

## Menu of Benefits

At the Delphos Area Chamber of Commerce, we strive to provide a variety of member-exclusive benefits to our investors. Whether it is advertising & promotion, cost-savings, networking opportunities, or merely exposure in the community, we have a benefit for you!

### PUBLICITY

**Business Referrals** ~We refer members first! We regularly receive requests for information on availability of goods and services from local businesses and we gladly give referrals ONLY for our members. Think of it like this, whether we give your name and contact information out 1 time or even 50 times throughout the year, chances are that the sales you make from that contact is going to pay for your membership with the DACC.

**Public Relations** ~The DACC office acts as a clearing house for a myriad of questions from the business community, visitors, and residents. Space is available at our office to display your promotional materials, business cards, literature, event flyers, etc. Share things with us about the community or your organization that visitors may be looking for, such as community events, job openings, relocation information, etc. It's unfortunate when we have to tell people we don't have the information they're looking for . . . . remember, we only have the information that is given to us, so please help us out by keeping us in the loop!

- *Simply drop your materials off to the Chamber office, or contact us for more information.*
- *Only member flyers will be displayed in the front window. Non-member information may be displayed inside the office at the discretion of Chamber staff/board.*

**Ribbon Cuttings/Special Ceremonies** ~The Chamber will arrange for a ribbon cutting or plaque presentation ceremony to welcome new investors to Delphos and the Chamber-business community. We also attend ground breakings, grand openings, and dedications to help spotlight your business' accomplishments.

- *Contact the Chamber office to schedule your event. We'll send an e-blast invite to our board of directors, local media, & other community leaders (to all on mailing list if business owner chooses). It is up to the business owner to put the event together, if you are hosting one, such as a grand opening. You are responsible for any additional marketing and may share promo materials to include in the invite. We simply show up with the scissors, ribbon, or plaque and take a photo.*
- *The event must be scheduled at least 3-weeks in advance and information submitted 2-weeks prior to the date of event, so that the invite can go out with enough advance notice.*
- *Afterwards, we will write up a caption for the ribbon cutting photo and send it to the business owner for approval, before submitting to the local media. The photo is also added to our Ribbon Cutting page on our website and shared on Facebook.*

**Volunteer Opportunities** ~The success of the Delphos Area Chamber of Commerce and its work in the community depends on a strong, active volunteer force. As a member of the Chamber you and others on your staff are welcome to apply to sit on our Board of Directors and/or actively participate in the meetings and projects of our volunteer committees. Volunteering with the Chamber is the best way to become an even more visible and respected member of this great community and to develop and ever greater number of relationships with member businesses.

- *Please fill out and submit a Volunteer or Board of Directors application. You will then be contacted by the Chairman of your committee of choice with information on getting involved.*

**Mailing Labels** ~We offer printed address labels and/or a PDF roster with current Chamber member businesses at your request for a nominal fee.

- ♦ **Cost: \$10.00-Members / \$15.00-Non-Members**

- *Contact the Chamber to place your request. PDF lists available upon request include business name, mailing & physical addresses, and phone number.*

**Website Business Directory** ~As a member of the DACC, your business will be listed on our website for potential customers to see for no additional charge. \*We are currently working on developing a NEW and improved website! More information on enhanced listings and advertising opportunities will available once the new site is complete.

**Van Wert Area Visitors Guide** ~Thanks to our partnership with the Van Wert Area Convention & Visitors Bureau, all members that are current with their annual dues will be included in the DACC Business Directory section of the guide, AT NO COST! This annual, glossy magazine showcases the Van Wert County area and boasts a contracted distribution of 12,000 with regularly refilled presentations at rest stops coming into the area and distributed widely in the Van Wert and Delphos communities.

**Newsletter "Main Street Beat"** ~We publish a regular newsletter to keep you "in the know" about the Chamber world and other things going on in the community. Newsletters are e-blasted to over 430 recipients, shared on Facebook, and posted on the website. What better way to bring our businesses and community together than to share your good news, tips, tricks, tools, advice, resources, and more?

**Newsletter article opportunities include:**

- ♦ **Featured Member: FREE** - Showcase your business; tell us how you got started, what products and/or services you offer, something unique, etc. Don't forget to include a couple pictures! (each business may be included once per year; first-come, first-served)
- ♦ **Press Releases: FREE** - Let us know if you are celebrating an award, a new employee, an expansion or remodel, a new product or service, etc.
- ♦ **Informational/Educational Article: FREE** - Submit an article that may benefit your fellow members and community, such as tips, tricks, advice, resources, etc.
- ♦ **Promotional Ad/Flyer: \$15.00 {buy 3, get 1 FREE}** - Do you have any job openings? Do you have a special sale or event going on? Let us know! Submit a JPEG or PDF file of your promotional advertisement for inclusion; we'll also display it at our office!

**Email Blast "The Spotlight"** ~The Chamber will distribute your promotional flyer/announcement to our email list, including over 430 recipients (& growing) as well as share it on Facebook. This is a great opportunity to "Spotlight" what is going on in your business.

♦ **Cost: \$50.00 {buy 3, get 1 FREE!}** \ **Non-Profit Organizations: FREE** -We'll e-blast your fundraiser announcement at no cost, in lieu of a donation (limit one per month).

*To take advantage of our Main Street Beat and/or Spotlight benefit . . .*

- "Main Street Beat" will be scheduled for the last Friday each month. It will include press releases, "Good News", and informational articles that have been shared with us from our members.
- Please fill out an Article Submission form and return it to Chamber to be considered for inclusion no later than the Monday before publication.
- This submission opportunity is available for members only that are current with their membership dues.
- Only one submission per publication, per business/organization will be accepted.
- Articles must be complete and images & flyers must be in PDF or JPEG format with clear instructions and all pertinent information included (form must be filled out completely). We do not write articles or design ads; Information will be posted as submitted.
- Articles must align with the mission of the DACC and are accepted at the discretion of Chamber staff and the Marketing Committee. We reserve the right to edit or omit content. Any newsletter submission that is considered promotional in nature will be charged the Promotional Flyer/Ad fee of \$15.00.
- Articles will be added to our website blog and then linked in the newsletter.
- "The Spotlight" will be available once per week. Participants choose the date & time of the scheduled e-blast on a first-come-first served basis (except when Main Street Beat or other e-blast is scheduled). If more than one submission is received for the same week, they will be combined into one e-blast, scheduled on the date & time picked first. Deadline for participation submission is 1-week prior to the scheduled e-blast.

**Facebook** ~We "Like" all of our members' pages and actively share/promote their happenings on our page as well as information and resources about our community. With over 830 "Likes" and growing, the Chamber page has become an effective resource for the businesses and residents of the community.

**Shop Local Initiatives**

◦ **Gift Certificates Checks** ~A list of participating member businesses is included with each Chamber check, encouraging recipients to shop locally. Businesses are also encouraged to purchase gift certificates for employee incentives or gifts. Over \$36,000 in gift certificates checks were issued last year . . . that's a lot of dollars spent at local Chamber member businesses! There is no fee to be included on the participating merchants list. NEW this year . . . Sponsor our Gift Certificate Checks and get your business listed at the top! Sponsors will also be recognized in other advertising materials used to promote gift certificate sales.

♦ **Sponsorship Cost (annually):** Level 1 -\$25 for your logo at the top of the listing \ Level 2 -\$5 for an enhanced listing

- Gift certificate checks are available at the Chamber office, when staff is available during normal business hours. Place your order ahead of time for larger quantities or to ensure quicker pick up/availability; preferably 2-4 business days.
- Contact us for more information on participating in the program.

○ **Member 2 Member Discount Program** ~Would you like to increase your business among Chamber members while also taking advantage of specials offered to you? If so, we invite you to participate in our Member-2-Member Discount Program, which allows our members to offer a discount to fellow members and/or take advantage of discounts offered on products and services they use every day. Participation in the program is FREE!!

- To participate, please submit a M2M Discount Participation form.
- To take advantage of the savings opportunities offered, you will need to present your Chamber Member card at the participating merchant. Cards are available upon request. Don't forget to order enough for all your employees. They get to join in the savings as well!

## **DISCOUNTS**

**Group Rating Workers Compensation** (Alternative Risk Management) ~Take advantage of this group rating and save big on your BWC premiums.

- Visit [alternativeriskmgmt.com](http://alternativeriskmgmt.com) or call 888-235-8051 to request a quote.

**Online Marketing** (Constant Contact) ~Receive up to 20-25% off their entire suite of online marketing tools, including email marketing, online surveys, social campaigns, etc. If you're looking for an example of what you can create, check out our newsletter!

- Sign up for your FREE 60-day trial at [constantcontact.com/promo/chamber/signup](http://constantcontact.com/promo/chamber/signup) or call 855-797-4708 for more information.

**Group Rating Health Insurance** (Anthem Blue Cross & Blue Shield) ~Members with 2-50 employees can receive a 1.4% discount on their health plans, including industry-leading HSAs, HRAs, and HIAs.

- Visit [chambersaver.com/noacc](http://chambersaver.com/noacc) to request a free quote. You may also contact your broker or call NOACC 866-466-6222 for more information.

**FedEx Shipping** (PartnerShip) ~Receive between 10-27% savings on every shipment you send and receive . . . at no cost to you and with no minimum shipping requirements or obligations.

- Enroll today at [partnership.com/89noacc](http://partnership.com/89noacc) or call 800-599-2902 to speak to a PartnerShip representative.

**Document Management** (Shred-it) ~Up to 35% off document shredding and rest assured that your confidential records will be destroyed in a professional, timely, and secure manner.

- Call 888-750-6450 to request a free quote today.

**Prescription Drug Discount Card** (Appro-Rx) ~Save big on your prescriptions with SOCA's new health savings card program. When the card is presented, consumer is guaranteed the lowest price –copay, retail price, or the discounted card price. They even offer discounts on your pet's medications!

- For more information, contact Kyle Fields with Appro-Rx at 866-900-3711.
- Contact the Chamber to order cards for you and your staff.

**Dental Plans** (Superior Dental Care) ~These specially-rated plans offer superior coverage, discounts of up to 11%, and access to the largest network of quality dental care access points throughout the region. All SDC plans also include an EyeMed vision discount plan.

- Visit [superiordental.com](http://superiordental.com) or call 800-762-3159 for information.

**Employment Screening** (Trak-1) ~Receive a 12% or more discount on employment background screening. In an uncertain world, Trak-1 provides security by enabling organizations of all sizes to accurately and responsibly assess human risk and improve decision making.

- Learn more by contacting Dave Klotz with Trak-1 at 800-780-6407 or [dave.klotz@trak-1.com](mailto:dave.klotz@trak-1.com).

## **STAFF/BUSINESS DEVELOPMENT**

**Van Wert Area Safety Council** ~The DACC partners with the Van Wert Area Chamber of Commerce to bring you Van Wert Area Safety Council. This program runs July-June each year; businesses can earn up to 4% back for their business by meeting the BWC requirements.

- Contact your local BWC rep or the Van Wert Chamber office at 419-238-4390 for more information.

**Legislative Voice** ~Direct connection to Ohio Chamber of Commerce & U.S. Chamber of Commerce.

• Visit [ohiochamber.com](http://ohiochamber.com) or [uschamber.com](http://uschamber.com) to access to all the resources available to you.

**Delphos Area Economic Growth Partnership** ~This new division of the Chamber, led by Director-Sue Gerker, is working toward effectively promoting the economic and community development of the Delphos area.

## **NETWORKING & EVENTS**

**Leads Group** ~The DACC hosts 2 leads groups that meet twice per month to exchange leads, build business relationships, increase exposure, and increase sales.

♦ Cost: \$20 per quarter

• To apply for one of our Leads Groups, please fill out and submit an application or contact us with questions.

### **Monthly Networking Events**

**Breakfast Club • Lunch & Learns • Business After Hours**

~Take the Spotlight at one of our monthly networking events. We offer our members the opportunity to Host, Sponsor, and Present to gain maximum exposure for their business. This is a great way to network with fellow business owners and representatives from a variety of industries. Be sure to bring plenty of business cards and join us for food, drinks, giveaways, networking, and FUN!

• Contact us for more information on hosting, sponsoring, or presenting. Spots are filled on a first-come first-served basis.

• Invitations are sent via email, so make sure you are on our mailing list!

### **Annual/Special Events**

**Annual Chamber Dinner • Canal Days • Market Fest (NEW!)**

~These special events have become a HUGE success for the Chamber and the business community. They allow you the opportunity to promote your business and network with your peers . . . and of course, have FUN!!

• Information on participating in these events will be sent out once they are available.

## **COMMUNITY DEVELOPMENT**

~The DACC has long supported efforts to beautify and grow our community. For example, we are responsible for the granite "Welcome to Delphos" signs at the edge of town, and are currently working on getting another installed; we also hang/rotate the pole-banners downtown and get decorations hung and play music at Christmas-time. We also help out and participate in various community-minded projects and events throughout the year.

**Whether you have been a Chamber member for decades, years, or months we would like all businesses and organizations to know that we appreciate each and every one of you for the business you do and the commitment you have shown to the Delphos Area.**

**As always, the Chamber will continue to bring you a menu of benefits and programs that we feel will truly help your business prosper.**