

# CHAMBER NOTES

A Monthly Newsletter of the  
Delaware Area Chamber of Commerce

April 2018

## Sustaining Members

**Industry Exclusive  
Platinum Level**



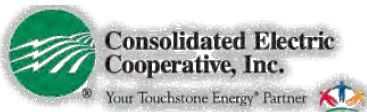
## Gold Level



## Silver Level



## Bronze Level



**The Delaware Area  
Chamber of Commerce  
Established 1907**



## State of the County: Pretty Great

This March's Third Thursday luncheon marked the tenth anniversary of the annual State of the County. [Delaware County](#) Commissioner Gary Merrell along with County Administrator Mike Frommer and Economic Development Director Bob Lamb led a packed house through a presentation of a 2017 look-back and a set of goals for 2018.



Topping the list of 2017 accomplishments was the completion of a long-needed courthouse. The \$38m project provide a safer, more user-friendly environment for every constituent and employee who uses the courthouse. Pride in keeping the courthouse in the City of Delaware and getting the beautiful structure completed was evident in commissioner Merrell's description of the project.

Also evident was the pleasure in reporting that Delaware is the only county in Ohio with three AAA ratings. This speaks volumes to the overall culture of oversight and deliberation of management of a total budget of about \$200m.

Completed master plans in economic development and regional sewer and facilities made 2017 a very busy year.

Ahead in 2018 include preparations to move several departments to the north campus of the Delaware Area Career Center. The County purchased the campus from the Career Center as they prepare to consolidate their campus to the south. The county engineer, among others, will relocate to the facility on State Route 521.

The County also plans to launch a new website to follow the 2017 launch of their new logo and a \$7.6 road improvement program will keep the engineer's department busy throughout the county. The sewer district, that arguably leads economic development, has both construction projects and regulation and standard detailing plans in the works for 2018.

Thank you to our  
luncheon sponsor



[Click here for the slide presentation](#) that shows so much more.

Thank you to commissioners Merrell, Benton & Lewis for their leadership and their amazing staff. And to all our elected officials and their departments for leading this wonderful place to live, work and play.



## Community mourns passing of beloved agency leader

The Chamber mourns the passing of [People In Need](#) executive director Kevin Crowley. Kevin's unexpected passing on March 17 left the community shaken by such a loss. Kevin, a 1999 graduate of Leadership Delaware, could often be seen at Chamber events, his quiet presence somehow reassuring. Kevin led PIN for nearly 20 years, adding services for those who needed help and growing the Holiday Clearing House into the largest holiday assistance program in the county.

Kevin will be missed. The Chamber's thoughts are with his family and PIN staff.

## 2018 Board of Directors

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Fax: 740-369-4817

[www.DelawareAreaChamber.com](http://www.DelawareAreaChamber.com)



## DELAWARE AREA CHAMBER OF COMMERCE

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

presenting

### The Alphabet Soup of Tax Incentives and their Strategy for Economic Development

with

Tim Long, [Long Economic Development Advisors](#)

sponsored by



Thursday, April 19, 2018, 11:45am–1:00pm at [SourcePoint](#)  
800 Cheshire Road, Delaware 43015

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

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

**Deadline to register is April 16, 2018**

Cancellations after April 16 and no-shows will be charged.

[Click here to register](#)

### April Business BEFORE Hours



Start your day on Thursday, April 5 by networking when [Recreation Unlimited](#), 7700 Piper Rd., Ashley 43003 hosts the monthly Business Before Hours. Food, networking – bring lots of business cards to share. The event is held from 8:00 am - 9:30 am. Please let us know you'll be attending. [Click here to register.](#)

### April Business AFTER Hours



End your business day and join us *in the log cabin* for networking on April 19 when we join our host [Delaware County Fair](#), 236 Pennsylvania Ave., Delaware 43015.

Enjoy refreshments, food and networking. Bring lots of business cards to share. The event is held from 5:00pm–6:30pm. Please let us know you'll be attending. [Click here to register.](#)

### New member holds ribbon cutting for new location

Join us on April 11 when [Roosters Men's Grooming Center](#) opens its Lewis Center salon with an open house and ribbon cutting. Roosters is a classic, unpretentious men's barbershop but in an upscale environment. Although its address is 8711 Owenfield Drive., look for it on US 23 in Lewis Center between Ruby Tuesday and Chipotle. The ribbon cutting will be at 5:00 but stay around for food and refreshments. [Click here to register.](#)



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## Chamber Board calls on legislators to eliminate school funding gain caps

Our local school districts are a source of pride for our communities. Delaware County is the number one ranked county in Ohio for K-12 education based on student performance on a variety of measures. Further, every district in the county spends less than the state average per pupil, meaning that our public schools in this county represent some of the best educational values in the state.

However, many of our schools in this county are disadvantaged by arbitrary gain caps that cost our students and our taxpayers tens of millions of dollars each year. Ohio funds its adopted school funding formula at nearly 94% of what the formula indicates schools should receive. However, due to the rapid growth in our communities our **schools in Delaware County receive only 48% of what the formula provides, the lowest funded percentage amongst Ohio's 88 counties.** This lost funding must be made up by spending cuts or through local tax funds, meaning that **our taxpayers shoulder a heavier burden** than they otherwise would be asked to do, while forcing districts to make decisions to raise class sizes or otherwise cut back on needed programming.

**In the last three biennium budgets, our schools have lost over \$300 million due to these gain caps.** This cannot continue. Delaware County school districts have waited patiently as other “bigger” issues jumped the line with each budget. Taxpayers in districts like Delaware and Olentangy are just assumed to “take one for the team”; **there's always some other issue that takes priority during a particular biennium budget.** It's time the local taxpayers who have propped up the State's refusal time after time to fulfil one of its fundamental responsibilities, to step to the head of the line. **It's time for legislators to defend the districts who have been back-burnered every two years and say that this is the year to begin to put this right.**

The Chamber calls on our Ohio House, Senate and Gubernatorial candidates to commit to finally eliminate these gain caps. To help our members make decisions as the May primaries approach, the Chamber reached out to each of our local Ohio House and Senate candidates as well as those in the gubernatorial race with the following question. We encourage you to ask a similar question either in person or online.

**“Do you commit to only voting ‘Yes’ on a state budget that makes meaningful progress toward eliminating the school funding gain caps?” Please answer Yes or No, with a short explanation of your answer.**

Candidate responses to this question are shown below:

### **Ohio House District 67**

#### **Republican Party Candidates:**

##### **Kris Jordan**

7740 Marysville Road, Ostrander 43061

614-203-5365

*The Chamber made repeated attempts to reach Mr. Jordan to the phone number as directed by his office. We were unable to leave a voicemail as his mailbox continues to be full. He has not attempted to reach out to us as of EOB 3-26*

##### **Brian Lorenz**

4111 Village Club Drive, Powell 43065

614-726-0999

*“Yes, I am in favor of a budget that reduces the shortfalls of gain caps. I have met with all three of the superintendents for the large districts in Delaware County and am in alignment with fixing gain caps as they are detrimental and unfair to tax payers in our county.”*

##### **Denise Martin**

57 Westwood Ave, Delaware 43015

614-582-7439

*“While I do not support school funding caps and will strongly advocate on behalf of Delaware County for the elimination of them, in a budget of thousands of pages and billions of dollars, I will need to review it in its entirety. “*

***Continued on next page***

## ***Education funding candidate response continued***

### **Ohio Senate District 19 continued**

#### **Democratic Party Candidate:**

##### **Louise Valentine**

6768 Fox Run Drive, Westerville 43082

614-426-4442

*Called Ms. Valentine on 3-21 per her request; left message; no response as of EOB 3-26*

#### **Green Party Candidate:**

##### **Gary Cox**

4240 Kendale Rd, Columbus 43220

614-499-5358

*"Yes, We [sic] don't need a formula to fund, we need to know what the schools need for their budget. We can't really base it on a per student, but on the school's needs; whether that need is a new roof, new music equipment, athletic equipment, additional teachers, etc."*

### **Ohio Gubernatorial Race**

#### **Republican Party Candidates:**

##### **Mike Dewine**

2587 Conley Rd, Cedarville 45314

*"I appreciate you reaching out. Given the uncertainty in Ohio's state budget in 2019, our campaign can't commit to any specific budget pledge.*

*Ohio's school funding formula is a dizzyingly complex web that determines state funding for more than 600 school districts. As a campaign, we have had several policy discussions with Mike DeWine, Jon Husted, and education experts from around the state. As an Olentangy Local School District resident myself, I can promise you that I have used the amount of state funding Olentangy and similar schools currently receives versus what they would receive without the cap to illustrate the issue to both candidates!*

*Our campaign is committed to ensuring that every school in Ohio has the resources and support they need to give every child in Ohio a chance to live their version of the American Dream."*

##### **Mary Taylor**

3431 Parfoure Blvd, Uniontown 44685

*"As Governor, I will commit to signing a balanced budget that takes meaningful steps toward school funding that reflects our values, the needs of our kids, while allowing for choice for families and innovation in the classroom. School funding gain caps are a piece of that formula and we need to work toward their elimination in a way that doesn't sacrifice quality education."*

#### **Democratic Party Candidates:**

##### **Richard Cordray**

4900 Grove City Rd, Grove City 430123

*Messages left at Mr. Cordray's campaign office remain unanswered as of EOB 3-26*

##### **Joe Schiavoni**

880 Westport Dr, Youngstown 44541

*"Yes. For too long, Ohio has drastically underfunded our schools and forced taxpayers to make up the difference through levies and increased local taxes, which hurts some schools more than others. As Governor, like I've done as Senator, I will fight for a Constitutional system that funds Ohio schools like a priority, not an afterthought. "*

***Continued on next page***

## ***Education funding candidate response continued***

### **Ohio House District 67**

#### **Democratic Party Candidate:**

##### **Cory D Hoffman**

108 Dogwood Drive, Delaware 43015  
419-602-0323

*“Yes, I believe that school funding based on a formula with gain caps is fundamentally unjust.”*

### **Ohio House District 68**

#### **Republican Party Candidate:**

##### **Rick Carfagna**

6155 Baneberry Drive, Westerville 43082  
614-865-0933

*“The short answer is no. The state’s two-year operating budget contains hundreds of items and with a “Yes or No” vote, it is an all or nothing decision. No one ever agrees with 100% of the budget’s provisions, but one also cannot overlook the number of critical expenditures, programs, and agencies that it funds. As legislators deliberate over the budget, they do not have the luxury of operating in a vacuum and dealing only with one specific issue or cause amidst an ocean of issues and causes. A protest vote against the budget for any single issue comes at the expense of numerous crucial items affecting our communities, including public safety, mental health, substance abuse, healthcare, taxation, education, economic development and workforce. During this past budget cycle, I fought vehemently for “fair funding” to ensure that per-pupil funding to public school districts is never less than the administrative and auxiliary support provided to non-public schools. While the political will to enact fair funding and address the caps that punish growing districts was there, the estimated \$800 million shortfall in tax collections over the two-year funding period did not allow for this added flexibility. I share in the outrage and frustration over the state funding impediments that continually lead our communities to the ballot box and drive up local property taxes. As a legislator working on a bipartisan school funding workgroup to update our calculations and recommend reforms to the formula, I will continue aggressively pursuing the funding changes sorely needed for Delaware County’s public school districts.”*

#### **Democratic Party Candidate:**

##### **Kathleen A Tate**

317 Northern Spy Circle, Howard 43028  
*Unable to locate Ms. Tate’s email address or phone*

### **Ohio Senate District 19**

#### **Republican Party Candidates:**

##### **Andrew O Brenner**

8824 Clearview Lake Ct, Powell 43065  
740-602-5033

*Messages left for Mr. Brenner remain unanswered as of EOB 3-26*

##### **Joel M Spitzer**

1503 Geranium Dr, Lewis Center 43035  
Phone: 614-973-9079

*“Yes I would eliminate school funding gain caps because the ultimate result is higher taxes on local taxpayers and businesses, and it isn't an effective solution for the problems it purports to solve either.”*

***Continued on next page***

## ***Education funding candidate response continued***

### **Ohio Gubernatorial Race continued**

#### **Green Party Candidate:**

#### **Constance Gadell-Newton**

1082 Fair Ave, Columbus 43205

*“My running mate Brett Jospheh [sic] and I have looked into the issue of caps and guarantees and have determined the following answer to your question...We can agree to requiring budgets that will eliminate the increase caps. This is consistent with the idea that the state should not balance its budget by shifting unfunded mandates onto local communities. We need to eliminate the vicious cycles of decline that are in part driven by having school funding tied to the local property tax bases as well as provisions to force struggling school districts to take out loans to pay for budget shortfalls caused by circumstances beyond their control...”*

The Chamber made earnest efforts to reach candidates. We used the contact means as directed, when directed. In several cases, contact information was no longer operational. Any comments received between EOB 3-26 and the publication of the May newsletter will be included in that edition.

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#### **Having trouble clicking newsletter links?**

If you have been having difficulty accessing links from the electronic newsletter, you may need to try the “alternative” version. Smartphone, tablet, Google Chrome, Microsoft Edge, and Firefox users should use the main version of the newsletter.

Internet Explorer users can use the alternative version available from the newsletter email or found right below the main newsletter link from our newsletter webpage.

Let us know of any other newsletter issues by contacting the Chamber at 740-369-6221 or email at [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com).

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#### **Chamber’s event cancellation policy**

From time-to-time the Chamber has to cancel a planned event. Sometimes it’s because the presenter has an unexpected emergency, but usually it’s because low registration doesn’t justify asking a volunteer speaker to travel and for caterers to cook and set up a room for only a handful of attendees.

In those cases, we notify via email those who have registered for the event. Those who have not registered and show up at the venue will be inconvenienced and we apologize. Although we expect walk-ins at the event, we cannot predict how many there will be so we can’t include that unknown number in our decision to hold or cancel an event. Often, had we known the number of unregistered walk-ins will attend, we would not have had to cancel the event.

Please understand that holding events is planned around knowing who commits to attending. Often walk-ins impact the room set-up and the amount of food prepared. While we don’t discourage walk-ins, we have no way of contacting them. If you find at the last minute that you can attend an event, call the Chamber the day before or the morning of the event to make sure your trip isn’t wasted. Bottom line: please register for events. Thank you!

**vote yes for**  
**SENIOR SERVICES**

The Delaware County  
Senior Services Levy  
is on the ballot May 8.

The current levy expires this year.  
If local in-home and community  
services are to continue through  
2023, we need your vote!

*Keep the care going.*

**LEARN MORE AT**  
**SaveSeniorServices.org**

Paid for by the Committee to Save Senior Services,  
800 Cheshire Road, Delaware, OH 43015

## 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](http://OhioHealth.com/Grady).

## If you read nothing else— school funding 101 and its impact on EVERYBODY’S taxes

Once again this election cycle, a Delaware County school district is on the ballot asking taxpayers for their support in operating the district. And once again the Chamber endorses the issues. And once again a high-producing district finds itself defending its value. And once again it’s because the legislature’s long history of demand more meets the smoke and mirrors of funding.

What follows is an article from the Cleveland Heights–University Heights City School District that explains school funding anyone can and should understand. You’ll want to read through it twice then click on the link at the end of the article for a deeper dive. You’ll want to read that twice, as well.

As taxpayers, residents, and business owners, we should all be aware of and appalled by what you read. In the private sector, this would never happen. Imagine being the top sales producer in your organization year after year and instead of receiving recognition and compensation, you were not only overlooked but being forced to take a pay cut, no longer compensated for mileage or other expenses related to the work you produced. And this happened year after year as well, all while you continue to produce.

When you’re done reading you’ll want to contact Ohio legislators to communicate your outrage. While local taxpayers are expected to do their part in educating their future, the legislature is held to a different standard. Whatever your position, let your voice be heard. With districts running so lean while maintaining the high road of community engagement, heart and commitment to their charge, it’s up to all of us raise the volume.

[Ohio House committee for education and career readiness](#) chaired by Delaware County District 67 representative [Andy Brenner](#) 740-602-5033. [Senate education committee](#) chaired by Ohio Senate District 6 senator [Peggy Lehner](#) 614-466-4538.

### HB 920: UNDERSTANDING SCHOOL FUNDING

No matter where you live in Ohio, regardless of whether or not you have children or whether or not they attend public schools, you will be asked to vote periodically on a local school levy. You might as well understand why.

House Bill 920, the Ohio law that outlines how public schools are funded, is complex and confusing. But it has a huge impact on all of us.

H.B. 920 was passed in 1976, during a period of unprecedented inflation. Home values were soaring every year, sometimes by double-digit percentages, and property taxes were growing at the same alarming rate. The State Legislature attempted to lessen the burden on homeowners by freezing the dollar amount paid to school districts and libraries at the 1976 level. Not at the rate or percentage, but at the actual dollar amount.

To better understand the ramifications, let’s break this down with numbers.

Imagine you own a \$100,000 house and pay 2% to your local and county government and an additional 2% to your public schools in taxes each year. After three years, the value of your house is reevaluated and determined to be \$120,000. The money that goes to your city and county automatically rises to \$2,400 from the original \$2,000 because the rate stays the same.

**However, the money that goes to your public schools stays at \$2,000 because the county auditor comes in and readjusts your effective tax rate from 2% down to 1.7%, as prescribed by H.B. 920.**

Now imagine that this goes on for 10 or 20 years. After a while, your house has increased in value up to \$250,000 and your local government now receives \$5,000 in taxes annually. Because your rate stays the same, cities and counties are able to go years, decades even, without asking for a tax increase.

But your *school taxes* have stayed at \$2,000, now just eight-tenths of one percent (0.08%) of the value of your home.

Meanwhile, everything from teacher salaries to textbooks to gas for school buses has gone up in cost over that twenty-year period, *but schools are not receiving a single dollar more in tax revenue*. And no matter how conservative or efficient districts are with taxpayer money, they simply cannot keep up with those day-to-day cost increases without asking for additional revenue from a levy. Jayne Geneva, a longtime Cleveland Heights resident who is also a lawyer specializing in small business and real estate law and a school-funding activist, says, “We, as a school district, cannot raise any more money if we don’t add more millage to our tax burden. The dollar amount will always remain the same. Period.” She reiterated that repeat school levies are not a sign of inefficiency, waste or lax oversight on the part of districts. They are a direct result of state law.

Related: [History of Ohio Public School Funding](#)

Source: [Cleveland Heights– University Heights City School District](#)



## New member orientation—except it means you veteran members, too

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

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

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

Our next orientation is **Tuesday, April 24** . [Click here to register](#). We'd love to see you! It's not just for new members!

## Deadline to register is June 1, 2018

Space is limited to the first  
**36** teams to register



## Friday, June 15, 2018 Oakhaven Golf Club

2871 U.S. Route 23 North

**Country Club  
Rehabilitation Campus**  
*A Senior Health Care Community*



# 2018 Golf Outing



### Tournament Sponsor

Check-in and breakfast 8:00am

Shotgun start 9:00am

### Hole-In-One Sponsor



### Breakfast Sponsor

**\$100 per golfer**

\$125 hole sign sponsorship

\$125 goody table on the hole sponsorship

\$200 hole sign AND goody table on the hole

\$50 skill prize sponsorship

Skins \$20 per team ~ Mulligans \$5 each

50/50 ~ Proximity Prizes



**OhioHealth**

### Lunch Sponsor

[Click here to register](#)  
**today!**



#### SERVICE OVERVIEW

- Estate Planning
- Estate Tax Planning
- Agreed-Upon Procedures
- Mergers and Acquisitions Consulting
- Forecasts and Projections
- Employee Benefits Administration
- Employee Benefits Plan Design
- Outsourced Accounting Solutions
- Audits, Reviews, and Compilations
- Due Diligence
- Tax Return Preparation
- Tax Projections and Planning
- Family Office
- Retirement Planning
- Cost Segregation
- Payroll Services
- R&E Tax Credit
- Property Tax Return Preparation

8800 Lyra Drive, Suite 450 | Columbus, OH 43240  
Gina Grote, Senior Manager | 614.340.6798 | ggrote@blueandco.com

An advertisement for The First Citizens National Bank. It features the bank's logo, the text "The FIRST CITIZENS NATIONAL BANK", and "MEMBER FDIC | EQUAL HOUSING LENDER". Below this is a photograph of a building, and the text "MORE than just banking!". At the bottom, it says "Powell Banking Center" and "9595 Sawmill Parkway Powell, OH | (614) 789-9595 | www.FirstCitizensNational.com".

## Chamber recognizes volunteers

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 Chamber's priorities are facilitated by the Chamber's volunteer staff and committees under the direction of board of directors. The goal of the committees' work 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!

April is National Volunteer Recognition month and it's a great time to highlight your fellow Chamber members who contribute their time, talent and treasure on your behalf. Like most all member-driven organizations, it is the responsibility of the membership to participate in this way, and the DACC is fortunate to have about 100 dedicated, really smart folks who bring their experience, perspective, respect for others' ideas and commitment to their organization to the Chamber and serve in many different ways.

It is the honor of the Chamber staff to be the stewards of this Chamber when so many incredible people share a passion for what Chambers do.

Thank you to everyone listed below. And, hey- there's room for *you*.

### **Elia Ali**

[Foot & Ankle Wellness Center](#)

*HR Council*

### **Aric Arnett**

[Ohio Living Sarah Moore](#)

*Board of Directors*

### **Ana Babiasz**

[Fidelity Federal Savings & Loan](#)

*Board of Directors*

*Finance & Audit Committee*

### **Jason Banium**

[Preferred Benefits Services Agency](#)

*HR Council*

### **Ken Barton**

[Minuteman Press of Dublin](#)

*Finance/Audit Committee*

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### **Chris Bauserman**

[Delaware County Engineer](#)

*Infrastructure & Development*

*Committee*

### **Susie Bibler**

[MainStreet Delaware](#)

*Leadership Delaware Facilitator*

### **Lee Bodnar**

[Orange Township](#)

*Infrastructure & Development*

*Committee*

### **Annette Bousquet**

[Black Wing Shooting Center](#)

*HR Council*

### **Deb Bowden**

[The Bowden Group](#)

*HR Council*

### **Dan Boyssel**

[Consolidated Cooperative](#)

*Infrastructure & Development*

*Committee*

*Annual Dinner*

### **Deeana Brant**

[Delaware-Morrow Mental Health &](#)

[Recovery Services Board](#)

*Non-Profit CEO Group*

*Workforce Development & Education*

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### **Mitchell Briant**

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### **Jack Brickner**

[Planned Communities](#)

*Infrastructure & Development*

*Committee*

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[Elford, Inc.](#)

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### **Casey Converse**

[Cassandra Converse American Family](#)

[Insurance Agency](#)

*Annual Dinner "Diva"*

### **Mark Cooper**

*Big Walnut Local Schools*

*Leadership Delaware Facilitator*

### **Mel Corroto**

[Andrews House](#)

*Non-Profit CEO Group*

### **Cathy Courtis**

[LSS Delaware County Food Pantry](#)

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### **Chelsea Dean**

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### **Tony Dial**

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[Developmental Disabilities](#)

*HR Council*

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[Evans Farm Land Development](#)

[Co.](#)*Infrastructure & Development*

*Committee*

### **Jessica Feller**

[City of Delaware](#)

*HR Council*

**Continued on next page**



## Volunteers continued

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[Performance Chrysler Jeep Dodge Ram Delaware](#)

Board of Directors

Workforce Development & Education Committee

### **Mary Beth Freeman**

[Delaware Area Career Center](#)

Workforce Development & Education Committee

### **Janis Frey**

[Willow Brook Christian Communities](#)

HR Council

### **Mike Frommer**

[Delaware County](#)

Infrastructure & Development Committee

### **Don Gaiten**

[Terracon Consultants](#)

Board of Directors

Infrastructure & Development Committee

### **Susan Garrett**

[Mail Pro 1 LLC](#)

Safety Council Steering Committee

### **Dane Gaschen**

Bricker & Eckler, LLC

Leadership Delaware Facilitator

### **Jeff George**

[Berkshire Township](#)

Infrastructure & Development Committee

### **Rex Gore**

[Black Wing Shooting Center](#)

Board of Directors

Infrastructure & Development Committee

### **Carrie Grogan**

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### **Joey Grossman**

[Creative Foundations](#)

HR Council

### **Gina Grote**

[Blue & Co., LLC](#)

Annual Dinner "Diva"

### **Sue Hanson**

[Helpline of Delaware & Morrow Counties](#)

Non-Profit CEO Group

### **Pam Hawk**

[Consolidated Electric Cooperative](#)

HR Council

### **Lona Helfrich**

Ohio Dept JFS

Workforce Development & Education Committee

### **Amy Hill**

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

Leadership Delaware Facilitator

### **Chad Hoffman**

[Richwood Bank](#)

Board of Directors

Finance/Audit Committee

### **Dusty Hostutler**

[Edward Jones - Dusty Hostutler](#)

Board of Directors

Finance/Audit Committee

2018 Nominating Committee

### **Amy Howerton**

[Country Club Rehabilitation Campus at Delaware](#)

Annual Dinner "Diva"

### **Dave Huddler**

[Recreation Unlimited](#)

Non-Profit CEO Group

### **Matt Huffman**

[Liberty Township](#)

Infrastructure & Development Committee

### **Sean Hughes**

[City of Delaware](#)

Infrastructure & Development Committee

Leadership Delaware Facilitator

### **Dawn Huston**

[Delaware County](#)

HR Council

### **Warren Hyer**

[Central Ohio Symphony](#)

Non-Profit CEO Group

### **Todd Irion**

[Engineered Materials Systems](#)

Board of Directors

Infrastructure & Development Committee

2018 Nominating Committee

### **Jenna Jackson**

[Delaware County](#)

Leadership Delaware Facilitator

### **Larry Jones**

[Liberty Casting Company](#)

Safety Council Steering Committee

### **Dee Ketterling**

Workforce Development & Education Committee



### **Stacy Knight**

[Domtar Personal Care Division](#)

HR Council

### **Kent Kramer**

[Richwood Bank](#)

Infrastructure & Development Committee

### **Bob Kuederle**

[American Structurepoint](#)

Infrastructure & Development Committee

### **Sandy Kuhn**

[Delaware County Fair](#)

HR Council

### **Bob Lamb**

[Delaware County](#)

Infrastructure & Development Committee

### **Teresa Lambert**

[Salvation Army Delaware](#)

Annual Dinner "Diva"

### **Patti Laney**

[Delaware Creative Housing](#)

Non-Profit CEO Group

### **Jennifer LaPointe**

[The Kleingers Group](#)

Infrastructure & Development Committee

### **Brian Leach**

[Del-Co Water Company](#)

Leadership Delaware Facilitator

### **Peggy Leach**

[PJL Ventures LLC](#)

Annual Dinner "Diva"

### **Marsha Link**

[Delaware Area Career Center](#)

Annual Dinner "Diva"

### **Tim Long**

[Long Economic Development Advisors](#)

Infrastructure & Development Committee

**Continued on next page**

## Volunteers continued

### John Longo

[Buckeye Valley Local Schools](#)

Workforce Development & Education  
Committee

### Barb Lyon

[United Way of Delaware County](#)

Leadership Delaware Facilitator

### Tiffany Maag

[Delaware County Regional Sewer  
District](#)

Infrastructure & Development  
Committee

### Mason Malcolm

[The Kleingers Group](#)

Infrastructure & Development  
Committee

### Glenn Marzluf

[Del-Co Water Company](#)

Board of Directors  
Infrastructure & Development  
Committee

### Ann McKenzie-Teague

[Liberty Community Center](#)

Non-Profit CEO Group

### John Meegan

[MKC Architects](#)

Infrastructure & Development  
Committee

### Maribeth Meluch

[Isaac, Wiles, Burkholder & Teetor, LLC](#)

Board of Directors  
HR Council  
Workforce Development & Education  
Committee

### Donna Meyer

[Delaware County Historical Society](#)

Non-Profit CEO Group

### Andy Miller

[Buckeye Valley Local Schools](#)

Board of Directors  
Workforce Development & Education  
Committee

### Todd Miller

[Habitat for Humanity of Delaware  
& Union Counties](#)

Non-Profit CEO Group

### Paul Monks

[Evolution Ag LLC](#)

HR Council

### Bethany Moore

[Delaware Speech & Hearing](#)

Leadership Delaware  
Non-Profit CEO Group

### Bill Moore

[Oberfield's LLC](#)

HR Council

### Bill Morgan

[2K General](#)

Board of Directors  
Infrastructure & Development  
Committee

### Gary Must

Finance/Audit Committee

### George Needham

[Delaware County District Library](#)

2018 Nominating Committee

### Shannon Neidzwicki

[Marion Technical College](#)

Workforce Development & Education  
Committee

### Mark Nelson

Ohio BWC

Safety Council Steering Committee

### Liz Owens

[Alpha Group of Delaware](#)

Board of Directors  
Annual Dinner "Diva"

### Tracey Peyton

[Strand Theatre](#)

Non-Profit CEO Group

### Suzanne Pingry

[Helpline of Delaware & Morrow  
Counties](#)

Leadership Delaware Facilitator

### Zach Price

[TRIAD Architects](#)

Board of Directors  
Infrastructure & Development  
Committee

### Linda Reay

[Alpha Group of Delaware](#)

HR Council

### Frank Reinhard

[First Commonwealth Bank](#)

Infrastructure & Development  
Committee

### Lisa Marie Reinhart

[Delaware Area Career Center](#)

Workforce Development & Education  
Committee

### Devon Reynolds

[Domtar Personal Care Division](#)

HR Council

### Jen Rose-Caudill

[Emergency Plumbing Service](#)

Workforce Development & Education  
Committee



### Alan Rothermel

Village of Sunbury  
Infrastructure & Development  
Committee

### Scott Ruth

[Cogburn Electric](#)

Workforce Development & Education  
Committee

### Brad Schneider

[The Growth Coach](#)

Board of Directors

### Judd Scott

[V & P Hydraulic Products](#)

Infrastructure & Development  
Committee

Workforce Development & Education  
Committee

### Laura Scott

[V & P Hydraulic Products](#)

2018 Nominating Committee

Continued on next page



A Place to Call Home

Assisted Living  
Short-Term Rehabilitation  
Long-Term Nursing Care  
Home Health & Hospice



Ohio Living

Sarah Moore

740.362.9641 | [ohioliving.org](http://ohioliving.org)



## Volunteers continued

### **Darren Shulman**

[City of Delaware](#)

Annual Dinner

Leadership Facilitator

### **Jay Shutt**

[CT Consultants](#)

Infrastructure & Development

Committee

### **Athena Sidenstricker**

[OhioHealth](#)

Leadership Delaware Facilitator

### **Sarah Stevenson**

[Delaware Area Career Center](#)

Workforce Development & Education

Committee

### **Jerry Stewart**

[Delaware City Schools](#)

HR Council

### **Trevor Thomas**

[Emergency Plumbing Service](#)

Workforce Development & Education

Committee

### **Tracey Thompson**

Ohio BWC

Safety Council Steering Committee

### **Michael Tucker**

[Friends of CASA of Delaware and Union Counties](#)

Non-Profit CEO Group

### **Joe Uher**

[Delaware City Schools](#)

Leadership Development Facilitator

### **Cindy Violet**

[Pregnancy Resources of Delaware County](#)

Non-Profit CEO Group

### **Donna Warbel**

[Acloche' Staffing](#)

Safety Council Meetings

Welcome

### **Teresa Watkins**

Leadership Development Facilitator

### **Andy Wecker**

[Manos, Martin, & Pergram](#)

Board of Directors

Infrastructure & Development

Committee

Workforce Development & Education

Committee



### **Dan Weng**

[Huntington Bank](#)

Infrastructure & Development

Committee

### **Pat Wherry**

[Del-Co Water Company](#)

HR Council

### **Amy Whitney**

[Delaware General Health District](#)

### **Scott Wolf**

[Firestone, Brehm, Wolf, Whitney & Young](#)

Leadership Development Facilitator

Whew!! Thank you all!!!

---

## Member rebrands, introduces fiber internet pilot area in western Delaware county

Consolidated Electric Cooperative, Inc., will now be known as [Consolidated Cooperative](#) in recognition of their expanded services and offerings. Their mission statement, "Improving the quality of life of our members and communities by providing high value energy and telecommunication services (utility services) in environmentally responsible ways," remains the same. The change is part of a rebranding effort coinciding with Consolidated's new fiber-optic internet offering. Consolidated Cooperative's services will now include electric, fiber, and gas (propane and natural gas).

Consolidated will begin construction on a fiber-optic network delivering high-speed internet to Consolidated members and nearby communities in April 2018, with the first customers receiving service in May. Select residents located in western Delaware county will be the first residential locations to receive the fiber build-out. The fiber-optic network Consolidated Cooperative builds will introduce speeds up to 1 Gigabit per second, which is 100 times faster than the national average of 10 Megabits per second. Expansion of the fiber network will continue for multiple years, eventually expanding throughout Consolidated's electric service area. "We are eager to introduce fiber internet to the communities we serve," said Phil Caskey, CEO of Consolidated Cooperative. "The continued prosperity of our members and communities hinges on their having the same access to high speed internet that people in America's largest cities enjoy. Consolidated is excited to improve our members' lives by offering internet service with the reliability and excellence they've come to expect from us."



The Chamber is thrilled for Consolidated's new brand and expanded service. Congratulations to our good friends.

## Use your freebies with ChamberMaster

To use any of the features offered, you will need a username and password. [Click here for instructions.](#)

Click here for tutorials: [Hot Deals](#), [posting events](#), [register for events](#), [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.

## Members welcome new staff; announce promotion

The Chamber joins these members as they proudly welcome new staff and congratulate these folks on choosing to be part of amazing teams.



[Creative Financial Insurance Service Agency, Inc.](#) owner Jim Roesch is pleased to announce staff changes. With the promotion of administrative assistant Belinda Myers to office manager comes a brand new face to the CFI team. Administrative Assistant Matt Maloney will be assisting Belinda to fulfill our administrative and service needs. Matt comes to CFI with a rich background in agency support and they are excited to have him on board!



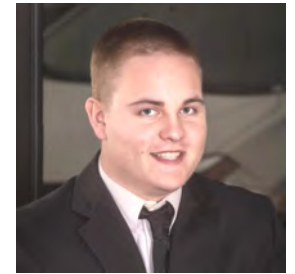
Creative Financial Insurance is one of two Chamber-member agencies authorized to sell the Chamber discounted insurance products. [Click here to learn more.](#)

Over at [The Kleingers Group](#), Nicholas “Nik” Lange returned as a surveyor, a position he held with the engineering consulting firm from 2014 to 2016. He left to pursue a different direction in sales with Fischer Homes but is looking forward to rejoining the Columbus Survey team as a Surveyor (SII), reporting to Mike Keller. And Nik is a veteran in its most important sense, as well. Kleingers proudly shares that Nik is a Veteran with the U.S. Air Force, having just returned home when they hired him originally in 2014. He continues as a member of the military in the Reserves.



With college credits prior to joining the military, Nik continued to pursue education in Construction Technology at the Community College of the Air Force. He is familiar with Trimble Business Center for post-processing for topographic and construction surveys, and had previous experience with AutoCAD, and communicating with clients in the field. He knows how Kleingers does things! They know that his situational training, military honors and awards play a large part in who Nik is and the work ethic he brings to the job. Welcome back Nik!

And Kleingers continues their good news with the announcement that Joshua Bortmas has agreed to join them as a full-time Engineer following his grad school December graduation. Joshua holds a Masters of Water Wastewater & Environmental Engineering, and an undergraduate Bachelor of Civil Engineering, both from the University of Dayton....*Go Flyers!*



Several earlier coop/intern positions provided experience with water resources, environmental engineering, cost analysis & technical writing as well as some project management. Working with Kleinger’s Dayton office since April 2017, Joshua has developed experience with civil design.



And finally, [Cummins Facility Services](#) recently hired Jason Long to serve as the newest member of its growing operations team. The company is a 100% women-owned enterprise with over 40 years in business, providing janitorial, snow removal, landscaping, high structure cleaning, recycling and security services to clients both national and international.

“We are excited to welcome Jason to the Cummins family,” said Jill Frey, CEO of Cummins Facility Services. “We have already experienced his contagious enthusiasm and know he is going to handle all his responsibilities with great care and business savvy. Our company relies upon individuals like him with a passion to succeed.”

In his new position, Long will serve as a District Manager for central Ohio. He will manage a team and regularly visit his accounts to ensure our services are up to standard, we are operating within budget, and all safety polices and safe working practices are being followed. “Cummins Facility Services delivers a value to their customers that is undeniable,” said Long. “I am ready to deliver that value and help the company flourish throughout the central Ohio area. I am looking forward to working with a great team.” Welcome all to the Chamber family!

### 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!!***

## New members cater veteran member's After Hours

[MainStreet Delaware](#) was well-represented when [Pathways Financial Credit Union](#) called on new Chamber members [The Greater Gouda](#) and [Oak and Brazen Wine Co.](#) to cater the March Business After Hours.



Pathway's branch manager Laura Herron is no stranger to showing support for Delaware. Local catering was a highlight last fall when the long-time Chamber member revealed the branch's remodel. And gracing the walls of the lobby and offices are art from clients of [Creative Foundations Inc.](#) Also welcoming Chamber members (who chose to forego the OSU game to network) was [Carolyn Asher, American Family Insurance Agency](#), who recently moved into her beautiful new office suite located in Pathway's building. Congratulations, Carolyn! And thank you to the staff at Pathways for a fun evening.

[Click here for more photos.](#)

**Pathways**  
Financial Credit Union



Ladies, it's time to get together and enjoy the shooting sports!

# Black Wing Ladies Club



Safe and fun pistol, rifle & shotgun range activities for all experience levels! Firearms available free of charge with purchase of ammo.

*Snacks and beverages will be available.*

**\$20 +  
ammo**



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PRE-REGISTER AT [www.BlackWingSC.com](http://www.BlackWingSC.com)

3722 Marysville Rd. Delaware OH 43015 • 740.363.7555

## Superintendent a hometown hero

**Delaware City Schools** Superintendent, Paul Craft, received the Hometown Hero Award on Monday, March 26 in a presentation at Willis Education Center. The award, sponsored by Sunny 95, CME Federal Credit Union and This Week Community Newspaper, recognizes an individual who has given back or served their community and our country through volunteerism, mentoring, serving in the military, and more. Mr. Craft was nominated by **Delaware City** Mayor Carolyn Riggle.

Paul has been superintendent of Delaware City Schools since 2010. During his career, he has been a physics teacher, coach, Dean of Students and administrator. Concurrent to his educational career, Paul served a total of thirty-one years in the reserves, the National Guard, and on active duty. He retired from the military at the rank of Colonel. Colonel Craft's personal awards include the Bronze Star, the Legion of Merit, the Defense Meritorious Service Medal, two Meritorious Service Medals, four Army Commendation Medals and several other state and federal awards.

Paul resides in Delaware with his wife Michelle. He has five children, including his son Jack (25), a computer researcher at Battelle, his daughter, Kelly (19), a student at the University of Cincinnati, and his stepchildren Maya, Anna and Ewan, all students at Smith Elementary in the Delaware City Schools. He is active in the **Rotary Club of Delaware**, Delaware Area Chamber of Commerce, and serves on the advisory board for the National Veterans Museum and Memorial.

Paul's passion for his adopted community is evident in everything he does. A former chamber board member, Paul is an extraordinary person who inspires those around him through his actions as a compassionate and generous leader. Thank you, Paul, for everything you do and congratulations on recognition most deserved.



## 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 1/8 page newsletter ad!**

Call the office for format details or with help creating your ad. 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](mailto:dachamber@DelawareAreaChamber.com).

## Business + Pleasure = Your Event



**ANNUAL MEETINGS  
NETWORKING EVENTS  
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AWARD CEREMONIES  
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CORPORATE FUNDRAISERS  
RETREATS**

You get all of these up-to-date amenities plus the rustic charm of our authentic 1840s barn:

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Call for a quote or to arrange a tour.

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[www.BarnAtStratford.org](http://www.BarnAtStratford.org)

The Barn at Stratford is owned and operated by the Delaware County Historical Society. All proceeds from events benefit historical preservation and education in Delaware County.




## Another member benefit: discount prescription drug card available FREE to you and all your employees

The Delaware Area Chamber of Commerce, through its membership in the Southern Ohio Chamber Alliance, can make you a hero in your workplace. And because you're a Chamber member in good standing, you can distribute FREE Prescription Drug Cards that can offer your employees and their families savings of up to 75% (discounts average roughly 30%) at more than 56,000 national and regional pharmacies. This card can be used as your primary plan and/or it can be used on prescriptions not covered by your insurance plan. This program also includes other value added programs which will be listed on the card. Generating the card is as simple and quick as entering a name in the card via the link below. (no application/enrollment or eligibility required). This program has "LOWEST PRICE" logic to guarantee the best deal on your prescriptions. (You pay the lower of a discount off Average Wholesale Price—AWP, discount off MAC Pricing or Pharmacy Promotional/Retail price). This card is pre-activated and can be used immediately!

Need to order hard copies of cards for your friends, family, members or employees?

Simply [click here](#) and follow the instructions to order your own personal cards online. You can even customize the cards by adding your own logo image to the cards! Just another way our Chamber looks out for you.




www.rxcut.com/URX12124

### PRESCRIPTION SAVINGS CARD

**FAMILY COVERAGE**

Member ID: URX12124  
 RxGroup: URX12124  
 RxBIN: 013824  
 RxPCN: RXCUT  
 Helpdesk: 1-800-808-1213



DELAWARE AREA  
CHAMBER OF COMMERCE  
**ACCREDITED**

THIS IS NOT INSURANCE – VOID WHERE PROHIBITED BY LAW



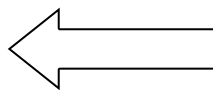
**Looking for product or service? Look to your fellow Chamber members first. The Chamber exists for and by its members— [check here](#) before you buy.**

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

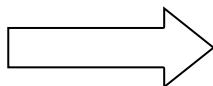
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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





## **FAHEY BANK HELPING HANDS SMALL BUSINESS LOAN.**

### **Let us help!**

The Fahey Bank Helping Hands Small Business Loan makes it easy for you to get the cash you need to help your small business. So whether it's a new vehicle or some new equipment, our fixed rate loan can help.

Loan special for a limited time. Subject to credit approval. All other loan terms and requirements apply. This offer is for new loans and is not available for refinancing existing Fahey Bank loans. Maximum loan amount is \$75,000.00. Other restrictions may apply. Interest Rate of 4.24%. Advertisised rate available on 84 month loan. Rate without automatic payments deducted from Fahey Bank Account is 4.49%.

**Loan Amount:  
\$10,000 - \$75,000**

---

**Term: Up to 7 years**

---

**Fixed Rates: As low  
as 4.24% with  
automatic payment  
from your Fahey  
Bank Account**

---

**Fee: \$250.00**

---

**Collateral: Vehicle or  
Equipment**

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Marion, OH 43302

[www.faheybank.com](http://www.faheybank.com)

740.382.8231

Member FDIC

## Leadership program accepting applications for class of 2018

Leadership Delaware is now accepting applications for the class of 2018. This prestigious program has become a must-have experience for emerging leaders in Delaware County. Through Leadership Delaware, class participants learn first-hand about the challenges and opportunities facing the community. Participants are exposed to people and places they could not on their own and discover a perspective unavailable in the normal course of their work. Even participants who've lived their entire lives in Delaware County are amazed at what they learn.



The nine-month program, which is held on the second Thursday of each month September through May, focuses on various topics, including:

Spectrum Leadership  
Delaware County History and Tour  
Agriculture  
Education

Social Services, Volunteerism &  
Board Service  
Government  
Law Enforcement and the Courts

Health Care  
Economic Development

More than 660 Delaware County professionals have graduated from the program since its inception in 1992. These alumni serve on local boards and committees helping to shape the future of the Delaware area.

Tuition for the program is \$825 for Delaware Chamber members and \$840 for non-members, and includes all materials and meals. In addition to the nine sessions, participants attend a kick-off luncheon in August and a graduation luncheon in May. The deadline to apply is June 30. [Click here to view the program brochure](#) and [click here to apply on-line](#). Get more information at [www.DelawareAreaChamber.com](http://www.DelawareAreaChamber.com) or by calling the Chamber at 740-369-6221. All applicants will be notified as to their acceptance by mid-July. Space in the program is limited and it fills up fast. Consider this the year that you or a valuable member of your staff should experience Leadership Delaware.

### Our Vision

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

### 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 anytime, all the time.

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

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maloney + NOVOTNY LLC

Business Advisors and  
Certified Public Accountants

**Bill Rogers, CPA**  
Shareholder

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Canton | 330.966.9400  
Delaware | 740.362.9031

Elyria | 440.323.3200  
Worthington | 614.781.6174  
[maloneynovotny.com](http://maloneynovotny.com)

# Welcome New Members

## Cummins Facility Services

Christa Cloud—Business  
Development Manager  
5202 Marion Waldo Road  
Prospect, OH 43342  
(740) 726-9800

[www.cumminsfs.com](http://www.cumminsfs.com)

*Provides janitorial services, floor/carpet care, & a full range of services that safely & dependably clean, protect, & maintain our customer's facilities*

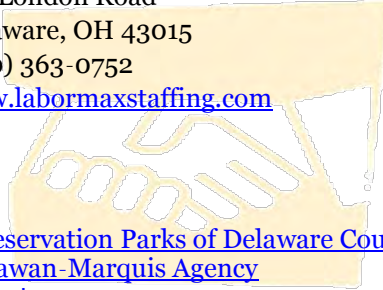
## KEMBA Financial Credit Union - Powell

Toni Sacco—Business  
Development Officer  
4078 Powell Road  
Powell, OH 43065  
(614) 528-4468  
[www.kemba.org](http://www.kemba.org)

*Provides full service financial needs to its members*

## LaborMax Staffing

Maribel Natal—Branch Manager  
150 London Road  
Delaware, OH 43015  
(740) 363-0752  
[www.labormaxstaffing.com](http://www.labormaxstaffing.com)



[Preservation Parks of Delaware County](#)  
[Shawan-Marquis Agency](#)  
[Spectrum](#)  
[State Farm Forman Insurance Agency, Inc.](#)  
[Terracon Consultants, Inc.](#)  
[The Delaware Gazette](#)

*Provides staffing solutions for regular & temporary employment in a wide array of business environments*

## US Army Delaware Recruiting Station

Ryan Clark—Station Commander  
1776 Columbus Pike  
Delaware, OH 43015  
(740) 362-3161  
[delawareoharmyrecruiting.business.site](http://delawareoharmyrecruiting.business.site)  
*Serves as the Army recruiting office for Delaware County*

# Reinvesting Members

[Mount Carmel Lewis Center](#)  
[New Flyer Parts](#)  
[Polaris Fashion Place](#)

[Trophies & More](#)  
[V & P Hydraulic Products](#)  
[Warehouse Italian Dinners, LLC](#)

# April Calendar

## Business Before Hours

Thursday, April 5  
8:00– 9:30 am  
Recreation Unlimited  
[Click here to register](#)

## Safety Council

Tuesday, April 10  
11:30 am–1:00 pm  
[Click here to register](#)

## HR Council

Wednesday, April 11  
8:00-9:30 am  
Chamber office

## Ribbon Cutting

Wednesday, April 11  
5:00 pm  
Roosters Men's Grooming Center  
[Click here to register](#)



## Leadership Delaware

Thursday, April 12  
Health Care Day

## Workforce Development & Education Committee

Friday, March 13  
8:00 am  
Chamber office

## Supervisor Six Pack

Session 1: Roles of a Supervisor  
Monday, April 16 8:00-10:00 am  
Chamber office

## Infrastructure & Development Committee

Tuesday, April 17  
8:00 am Chamber office

## Chamber Board Meeting

Wednesday, April 18  
7:30 am Chamber office

## Third Thursday luncheon

Thursday, April 19  
11:45 am SourcePoint  
Alphabet Soup of Economic  
Development Incentives  
[Click here to register](#)

## Business After Hours

Thursday, April 19  
5:00-6:30 pm  
Delaware County Fair– Log Cabin  
[Click here to register](#)

## Supervisor Six Pack

Session 2: Establishing Yourself As a Leader  
Monday, April 23  
8:00-10:00 am Chamber office

## New (And Current) Member Orientation

Tuesday, April 24  
8:00–9:15 am Chamber office  
[Click here to register](#)

## Supervisor Six Pack

Session 3: Common Purpose: Everybody Moving in the Same Direction  
Monday, April 30 8:00-10:00 am  
Chamber office

## SAVE THE DATES

### 2018 Golf Outing

Friday, June 15  
Oakhaven Golf Course  
[Click here to register](#)

### 2018 Clay Classic

Friday, October 12  
Black Wing Shooting Center

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

## Keep it in the family– use a Chamber member first and tell us about it

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'd like to hear from you. Tell us who you've done business with and send us a testimonial. [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com).

"My family recently woke up to a flooded basement after our sump pump died. What a mess! It was a particular disaster, as we run our business out of our home and our office is located there. We called [ServPro of Delaware](#) and they were so quick!! A crew was out there to cleanup within two hours of my calling. They got the wet carpet removed and started the drying process in short order. They were professional and did their best to stay out of our family's way. They were flexible in scheduling dry checks to suit our schedule and helpful in removing damaged furniture etc. We had this daunting problem and ServoPro came out and basically said, "We got this." and they did. We turned it over to them and they did a great job of understanding what the problem AND the solution meant to our family and our business. We are grateful! "

Jason Comstock, [Clarity Technology Solutions](#)



"Last year I had the opportunity to get to know Frank Hickman II from [Integrated Financial Network](#). Frank provides retirement financial planning services including various types of life insurance. He has a unique focus on the after-tax consequences of retirement planning, which is very important. He has provided some of his services to me and my wife as well as several of my clients. Frank has a delightful, friendly demeanor. I really like him."

FIRESTONE, BREHM, WOLF,  
WHITNEY & YOUNG LLP

D. J. Young, Attorney/Partner--[Firestone, Brehm, Wolf, Whitney & Young LLP](#)

"For years I've worked with [Dusty Hostutler at Edward Jones](#). Dusty provides me financial advice related to my investments in my law firm retirement plan, as well as other financial advice. He's very smart and he's a good friend. All of the clients that I've sent to him have reported to me that they appreciate his advice and they like working with him. And, by the way, his assistant, Joyce Evanko, is absolutely delightful!"

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"I moved our personal and business banking to [Richwood Bank](#) a few years ago. I have been impressed with their proactive and progressive thinking and all of the things they do to help their customers. Chad and his team do a fantastic job of taking care of our banking needs. We are currently in the process of engaging RWB to help us also with our marketing. I highly recommend RWB for all business or personal banking needs you might have."

Rex Gore, owner, [Black Wing Shooting Center](#)



"Since returning to this city I have the opportunity to seek advice from Attorney DJ Young and others at [Firestone, Brehm, Wolf, Whitney, & Young](#) here Delaware. That advice has been rock solid. In addition, I have referred clients to this firm and the feedback on their work has been exceptional. As we are all judged on those we refer I could not be happier with the results from DJ Young and his team. I place great trust in these folks and will continue to refer my clients to them".

Frank Hickman II, [Integrated Financial Network](#)

FIRESTONE, BREHM, WOLF,  
WHITNEY & YOUNG LLP



**Share YOUR story. Send your testimonials about your experience doing business with your Chamber-member peers. Email Holly at [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com).**

**Together we're stronger...together we're smarter...together we make a difference. It's Good for Business!**

## Board hosts Before Hours

The [Delaware County Board of Developmental Disabilities](#), known simply as the Board to insiders, hosted the March BBH. The Board is the body that provides support, services and case management to individuals with developmental disabilities in a way in which they can achieve full inclusion to live, learn, play, work, and participate in their communities.

Delaware County also led the way in self-determination, the belief that individuals and families should have choice and control over the services they receive and who provides those services. In 1997, Delaware County was one of four counties to participate in a national self-determination project that was sponsored by the Robert Wood Johnson Foundation. By the end of the four-year grant, Delaware County fully adopted this empowering approach to long-term care. All people receiving service began to receive individual plans and budgets with a free choice of providers and DCBDD moved from being a direct service provider to providing “conflict-free case management.” This model is still how DCBDD operates today.

Delaware County Board of Developmental Disabilities serves more than 2,500 individuals and their families in our community. Since 1968, DCBDD has passed eight levies with only two being for new millage. The remainder have been replacement levies.



Delaware County  
Board of  
Developmental Disabilities



And Kristine announced that the Board just received a three-year accreditation, the highest possible level of recognition Kristine's leadership and relentless commitment to her staff and constituents has fueled a passion for excellence and a standard of care for this community and the families it serves that has restored an environment that allows that 1997 model to thrive. The impact to the community cannot be overstated, nor can our appreciation.

Thank you to director Kristine Hodge and her staff for a magnificent spread and really cool sunglasses. [Click here for more photos.](#)

## New member celebrates with ribbon cutting

President Holly Quaine called having a ribbon cutting in a mall in the middle of the day in the middle of the week the adult equivalent of a snow day and with the addition of a store full of chocolate declared the grand opening of [Russell Stover Chocolates](#) the best ribbon cutting in the history of the chamber of commerce. At the risk of hurt feelings, it's hard to argue with that!

Russell Stover's ribbon cutting at [Polaris Fashion Place](#) marked the opening of the chocolatier's very first indoor mall location in the company's 90-year history. The Kansas City, MO-based yummy-manufacturer has also been a member of a chamber of commerce in every community in which it is located since its first confection melted in someone's lucky mouth.

Store manager Carrie Finch moved with Russell Stover from Virginia to open the Delaware County store located in the mall just outside the children's play area (strategic?) and she and her happy staff passed out chocolate treats to those who came to welcome them to the Chamber.



Some filled baskets with boxes of treats and some who shall remain nameless couldn't resist hot fudge sundaes to die for and stuck around long after the ribbon was cut to indulge and visit. (Won't name names but initials might be Doug Wilson, Mike Hite and maybe Holly Quaine...).

Welcome to Carrie and her staff to Delaware County and to the Chamber. [Click here for more photos.](#)

## County economic development department seek input

In partnership with Columbus 2020, [Delaware County](#) is kicking off their annual Business Retention and Expansion outreach effort. The purpose of this effort is to learn more about the existing business community, gauge the climate of our local economy, and strengthen relationships with the business community.

We want to encourage the business community to fill out the survey. Your response will enable us to identify ways in which Dela-

**delaware  
county**

ECONOMIC DEVELOPMENT

ware County Economic Development can work with their various community partners to support your company. Responses that qualify as a "trade secret" under the Ohio Revised Code section 1333.61 will remain confidential and exempt from disclosure.

The county appreciates your time and valuable feedback. [Click here for the survey.](#)

### 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.



### Check Out the Latest

**HOT DEALS**

### from Chamber Members

Posting is **FREE** with  
your membership

- [FREE 6 Month HULU Subscriptions when you SWITCH your Number to Boost and get a Samsung Galaxy J7 Perx! - Boost Mobile Cellutions, LLC](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)
- [GPS Advertising - NorthStar Golf Club](#)

### 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 blasted 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 anytime, all the time.

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



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**Leadership Delaware Class of 2018  
Law Enforcement & the Courts Day  
Facilitators: Dane Gaschen '03 & Scott Wolf '99**

**Newsletter editors: Mike Rhinehart, Jen Rose-Caudill,  
Kim Schuette, Kim Saunders & Kelsey Scott**

One thing the Leadership Class can always count on is a good breakfast on the second Thursday of the month. The continental breakfast included all the favorites from bagels, donuts and oatmeal to the necessities: coffee. Holly also spoiled the class with a new addition of Fage yogurt (THE BEST – at least according to Tasting Table...). The class went over some final dates of when they will work on the class project.

To kick off Law Enforcement & the Courts Day, the class visited [Delaware County](#) Juvenile/Probate Court where they met Judge David Hejmanowski. This court covers a wide range of issues, from juvenile traffic violations to marriage licenses to adoptions. Judge Hejmanowski shared with the group that some of his most enjoyable days are those when adoptions are granted and also when someone in the community greets him, recognizing that what happened in Juvenile Court many years ago had a significant positive impact on their lives.

After getting a look into the Juvenile/Probate court, the class met Common Pleas Court Judges “Kip” Krueger and David Gormley. Both were able to speak to the life of being a judge: the good, the bad, the ugly and the sad. They both enjoy seeing people better themselves by growing as individuals, but also stressed the difficulties.

*Continued on next page*



**Leadership Delaware Class of 2018**

Robbie Apt  
[Delaware County District Library](#)  
Daniel Bartha  
[Delaware City Schools](#)  
Glenn Bertrand  
[CES Credit Union](#)  
Cindi Blair  
[Delaware County](#)  
Deanna Brant  
[Delaware Morrow Mental Health & Recovery Services Board](#)  
Erin Brown  
[Edward Jones, Dusty Hostutler](#)  
Kelly Cochran  
[Delaware County District Library](#)  
John Coady  
JP Morgan Chase  
Clare Edwards  
[SourcePoint](#)  
Heidi Hackworth  
[Delaware County Board of Developmental Disabilities](#)  
Melissa Henry  
[Richwood Bank](#)  
Ashley Holtzlander  
[Ohio Living Sarah Moore](#)  
Tom Karn  
[Maloney +Novotny](#)

Jeff Kauffman  
[Del-Co Water Co.](#)  
Lissie Krull  
[Delaware General Health District](#)  
Angie Linnane  
[Saint's Auto Service](#)  
Lori MacKay  
[First Commonwealth Bank](#)  
Anne Miller  
[Delaware County Board of Developmental Disabilities](#)  
Josie Montgomery  
[Willow Brook Christian Communities](#)  
Bonnie Muncey  
[Fidelity Federal Savings & Loan](#)  
Suzie Orahoad  
Ohio Board of Nursing  
Tracy Pabst  
[Sam Dong Ohio](#)  
Ben Powers  
Family Promise of Delaware County  
John Regalsky  
[Willow Brook Christian Communities](#)  
Mike Rhinehart  
[Blue & Co.](#)  
Jenn Rose Caudill  
[Emergency Plumbing Service](#)  
Kim Saunders  
[Ohio State University](#)  
[Wexner Medical Center-](#)  
[CarePoint Lewis Center](#)

Kim Schuette  
[SourcePoint](#)  
Kelsey Scott  
[City of Delaware](#)  
Adrienne Selsor  
Time, Talent & Treasure, LLC  
Mark Smiles  
[The Greater Gouda](#)  
Pam Steurer  
[Delaware City Schools](#)  
T. Thomson  
[Delaware County Agricultural Society](#)  
Mary Van Haaften  
[Preservation Parks of Delaware County](#)  
Randy Van Tilburg  
The Mannik & Smith Group  
Chase Waits  
[Delaware County Board of Developmental Disabilities](#)  
Stacy Webb  
[First Commonwealth Bank](#)  
Amy Whitney  
[Delaware General Health District](#)  
Sarah Yoakam  
[Delaware Area Chamber of Commerce](#)  
Roberta Zeller Carr  
[Delaware County Board of Developmental Disabilities](#)

## Leadership continued

There is a great amount of pressure to not make mistakes as a judge, especially in Common Pleas Court. They spoke of the irony of being judged/criticized on social media for how they do their job (as judges) and the sacrifices they make including being careful of where they socialize to try to avoid being recognized by people they have sentenced.

After the Leadership Class learned more about them, Judge Gormley and Judge Krueger led a tour of the new county courthouse building to get an up-close look behind the scenes, including checking out holding cells.

A highlight of the day was a lively panel discussion featuring local law enforcement



and judicial luminaries. It was held at the Job and Family Services conference room, with the Leadership Delaware Class asking thought-provoking questions of panelists that included: Sheriff Russell Martin; Prosecutor Carol O'Brien; Judge Randy Fuller, Common Pleas Domestic Relations Court; Chief Probation Officer Joe Perry; Judge Everett "Kip" Krueger and Judge David Gormley, Court of Common Pleas; Judge David Hejmanowski; and, Police Chief Bruce Pijanowski.

The discussion began with each panelist explaining what they do, as well as what their court, office, or department does to enforce the law or carry out justice in Delaware County. This led into questioning by class participants, with queries ranging from how personal beliefs influence their jobs, who influenced them in their careers, and frustrating things they would like to change, to discourse on current topics like the drug crisis in Delaware, the recent school

shooting in Florida, and diversity in law enforcement.

Panelists stayed to eat with the Leadership Delaware Class to continue conversations in smaller groups.

After lunch, [Delaware City](#) Police Chief Bruce Pijanowski hosted an open discussion about law enforcement in the city. The class was well equipped with questions about hot button topics facing the city, the state and the nation.

The opioid crisis continues to affect Delaware City and County. Chief Pijanowski shared that since January of this year, the city lost four people to drug overdoses; this is a significant increase from 2017. The chief attributes this to the increased potency of the drug in the last couple years.

The Leadership Class was curious about the police chief's stance on gun control and how to keep children safe in schools. Although he is an avid believer in the Second Amendment, Chief Pijanowski believes in gun awareness, education and common sense and would support more thorough processes to owning a gun. He spoke more on the education training and outreach the Delaware Police Department (DPD) does regularly and believes more training in schools will be necessary. The chief explained how different protocol is for an active shooter situation today versus several years ago. Police departments used to be trained to wait to have enough responders to surround an area before pinpointing a culprit. Today, it's up to the first responder to take action, even if it means acting alone.

Public Education is another large initiative for the city's police department. Delaware works closely with local social services agencies like Mary Haven to connect people with patterns of drug use, domestic violence or mental health issues to programs that could help them through tougher times. Chief Pijanowski believes that the department wouldn't be doing residents any favors if they dealt with repeat offenders without trying to cater to the underlying problems. DPD also hosts a variety of outreach programs in self-defense and Citizen's Police Academy, a program to increase citizen awareness of the day-to-day operations of a department. DPD even has a dedicated officer that gets involved in community events and community groups as a way to integrate the local police into the lives of those that might otherwise be fearful of police. This is a way to bridge that gap to make community policing more effective and comfortable for everyone. The session wrapped up with a conversation about how the officers are there for one another and how they build themselves as a team and family.

**Continued on next page**



## Member wins national award

Jill Frey, CEO of [Cummins Facility Services](#), has been recognized as a Women's Business Enterprise (WBE) Star by the Women's Business Enterprise National Council (WBENC), the nation's largest certifier of women-owned businesses and leader in women's business development. The WBE Star Award is the nation's premier recognition for excellence among women-owned businesses, honoring 14 women from across the country who are leaders in their local business communities and respective fields.

The 2018 WBE Stars were honored March 22 during the 2018 WBENC Summit & Salute, a gathering of more than 1,500 entrepreneurs and business leaders taking place this week in Dallas, Texas.

"We are very proud of the 2018 WBE Stars," says Pamela Prince-Eason, President and CEO of WBENC. "They are all outstanding leaders who have been instrumental in driving innovation and sustainable economic growth.

"It is an honor to be recognized among such brilliant and innovative female leaders from across the country," said Jill Frey, CEO of Cummins Facility Services. "I cannot say enough about the incredible mentors and friends I've made through the WBE organization and look forward to serving as an advocate to other women in business for many years to come."

Frey is recognized for her business acumen, her inspiration to other women, and her active role at the helm of Cummins Facility Services. She was selected for this national honor by ORV-WBC one of WBENC's 14 RPOs that process WBENC's world-class certification of WBEs, in addition to providing skills-building educational programs and business development opportunities in their respective regions.

Congratulations, Jill, on receiving this incredible honor.



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### *Leadership continued*

After departing from the Municipal Enforcement discussion, the class headed to Municipal Court. Judge Marianne Hemmeter and Judge David Sunderman oversee the City of Delaware Municipal Court located off Sandusky Street. This court hears cases including minor and criminal traffic violations, civil cases such as marriage, mediation and mental health and the court hears income tax cases. We had the pleasure of observing preparation of an income tax case during our visit and we were able to witness, in live fashion rather than television, the plaintiff and defendant eagerly preparing for their time to state their case. The County Clerk of the Municipal Court is Cindy Dinovo. Cindy is in charge of maintaining court records and is in charge of collecting money and paying out dues owed from the court. Another interesting fact about the County Municipal Court is that all search warrants are issued through this court. According to the 2016 Annual Report, close to 70 percent of the cases taken on by the County Municipal Court last year were other traffic violations followed by Criminal Misdemeanor cases at 12 percent.

When the class arrived at the Delaware County Jail, they were greeted by the assistant jail director, Jessie Jackson, and corrections officer, Jeremy Hein. We then met with Chrissy Neff, the program coordinator and the stepping up coordinator at the jail for the last 5 years. She gave the class a short presentation about her roles at the jail. She explained that in the jail, it's unlike prison where people are in prison to stay a while. The inmates in the jail are more than likely going back in to the community. The average stay in the jail is 20 days. Crissy's role as the program coordinator is to provide educational programs, drug and alcohol programs and support groups to the inmates. Her second role is the stepping up coordinator, in this role with the help of her assistant they have created a new program called L.I.N.C. (Lives In Need of Connection). L.I.N.C. helps inmates plan and set goals for re-entry into the community.

Jessie then gave a tour of the jail. There are 2 different types of cell set ups. One is for maximum security inmates where there is a block of 5 individual cells and a common area with tables. If the inmates are on lock down, they are confined to their individual cell otherwise they can be in the common area but still locked within that block of cells. The other type is a bunk. The bunks are for minimum and medium security inmates. It's a big open room with rows of bunks. There is a staff post for every area where they have sound and visual on all inmates at all times.

The jail has a capacity for 300 inmates. They also have a contract to house federal inmates. At the time of the visit there were 167 inmates. The count fluctuates daily as well has a definite decrease in the winter and an increase in the summer.

The Leadership Class was able to get an up-close look into Delaware County's law enforcement leadership – including judges, wardens, the sheriff, the police chief, lawyers and many more...how many people do you know that can say that?

[Click here for photos.](#) And thanks to our friends at [DATA Bus](#) for getting our class to jail!

## FY18 Steering Committee

Susan Garrett

[Mail Pro 1](#)

Larry Jones

[Liberty](#)

[Casting Company](#)

Mark Nelson

*BWC*

Tracy Thompson

*BWC*

The Delaware Area Safety Council is here to provide our community with quality programs addressing occupational safety and health, workers' compensation and risk management, education and information.

## Scholarship applications being accepted

The Delaware Area Safety Council will offer two \$1,000 scholarships for two individuals for the 2018-2019 academic year. Applications are due on April 21, 2018.

Eligibility requirements: Must be enrolled or plan to enroll in a certificate or degree-conferring institution for the 2018-2019 academic year; must be enrolled or plan to enroll in a health, safety, or related field; preference is given to those employed at a Safety Council-enrolled company, located in Delaware County, or a child of an employee (includes step-, adopted, and foster children); secondary preference is given to a student or alum of the Delaware Area Career Center. Application must be completed and submitted to the Chamber office no later than April 21, 2018, including a maximum 500-word essay on how you plan to use your education for the betterment of health and safety practices.

This is NOT a need-based scholarship nor is there an age requirement.

[Click here for an application](#) with details for submitting completed form.

Monthly meetings are the second Tuesday of the month: 11:30 – 12 optional lunch, 12-1 program.

All meetings are at the Eagles Lodge, 127 East William Street Delaware, OH unless otherwise specified. Check the [Safety Council website](#) for more details.

**Remember that you must register by EOB the Wednesday prior to the meeting to reserve your lunch. Prepaying for your lunches does not mean you have registered for that month's lunch.**

## Sponsored by



## 5th Annual Health, Wellness & Safety Fair



July 10, 2018

[Click here for vendor registration form](#)

## Work Zone Safety: Everybody's Responsibility

National Work Zone Awareness Week April 9-13 is an annual spring campaign held at the start of construction season to encourage safe driving through high-way work zones. The key message is for drivers to use extra caution in work zones. And Wednesday, April 11 has been designated [Go Orange Day](#).



## Safety Council

### Calendar

**FY18 Meeting #10 April 10**  
Ohio Utilities Protection

**FY18 Meeting #11 May 8**  
Annual BWC Awards– Glennross Golf Club

**FY18 Meeting #12 June 12**  
BWC Updates/Semi-Annual Reports

**Boyd's**  
Tire & Service Center



## Safety Council basics:

- ⇒ Don't forget to sign in at every meeting and check the box if you are a CEO
- ⇒ Up to two of your 10-meeting requirement can be substituted by external trainings. Plan ahead for the year now and schedule your classes with BWC. [Click here](#) for a list of courses offered in Columbus for FY18
- ⇒ [Click here to go to the BWC monthly newsletter.](#)
- ⇒ [Click here to go to the OSHA QuickTakes monthly newsletter.](#)

## Chamber still has only four 2018 dates available to host a networking event

One of the fundamental benefits of a chamber membership is the opportunity to meet other members. The Delaware Area Chamber offers members the chance to host or attend either an am or pm networking event most months. Want to show off your business by inviting members over for refreshments and schmoozing? The Chamber is taking reservations for hosting in 2018. Dates are filled on a first-come basis so contact the Chamber to hold your date. Contact Sarah at [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com). Available dates for 2018:

### Business BEFORE Hours:

8:00-9:30 am

July 5

August 7    November 1

### Business AFTER Hours:

5:00-6:30 pm

November 15

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## Chamber newsletter advertising a good value

More than 900 readers at over 400 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](mailto:hquaine@DelawareAreaChamber.com)

Ad prices are for one run:

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

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## Are you making the most of the freebies 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.](#)

In the [March newsletter](#) we covered [Hot Deals](#), [login](#) and [posting events](#). In the [April newsletter](#) we showed you how to register and pay for Chamber events and how to set up auto pay for your annual membership investment.

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 \$15 a 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.](#)

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## 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](mailto:dachamber@DelawareAreaChamber.com).

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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 interests of business and quality of life.

**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.**

## The Non-Profit & Community Bulletin Board



[Liberty Community Center](#) is a non-profit early childhood education center committed to serving young children and families in the community. The fundamental components of the program are to provide care, a higher quality Early Childhood Education and developmentally appropriate experiences for children ages 6 weeks to 5 years, and support families with either direct services or referrals to community service providers

which support the child's development. LCC is committed to monitoring each child's development, educational outcomes, progress and to work with the families as a team to prepare the children for kindergarten. LCC will continue to add new programs to help our families and the Delaware County community members.

**Statement of Purpose:** To provide responsible governance of the Liberty Community Center, a non-profit organization dedicated to providing the highest quality of early educational child care for children 6 weeks to 5 years of age, and to providing a meeting place for Delaware organizations that respect and reflect a commitment to excellence, inclusion and diversity.

### Board Member Responsibilities:

Know the Mission and help set goals for Liberty Community Center (LCC).

Support the work of LCC.

Understand the organizational structure of the Board as defined in the By-Laws.

Know the policies approved by the Board.

Focus on the well-being of LCC and share in planning the short and long-term goals for the organization.

Commit to attend the regular meeting (second Tuesday of the month, 6:30 -8:30p.m.) each month plus possible standing committee meetings and unspecified additional time to complete committee work.

### Expectations for Board Members

Commitment to LCC and its purpose.

Support of the organization publicly.

Demonstration of an ability to listen to all sides with an open mind before making decisions.

Willingness to abide by the will of the majority and respect the rights of the minority.

Positive support of decisions made by the Board.

Support of fund-raising efforts either as an active solicitor or by personal donation

Demonstration of honesty, integrity and enthusiasm for the task.

Interested parties should contact executive director Ann McKenzie Teague at 740-369-3876



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## Connecting the dots for the bigger picture in health care

Great things often start with a simple idea, like connecting the dots. That's what [Anthem Whole Health Connection](#) approach to health care is all about.

How it works: They connect the dots in health care — medical, drug, dental, vision, life and disability. Each time a member sees a doctor or dentist or fills a prescription, it's like a dot on a page. Connecting all those dots gives us the bigger picture — a more complete health profile of the whole person.

Doctors and other caregivers can easily share this information with each other. And seeing the bigger picture early on can help doctors catch chronic diseases like diabetes, cancer or heart disease earlier. And catching diseases early can mean earlier treatments and better results.

How it saves: Connecting the dots gives better data, better insights and better outcomes.

Up to 74% lower medical costs and fewer hospital stays, when patients who have chronic disease or are pregnant treat their periodontal disease<sup>1</sup>

\$8,000 in medical costs savings for members with a connected medical and disability plan<sup>2</sup>

More than 26,000 diabetics identified earlier through yearly routine eye exams<sup>3</sup>

How it can work for you: When you add dental, vision, life or disability to Anthem's medical benefits, you get improved health care for your employees and cost savings for your business. That's because they connect member health records, claims and clinical data to help make sure they get better care with greater insight.

See how their products work together for a bigger, more holistic view of health care. Or talk to your Anthem sales rep.

1-American Journal of Preventive Medicine's Impact of Periodontal Therapy on General Health Study, June 2014.

2-Anthem, Inc. Productivity Solutions data study and Actuarial validation, 2015.

3-Anthem, Inc. data 2016.



## Attention small businesses, new medical plan now available

Through our membership with the Southern Ohio Chamber Alliance, the Chamber is excited to offer a new self-funded medical plan for groups of 2 to 50 employees; the SOCA Benefit Plan. Anthem Blue Cross and Blue Shield will be administering this plan and will provide stop loss coverage. This new plan is a multiple employer welfare arrangement (MEWA) which enables smaller employers to join together to share in the overall claims risk. This new program offers competitive rates, fixed, predictable monthly payments, various plan designs, including four PPO and three HSA options, Anthem's broad Blue Access PPO Network and National RX Formulary, coverage for claims run-out/terminal liability coverage.

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

### **Creative Financial Insurance Services Agency, Inc.**

Jim Roesch  
[jwroesch@discovercfi.com](mailto:jwroesch@discovercfi.com)  
740-363-5433  
[www.discovercfi.com](http://www.discovercfi.com)

201 Pennsylvania Avenue, Delaware

### **Preferred Benefits Services Agency, Inc.**

Mark Pettitt  
[pettitt@prefben.com](mailto:pettitt@prefben.com)  
740-363-6028  
[www.prefben.com](http://www.prefben.com)

611 South Sandusky Street, Delaware

## Save money on health benefits without pinching pennies

As a chamber member with 2-50 employees, you can get a discount on any health plan from Anthem Blue Cross and Blue Shield — including industry-leading HSAs, HRAs and HIAs.\*

While your competition is busy cutting corners, you get preventive care programs, prescription drug coverage and one-stop shopping for a complete benefits package.

Call (888) 506-1574, or get a free quote online at [www.chambersaver.com/cocc](http://www.chambersaver.com/cocc).



MEDICAL | DENTAL | VISION | LIFE | DISABILITY | BEHAVIORAL

\*Discount only applies to Chamber members who do not already have Anthem insurance. Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company, an independent licensee of the Blue Cross and Blue Shield Association. ® Anthem is a registered trademark. The Blue Cross and Blue Shield names and symbols are the registered marks of the Blue Cross and Blue Shield Association. (4/17)

For a list of Anthem-authorized Chamber member agents, call the Chamber at 740-369-6221 or [Click Here](#)