes representation of private, public and agency organizations. Leadership's nine sessions are facilitated by Leadership alum. With facilitators who graduated from 1999 to 2020, this elite and passionate-about-community-Leadership group is the heart and soul of the program. Here's to another incredible experience!!

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

[Marion Technical College](#)

Dawn Hall

[Delaware General Health District](#)

Megan Hammond

[Delaware County Prosecutor](#)

Holly Hanson

[Drama Kids of North Columbus](#)

Craig Heath

[Delaware City Schools](#)

Kenzie Johnston

[Ohio State University Extension](#)

Tricia Kalmar

[Price Farms Organics](#)

Lori Kannally

[Delaware General Health District](#)

Angi Lee

[Safe Harbor](#)

Kyle Lewis

[Delaware-Morrow Mental Health &](#)

[Recovery Services Board](#)

Lindsay Mauter

[Ohio Wesleyan University](#)

Larry McQuain

[Delaware County Court of Common Pleas](#)

[-Domestic Division](#)

Russ Meade

[Meade & Associates](#)

Morgan Mellen

[The Alpha Group](#)

Jason Sanson

[Environmental Design Group](#)

AJ Santos

[Preferred benefits Insurance Agency](#)

Melissa Stroupe

[Delaware Historical Society](#)

[-The Barn at Stratford](#)

Courtney Vanest

[Fidelity Federal Savings & Loan](#)

Joe Wheeler

[Dinsmore & Shohl, LLP](#)

Tonia Wilson

[Family Promise of Delaware County](#)



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.

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



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

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



DELAWARE AREA
CHAMBER OF COMMERCE



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

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

HOT DEALS

- ⇒ No strings— FREE to Chamber members.
- ⇒ The Chamber's Website boasts visitors each day.
- ⇒ And your Hot Deal will be listed in the Chamber newsletter and eblasted to nearly 1,000 Chamber-member addresses
- ⇒ No limit to the number of Hot Deals
- ⇒ Do-it-yourself: 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](#)
- ⇒ [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 is taking a break. The April and May sessions as well as graduation have been moved to September and October. The class' community projects have also been delayed until summer. The Leadership class will get the full experience, albeit put off for a bit. MISS YOU KIDS!!!

Leadership Delaware Class of 2020

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

Emily Baugher
[Delaware General Health District](#)

Jeff Beard
[Orange Township](#)

Angel Boulis
[Maloney + Novotny](#)

Tamra Bower
[Polaris Fashion Place](#)

Bethany Brown
[Performance Chrysler Jeep Ram](#)

Lindsay Buis
[Alpha Group of Delaware](#)

Meg Canavan
City of Powell

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

Susie Daily
[City of Delaware](#)

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

Jen Fry
[Delaware City Schools](#)

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

Karen Gray
[Ohio Wesleyan University](#)

Doug Gurney
[Delaware County District Library](#)

Jackie Haight
[SourcePoint](#)

Sara Harrison-Mills
[Syntero](#)

Tish Hays
[Ohio Living Sarah Moore](#)

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

Andy Horne
[Sims Bros. Recycling](#)

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

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

Lawrence James
[Columbus State Community College](#)

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

Dave Letterle
[Delaware General Health District](#)

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

Crissie Manley
[Marion Technical College](#)

Jon May
[Pathways Financial Credit Union](#)

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

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

Jackie Merkle
[Olentangy Local Schools](#)

Cheryl Mitchell
[First Citizens National Bank](#)

Kanasha Moss
[OhioHealth Grady Memorial Hospital](#)

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

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

Josh Page
[Delaware City Schools](#)

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

Caroline Pusaten
[MainStreet Delaware](#)

Karen Sedoti
[Olentangy Local Schools](#)

Hannah Simpson
[Delaware County District Library](#)

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

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

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

PJ Terry
[Delaware City Schools](#)

Trevor Thomas
[Emergency Plumbing Service](#)

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

Brooks Van Kirk
[Delaware Automotive Service](#)

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

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

Erica Wood
[Syntero](#)



Follow Ohio Chamber legislative updates


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



Six degrees of chamber member-to-member

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

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



Did you know...

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

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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