

# CHAMBER NOTES

A Monthly Newsletter of the  
Delaware Area Chamber of Commerce

March 2019

## Sustaining Members

**Industry Exclusive  
Platinum Level**



**Gold Level**



**Silver Level**



**Bronze Level**



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



## Annual dinner another classic event

The Chamber's annual dinner, auction and awards event was held on February 5 at the [Hilton Columbus/Polaris](#) to a lively crowd. As it is every year, the evening was full of shopping by way of the silent and live auctions; ratification of new board members by way of hilarious video; and awards as chosen by the Chamber membership. A highlight of the evening is the creativity of the decorated tables, brought to the event by the 45 members who participated.

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

In addition to table decorating and auction donations, a dedicated group of volunteers is necessary to organize such a gala. This year's self-named "Dinner Divas" are Liz Owens, [Alpha Group of Delaware](#); Casey Converse, [Casandra Converse Agency—American Family Insurance](#); Amy Howerton, [Country Club Rehabilitation Campus at Delaware](#); Peg Leach, [PJL Ventures](#); Erin Brown, [Erin Brown Edward Jones](#); and Teresa Lambert, [Salvation Army](#). This event does not happen without these women. Period.

Much appreciation also goes out to Darren Shulman, [City of Delaware](#), for serving as director and producer of the video that makes or breaks the ratification of the new board members who win the "good sport" award. Special mention to Chamber staff Matt Carberry who is an editing magician. Thank you. And as always a special thanks to our good friend Dan Boysel, [Consolidated Cooperative](#), who entertains while he picks pockets for the live auction.

[Click here for event photos.](#)

## 2019 Annual Dinner Corporate Sponsors

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

## 11th Annual State of the County Delaware County Commissioners

sponsored by



Thursday, **March 21 2019**, 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 Monday, March 11, 2019**

Cancellations after March 11 and no-shows will be charged.

[Click here to register](#) or call 740-369-6221 or email  
[dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com)

### 2018 Board of Directors

#### Executive Committee

Dusty Hostutler— Chair

[Edward Jones](#)

Zach Price— Chair-elect

[TRIAD Architects](#)

Ana Babiasz— Treasurer

[Fidelity Federal Savings & Loan](#)

Glenn Marzluf— Immediate Past Chair

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

Aric Arnett— Vice Chair

[Ohio Living Sarah Moore](#)

Todd Irion—Vice Chair

[Engineered Materials Systems Inc.](#)

Bill Morgan— Vice Chair

[2K General Co.](#)

### Board Members At Large

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[Equity](#)

Shane Dawson

[Dawson & Associates, LLC](#)

Denny Frierhood

[Honda Marysville](#)

Rex Gore

[Black Wing Shooting Center](#)

Chad Hoffman

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Eric Moulton

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Scott Ruth

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Andrew Wecker

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### Staff

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Delaware, Ohio 43015

740-369-6221

Fax:740-369-4817

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

facebook



### March Business BEFORE Hours

Start your day on Thursday, March 7 by networking when the [Delaware County Foundation](#) hosts the Before Hours. Food, networking – bring lots of business cards to share. The event is held

from 8:00 - 9:30 am at 737 Enterprise Dr., Suite A, Lewis Center OH 43035 43035. Please let us know you'll be attending. [Click here to register.](#)



Delaware County  
Foundation

### March Business After Hours

End your day on Thursday, March 21 by networking when [NAMI of Delaware &](#)

[Morrow Counties](#) hosts the Before Hours. Food, networking– bring lots of business cards to share. The event is held at 814 Bowtown Rd., Delaware, from 5:00-6:30pm. pm at Please let us know you'll be attending.

[Click here to register.](#)



Delaware and  
Morrow Counties



### Panera opens another Lewis Center location

Join [Covelli Enterprises](#) as they cut the ribbon on their newest Panera Bread, their second in Lewis Center. We'll be celebrating with them on Tuesday, March 12 at 9:30am at 6589 Artesian Run #A (US Route 23 South at Lewis



Center Road).

[Click here to let us know you're coming.](#)

## Chamber presents annual awards

In addition to the networking, stunning display of creativity and generosity, the Annual Dinner ends with the presentation of business and community awards. This year's recipients are worthy members, doing business and good works in Delaware County and impact all of Central Ohio. We're proud of these folks congratulate them on being recognized.



### 2018 Business and Community Award recipients

Small Business of the Year [Meade and Associates](#): Sean Meade, Tony Martini, Rod Meade, Patrick Werther; Citizen of the Year: Joe Pemberton, [Suburban Natural Gas](#): Quality of Life Award [The Strand Theatre](#): Tracy Peyton; (back) Brian Meade; Corporate Citizen of the Year [Middlefield Bank](#): Chuck Moore; (back) Innovation in Business [Aler Stallings](#): Brenon Russell; Wayne Hilborn Lifetime Achievement Award: Jack Hilborn ( [Hilborn Insurance](#)); Large Business of the Year [Custom Air](#): Pat Halaiko; Aler Stallings Amy Himmelrick and Broc Sutek. (Not pictured: Outstanding Chamber Member of the Year [Willow Brook Christian Communities](#))

## Chamber says farewell to board favorites; welcomes new board members

Two board members ended their terms on December 31. It's a running joke and they roll their eyes when she says it— president Holly Quaine refers to each of them as “her favorite board member”. But there's nothing trite about her respect and gratitude and affection for these dedicated, gracious, brilliant, hilarious Chamber members who put the organization first and served with unremitting commitment. And it's impossible to overstate their contribution. And even though they are no longer on the board, they each continue to serve the Chamber at the committee level. Leaving the board after six years is Maribeth Meluch, [Isaac, Wiles, Teetor & Burkholder](#), and leaving after seven years of board service is Tony Eyerman, [Evans Farm](#). Signing up for a second three-year term are Bill Morgan, [2K General](#), and Zach Price, [TRIAD Architects](#).

We are very happy to introduce the following new members to our board in 2019: Scott Cubberly, [Equity](#); Scott Ruth, [Cogburn Electric](#); Shane Dawson, [Dawson & Associates](#); and Eric Mougltou, [42 Storage & USELL](#).

The veteran board members join 2019 board chair Dusty Hostutler, [Dusty Hostutler Edward Jones](#), in welcoming the newest members of our organization's leadership.



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

[2K General Co.](#)  
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[Alpha Group of Delaware](#)  
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[Helpline of Delaware & Morrow Counties](#)

[Marion Technical College](#)  
[Mount Carmel](#)  
[NAMI of Delaware & Morrow Counties](#)  
[NorthStar Golf Club](#)  
[Ohio Living Sarah Moore](#)  
[Ohio Wesleyan University](#)  
[OhioHealth](#)  
[Optimal Eye Care](#)  
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[Preservation Parks of Delaware County](#)  
[Richwood Bank](#)  
[Salvation Army Delaware](#)  
[The Middlefield Banking Company](#)  
[United Way of Delaware County](#)  
[Willow Brook Christian Communities](#)  
[Wolfrum Roofing & Exteriors](#)



**"Most Elegant"**  
Ohio Living Sarah Moore



**"Most Creative"**  
Emergency Plumbing



**"Best Representation of Business"**  
Emergency Plumbing, Creative Foundations & First Citizens



## Thank you to our members who contributed to our silent auction

[42 Storage & U-SELL Center](#)  
[Affordable Insurance Agency of Ohio](#)  
[All Occasions Catering & The Barn at All Occasions](#)  
[BackCare Family Chiropractic, LLC](#)  
[Breakaway Cycling](#)  
[Bun's Restaurant](#)  
[Central Ohio Symphony](#)  
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[Delaware County Board of Realtors](#)  
[Delaware Gazette](#)  
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[Phoenix Environmental](#)  
[PNC Bank](#)  
[Price Farms Organics](#)  
[Stratford Ecological Center](#)  
[Tanger Outlets Columbus](#)  
The Delaware County Sheriff's Office  
[V&P Hydraulic Products](#)  
[Warehouse Italian Dinners](#)  
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## Thank you to our members who contributed to our live auction

[Anchor and Away Travel](#)  
[Black Wing Shooting Center](#)  
[Dawson & Associates](#)  
[Delaware County Fair & Little Brown Jug](#)

[Del-Co Water Company, Inc.](#)  
Edward Jones: [Dan Jay](#), [Dusty Hostutler](#) & [Phil Ulrey](#)  
[Engineered Materials Systems, Inc.](#)

[First Commonwealth Bank](#)  
[Performance Chrysler Jeep Dodge Ram](#)  
[Richwood Bank](#)  
[TRIAD Architects](#)

## Edward Jones Associates accept limited partnership offers

[Dusty Hostutler, an Edward Jones financial advisor](#) in Delaware, OH, and Joyce Evanko, a senior branch office administrator, have accepted invitations to become limited partners in The Jones Financial Cos., the holding company for the St. Louis-based financial services firm.

Hostutler joined Edward Jones in 2009 and has served investors in Delaware for the past nine years. In addition, he is active in several local groups, including Rotary & the Delaware Area Chamber of Commerce.

Edward Jones currently employs 45,000 associates in all 50 states and through its affiliate in Canada. This is the firm's 17th limited partnership offering in its 97-year history.

"I am honored to be invited to become a limited partner in the firm," said Hostutler. "I enjoy working for Edward Jones, and I am very proud of the way we do business and the way we treat our clients."

The Jones Financial Cos. was created in 1987 to enable the firm to expand into new business areas while allowing it to remain a partnership. The Jones Financial Cos. owns Edward D. Jones & Co., LP, which operates under the trade name Edward Jones, EDJ Leasing Co., the Edward Jones Trust Co., and its international financial services subsidiary, Edward Jones Canada.

Joyce Evanko joined Edward Jones in 2013.

Edward Jones, a Fortune 500 company headquartered in St. Louis, provides financial services in the U.S. and, through its affiliate, in Canada. Every aspect of the firm's business, from the investments its financial advisors offer to the location of its branch offices, caters to individual investors. The firm's 17,000-plus financial advisors serve more than 7 million clients and care for \$1 trillion in assets under management. Visit our website at [edwardjones.com](http://edwardjones.com) and recruiting website at



## Edward Jones a Best Company

Financial services firm Edward Jones ranks No. 7 on the 2019 Fortune "100 Best Companies to Work For" list, according to global research and consulting firm Great Place to Work and Fortune magazine. This year marks the firm's 20th year on the list. Four local **Edward Jones** advisors are members of the Delaware Area chamber of Commerce: [Erin Brown](#), [Dusty Hostutler](#), [Dan Jay](#) & [Phil Ulrey](#).

"At Edward Jones, we believe there are two relationships that form the foundation of our firm and how we work - the relationships we have with our clients and the relationships we have with one another," said Edward Jones Managing Partner Penny Pennington. "That's what makes this recognition so significant: It represents our associates' longstanding commitment to creating an environment where each of us can do our best work in service of our clients."

Edward Jones, a Fortune 500 company headquartered in St. Louis, provides financial services in the U.S. and, through its affiliate, in Canada. Every aspect of the firm's business, from the investments its financial advisors offer to the location of its branch offices, caters to individual investors. The firm's 17,000-plus financial advisors serve more than 7 million clients and care for \$1 trillion in assets under management. Visit our website at [edwardjones.com](http://edwardjones.com) and recruiting website at [careers.edwardjones.com](http://careers.edwardjones.com). Member SIPC.

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**BOXED LUNCH Fundraiser**

**We deliver lunch. You support Meals on Wheels. Win-win!**

Each \$11 purchase buys a boxed lunch from Jason's Deli and contributes to SourcePoint's Meals on Wheels program. Lunches are delivered Wednesday, April 3 and Thursday, April 4.

Order by March 22 at [MySourcePoint.org/lunch](http://MySourcePoint.org/lunch)

*Buy lunch for your office and support a great cause!*

Sponsored by OhioHealth and Trucco Construction

## Trinity Payment Solutions names Domenic Buccilla as Regional Sales Manager to head up the new Delaware Chamber of Commerce Membership Share Program.

Trinity Payment Solutions, one of the fastest growing merchant service providers in the industry, is offering our exclusive merchant services consulting program designed to drastically lower or even eliminate your credit card processing fees! TPS can integrate with your current POS system or upgrade your business to the most up to date processing hardware free of charge!



**TRINITY PAYMENT SOLUTIONS**  
Knowing your business, is our business!

Trinity Payment Solutions is proud to announce the hiring of Domenic Buccilla as the Regional Sales Manager. Domenic comes from a well-established 15-year career in the non-profit sector as well as running a successful real estate and property management company. TPS recruited Mr. Buccilla because of his special skill set in creating successful community programs and cultivating relationships through his work in the non-profit sector with The American Kayaking Association, HERO USA and The Disability Resource Network. TPS identified that this skill set will allow Mr. Buccilla to thrive as a consultant in the merchant services field and be the natural selection to spearhead the new Delaware Chamber of Commerce Member Rewards Program. This program will be offered exclusively to member business' and is designed to offer special pricing on electronic payment processing, free state of the art point of sale systems and a cash discount program that could eliminate monthly processing fees.



“I accepted the position with TPS because of the unique nature of the services I would be offering.” Buccilla said when asked about accepting the position. “Coming from the nonprofit world, my focus was always on serving my customers and the community. TPS has that same business ethos so it was a natural fit. I’m very excited to help the Delaware business community.”

In addition to his new position with TPS, Domenic also serves as the Vice President for the American Kayaking Association helping to spearhead their local recreational and conservation programs in partnership with The City of Delaware and Preservation Parks

About Trinity Payment Solutions: Trinity Payment Solutions prides itself on being as eager to practice good, old-fashioned customer care as it is to pioneer new products. Trinity Payment Solutions is proud to provide the most up to date and innovative products such as mCommerce, eMobile Solutions and Virtual Terminal solutions. In addition, the company offers the merchant access to POS Systems, eCommerce, ACH Check Services, Check Guarantee, Recurring Billing, Check21, Credit and Debit Card Processing, Gift and Loyalty Cards, and Merchant Working Capital.

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



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## Summer readers are a market for your business

Do you have coupons you want to share with [Delaware County District Library](#) summer readers? We'll take them!



More than 6,000 kids throughout the county regularly participate in the summer reading club. Their goal is to read for a total of 12 hours over the course of 10 weeks throughout the summer. They have various prizes and incentives to keep reading along the way. One of which is an awesome READ bag (pictured) once they have read for 6 hours! Inside that bag, we add coupons from local businesses for readers and their families to enjoy. Generally, about 2,000-3,000 kids will earn their 6-hour prize. Kids continue to return for fun, programs, and more throughout the summer. This year's summer reading club theme is "A Universe of Stories" to celebrate the 50th anniversary of the moon landing.

The Library regularly includes coupons from local places in the prize bags. Coupons from the past have included everything from half off admission at the Renaissance Festival to a free Frosty at Wendy's.

If you'd like to be included, send paper copies to the Main Library at 84 E Winter St, Delaware, OH 43015. Approximately 2,000 paper copies are needed. Send an email to Kelly Cochran, [kcochran@delawarelibrary.org](mailto:kcochran@delawarelibrary.org), by May 1 to indicate your participation or with any questions.

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## Member announces new principal

**HW&Co.**, a leading CPA and business advisory firm headquartered in Cleveland, is pleased to announce that Rachel Smathers, CPA has been appointed a **Principal** of the firm.



**Rachel** is a member of the firm's Accounting & Assurance group, providing services to clients in a variety of industries including nonprofit and long-term care organizations. She is also experienced in HUD-financed projects. Rachel has been with HW&Co. since 2011 and works out of the firm's Westerville office.

Rachel graduated from Capitol University, where she majored in accounting and finance. Rachel is a member of the American Institute of Certified Public Accountants and the Ohio Society of CPAs.

"This promotion is a reflection of the commitment and hard work Rachel demonstrates to our firm, our clients and our overall strategic plan. We are excited to have her as part of our Principal group." says John P. Fleischer, President and CEO of HW&Co.

### About HW&Co.

**HW&Co.** is a nationally recognized, award winning CPA and business advisory firm with offices across Ohio. **HW&Co.** provides a broad range of accounting, tax, business advisory and financial services to a variety of industries and clients across the United States. For more information, please visit [www.hwco.com](http://www.hwco.com).

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## Our Values

- We will treat all of our relationships with honesty, respect and fairness;
- We will be actively involved in our community and will be leaders in identifying and addressing issues of community, and regional concern;
- We will foster partnerships to improve the economic well-being and quality of life in the community;
- We will hold the business needs of our membership to be our highest priority;
- We will remain committed to fostering a rich sense of community and an unrivaled quality of life;
- We will stay connected to our membership - communicating information and opportunities to our members, public policy leaders, and the residents of the greater Delaware community;
- We will be an inclusive organization, sustaining a diverse membership by welcoming all interested parties to become involved and encouraging a variety of thoughts and view points; and
- We will be trustworthy and responsible stewards of the Chamber's funds, seeking to direct resources with wisdom and integrity.

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## Local service club gives back

**The Delaware Rotary Club** recently contributed \$575 in cash and over six months in laundry supplies (dryer sheets, detergent and baskets) to Laundry Love, a ministry started by the First Presbyterian Church in Delaware. Laundry Love serves the families who live at the White Sands mobile home park by offering a free laundry night every other Tuesday, while the entire community is invited to attend a free laundry night on the fourth Wednesday of each month at Super Wash & Tan, 256 S. Sandusky St.



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

### 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.

### Check Out the

### HOT DEALS

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- [Join Safety Council— Delaware Area Safety Council](#)
- [\\$500 OFF any water or mold services—Dry Patrol of Delaware](#)
- [Closeout on Revere Sandals and Therafirm Hosiery—Foot & Ankle Wellness Center](#)
- [Kona Ice Brings The Party - Kona Ice of Delaware/Marysville](#)
- [Oak & Brazen Wine Co: Daily Deals - Oak and Brazen Wine Co.](#)
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maloneynovotny.com

## MainStreet Delaware earns accreditation

In 2018, [Main Street Delaware](#) organized 5,617 volunteer hours with a monetary value of \$138,683 to help preserve, protect, and promote the historic downtown.

Together, these people helped to create monthly First Friday celebrations, twice-weekly farmers' markets from May through October, a three-day Home for the Holidays weekend, and more. They worked through design, organization, and promotion committees and in collaboration with city and county economic development offices to help support new businesses with mentoring advice, to organize community cleanups, and to bring the community together in a vibrant and welcoming downtown

In recognition of its success, Main Street Delaware this month earned its 2019 accreditation as a National Main Street Community. The accreditation followed a half-day evaluation by Columbus-based Heritage Ohio, which works in partnership with the National Main Street Center to identify local programs that meet 10 performance standards such as developing a mission, fostering strong public-private partnerships, tracking a city's economic progress, and preserving historic buildings. The National Main Street Center is a subsidiary of the National Trust for Historic Preservation.

In addition to earning renewal of its national accreditation, Main Street Delaware was honored in October with a statewide Heritage Ohio award for 2017's Best Main Street Committee Project or Event. Main Street Delaware was recognized for its inaugural three-day Home for the Holidays weekend, which incorporated the downtown tree lighting, Christmas parade, Dash for Dasher scavenger hunt, and business open house into one unforgettable weekend.

"Main Street Delaware is honored to be recognized for making a positive difference in the life of downtown Delaware and the local community," said Susie Bibler, executive director. "On behalf of our Board of Directors, I would like to thank everyone who supports us by making financial gifts, volunteering their time, and attending our events. We are grateful, too, for strong partnerships with the city and county, and we look forward to an even bigger and brighter future."

"The Chamber is so proud of our partners at MainStreet and congratulate them on their accreditation," says Chamber president Holly Quaine. "Every time a local agency or organization receives accreditation from their respective industry, the community stands a little taller. We appreciate MainStreet's pursuit of excellence and are grateful for what they contribute to the economy and quality of life in Delaware."



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6th annual  
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March 15th, 2019 | 7PM-11PM  
Nationwide Hotel & Conference Center

Attire: Glitz & Gold Semi-Formal

Music | Casino Games | Cash Bar

Ticket Includes: Specialty Food and Gaming Chips with chances to win great prizes!

Tickets \$50 single | Couple \$80  
Tickets \$55 each when purchased after March 8th, 2019  
Group Discount for Chamber Members Available  
Visit [alphagroup.net](http://alphagroup.net) for details

**Alphagroup.net | (740) 368-5810 |**

Help support a great cause!



Glitz and Gold Casino Night

March 15, 2019

7:00 -11:00 p.m.

Nationwide Hotel and Conference Center

Purchase tickets at: [Alphagroup.net](http://Alphagroup.net)

Chamber discount code: **Chamber19 +5 or more**

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).

## Same street, two very different grand openings

It's not the first time the Chamber has reported on celebrations that, while members of the same organization and community, represent different business models, audiences and missions. It's with great pride that the Chamber watched ribbons cut twice in February, welcoming new opportunities that demonstrate the demand, heart and quality of this great community.

On Saturday, February 2, [M.A.S.H \(Military and Service Heroes\) Pantry and Resource Center](#), opened its doors at 222 East William Street. M.A.S.H.'s mission is to provide crucial support to local American Veteran/Armed Forces Community by offering food, clothing, personal hygiene items, and numerous programs such as mobile outreach produce markets, PTSD programs with PEER support groups for Veterans and First Responders, and more. Their goal is to always honor and respect those who keep America safe and free. Led by a group of dedicated volunteers, president and founder Amber Hudson was thrilled to add this Delaware location and to introduce the community to the pantry's coordinator Tonya Freeman.



And two weeks later it was a jazz-band-and-roarin'-20's-themed party that accompanied the much-anticipated opening of [COhatch The Newsroom](#). Some 18 months in the making, COhatch and the city of Delaware



saw a dream partnership come true in the old Delaware Gazette building at 18 East William St. COhatch is a community town hall 2.0, a space where individuals, start-ups, small businesses, large corporations, and non-profits thrive TOGETHER—in the communities in which they live and love. Founder Matt Davis calls the aesthetics “environment branding” and brings that theme to each of their six locations. The Newsroom is no exception and, frankly, has to be seen to be appreciated. Community

Manger Laurie Landen would be thrilled to give you a private tour. Email her at [laurie@cohatch.com](mailto:laurie@cohatch.com). [And click here for amazing photos.](#)



Congratulations and welcome to the community to Amber, Matt and their entire staff. We are delighted to have you here!

## And speaking of anticipation...

## · EVANS · FARM ·

February's Business Before Hours was hosted by [Evans Farm Land Development Co.](#) and it was shoulder-to-shoulder at their offices in Lewis Center. Evans Farm is the new urbanism project in Orange and Berlin Townships that everyone's been following for the past few years. Attendees were anxious to see renderings of the plans both residential and commercial, and hear of shovels in the ground at long last. Evans Farm's first phase will be home to this year's BIA Parade of Homes, a distinct honor that's keeping EF staff busy. Thank you to Tony Eyeran, Dan Griffith, and the rest of the gang for their hospitality. [Click here for more photos.](#)



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.

## Chamber has 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 2019. 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 2019:

**Business BEFORE Hours 8:00-9:30 am**

April 4

June 13

July 11

**Business AFTER Hours: 5:00-6:30 pm**

November 21

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## Chamber newsletter advertising a good value

More than 1000 readers at over 430 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  
Half page: 8 x 5.25 H         \$90

Quarter page: 4 x 5.25 H     \$75  
Eight page: 4 X 2.62 H/V     \$50

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**Help Wanted?**

**Hire 16+?**

Sign up for a booth at the Delaware County District Library's Teen Job Fair!

**4/2 at the Orange Branch Library**

For more information and to reserve your spot, please visit:

<http://bit.ly/teenjobfair19>



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# Welcome New Members

## American Kayaking Association

Sam Spezio– President/CEO  
2692 Jordan Road, Minerva Park, OH 43231  
(614) 426-4241  
[www.americankayak.org](http://www.americankayak.org)

*Serves to promote paddle sports & water conservation*

## Bresco Broadband

Brent Beatty– Managing Partner  
423 East Town Street, Columbus, OH 43215  
(614) 469-9000  
[www.brescobroadband.com](http://www.brescobroadband.com)

*Offers communication services ranging from high-speed Internet, VoIP phone service, data circuit & VPN management*

## M.A.S.H (Military and Service Heroes) Pantry and Resource Center

Tonya Freeman, Pantry Coordinator  
222 East William Street, Delaware, OH 43015  
(614) 522-1555  
[www.mashpantry.org](http://www.mashpantry.org)

*Provides food, clothing, toiletries & hygiene products, as well as emotional & physical support & resources to military personnel & veterans*

## Panera Bread - Covelli Enterprises

Kaitlyn Barrow, Regional Catering Sales Manager  
6693 Sawmill Road, Dublin, OH 43017  
(614) 889-7802  
[www.catering.panerabread.com](http://www.catering.panerabread.com)

*Serves as a Panera Bread, O'Charley's & Dairy Queen franchisee*

## Trinity Payment Solutions

Domenic Buccilla  
2903 Dibblee Avenue, Columbus, OH 43204  
(833) 411-0440  
[www.trinitypaymentsolutions.com](http://www.trinitypaymentsolutions.com)

*Offers merchant services*

# March Calendar

## Business Before Hours

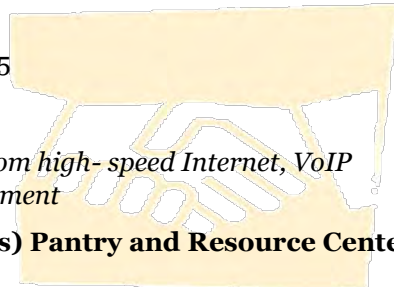
Thursday, March 7  
8:00-9:30 am  
Delaware County Foundation  
[Click here for details](#)

## Supervisor Six Pack

Session 5: Dealing with Conflict  
Monday, March 4  
8:00-10:00 am Chamber office  
[Prior registration required](#)

## Workforce Development & Education Committee

Friday, March 8  
8:00am Chamber office



## Supervisor Six Pack

Session 6: Planning Work & Activities  
Monday, March 11 8:00-10:00 am  
Chamber office  
[Prior registration required](#)

## Safety Council

Tuesday, March 12  
11:30 am–1:00 pm  
[Click here to register](#)

## Leadership Delaware

Law Enforcement the Courts Day  
Thursday, March 14

## Infrastructure & Development Committee

Tuesday, March 19  
8:00am Chamber office

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

# Reinvesting Members

[42 Storage & U-SELL](#) [League of Women](#)  
[All Occasions Catering](#) [Voters of Delaware](#)  
[AEP](#) [County](#)  
[Anchor and Away](#) [Must, Gary](#)  
[Travel](#) [NorthStar Golf Club](#)  
[Big Brother Big Sisters](#) [Oak and Brazen Wine](#)  
[Breakaway Cycling](#) [Co.](#)  
[Broadstreet Partners](#) [Office City Express](#)  
[Buckeye Valley Local](#) [Peacock Water](#)  
[Schools](#) [RCD Sales Co.](#)  
[Costco Wholesale](#) [Rivers Insurance](#)  
[Delaware County](#) [Group](#)  
[District Library](#) [Russell Stover](#)  
[Delaware County](#) [Chocolates](#)  
[Foundation](#) [Saint's Auto Service](#)  
[Delaware County](#) [Savare Specialty](#)  
[Historical Society](#) [Adhesives](#)  
[Delaware Vision Care](#) [Servicemaster](#)  
[Emergency Bail Bonds](#) [Janitorial by Faith](#)  
[FC Bank](#) [Small Business Payroll](#)  
[Fidelity Federal](#) [Services](#)  
[Savings and Loan](#) [Suburban Natural Gas](#)  
[First Commonwealth](#) [The Greater Gouda](#)  
[Bank](#) [Trophies & More](#)  
[Foot & Ankle Wellness](#) [V & P Hydraulics](#)  
[Center](#) [Vetcare Animal](#)  
[Goodwill Industries](#) [Wellness Clinic](#)  
[Greif, Inc.](#) [Woodhaven Farm](#)  
[Huntington Bank](#) [Woodland](#)  
[LaborMax Staffing](#) [Environment](#)

## Chamber Board Meeting

Wednesday, March 20  
7:30 am, Chamber office

## Third Thursday luncheon

Annual State of the County  
Thursday, March 21  
11:45 am SourcePoint  
[Click here to register](#)

## Business After Hours

Thursday, March 21  
5:00–6:30 pm  
NAMI  
[Click here to register](#)

## SAVE THE DATES

### Golf Outing

Thursday, June 6, 2019  
Kings Mill Golf Course

### Clay Classic

Friday, October 11, 2019



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

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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**

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

---

**Fee: \$250.00**

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**Collateral: Vehicle or  
Equipment**

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## Delaware County Foundation Scholarship applications due March 4

The [Delaware County Foundation](#) is accepting scholarships for graduating high school seniors. The application deadline is March 4th, 2019.



Last year, more than 200 scholarships were awarded in excess of \$300,000.

Applications require gathering information, writing an essay, completing financial aid information FAFSA ([www.fafsa.gov](http://www.fafsa.gov)) and acquiring a transcript. Marlene Casini, president of the Delaware County Foundation says, "It is important to start the application process well ahead of the deadline."

All applications are on-line and available on the Foundation's website at <http://www.delawarecf.org/grants-scholarships/>.

Scholarships are available for those attending four-year degree granting programs as well as scholarships for associates degrees and vocational education.

Scholarships range from \$500 to \$5,000. Some scholarships are renewable with an annual application. Scholarship recipients are announced in the spring at high school awards nights throughout the county.

In addition to the scholarships available to graduating high school seniors, there are scholarships for college sophomores, juniors, and seniors from Delaware County who are enrolled full-time. Applications to these scholarships are due on June 3, 2019.

For any questions about applications or contributing to a scholarship fund contact the Delaware County Foundation at (614) 764-2332.

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## Transportation update draws large audience

It's been a while since [Delaware County Engineer](#) Chris Bauserman presented at a Third Thursday luncheon but there's little doubt he could pack a room if he held quarterly updates. Transportation is among the most anticipated topics of information the Chamber provides its membership.

Chris has served Delaware county for 30 years: seven as chief deputy engineer and county engineer for the past 23 years. He has seen tremendous changes, to say the least.

This construction season will see over \$26 million in projects. They are part of the county's road and bridge capital improvement plan's 77 projects through 2023 at an estimated cost of \$128 million.

Much of the work is planned for the continued expansion of Home Road, an essential and long-overdue east/west alternative, and integral to the long-awaited Big Walnut interchange, phase one of which will begin in 2023. [Click here for all the project and funding updates.](#) And thank you to Chris for the enormous and complicated job he does so well in this growing community.



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## Central Ohio Symphony receives National Endowment for the Arts grant

National Endowment for the Arts Acting Chairman Mary Anne Carter has approved more than \$27 million in grants as part of the Arts Endowment's first major funding announcement for fiscal year 2019. The [Central Ohio Symphony](#) received a Challenge America grant of \$10,000 for its upcoming "Local Focus" concert on April 27. Challenge America grants support projects that extend the reach of the arts to underserved populations — those whose opportunities to experience the arts are limited by geography, ethnicity, economics, or disability.



"The arts enhance our communities and our lives, and we look forward to seeing these projects take place throughout the country, giving Americans opportunities to learn, to create, to heal, and to celebrate," said Carter in making the awards.

Local Focus will cap the Symphony's 40th season and feature guest artists and composers with Delaware ties.

"We are excited to have received NEA funding for Local Focus," said Warren W. Hyer, Executive Director of the Symphony. "This will support more fully our community engagement activities already in place for this program."

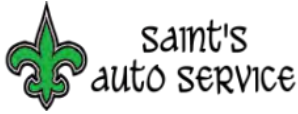
Hyer noted that this is the second time the Symphony has received an NEA grant in the last four years. "Receiving a second NEA grant shows the significance and vitality of our programming and our efforts to reach the community beyond the concert hall."

Among the community engagement activities planned for the week of the concert are projects with students at Dempsey Middle School and Hayes High School in Delaware as well as Delaware County Preservation Parks.

More information about the Local Focus concert and related community projects will be available in the coming weeks on the [Symphony website.](#)

## 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).



"Todd and Hayden of [Dry Patrol of Delaware](#) did an outstanding job cleaning our duct system of our newly built home today! They were careful using their equipment and made sure things were put back the way they found them. They were very professional and let me know what they doing every step of the way. Another bonus was, they were on time! We have utilized a variety of Dry Patrol's services in our homes and at our business. We will continue to recommend them to others as everyone (Bryan, Bob, Janine and the guys) are a wonderful company to work with at a reasonable price."

Angela Linnane-CFO, [Saint's Auto Service](#)

"When I first launched my firm over a decade ago, I had a difficult time finding an accounting firm that met our needs. As a result, we moved from firm to firm to firm, until I found [Blue & Co.](#) through former partner Ken Barton. Whether it was with Ken or any of the accountants who have followed him, I've been pleased with their professionalism, responsiveness, and efficiency. Matt Dasta, Gina Grote, and Angie Justice make the unpleasant task of taxes one less concern for me."



Shane Dawson, Esquire, [Dawson & Associates](#)



"I recently had an unusual printing job that several local firms were unable to handle. At this point I remembered a Chamber member, [Mail Pro 1](#), (thank you Holly!) and contacted Susan Garrett. My discussion with Susan and her husband Larry convinced me to place my business with their team. As I worked with their folks we found that we would need a "work around" to be able to finish the job. They suggested and implemented exactly what was needed and successfully completed the task. In addition, they came in on time and on budget! I highly recommend their work."

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



"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!"



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



"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](#)

"The [Foot & Ankle Wellness Center](#) proudly endorses [Richwood Bank](#). The home page of their website says it all: "People who really care about you". As a business and personal client of theirs, I can honestly say, they live up to that promise. When I walk into the bank, I am greeted by smiles, tellers who know my name. I might even get a cookie. I appreciate and support their coffee bar fundraiser and my business has benefited from their speaker series. Their partnership and commitment to helping the Delaware community grow strong is truly appreciated by all."

Dr. Jane Graebner [Foot & Ankle Wellness Center](#)



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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).



## Leadership Delaware Class of 2019 Government Day

**Facilitated by Darren Shulman 12 & Ginny Berry ' 11**  
 Newsletter Editors: Jeff Belzer, Sarah Barr, Michele Boni,  
 Mike Studer, Avaree Fields

Members of the Leadership Delaware County class of 2019 met on Valentine's Day at the Board of Elections office in the Willis Building to learn more about the various levels and functions of government. The facilitators for Government Day were Darren Shulman – Leadership 2012, and Ginny Berry – Leadership 2011. Darren's enthusiasm for the topics and constant prodding for votes as the best session of 2019 meshed well with Ginny's positive attitude and the tasty treats she provided for participation.



The 1<sup>st</sup> session of the day was presented by Darren Schulman, City Attorney for the [City of Delaware](#), and titled Government 101. The presentation focused on local government including county, municipalities (cities or villages), and townships organizations with a focus on their respective primary sources of revenue, responsibilities and organizational structure.

The county encompasses all cities, villages and townships. The organizational structure is led by 3 county commissions who are elected to 4 year terms. The commissioners function as the general administrative body for the county. They are responsible for all county workers other than those employed by other elected officials, but have indirect influence over all personnel due to budget ownership responsibilities. Sales tax revenue is the primary revenue source and as such the county may have a different perspective on the value of new businesses than a city.

*Continued on next page*

### Leadership Delaware Class of 2019

Jeff Balzer  
[Delaware County Sheriff's Office](#)  
 Julie Bardelang Wolf  
[Willow Brook Christian Communities](#)  
 Sarah Barr  
[Syntero](#)  
 Ryan Belcher  
[Delaware Speech & Hearing Center](#)  
 Tony Benishek  
[Preservation Parks of Delaware County](#)  
 Michele Boni  
[Orange Township](#)  
 Gorjie Christian-Colwell  
[Ohio Living Sarah Moore](#)  
 Susan Cornett  
[The Alpha Group](#)  
 Karen Cowan  
[Friends of the Delaware County District Library](#)  
 Todd Daughenbaugh  
 Fresh Start Café & Bakery  
 Corie Dunfee Thompson  
[Delaware County Board of Developmental Disabilities](#)  
 Megan Edwards  
[Delaware General Health District](#)  
 Avaree Fields  
[Columbus State Community College](#)  
 Chautauqua Flowers  
[First Citizens National Bank](#)  
 Sharon Griner  
[Common Ground Free Store](#)

Mandy Henning  
[Delaware County District Library](#)  
 Kaitlin Jordan  
[Holony Media](#)  
 Jonathan Kelly  
[OhioHealth](#)  
 Dustin Kent  
[Delaware General Health District](#)  
 Mandy Lynch  
[First Commonwealth Bank](#)  
 Erin MacLellan  
[Willow Brook Cristian Communities](#)  
 Angie Macwhinney  
[Delaware City Schools](#)  
 Ryan Malany  
[Delaware City Schools](#)  
 Marie McCreary  
[Willow Brook Christian Communities](#)  
 Jenn McGowan  
[Delaware County Fair](#)  
 Molly Myers LaBadie  
[Delaware County Distreit Library](#)  
 Kassie Neff  
[Delaware County Sheriff's Office](#)  
 Shannon Niedzwicki  
[Marion Technical College](#)  
 Kristin Nietfeld  
[Nationwide Children's Hospital](#)  
 Brittney Nowlin  
[Delaware City Schools](#)  
 Zach O'Dell  
[First Commonwealth Bank](#)  
 Jen Pollard  
[Delaware City Schools](#)

Tom Rubadue  
[Fidelity Federal Savings & Loan](#)  
 Jeff Rupp  
[Woodland Environment](#)  
 Melissa Schiffel  
[City of Delaware](#)  
 Jessica Sargent  
[Sky Climber](#)  
 Steve Sikora  
[Delaware County Dept. of Job & Family Services](#)  
 David Simon  
 Nationwide Insurance  
 Matt Simpson  
[Preservation Parks of Delaware County](#)  
 Kyle Steinbauer  
[OSU Wexner Medical Center--Lewis Center](#)  
 Shelly Stewart  
[Willow Brook Christian Communities](#)  
 Tracy Stojkov  
 Village of Ostrander  
 Mike Studer  
[Del-Co Water Co.](#)  
 Tammy Tangen  
[Common Ground Free Store](#)  
 Trent Thompson  
[Richwood Bank](#)  
 Abbey Trimble  
[Delaware General Health District](#)  
 Julie Zdanowicz  
[SourcePoint](#)

## Leadership, continued

The top elected city position is mayor who is supported by a city administrator who oversees the operation of a municipality and carries out the decisions of the city council and the mayor. The position of the city administrator is neutral to politics. A village by statute must become a city with the requirements of a city charter when the most recent census data indicates a minimum population of 5,000 residents. Sunbury is preparing to become a city after the 2020 census. Taxes based on wages earned in the city/village and by city/village residents and income tax represent the primary sources of revenue along with property taxes.

Townships are unincorporated and vary greatly in organizational structure within the county depending on population density. Larger townships such as Liberty have full time employees led by township administrators. Each township has 3 elected trustees and depending on size can have authority over services such as fire, EMS, police, and parks or they can defer to the county for support. Their primary funding source is property tax or special assessments approved by voters. Annexation between municipalities and townships in a growing county such as Delaware is consistently under evaluation and must be approved by residents. The annexation motive is driven by development and the purpose is for an area to receive increased municipal services.

Ginny Berry, Marketing & Community Relations coordinator for the [Delaware Area Transit Agency \(DATA Bus\)](#) presented the 2nd session. Although this presentation was brief, Ginny was able to share a lot of valuable information. DATA went from a rural transit system to an urban transit system in 2012. This transition caused challenges for DATA as they now compete for the same funding resources as COTA. DATA is governed by the Delaware County Transit Board whose members are appointed by the County Commissioners. DATA consists of approximately 20 vehicles, all are wheelchair accessible and with bike racks.

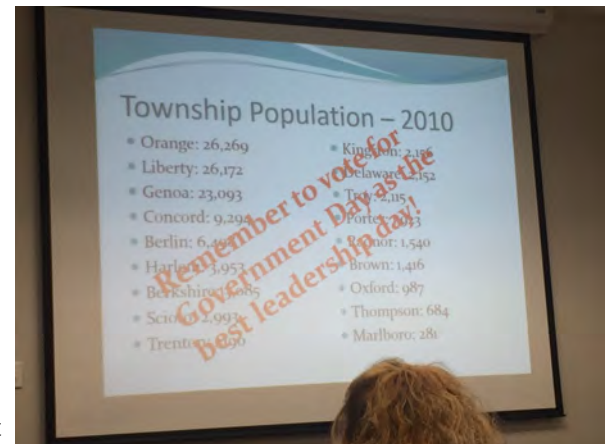
Ginny also discussed projects that are underway. For example, technology enhancements are occurring in the near future which shall include but are not limited to, accepting credit card payments, and checking pick up times and trip durations on a mobile device. In addition, a new service to be known as DASH will be launched offering bus services on Thursday, Friday and Saturday evenings for people looking to commute to restaurants and bars within Delaware City limits. Many more projects and initiatives were discussed so we encourage you to check out [www.ridedata.com](http://www.ridedata.com) for further information.

The 3rd session could be titled as - Transportation: The 100 million question. Darren Shulman facilitated the discussion and brought out a fake \$100 million dollar check and asked the esteemed panel, "Will you build an interstate exchange outside of my house?" The panel was comprised of Chris Bauserman, [Delaware County Engineer](#) (county); Tom Slack, Administrator of Capital Programs, ODOT District 6 (state); Robert L. Griffith, Assistant Division Administrator Federal Highway Administration, Ohio Division (federal); and Bill Ferrigno, Delaware City Director of Public Works/ City Engineer (city). The answer to this question was: it's complicated. Firstly, would \$100 million actually be enough - probably not.

Taking into account the years of construction and the effect on the county and city roads now needing to be upgraded to withstand the new influx of traffic, \$100 million would not be enough. However, there are more factors than just money, the city, county, state, and federal government all work together to assess the needs of the community. There are regulations and evaluations of the need of not just today, but for the future. Each level builds on top of each other with evaluating need and funding - the federal government has the most regulations, therefore, tasks take longer with federal involvement. Overall, we were all better informed about the interconnectedness of the different levels of government in order to accomplish road tasks. Delaware County is heading into a deficit with the road construction needs and upkeep verses the budget. The panel was very optimistic and realistic about the growth of Delaware County and what that means for the road infrastructure. It was a very informative panel and allowed the Leadership group to freely ask questions and grow in their knowledge of transportation issues in the county.

As the group enjoyed lunch the first discussions were held regarding the class community project. Many interesting ideas were brought forward of ways to benefit the citizens of [Delaware County](#).

*Continued on next page*



## Leadership, continued

The class settled in for the 4th session to learn more from the government leaders in our area. The panel consisted of Jackie Walker - Assistant City Manager for the City of Delaware, Jeff Benton - Delaware County Commissioner, Dan Boysel - Radnor Township Trustee, George Hellinger - City of Delaware Council member, Paul Wise - Administrator for Genoa Township, and Lee Bodnar - Administrator for **Orange Township**. Darren led the discussion as he walked the panelists through a description of their jurisdictions and their duties. The class was fascinated at the various constituencies served from the entire Delaware County population of more than 200,000 citizens to the population of Radnor Township at just more than 1,000 residents.

Each person was asked a series of questions which had earlier been posed to the class participants on the biggest challenges and issues facing their local jurisdiction. Although the size of the government workforces varied from over 1200 Delaware County employees to just “the guy” for Radnor Township, the group expressed universal agreement that the biggest challenges they face are related to building or maintaining roads and infrastructure.

Finally, all of the panelists were queried regarding their favorite part of their jobs. Jackie Walker led the group by advising she has the best job in the world and she will miss her co-workers and the residents when she retires in July. The rest of the panelists were universal in their passion for giving back to their communities.

The final session of Government Day was concluded with a lively game of “Board of Elections Jeopardy”. The festivities were led by Director Karla Herron and Deputy Director Anthony Saadey along with several other employees. The class was divided into teams identified by the election related names of the Generals and the Primaries. Just like the real Jeopardy game, contestants were required to “buzz in” and provide their answer in the form of a question. The categories and answers ranged from the requirements for write-in candidates to the explanation of the Uniformed and Overseas Citizens Absentee Voting Act (UOCAVA). Everyone enjoyed the game, especially the Generals who trounced the Primaries, and learned of the many facets and regulations designed to make our system of elections the best and most secure in the world.

As with all of our Leadership Delaware classes, we came away with a better understanding of our community and the ways we can contribute to make Delaware County an even better place to work and live.

[Click here for more photos](#)



## Lots of “wining” ...

...but zero complaining at February’s Business After Hours. How can you gripe when you’re networking at the **Oak and Brazen Wine Co.**?? One of downtown Delaware’s hottest spots, attendees enjoyed the perfect combination: fabulous atmosphere, fabulous food catered by **The Greater Gouda**) and fabulous wine. It was shoulder-to-shoulder good times.

Thank you to owner Jeff Kirby and staff for networking excellence!! [Click here for more photos.](#)



A Place to Call Home

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 **Ohio Living**  
Sarah Moore

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

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

**In addition to financial protection, this innovative alternative offers:**

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

**Find out more about the SOCA Benefit Plan.** Call 1-844-MED-OHIO or visit [844MedOhio.com](http://844MedOhio.com), or ask your Chamber of Commerce for a referral to a participating broker.



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

Too often a Delaware County school district is on the ballot asking taxpayers for their support in operating the district. And too often 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 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. As of this writing, it’s not clear who the new chair will be.

### 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](#)

## 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).

## 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.



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*Decide to be healthy.*<sup>SM</sup>

## 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).

**Anthem**

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](#)**



# Did you know you can get a discount on health insurance for your company through your local chamber?

The relationship you have with your employees is key, especially when it comes to your health plan. That's why the Central Ohio Chambers of Commerce (COCC) and Anthem Blue Cross and Blue Shield teamed up to offer you ChamberSaver discounts.

## What matters most to you when it comes to your company's health coverage?

An affordable health plan? Healthier employees? A full range of health insurance offerings? That's exactly what you get when you choose ChamberSaver. Companies with 2-50 eligible employees can save 1.4% and companies with 51-500 eligible employees can save 1% on health insurance – and not just on a few plans, but rather, on Anthem's full range of health insurance offerings.\*

## Access to care that's right for your employees

When employees feel good, they are usually more focused and more likely to perform at a higher level, which can have a positive affect on a company's bottom line. That's why every Anthem plan includes 100% coverage for checkups, flu shots, and other preventive care services for your employees and their families. The reward is peace of mind and better health at no extra cost to your employees.

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

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

Jim Roesch  
[jwroesch@discovercfi.com](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



## Your chamber membership creates value for your company.

The savings alone is great. But consider what also comes with it.

- Your choice of plans, from industry-leading consumer-driven health plans to point-of-service products
- Administrative convenience of working with one carrier who offers a complete menu of coverage options: prescription drugs, dental, vision, life insurance, long-term and short-term disability and employee assistance programs
- Extensive selection of providers and lower in-network costs
- Strong local service

You'll also benefit from access to discounts on Anthem dental, vision, life, and disability products.

Product	Group size	Discount
Dental	2-50	5%
	51-99	4%
	100+	2%
Full-service Blue View Vision plans	2-499	15%
Life and Disability	2-9	5%
	10+	10%

In addition to these great savings, Anthem products offer industry-leading product features and networks.

### Dental

- Industry-leading local and national networks with deep discounts, saving members an average of 34% on covered services when they visit an in-network provider
- No waiting periods for major services with employer-paid plans
- Flexible plan designs and optional benefits like annual maximum carryover and brush biopsy
- A dedicated dental service department that provides fast and accurate claims processing that beats the industry average, with the average claim paid in less than 3 days<sup>1</sup>
- Expanded care with our clinically integrated program, Anthem Whole Health Connection, is included at no extra cost. This includes additional dental services for members with certain health conditions.

### Blue View Vision

- One of the largest vision networks in the nation, with the choice of independent eye doctors or Glasses.com, ContactsDirect, 1-800 CONTACTS, LensCrafters®, Pearle Vision®, Sears Optical®, Target Optical®, or JC Penney® Optical stores
- Members can buy extra pairs of glasses for 40% off from any network provider. And kids under age 19 get UV-blocking Transitions® lenses at no extra cost while adults get a discount.<sup>2</sup>
- Access to a dedicated and knowledgeable customer support team 7 days a week
- Enhanced care with our clinically integrated program call Anthem Whole Health Connection is included at no extra cost. This includes market-leading collaboration between primary care doctors and eye doctors

### Life and Disability

- A broad portfolio of life and disability products and an A.M. Best financial rating of A (Excellent)
- Value-add programs include at no additional charge provide emotional, financial and legal support, along online will preparation and identity theft recovery services
- Telephone claim intake is standard in addition to a dedicated call center with calls answered live during business hours
- Outstanding claims turnaround time and payment accuracy – and we help with Social Security disability filings and approvals
- Integration of short-term disability and our health benefits may improve employee health and productivity



<sup>1</sup> Internal data 2017

<sup>2</sup> Except when discounting of non-covered services is prohibited by state law.

Standard broker commissions apply. Offer available to Ohio-headquartered businesses adding new Anthem dental, vision, life and/or disability plans. This discount program can be changed or terminated at any time.

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.





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.

**Steering Committee**

Susan Garrett  
[Mail Pro 1](#)  
 Billy Gibson  
[Del-Co Water](#)  
 Larry Jones  
[Liberty](#)  
[Casting Company](#)  
 Mark Nelson  
 BWC

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.

**Want more Safety Council news?**

[Click here](#) for this month's Safety Council newsletter

**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.



**Chamber looks to revive dedicated government affairs committee**

As committee leadership moved on due to changes in their careers, the Chamber board of directors is looking to restart legislative advocacy in a more formalized way and is looking for Chamber members who are tasked with external affairs in their respective industries. The GAC would focus on local, state and even federal level legislature or policy that impacts business. Ideally, the committee would be made up of at least one member of various industries: education, health care, manufacturing, small business, etc. and would serve as a watchdog for opportunities for the Chamber to be involved in, education for the membership as well as vetting and recommending support or opposition positions.

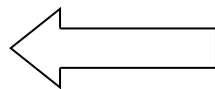
If you're that person and can commit to being actively involved, please email Holly at [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com).

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

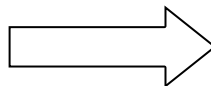
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



## Health and wellness programs benefit you and your employee. Here's why.

When your employees have the right tools and resources to improve their health, it helps them be more productive, and improves your bottom line.

Offering health and wellness programs to your employees can result in:

Increased engagement in their health care. 93% followed advice they got from the Anthem 24/7 NurseLine to address health issues.

Lower cost of care. Medical costs could fall \$3.27 for every dollar spent on wellness programs.

Healthier, more productive employees. Absenteeism costs fall by about \$2.73 for every dollar spent on wellness programs.

Better employee retention and recruitment. 72% of companies plan to use their wellness program as a competitive advantage in the next three years — to achieve a high-performing workforce and compete for talent.

There's a program for every employee. Here are just ten of Anthem's many health and wellness programs:

24/7 NurseLine: Access to trained registered nurses any time of the day or night for answers to health questions, to help understand symptoms, and to help decide what type of care may be needed.



Future Moms: Personalized support and guidance from registered nurses for moms-to-be to help them have a healthy pregnancy, a safe delivery and a healthy baby.

ConditionCare: Extra support for asthma, diabetes, heart disease, chronic obstructive pulmonary disease (COPD) or heart failure. A nurse coach can answer questions and help your employees reach their health goals based on their doctors' care plans.

ComplexCare: Extra care for a serious health conditions from a nurse coach who will help answer your employee's questions, work to coordinate their care, and help them effectively use their health benefits.

MyHealth Coach: One-on-one professional advice from an experienced health coach for your employee or their family. Topics range from general wellness information to more serious issues like a chronic illness or help with medications.

Healthy Lifestyles: A personalized well-being plan and custom trackers that help your employees manage their physical and mental health.

Behavioral health resources: Licensed mental health professionals are available 24/7 to help your employees deal with challenges they may be having.

MyHealth Advantage: This program looks at your employee's claims to find ways to help them improve their health and save money.

For more information about how Anthem's health and wellness programs could benefit your company and your employees, please contact your broker or Anthem account manager.

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## Your Chamber membership: True or False?

- The Chamber receives several requests each year for goods or services provided in our community and recommends Chamber member businesses. The Chamber encourages members to supply the office with their brochures for display at no charge. **FALSE!** The Chamber receives *hundreds* of requests each year by phone, email and in the Chamber office.
- Free for the asking is a prescription discount card that you can distribute to all your employees. **TRUE!** There's nothing to sign; no charge to distribute or to use; accepted at all the big chain pharmacies; and the discount is often a bigger savings than the co-pay. Look like a hero to your staff and contact the Chamber today: 740-369-6221 or [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com)
- The Chamber's conference room may be reserved at a very reasonable cost to Chamber members. **FALSE!** 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)