

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

May 2017



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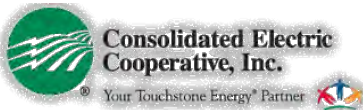
Gold Level



Silver Level



Bronze Level



*The Delaware Area
Chamber of Commerce
Established 1907*



2017 Golf Outing

If the mild winter has you itching to get back in the swing of things on the golf course, make your plans to join the Chamber at [Oakhaven Golf Club](#) on June 1 for its annual golf outing.

[Country Club Rehabilitation Campus of Delaware](#) is our corporate sponsor. They join [Delaware Court Healthcare Center](#) who has served breakfast as long as anybody can remember, and [OhioHealth](#) and [V&P Hydraulic Products](#) return as lunch and hole-in-one sponsors.

[Click here for details and registration form.](#) See you on the green!!

Deadline to register is May 15, 2017

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

Check-in and breakfast 8:00am

Shotgun start 9:00am

\$100 per golfer

\$125 Sign on the Hole Sponsorship

\$125 Table on the Hole Sponsorship

\$50 prize sponsorship

Skins \$20 per team ~ Mulligans

\$5 each

50/50 ~ Proximity Prizes



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Thursday, June 1, 2017

Oakhaven Golf Club

2871 U.S. Route 23 North

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**DELAWARE AREA
CHAMBER OF COMMERCE**

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

presenting

Ohio EPA

with

Director Craig Butler

sponsored by



Thursday, May 18, 2017, 11:45am—1:00pm at [SourcePoint](#)

800 Cheshire Road, Delaware 43015

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

Chamber members: \$15 ~ Non-Chamber members: \$20

Deadline to register is May 15 2017

Cancellations after May 15 and no-shows will be charged.

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

dachamber@DelawareAreaChamber.com

**May Business AFTER Hours doubles as
grand opening and ribbon cutting!**

The May 18 Business After Hours will double as the grand opening and ribbon cutting for **First & Main**, 8875 Green Meadows Dr. The Lewis Center assisted living and memory care community joins its sister facility in New Albany as well as four in Michigan. Enjoy refreshments, food and networking. Bring lots of business cards to share.



The event is an open house from 3:00—6:0pm, with the ribbon cutting at 5:00 Please let us know you'll be attending. [Click here to register.](#)



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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Chamber and school districts partner held “A Different Kind of Job Fair”; school-to-work initiative

The Delaware Area Chamber of Commerce is excited to announce a unique pilot program designed to create a workforce pipeline that pairs high school seniors who are going directly into the workforce with Chamber-member employers in targeted industries looking for employees who are armed with the “soft skills” that challenge employee retention. The program included several unique elements, including prior vetting of both students and employers. [Delaware City Schools](#), [Buckeye Valley Local Schools](#) and the [Delaware Area Career Center](#) partnered in this effort to pair graduating students serious about entering directly into the workforce with employers who offer great opportunities but struggle with the tight workforce.

Guidance counselors identified strong student applicants to participate in the Student Employment & Career Skills Program. The students were prepared by the school districts and the Chamber to enter the workplace with an understanding of those soft skills that employers are looking for, increasing the odds of the students’ success in finding a position with a full career path.

The students were screened for:

- Having solid attendance records;
- Being on track to graduate in the spring;
- Having taken and passed a recent drug screen;
- Having agreed to release to their academic and discipline records;
- Having created a plan for transportation to and from work;
- Having successfully completed, certificate in hand, the Delaware Area Chamber of Commerce’s Student Employment & Career Skills Program course; and
- Possessing a strong desire for immediate, permanent full-time employment with a quality local employer who has also been screened to ensure that possibility.

The employers represented at the job fair met the following criteria for inclusion:

- Having at least two CURRENT openings for immediate full-time employment suitable for a quality recent high school graduate;
- Offering a competitive salary with an identified career pathway;
- Offering a benefits package that includes healthcare coverage, a retirement savings plan and an opportunity for career, educational and/or professional advancement, including in many cases tuition assistance; and
- Being a member in good standing with the Delaware Area Chamber of Commerce.

Delaware Area Chamber of Commerce member staffing agencies, including [Acloche](#), [Addecco](#) and [Express Employment Professionals](#), volunteered their time to conduct “mock interviews” with the students. The mock interviews used the real job descriptions of employers that were invited to participate in the job fair. *Express Employment Professionals’ owner Tim Burke not only had his staff perform the ten panel drug screens, but picked up the total cost as well.* Ric Stranges, principal of Delaware Hayes High School eagerly provided the venue for the mock and real interviews.

On April 25 more than a dozen students and ten businesses participated in the pilot job fair.

The Chamber has been aware of and concerned about the issue of employee recruitment and retention and feels compelled to help find a way to support our membership in that challenge. With strong support by the Chamber’s board of directors, the program was the brainchild of the Chamber’s Workforce Development and Education Committee. This exceptional effort is long game, for sure; chipping away at a big issue. The partners are absolutely committed to learning from the lessons of the pilot program with an eye toward growing the program and reducing the barriers to finding solid careers for students not going directly to college or the military and introducing them to the genuine career opportunities offered by the Chamber’s membership.

Special recognition must be given to the extraordinary guidance counselors who embraced eagerly and with passion; clearly grateful for being provided a vehicle to assist their students who plan to enter the workforce. Leigh Conant from Delaware Hayes High School, John Longo from Buckeye Valley High and Sarah Stevenson from the Delaware Area Career Center brought a real spirit of caring and commitment for students to this effort.

Continued on next page



Student Employment & Career Skills Program
A School-to-Work Readiness Program of the
Delaware Area Chamber of Commerce and Local School Districts

Job Fair continued

The administrators of the participating school districts are applauded for their leadership and support as they work to support the cohort of graduating students who have been identified as headed (blindly, in many cases) directly into the workforce. Superintendents Paul Craft, Delaware City Schools; Andy Miller, Buckeye Valley; and Mary Beth Freeman, Delaware Area Career Center are remarkable for their leadership and unwavering commitment to supporting every single student in their charge.

Delaware City Schools Superintendent Paul Craft said "We have gotten much better over the last few years at supporting our college bound students through the application, financial aid and acceptance process. The military has always done a great job getting their recruits ready for their shipment dates. For too long, however, we haven't given as much support to our students headed directly into the workforce. This pilot program is an exciting step toward learning more about how we can support our students entering directly into our work force and our local employers."

Participating employers were [Arbors at Delaware](#), [Emergency Plumbing](#), [Amanda Plumbing](#), [Cogburn Electric](#), [Del-Co Water](#), [Sam Dong Ohio](#), [Luvata](#), [Savare Specialty Adhesives](#), [Two Men and a Truck](#), and [V & P Hydraulics](#).

Savare Specialty Adhesives Human Resources Consultant Kathe L. Burkholder says in an email to Chamber president Holly Quaine, "Just wanted to thank you for including Savare Specialty Adhesives in the job fair yesterday. We were thoroughly impressed with the young men and women we met – so much so, that we have just extended an offer of employment to one of the participants! He is slated to start with Savare as a Production Operator on May 22, 2017.

We are thrilled to be bringing him into the Savare family! Thanks again for giving us the distinct privilege to meet such a talented and engaging group of men and women in the Delaware Community. "

The committee will seek feedback from both the employers and students and with consideration to the overall facilitation will make improvements to the experience for the next class of students.

President Holly Quaine, who, with input from the Chamber's HR Council, created the soft skills presentation, test and certification says, "The certification presentation gave the students the employers' perspective." For example, the students were urged to come right out of the interview gate getting across to the interviewer that they know it's important to show up for every shift, have reliable transportation and think of safety on the job. "I guaranteed the students that not only is that information the most important thing on that employer's mind, but that having the student bring it up will make an impression on the interviewer and move the student to the head of the line. The students were a delight to work with and though this first year didn't make a dent in the serious issue of a short labor market, it made a difference to the students and employers who connected at the fair. I know this program has the full support and commitment of the Chamber and the school districts. We owe it to our Chamber members to act on their issues to whatever extent we can."

Chamber salutes small business owners

Every year since 1963, the President of the United States has issued a proclamation announcing National Small Business Week, which recognizes the critical contributions of America's entrepreneurs and small business owners. This year's Small Business Week is April 30–May 6. More than half of Americans either own or work for a small business, and they create about two out of every three new jobs in the U.S. each year. There can be no better newsletter article saluting and recognizing our chamber member businesses than by offering quotes by famous people with whom our SBO will relate:

- I'm convinced that about half of what separates the successful entrepreneurs from the non-successful ones is pure perseverance. – Steve Jobs
- Success is the sum of small efforts, repeated day in and day out. – Robert Collier
- We are what we repeatedly do. Excellence, then, is not an act, but a habit. – Aristotle
- Statistics suggest that when customers complain, business owners and managers ought to get excited about it. The complaining customer represents a huge opportunity for more business. – Zig Ziglar
- Small business isn't for the faint of heart. It's for the brave, the patient and the persistent. It's for the overcomer. – Unknown
- **Behind every small business, there's a story worth knowing. All the corner shops in our towns and cities, the restaurants, cleaners, gyms, hair salons, hardware stores – these didn't come out of nowhere. – Paul Ryan**

For every story of yours that I've had the privilege to hear and for all the more I haven't but know of their inspiration, thank you. Thank you for being interesting, thank you for putting it all out there every day. You are my heroes. –Holly Quaine

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New member orientation

Each quarter the Chamber hosts an event to welcome new and prospective members (or new representatives from current members) to the organization. It starts with an informal reception attended by several board members and continues with a presentation of benefits and services that come with being a member of the Chamber. [Click here for more photos](#) New and prospective members who attended the event included:

Ken Hasty & Jason Case, [TriTraction](#)

Tim Mescher, [Ruscilli Construction Co., Inc.](#)

Bethany Stickradt & Lora Bliss, [AlerStallings- Delaware](#)

Valerie Wolff, [M Valerie Wolff & Associates](#)

Kathe Burkholder [Savare Specialty Adhesives, LLC](#)

Kevin Bowen, & Michelle Norman [WOW](#)

Chris Reynolds, [Engine 1 External Cleaning](#)



And prospective member Paul Endicott, Paul David Endicott [Click here for more photos](#) and plan to join us at our next orientation on July 25th.

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 Sara today: 740-369-6221 or dachamber@DelawareAreaChamber.com or check out [this month's article](#) for more information!
- 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 Sara at 740-369-6221 or dachamber@DelawareAreaChamber.com

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Ohio Living Sarah Moore dedicates new rehab center

On Tuesday, April 4, [Ohio Living Sarah Moore](#) dedicated its new Rehab Center with a ribbon cutting ceremony, followed by a reception and tours of the center.

Ohio Living Sarah Moore began construction in 2016 to convert part of its assisted living and skilled nursing areas into a dedicated short-term rehabilitation center. With construction complete, the new center offers 19 private and semi-private luxurious suites with private baths and walk-in showers. Additionally, the therapy gym was moved from the basement to this second floor rehab area and provides state-of-the-art equipment, including the Virtual Rehabilitation Platform (VRP), which utilizes motion capture technology to engage patients in fun games while assessing joint mobility and progress. Guests will enjoy chef-prepared meals in the new dining room, as well as daily activities and access to all of Ohio Living Sarah Moore's amenities.

The community's experienced therapy team will provide individualized one-on-one care to help patients recovering from an injury, illness or surgery establish and meet their recovery goals. "We have seen an increasing need for rehabilitation services and are



proud to offer this well-appointed rehab center to meet the needs of the community," said Ohio Living Sarah Moore Executive Director Aric Arnett. "The spacious suites provide the ideal setting for recovery, while our specially-trained therapists, utilizing the latest equipment and techniques, can help patients regain function and quality of life."

Congratulations Aric, staff, residents and Ohio Living on this beautiful and important addition to the facility's menu of services.

[Click here for more photos.](#)



Member adds to their team of professionals

[Habitec Security](#), one of the top residential and commercial security system companies in the Midwest, hires James Lendon as a Small Business and Residential Security Consultant in our Central Ohio office. James, a graduate of The Ohio State University, has been a fixture the Delaware, Ohio community area for over 20 years and is currently on the board of the Delaware Women's City Club Foundation.

"James will be instrumental in our growth and success in Central Ohio. We are happy to welcome James to our team. He is ready to provide customized security solutions and exceptional customer service to the Central Ohio community," said John R. Smythe, President of Habitec Security.



Business relationships a focus of Sakata Trip

Mayor Carolyn Kay Riggle headed a [City of Delaware](#) delegation that traveled April 13 -20 to Sakata, Japan. The group included City Manager Tom Homan along with representatives from Ohio Wesleyan University and Delaware City Schools, as well as the business community.

A focus during the visit was economic and business development. Several companies in Delaware's industrial park have links to Japan and the delegation was hoping to meet with those business leaders. In addition, the group helped promote Delaware County's soybean growers. Ohio is one of the world's leading soybean producers for Japan, due in part to the large farms bordering our City. Sakata is in the Yamagata prefecture and is located on the Sea of Japan, about eight hours north of Tokyo. It has a population of approximately 100,000.

The visit built on the existing relationship between Delaware City schools and Sakata City schools, which was established 25 years ago. Each year, Sakata schools sends approximately 25 middle schools students to Dempsey Middle School, where they are paired up with a student and their family for a week. Two years ago a delegation of Dempsey students travelled to Sakata.

In 2015, a delegation of Sakata officials, representing their city, university, schools and chamber of commerce visited Delaware. During their visit, City Council committed to formally establishing a Sister City relationship with Sakata. A sister city relationship is a broad-based, long-term partnership between two communities. Among other things, it is intended to promote friendship, understanding, trade and tourism.



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Chamber celebrates National Volunteer Recognition month with reception

Volunteer organizations are only as good as the members who step up to participate. They share time, talent and resources, and the quality of this Chamber reflects the quality of its membership engagement. Some of the 99 people listed serve on more than one committee and/or in several capacities. The Chamber's very system of organization requires its members to be involved; to shape, to lead, to facilitate, to share ideas and support. While staff is employed to implement the organization's mission and to run the business as responsible stewards, all who invest in their Chamber membership—and, indeed even those who are not members—benefit from and owe a debt to the many who contribute.

Chamber staff is deeply grateful to be working with extraordinary people. So again this year, the Chamber held a cocktail reception at [Black Wing Shooting Center](#) to thank those who make your organization vibrant, relative and strong. Help us recognize our many volunteer members.

Aric Arnett
Ana Babiasz
Jason Banium
Ken Barton
Chris Bauserman
Walt Benson
Susie Bibler
Deb Bowden
Dan Boysel
Annette Bousquet
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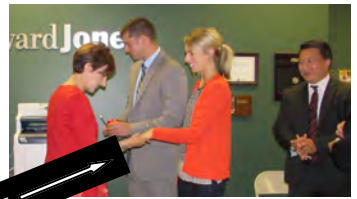
Chamber Referral Buck\$\$...

..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!!

What a difference 16 months makes— April Before Hours

In July of 2015, Phil Ulrey celebrated the opening of his [Edward Jones](#) office with a ribbon cutting. Celebrating with him was his lovely fiancé wearing a stunning engagement ring that president Holly Quaine couldn't resist admiring. Office space, only the most necessary furniture, support from fellow Edward Jones chamber members [Dan Jay](#) and [Dusty Hostutler](#), and the determination to create a business, competed with planning a wedding for Phil's attention.



A mere sixteen months later, Phil hosted the April Business Before Hours. So what's Phil been doing? Well, he married his beautiful Stephanie, is an active member of the [Delaware Rotary Club](#), and is participating in the Leadership Delaware class of 2017. He has staff now—office administrator Justine Bruns- and a tastefully decorated office suite. (Particularly tasteful was the pastry and fruit...)



Phil is a delightful young man who should be proud to see what sixteen months of deliberate hard work and engagement with the community has meant. Thank you to Phil for his hospitality and congratulations on being on the road to continued success. [Click here for more photos.](#)



Foundation seeks award nominations

The [Delaware County Foundation](#) is seeking award nominations to recognize those who give back to our community. The Generosity Awards honor those whose philanthropic and volunteer contributions benefit Delaware County.



"It's an opportunity to recognize those who give of themselves to make Delaware County a better place," says Marlene Casini, President and CEO of the Foundation. "Those who are nominated often inspire others by their example of giving their time and resources."

If you know an individual, family, youth or youth group, or business who is generous to our community they can be nominated in the following categories.

Outstanding Business Award—a business or corporation that demonstrates outstanding sustained commitment to building a culture of civic and charitable engagement through financial support and the creation of a corporate culture that encourages and motivates employees to take leadership roles in philanthropy and community affairs.

Spirit of Philanthropy Award—an individual or family that demonstrates exceptional personal generosity through a record of outstanding civic and charitable contributions and whose leadership has encouraged others in philanthropic roles.

Outstanding Volunteer Award—an individual who demonstrates excellence in volunteer service, leading to significant improvements in the quality of life in our community. This individual demonstrates exceptional leadership in recruiting, motivating, and coordinating volunteers, devotes great time and effort to the advancement of volunteerism, and has shown deep commitment to voluntary action to address community needs.

Outstanding Youth or Youth Group Award—an individual youth (up to 21 years of age) or youth group that demonstrates outstanding sustained commitment to the promotion of philanthropy and volunteerism through their work in our community. The individual or group acts as a role model for others and encourages interest in volunteerism and philanthropy.

"It's important for people to take time to nominate their friends, family members or business associates," says Jane Martin, Foundation Board Member. "We try to make it easy to write a nomination, but it does take a little time". The Foundation encourages people to start early to meet the May 12 deadline. You will be sharing the importance of their passion to help others and improve the quality of life in our county.

Awardees are determined by a volunteer Selection Committee representing businesses, nonprofit organizations and youth.

The awards will be presented at the Foundation's Evening of Generosity on October 4. This black-tie optional dinner will be held at the Polaris Hilton. "We often hear comments that it is such an inspiring evening," says Casini, "Attendees say they learn something new about the needs and the generosity in our county."

Nomination forms are available on the Foundation's website at www.delawarecf.org; by emailing a request to: foundation@delawarecf.org or by calling 614-764-2332.

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

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, held on the second Thursday of each month Sept. through May, focuses on various topics, including-

Spectrum Leadership	Education	Government
Delaware County History and Tour	Social Services, Volunteerism &	Law Enforcement and the Courts
Agriculture	Board Service	Health Care

More than 620 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 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.

Grant helps students build picnic tables

The Career Based Intervention (CBI) program at Dempsey Middle School, which is sponsored by the [Delaware Area Career Center](#), recently received a \$1000 grant from SERVE OHIO to build five picnic tables for the school's property. Nicki Wright, CBI Coordinator, partnered with David Busch, a professor at [Columbus State](#) construction lab to teach the students about careers in construction and the skills needed to build the tables. Students took three days to build the tables that will be used by staff and students of Dempsey.

CBI is a Career-Technical Education Program to help students improve academic competence, graduate from high school, develop employability skills, implement a career plan and participate in a career program/pathway in preparation for postsecondary education and/or a career. The CBI program provides a combination of educational and work-based learning opportunities for student success.

Partnerships and guest speakers are always needed. Please contact Nicki Wright at wrightni@delawarecityschools.net if interested in making a difference in the youth of Delaware City!



The advertisement for First Citizens National Bank features the bank's logo on the left, which includes a stylized 'FC' and the text 'The FIRST CITIZENS NATIONAL BANK'. To the right of the logo, it says 'MEMBER FDIC | EQUAL HOUSING LENDER'. Below the logo is a photograph of a large, modern building with a green roof, identified as the 'Powell Banking Center'. To the right of the photo is the slogan 'MORE than just banking!' in large, bold, red letters. At the bottom, the address '9595 Sawmill Parkway Powell, OH | (614) 789-9595 | www.FirstCitizensNational.com' is listed.

The advertisement for Dawson & Myers, LLC features the firm's logo on the left, which consists of the letters 'DM' in a large, stylized font with a red ampersand between them. To the right of the logo is the text 'DAWSON & MYERS, LLC' and 'Attorneys and Counselors at Law'. Below this is the text 'Representing businesses in Delaware County and across Ohio in workers' compensation and employment defense since 2007'. The address '134 Northwoods Blvd., 2nd Floor Columbus, Ohio 43235' and phone number '614.748.0123 - www.Dawson-Myers.com' are listed. At the bottom, the name 'SHANE M. DAWSON, ESQ.' and email 'sdawson@dawson-myers.com' are provided.



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%. Advertised 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**

FAHEY BANK

127 N. Main St.
Marion, OH 43302

www.faheybank.com

740.382.8231

Member FDIC

Bank remodels, introduces new concept

In 2012, the Chamber celebrated with Richwood, Ohio-based [Richwood Bank](#) as they made their introduction into Delaware County with the grand opening of their beautiful branch on West William near Houk Rd. Cookie Friday now takes a back seat to the lobby's transformation that the Chamber again celebrated with Richwood Bank.

Richwood Bank's president and CEO Chad Hoffman redefined "community bank" with his vision of actually bringing the community back into the building. Richwood still offers all the tech banking but Chad saw coffee shop, WiFi, comfy environment and incredible coffee-based refreshments.

The Richwood Bank team was able to work around regulations that do not allow the sale of goodies at the coffee shop. And yes that work around involved even more community! Customers and non-customers can come into the bank and donate money to one of seven different local non-profit organizations. As a thank you for the donation Richwood Bank gives them a Coffee Card worth credits at Richwood Coffee to get the curl-your-toes yummy drinks. These include coffee based drinks as well as hot and cold teas and fruit smoothies!

Think this is called a win-win-win-win. [Click here for all the fun photos!](#)



Delaware County releases list of infrastructure priorities

The Big Walnut Interchange tops the list of infrastructure projects that [Delaware County](#) deems most important — not just for the County, but for the central Ohio region. The list is the result of the County's participation in the Competitive Advantage Projects (CAP) program, sponsored by the Mid-Ohio Regional Planning Commission (MORPC) and Columbus 2020.

Representatives for the CAP program visited the Delaware County Commissioners in December to solicit their help in developing a list of projects that would yield the highest economic-benefit potential for the entire region. Commissioner Jeff Benton spearheaded Delaware's effort, which used two online surveys to collect feedback and shape results. The first survey, conducted in early February, asked local officials as well as business and community leaders to assess a list of 68 possible projects that included road, sewer, telecommunication, trail and utility improvements. Based on those results, a list of 20 projects was presented to the public via the County's Facebook and Twitter accounts. That survey, conducted in early March, generated 317 responses and, from that list, seven projects were identified and have been passed along to the CAP program administrators.

"This has been a very enlightening and productive undertaking for Delaware County," said Benton, "as it enabled us to seek input from a wide variety of stakeholders and learn more about what matters most to our constituents."

The top seven projects, in order of priority, are:

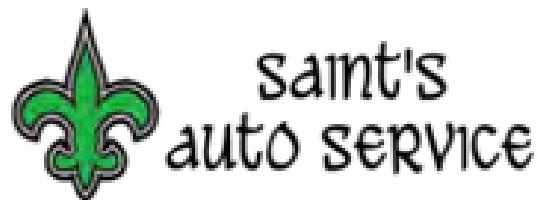
1. Big Walnut Interchange: Construct a new I-71 interchange at Big Walnut Road for the purpose of improving commuter-traffic flow
2. East-West Connector Corridor: This project includes several phases of improvements, primarily to Home Road. It includes road widenings, intersection improvements and the construction of new segments of Home Road.
3. Delaware Point: This long-discussed project would widen the railroad underpass route between Bowtown Road and the Rts. 36/37 split on Delaware city's east side.
4. 5G Technology: Improve the County's fiber network to handle "5th Generation" wireless systems.
5. Sunbury Parkway Interchange and Sunbury Parkway: Construct a new I-71 interchange at the future Sunbury Parkway, south of Rts. 36/37.
6. New Sewer-Treatment Plant: Build a Delaware County sewer-treatment plant to serve the rapidly growing area around I-71 and Rts. 36/37.
7. Glenn Parkway: Build a new road with two lanes in each direction from Rts. 36/37 to Berlin Station Road, on Delaware city's east side.

These priority rankings, which are being collected from all the counties in the MORPC region, will be used to help make funding recommendations and decisions in the future.

For more information about Delaware County, please visit their website at: <http://www.co.delaware.oh.us>.

Business After Hours

In spite of overcast and breezy weather, the April Business After Hours was a heavenly event. (C'mon. You saw that coming from a mile away...). [Saints Auto Service](#) owners Scott and Angie fed and watered their chamber-member guests and even threw in a raffle or two.



Saints Auto opened four years ago by the husband and wife team who share duties: Angie runs the business end and Scott runs the service side of the house. Scott has been in the automotive industry for over 31 years and Angie has a business and marketing background. Minus body work, Saints is a full service auto shop that puts customer service at the top of the priority heap. They're also "servicing" their shop by beginning renovations. Interior painting is done with exterior upgrading planned for this summer.



Raffle winners Rex Gore, Black Wing Shooting Center and Habitec Security's newest staff member James Lendon (read about him on page six) walked away with a bag of goodies.

Thank you to Angie and Scott for their hospitality. And best of luck with the renovations.

[Click here for more photos.](#)



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
740-363-5433
www.discovercfi.com

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

Mark Pettitt
pettitt@prefben.com
740-363-6028
www.prefben.com

611 South Sandusky Street, Delaware

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 Sara at 740-369-6221 or email at dachamber@DelawareAreaChamber.com.

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.

BREAK OUT THE BIG GUNS

FOR YOUR NEXT CORPORATE OUTING!



**BLACK WING SHOOTING CENTER
OFFERS AN UNFORGETTABLE EXPERIENCE
FOR YOUR NEXT BUSINESS EVENT.**

Unlike a traditional golf outing, this exciting activity requires no experience, no special skills, no expensive equipment and less time out of the office. Your guests will enjoy a thrilling experience unlike anything they've tried before.

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Black Wing is Ohio's First Five-Star Rated Facility. We offer trap shooting, skeet shooting and a 20-station sporting clays course on a beautifully landscaped 150-acre campus. Our indoor rifle and pistol ranges feature individually controlled firing points, multi-stage HEPA air filtration systems and full downrange illumination.

SAFETY FIRST

Our trained professionals have more than 300 years of combined shooting experience. They will stay with your guests every step of the way to ensure a safe, fun and relaxing environment for first-timers and competitive shooters alike.

LEAVE A POWERFUL IMPRESSION

Our professional event planners can customize your entire visit and handle every detail. We offer several all-inclusive packages, unique catering options, and a variety of meeting, classroom and banquet spaces to accommodate groups of any size.

CALL **740.363.7555** TODAY
TO SCHEDULE YOUR GROUP OUTING!

For more information, please visit blackwingsc.com
or email events@blackwingsc.com.



What's keeping you from advertising FREE on the Chamber's Website???

Are YOU taking advantage of the FREE opportunity to list your sales and deals on the Chamber's website and newsletter???



is a value-added benefit that comes with your membership. You can post sales open to the public or Chamber-member discounts. And you can use the Hot Deals anytime all the time and change up your ads when you want to. Hot Deals are posted on the home page and linked on every page of the Chamber's website, visited over 6,000 times each month. They're also posted and linked in the Chamber's monthly newsletter which is distributed to over 900 recipients. And new Hot Deals are also automatically sent via email to over 300 who have signed up to receive new deals.

Hot Deals: what's keeping you from posting??

Call the Chamber and ask Sara how to log in and post your deals:

Check Out the Latest

HOT DEALS

from Chamber Members

Posting is FREE with your membership

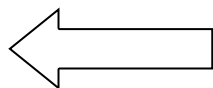
- [More Than 50% OFF CLOSEOUT - Foot & Ankle Wellness Center](#)
- [15% Off Legal Services—Joslyn Law Firm](#)
- [NorthStar Golf Club Corporate Membership—NorthStar Golf Club](#)
- [After Hours, On-Site Drug Screens—Hometown Urgent Care & Occupational Health](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)

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

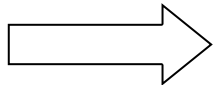
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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.



DELAWARE AREA
CHAMBER OF COMMERCE



DELAWARE AREA
CHAMBER OF COMMERCE



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.



HR Six Pack Series

Are you or one of your staff performing the HR functions in your business?

Are you responsible for only HR but aren't up-to-date on the changing labor laws?

Even a small business without a dedicated HR professional– ESPECIALLY a small business without a dedicated HR professional– needs to understand the current laws, best practices and advice regarding your relationship and responsibilities as an employer.

This program offers a well-rounded exercise in how HR function can prevent expensive issues.

The program includes:

- ⇒ **April 10:** Hiring: applications, interviews, ADA, I9, reference checks, tests and assessments, avoiding pit-fall questions you think is innocent small talk
- ⇒ **April 17:** Employment manuals: policies, content, required postings, NLRB guidelines for social media, confidentiality
- ⇒ **April 24:** Leave: sick leave, drug rehab programs, EAPs, ADA accommodations, absenteeism
- ⇒ **May 1:** Non-discrimination: medical exams, more ADA, religion, race, national origin, gender, age, LGBT – (restrooms and health care provisions), establishing a culture to avoid locker room talk that can cause big issues
- ⇒ **May 8:** Regulatory: wage and overtime, commissions, OT exemptions, record-keeping, PSHA, Whistle-blower, HIPAA, time-keeping, email and smart phone issues, unemployment compensation
- ⇒ **May 15:** Discipline: progressive discipline, best practices, termination, severance agreements, more ADA, employment references, documentation, process of termination, workplace violence resulting from termination

This program is available for \$200 per Chamber-member participant. (\$225 for non-members) The program will run from 8:00-10:00 a.m. for six consecutive Monday mornings beginning April 10. Attendees must prepay to be eligible to participate. CLASS SIZE IS LIMITED.

The series will be facilitated by attorneys **Maribeth Meluch**, Isaac, Wiles, Burkholder & Teeter, and **Shane Dawson**, Dawson & Myers who, between them, have over 50 years' legal experience. They are frequent presenters of Delaware Chamber programs.

SHANE M. DAWSON is the founding member and managing partner of Dawson & Myers, LLC, a boutique law firm specializing in the defense of employment and workers' compensation matters. With a staff of five attorneys and five experienced paralegals, Dawson & Myers handles matters for businesses from the family-owned enterprises to the world's largest retailer throughout the State of Ohio.

MARIBETH MELUCH is a business lawyer who combines a unique blend of Intellectual Property and Employment law in her practice to serve the firm's business clients. From formation and operations, through merger or sale, Maribeth counsels and represents businesses on all their legal issues including contracts, employment, litigation, workouts and regulatory matters.

Are you making the most of the freebies membership offers? Part two

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](#) (click the previous links for last month's tutorial).

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.](#)

Stay tuned for details on MORE services you can take advantage of.

COMING SOON:

- How to connect with other Chamber members
- How to refer other Chamber members
- How to update your company information for the "find a business"
- How to post job openings

Have YOU signed up for auto-pay and received your FREE newsletter ad? What are you waiting for?

In response to a member survey, the Chamber has launched a new way to conveniently pay your membership 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? Contact Sara at dachamber@DelawareAreaChamber.com.*

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.



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.

Edward Jones Ranks 5 on the 2017 Fortune 100 Best Companies to Work For by Great Place to Work® and Fortune magazine

Financial services firm **Edward Jones** ranks No. 5 on the 2017 Fortune 100 Best Companies to Work For list in its 18th appearance on the prestigious list, according to global research and consulting firm Great Place to Work® and Fortune magazine.

This year marks the 20th anniversary of the Fortune 100 Best Companies to Work For list. Edward Jones' 18 Fortune rankings also include top 10 finishes for 14 years, top 5 rankings for seven years and consecutive No. 1 rankings in 2002 and 2003. Last year, the firm ranked No. 10 overall.

Edward Jones also was ranked as a best workplace for women, millennials, Gen Xers, those approaching retirement, camaraderie and flexibility and for those in the financial services industry.

Edward Jones, a Fortune 500 company, provides financial services for individual investors in the United States and, through its affiliate, in Canada. Every aspect of the firm's business, from the types of investment options offered to the location of branch offices, is designed to cater to individual investors in the communities in which they live and work. The firm's 15,000-plus financial advisors work directly with more than 7 million clients. Edward Jones, which ranked No. 5 on Fortune magazine's 100 Best Companies to Work For in 2017, is headquartered in St. Louis. The Edward Jones website is located at www.edwardjones.com, and its recruiting website is www.careers.edwardjones.com. Member SIPC.

Local Edward Jones Chamber members [Dusty Hostutler](#), [Dan Jay](#) and [Phil Ulrey](#) are active members and exemplify the essence of "best practices" not only through the work environment they promote for their staff, but through their community involvement and the way they conduct themselves. We are so proud to count Dan, Dusty and Phil among our membership and congratulate them on this recognition.

About the Fortune 100 Best Companies To Work For® List
To identify the 100 Best Companies to Work For®, each year Fortune partners with Great Place to Work to conduct the most extensive employee survey in corporate America. The ranking is based on feedback from more than 232,000 employees at Great Place to Work-Certified© companies with more than 1,000 employees.

Winning a spot on this list indicates the company has distinguished itself from peers by creating a great place to work for employees - measured and ranked through our analysis of the results of our Trust Index survey and Culture Audit© questionnaire.

Through the Trust Index©, employees anonymously assess their workplace, including the honesty and quality of communication by managers, degree of support for employees' personal and professional lives and the authenticity of relationships with colleagues. Results from the survey are highly reliable, having a 95% confidence level and a margin of error of 5% or less. Companies' results on the Trust Index© survey are compared to peer organizations of like size and complexity. The Culture Audit© includes detailed questions about benefits, programs and practices.



Glenn Bertrand
Manager
NMLS # 1486526

33 London Road
Delaware, Ohio
740.363.8118

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

Demand creates a repeat of Microsoft training

The Delaware Area Chamber of Commerce is pleased to offer a 4-part Microsoft Office Productivity Training *in partnership with* Clarity Technology Solutions



Using Microsoft Office products doesn't have to be difficult. Register for this four-part workshop designed to maximize your Outlook, Excel, PowerPoint, Word, and Word programs.



Workshop Schedule

August 7th – Microsoft Outlook

- ⇒ How to use the Clutter tool
- ⇒ How to easily and quickly attach files
- ⇒ Utilizing the Outlook Calendar

August 14th – Microsoft Excel

- ⇒ How to create Waterfall charts
- ⇒ Explaining 3D maps and how to use them
- ⇒ How to use one-click forecasting

August 21 – Microsoft PowerPoint

- ⇒ Introducing 6 new chart types
- ⇒ How to set up a self-running presentation
- ⇒ How to use Presenter view

August 28th – Microsoft Word

- ⇒ How to track and review changes
- ⇒ How to insert a table or pie chart
- ⇒ How to set up keyboard shortcuts.

All sessions will be held at the Delaware Area Chamber of Commerce 32 S Sandusky St, Delaware, OH 43015 from 8:00 AM – 10:00 AM

Cost: \$100 per person*

Deadline to register is July 31, 2017.

No shows will be charged the full amount.

This is a hands-on workshop so **please bring a laptop with your Microsoft Office Suite.**

**Those registering for the series will be given priority seating. Ala Carte sessions, if available, will be \$30 each per person and not available until February 8, 2017. Contact the Chamber to determine availability.*

All participants will be entered to win a FREE 1 Year Subscription for Office 365 Home Edition for 5 users

[Click here to register for the series](#)

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info@itmaderreal.com



Leadership Delaware Class of 2017 Health Care Day

On Thursday, April 13, 2017, Leadership Delaware County met at Grady Memorial Hospital for Health Care Day. The day kicked off with an overview of the healthcare system from Steve Bunyard, President of Dublin Methodist and Grady Memorial Hospitals, which are part of the OhioHealth network. [OhioHealth](#) is a nationally recognized, not-for-profit, faith-based system of hospitals. Protestant Hospital, now known as Riverside Methodist Hospital opened in 1891. Delaware's own Grady Memorial Hospital was established in 1904

as the Jane M. Case Hospital. Throughout the years there have been many advancement in the healthcare industry. At one time, physicians would conduct exploratory surgery to determine cause of illness; however, surgeries today are non-invasive. Physicians now use 3D imagery that rotates, allowing a complete visual of a body part.

OhioHealth is committed to quality and state-of-the-art care environments. Grady Memorial Hospital has modernized operating rooms to include IT integration. The Delaware Medical Campus now has a Cancer Care Unit, scheduled to open May 22nd, which will include medical oncology, infusion radiation, radiation oncology and integrative care support. They are also working to provide patient comforts such as a healing garden and piano. OhioHealth now offers free standing Emergency Departments (ED) which better serve the needs of a critical care patient; treatments typically not available at urgent care centers. These ED's can stabilize a patient until transfer to another hospital more equipped to take care of their needs, such as level-1 trauma or high-end surgery. Free standing ED's also offer CT scanners, ultrasounds and more extensive lab work.

Continued on next page



Leadership Delaware Class of 2017

Mitchell Briant
[Big Brothers Big Sisters](#)

Bill Bussey
[Delaware Area Career Center](#)

Phil Caskey
[Consolidated Electric Cooperative](#)

Lisa Clark
[People In Need](#)

Mark Cooper
Big Walnut Local Schools

Jenn Copley
[Delaware County Bank](#)

Heather Day
[Delaware General Health District](#)

Marci DeWitt
[Anchor and Away Travel](#)

Tim Dodge
[Alpha Group of Delaware](#)

Melinda Draper
[Delaware County Board of Developmental Disabilities](#)

Kris Dye
[Del-Co Water Company](#)

Carol Ellis
[Delaware County Bank](#)

Missy Fillinger
[Howard Hanna RealCom Realty](#)

Denny Freirmood
[Performance Chrysler Jeep Dodge](#)

Mark Gore
[Black Wing Shooting Center](#)

Julie Guy
Coldwell Banker King Thomson

Luke Henry
[ProScape Lawn & Landscape](#)

Laura Herron
[Pathways Financial Credit Union](#)

Sarah JanTausch
Ohio Department of Education

Carolyn Jones
[Fidelity Federal Savings & Loan](#)

Kelsey Kuhlman
[Delaware General Health District](#)

Sandy Kuhn
[Delaware County Agricultural Society](#)

Brian Leach
[Del-Co Water Company](#)

Tanya McCarthy
[Greater Powell Area Chamber of Commerce](#)

Jayna McDaniel
[Delaware City Schools](#)

George Needham
[Delaware County District Library](#)

Ryan Rivers
[Rivers Insurance Group](#)

Mindy Sandford
[OhioHealth](#)

Jeff Scholl
[FC Bank](#)

Laura Scott
[V & P Hydraulic Products](#)

Amanda Sheterom
[Orange Township](#)

Bree Smith
[Sarah Moore Community](#)

Amee Sword
[Delaware County District Library](#)

Phil Ulery
[Edward Jones- Phil Ulery](#)

Kyle Weber
[The Kleingers Group](#)

Toby West
[Delaware City Schools](#)

Rob Wilkin
[Maloney + Novotny](#)

Leadership continued

The goal of a free-standing ED is to relieve pressure from hospital emergency departments that have individuals using them instead of an urgent care or their primary care physician for lower level medical care. OhioHealth recognizes transportation is problematic for some and has plans to open 6 additional freestanding ED's within Central Ohio over the next 18-months.

The goal of this initiative is that a patient is never more than seven to ten minutes away from medical treatment. Additionally, OhioHealth provides specialty care to communities including the OhioHealth Stroke Network, Wound Care Clinics, Heart Failure Clinics and 24-hour hospitalist's coverage in their hospitals.

Physical Therapist, Laura Bergman, made an appearance to discuss the benefits of stretching, then demonstrated and explained the importance of breathing for any exercise. Laura's advice is to live fully in your body; be aware of your breathing, how you stand, paying attention to your pain and giving it the respect it deserves.

The morning's focus then shifted to behavioral healthcare system in the County. Presenting for The [Delaware-Morrow Mental Health & Recovery Services Board](#) was Associate Director, Amy Hill. DMMHRSB uses community partnerships to plan, fund, evaluate and monitor mental health and substance abuse treatment and prevention services. A full continuum of services designed to address the needs of Delaware and Morrow Counties are carried out through a network of providers including, Del-Mor Dwellings Corporation, [HelpLine](#), [Maryhaven](#), [Recovery & Prevention Resources](#), Safe Harbor Peer Support Services, Southeast Healthcare Services, Syntero and Turning Point.

Amy spoke about changes and challenges of behavioral health, stating there were 28 suicides in 2016. Suicide is the third leading cause of death for ages 15-24. With half of all chronic mental illness beginning by the age of 14, early education and prevention is essential. Shortage of and limited access to providers is among the list of challenges experienced by DMMHRSB. A change in deductibles and out-of-pocket expenses, as well as, decreases in government funding provides additional difficulties in the delivery of services. In closing, Amy stressed that prevention and early intervention improves outcomes; in addition, providing services with respect, dignity and hope are crucial.

Leadership Delaware's next guest speaker was Joan Bowe, Director of Personal Health at the [Delaware General Health District](#). The Delaware General Health District is a combined health district, serving the [City of Delaware](#), City of Powell and specific geographical areas of [Delaware County](#), except those portions annexed to Westerville, Columbus and Dublin. Their purpose in a nutshell is to create and maintain "Healthy People, Healthy Habits in Healthy Communities". That simple statement encompasses a myriad of services provided while complying with their Community Health Improvement Plan, aka CHIP.

Joan presented examples of Primary, Secondary and Tertiary Preventative Services of the DGHD. Examples include providing, inspecting, installing car seats and booster seats; plumbing, pool and food inspections; animal bite investigation; disease surveillance.



Next, Joan highlighted the Friends for Life Fund, a 501c3 that supplements the programs and services of the Delaware General Health District. These funds are ones that cannot be acquired through the health levy, grants or fees of the Delaware General Health District. Established in 2002, the Friends for Life Program provides sleep sacks, nursing bras and baby showers for individuals in the Women Infant Child program, car seats, bike helmets, testing of cervical cancer and much, much more.

Continued on next page

Leadership continued

The afternoon panel of OhioHealth clinical and operational leaders included two nurse practitioners, a hospitalist, senior management from lab services and a social worker/case manager. A hospitalist is a physician who cares for you while you are in hospital and communicates with your primary care physician through the use of electronic records. Over 60% of decisions made in a medical setting are based on lab results and OhioHealth has 900 lab workers across their system achieving turnaround times of less than an hour at their specialty lab locations, such as the Delaware Medical Campus.

Continuum of care, a common theme for the day, touched on how electronic record keeping provides accessibility resulting in one patient with one medical chart. All panelists echoed their pride in OhioHealth's ability to offer great patient care and the development opportunities across the family of OhioHealth's locations.



Small groups were formed to split time between some fun challenges and a hospital tour. The tour took us to the newly remodeled eatery, Café 561, Grady Family Birthplace, private patient rooms and operating rooms. Lastly, while touring the hospital we were treated to the sweet sound of a nursery rhyme echoing over the speakers, signifying a new baby had just been born!

Leadership Delaware wrapped up the day at OhioHealth's Delaware Medical Campus where we were greeted by Delaware County Emergency Medical Services. Assistant Chief Aaron Jennings explained they operated 10 trucks out of multiple stations located within the County and are dispatched by Delaware County Emergency Communications 911 Center based on distance to the medical emergency. Delaware County EMS is able to provide basic, advanced and pediatric life support to patients.

When asked the difference between Delaware County EMS and a Fire Department, Assistant Chief Jennings said they were separate entities but are oftentimes located in the same geographical areas to meet the needs of critical care patients. Delaware County EMS is funded by sales tax and paramedics work 24-hour shifts and have 48-hour off.

Lastly, MedFlight made an appearance, after making a few passes to ensure there was no landing issues, they set down right beside the Delaware Medical Campus. Averaging 2-3 calls per day, each helicopter is staffed with a pilot, flight nurse and flight paramedic who consider themselves a flying Intensive Care Unit as they have more critical care equipment on board than a traditional EMS vehicle. MedFlight, co-owned and co-operated by OhioHealth and The Ohio State University, operates twelve bases in Ohio, nine helicopters and three mobile ICU grand transports. MedFlight provides hospital to hospital transports for high level treatment patients and ground scene transports where patients are taken to the closest and most appropriate medical facility for their care and recovery. By traveling at speeds of up to 150 miles per hour, MedFlight is able to make the flight from Grady Memorial Hospital to Riverside Methodist Hospital in approximately seven minutes.

[Click here for more photos of the day.](#)

Congressman discusses priority issues

Frequent guest of the Chamber's luncheons, U.S. Congressman Pat Tiberi addressed members on April 19. A seasoned member of Congress having served Ohio's 12th district since 2000, Mr. Tiberi addressed priority issues facing the 115th congress.

On the topic of reigning in federal government on business, the congressman pointed out that the new administration has signed twice as many bills into law over the same period of time as the previous administration. While Congress has acted only once since 1997 to use the Congressional Review Act, the current legislative branch has used it 13 times to date to eliminate harmful federal regulations.

With regard to the federal budget, Mr. Tiberi pointed out that mandatory spending (Medicare, Medicaid and Social Security) accounts for a whopping 69% of the 2016 budget. The remaining 31% is allocated among all other federal spending, including defense. The congressman pointed to an unsustainable budget within the current tax code. The United States continues to claim the highest corporate tax code in the industrialized world, yet the \$300 billion in corporate taxes is the smallest source of revenue for the total federal budget of \$3.3 trillion.

Tax reform, intelligent changes in the health care system and reigning in federal spending have no easy answers but remain in the forefront of Congress. Thank you to Congressman Tiberi for always being accessible to the Chamber.

Thank you to our
luncheon sponsor



MOUNT CARMEL

Mastodons in Preservation Parks?!

FREE FAMILY FUN



We are different by nature.

Preservation Parks protects what matters – the natural and historic features of Delaware County. The untouched beauty of the parks helps time stand still, so small moments seem much bigger. And that’s worth making time for.



**PRESERVATION PARKS
DELAWARE COUNTY**

www.preservationparks.com

Into the Ice Age launches May 26, with a summer full of exhibits, movies and activities that will propel you back thousands of years to a chillier time.

Opening weekend activities

Friday, May 26, 7-11 pm

Deer Haven Park, 4183 Liberty Road

- Ice Age exhibit with mastodon skeleton
- A mammoth poster for the first 100 visitors
- Outdoor showing of “Ice Age” at 9:30 pm

Saturday & Sunday, May 27-28, 12-8 pm

Deer Haven Park, 4183 Liberty Road

Shale Hollow Park, 6320 Artestian Run

- Discover the world of mastodons, saber-tooth cats, and elk-moose.
- Mammoth poster for the first 100 visitors
- Special events at each park

Ice Age Safari — Pick up a booklet at either location and explore the Ice Age in the parks. Outdoor activities await; for each activity completed you’ll pick up a prize — collect them all.

Into the Ice Age exhibits will be open through October. Check the Preservation Parks website for open hours and other details.

For information on the Thursday Evening Concert series, Summer Letterbox Adventure and all Preservation Parks summer programs, pick up a Summer Program Guide at the Chamber, in all the parks and digitally on the Preservation Parks website.

Take your Chamber membership to the next level by investing in a sustaining membership*.

Join the ranks of exclusive members. Sustaining members enjoy their choice of “naming rights” that comes with an a la carte component of opportunities for more exposure. Several packages are available. All packages are renewable at twelve months.

Industry-Exclusive Platinum Level \$5000*

- Recognized for twelve months as Platinum Level on Chamber website home page, newsletter, letterhead, staff email signature line, and event programs; banner ad on Chamber website home page for twelve months (\$2000 value)
- \$3000: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

PLATINUM LEVEL: ONLY ONE PER INDUSTRY

Gold Level \$3000*

- Recognized for twelve months as Gold Level on Chamber website home page, newsletter, letterhead and event programs (\$1000 value)
- \$2000: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

Silver Level \$2000*

- Recognized for twelve months as Silver Level on Chamber website home page, newsletter, letterhead and event programs (\$1000 value)
- \$1000: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

Bronze Level \$1000*

- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

Spend your “ala carte” dollars

Annual Dinner Sponsorship

Platinum Sponsor	\$2000
Gold Sponsor	\$1500
Silver Sponsor	\$1000
Bronze Sponsor	\$ 500

Golf Outing

Main Event Sponsor	\$1500
Hole Sponsor	\$ 125
Table Sponsor	\$ 125
Hole & Table	\$ 200

Clay Classic

Station Sponsor	\$125
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Leadership Delaware

Scholarship Sponsor	\$ 825
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Third Thursday with the Chamber

Luncheon Sponsor	\$ 125
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Monthly Newsletter

Full page	\$ 125
Half page	\$ 90
Quarter page	\$ 75
Eighth page	\$ 50

(Rate is per month. Choose 10 months and receive two additional months free. All ads are full color and hot linked.)

Annual Community Profile and Membership Directory

Advertorial (center spread)	\$2500
Inside front cover	\$1600
Outside back cover	\$2300
Inside back cover	\$1600
Full page	\$1100
1/2 page	\$ 900
1/4 page	\$ 550
1/8 page	\$ 350

All ads are full color and directory is linked on Chamber website. Rates effective for 20178publication

Discounts may be available for early bird sales, new members and ad size upgrades.

Happy graduation!!

The Chamber congratulates all the students who graduated from [Delaware City Schools](#), [Buckeye Valley Local Schools](#), Big Walnut Local School District, Olentangy Local Schools, [Village Academy](#), [Delaware Christian School](#), the [Delaware Area Career Center](#) and all their home school districts, and [Columbus State Community College](#), [Ohio Wesleyan University](#), [Franklin University](#), and the [Methodist Theological School in Ohio](#)



And to all of our Chamber member celebrating graduations of family and friends. Here's to a bright future!

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.

You will need to bring this card to the pharmacy with your prescription.



Member: Confidential Member
ID Number: 3227AEEH3A
RxBIN: 610709
RxGrp: UN08

UNA RxCARD .COM

INSTRUCTIONS: This card/coupon is pre-activated and can be used immediately. Present this card/coupon to any participating pharmacy to receive a discount on prescription medications.

Pharmacy Helpline **800-223-2146** Customer Service **877-321-6755**

NOTE: Everyone is eligible for this program. There are no age or income restrictions. Each family member must have their own card. If you can't print a card have your pharmacy call the Pharmacy Help Line and we will help them process your prescription. This card functions as a coupon for prescription drugs at retail pharmacies. THIS IS NOT INSURANCE.



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.



Reinvesting Members

[American Red Cross of Delaware County](#)
[Anchor and Away Travel](#)
[Austin Manor](#)
[Bauerle Automotive](#)
[Black Wing Shooting Center](#)
[Burgess & Niple, Inc.](#)
[Columbus State Community College-Delaware](#)
[Country Club Rehabilitation Campus](#)
[at Delaware](#)
[Cutting Edge Supply Company](#)
[Delaware Christian School](#)

[Delaware Family Eyecare](#)
[Dry Patrol of Delaware](#)
[Fifth Third Bank](#)
[Firestone, Brehm, Wolf, Whitney](#)
[& Young LLC](#)
[Focus CFO](#)
[Foot and Ankle Wellness Center](#)
[Habitat for Humanity of Delaware](#)
[& Union Counties](#)
[Habitec Security](#)
[Heartland Bank](#)
[Hilborn Insurance](#)
[Homewood Suites by Hilton](#)
[Kaitsa, George](#)
[Liberty Casting Company](#)

[LSS Delaware County Food Pantry](#)
[Manos, Martin, & Pergram Co., LPA](#)
[MT Business Technologies, Inc.](#)
[New Flyer Parts](#)
[Oberfields LLC](#)
[Oxford Automotive](#)
[Phoenix Environmental, LLC](#)
[Quest Business & Conference Center](#)
[Riverside Homemade Ice Cream](#)
[Shade & Shade](#)
[SleepOutfitters](#)
[State Farm Forman Insurance Agency, Inc.](#)
[The Ohio State University Wexner Medical](#)
[Center- CarePoint Lewis Center](#)

Welcome New Members

Creative Foundations, Inc.

Stephanie Anderson
-Client Service Administrator
57 North Sandusky Street
Delaware, OH 43015
(877) 345-6733
www.creativefoundations.org
Provides support in residential and adult day

services to individuals with developmental disabilities through Delaware County Board of DO and Ohio Dept. of DD.

Howard Hanna RealCom Realty, LLC

Linda Fillinger-Agent
52 North Sandusky Street
Delaware, OH 43015

(740) 369-0111

www.howardhanna.com/Office/Detail/Delaware/004643

Provides residential, new construction & commercial development real estate services

May Calendar

HR Six Pack Series

Monday May
Part four of six: Non-discrimination
8:00-10:00am
Chamber office
Prior registration required

HR Council

Wednesday, May 3
8:30-9:30am
Chamber office

Happy Mother's Day!

Sunday, May 14



HR Six Pack Series

Monday May 8
Part five of six: Regulatory
8:00-10:00am
Chamber office
Prior registration required

Safety Council

Tuesday May 9
11:30am-1:00pm
NEW LOCATION:
EAGLES LODGE- DELAWARE
[Click here for details](#)

Leadership Delaware

Thursday May 11
Economic Development Day

Workforce Development & Education Committee

Friday, May 12
8:00am

Chamber office

HR Six Pack Series

Monday May 15
Part six of six: Discipline/Termination
8:00-10:00am
Chamber office
Prior registration required

Infrastructure & Development Committee

Tuesday May 16
8:00am
Chamber office

Chamber Board Meeting

Wednesday May 17
7:30am
Chamber office

Leadership Graduation

Wednesday, May 17
11:45 Willow Brook at Delaware Run

Third Thursday Luncheon

Thursday May 18
11:45-1:00 SourcePoint
Ohio EPA
[Click here for details](#)

Business After Hours & Ribbon Cutting

Thursday May 18
3:00-6:00pm Open House
Ribbon cutting 5:00
First & Main
[Click here for details](#)



Admin Council

Thursday May 25
9:00am
Chamber office

SAVE THE DATES

Annual Golf Outing

Thursday, June 1, 2017
Oakhaven Golf Club
[Click here for details registration and sponsorships](#)

Microsoft 4-Part Training

August 7-28
[Click here for details](#)

Supervisor Six Pack

September 11-Oct 16
[Click here for details](#)

Annual Clay Classic

Friday, October 13, 2017
Black Wing Shooting Center

2018 Annual Dinner

Monday, February 12
Nationwide Conference Center

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

FY17 Steering Committee

Walt Bensen
Bensen Fire & Safety
Mandie Curtis
CompManagement
Health Systems
Susan Garrett
[Mail Pro 1](#)
Larry Jones
[Liberty](#)
[Casting Company](#)
Mark Nelson
BWC
Gary Taylor
Boyd's Tire
Tracy Thompson
BWC
Sara Carbarry
Delaware Area
Chamber of Commerce
Julie Miller
Program Director

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.

BWC safety grants

The purpose of the Safety Intervention Grant Program is to gather information about the measureable effectiveness of workplace safety interventions so we may share the results with Ohio employers. The program is available to any Ohio state-fund or public employer who wishes to purchase equipment to substantially reduce or eliminate injuries and illnesses associated with a particular task or operation. The program is designed to work and partner with Ohio employers to establish safety intervention [best practices](#) for accident and injury prevention.

With the safety intervention grant, private and public employers are eligible for a 3-to-1 matching grant, up to a maximum grant award of \$40,000 for each eligibility cycle. This means BWC gives \$3 for every \$1 the employer contributes. [Click here](#) for more information.

Safety Council Calendar

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.

[Awards Ceremony](#)

presented by
Jack Reall
Deputy Chief, Columbus Division of Fire
May 9, 2017 – FY17 Meeting #11

[BWC Overview of Services](#)

presented by
Tracy Thompson & Mark Nelson
June 13, 2017 – FY17 Meeting #12

[Health, Safety & Wellness Expo](#)

July 11, 2017—FY18 Meeting #1
Want to be a vendor?
Email dasafetycouncil@gmail.com

[Plant Tours](#)

August 8, 2017—FY18 Meeting #2



Safety Council Reminders

- Email for all Safety Council related matters: dasafetycouncil@gmail.com
- 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 FY17

[Click here to go to the BWC monthly newsletter.](#)

[Click here to go to the OSHA QuickTakes newsletter.](#)

NEW NEW LOCATION!

Last month's meeting was held at the Eagles Lodge- glad you all found it! May's meeting is in a new place as well- Glenross Golf Club. We'll be back at the Eagles in June.

Glenross Golf Club
231 Club House Dr
Delaware, OH 43015

