

# CHAMBER NOTES

A Monthly Newsletter of the  
Delaware Area Chamber of Commerce

November 2017



## Sustaining Members Industry Exclusive Platinum Level



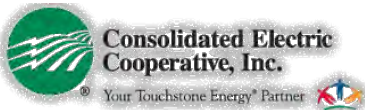
## Gold Level



## Silver Level



## Bronze Level



The Delaware Area  
Chamber of Commerce  
Established 1907



## Chamber now accepting 2017 award nominations

As the Chamber does every year, business awards are presented at our Annual Dinner. We are now accepting award nominations.

[Click here for a list of nominating categories, award criteria.](#)

[Click here to submit a nomination.](#)

And don't hesitate to self-nominate!!

Nominations must be received by January 12, 2018.

And save the date: the Annual Dinner will back at Nationwide Hotel and Conference Center but on a different day of the week. Put Monday, February 5 on your calendar and watch for the electronic invite. Corporate sponsorships are still being accepted.

The Delaware Chamber's Annual Dinner and Awards is THE premier event in Delaware County, with over 400 people attending to experience the fun, awards and the famous table decorations. [Click here for photos](#) of last year's auction, award ceremony, and amazing tables.

Invitations are sent in early January to the primary representative of your company. Watch for it!

Who will be presented with these awards in February?

- ⇒ Large Business of the Year
- ⇒ Small Business of the Year
- ⇒ Quality of Life Award
- ⇒ Innovation in Business Award
- ⇒ Citizen of the Year
- ⇒ Corporate Citizen of the Year

## 2018 Annual Dinner Corporate Sponsors

### Platinum Level



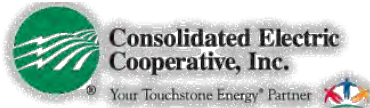
### Gold Level



### Silver Level



### Bronze Level



## Six degrees of chamber member-to-member

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

In this issue the Chamber is launching it's new program encouraging you to do business with your fellow Chamber members and to let us know about your experience. 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).

Page six has this month's endorsements.

**2017 Board of Directors**

**Executive Committee**

Tony Eyerman, Chair

[Evans Farms Land Development Co.](#)

Chad Hoffman, Immediate Past Chair

[Richwood Bank](#)

Ken Barton, Treasurer

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Andy Wecker

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**Staff**

Holly Quaine, President

[hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com)

Sarah Yoakam, Office Manager

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

Tara Harris, Safety Council Program Mgr.

[safetycouncil@DelawareAreaChamber.com](mailto:safetycouncil@DelawareAreaChamber.com)

Matt Carbary, Communications/IT Mgr.

[mcarbary@DelawareAreaChamber.com](mailto:mcarbary@DelawareAreaChamber.com)

32 S. Sandusky Street

Delaware, Ohio 43015

740-369-6221

Fax:740-369-4817

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



**DELAWARE AREA  
CHAMBER OF COMMERCE**

You are invited to attend a program of the  
Delaware Area Chamber of Commerce  
**Mid-Ohio Development Exchange MODE**

with

**2017 Board Chair Jason Bechtold**

sponsored by



**MOUNT CARMEL**

Thursday, November 16, 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 Monday, November 13, 2017

Cancellations after November 13 and no-shows will be charged.

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

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

**November Business AFTER Hours**



Join us for our November Business AFTER

Hours on Thursday, November 16 from 5:00—6:30pm as [Artina Promotional](#)

[Products](#), 50 South Liberty Street Powell, Ohio 43065 hosts the Chamber

event. Bring lots of business cards to share. Please let us know you'll be attend-

ing. [Click here to register.](#)

**Chamber booking networking events for 2018**

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

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

January 4

August 2

February 1

September 6

November 1

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

January 18

September 20

April 19

November 15

July 19

**Advertisers in this issue**

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[Black Wing](#)

[Shooting Center](#)

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## Chamber board endorses local school funding issues

At its June meeting, the Chamber board of directors voted to endorse a 5-year 8.35 mil emergency levy that the [Delaware City Schools](#) is forced to put on the November ballot. This levy request comes six years after the last new operating levy was passed. At that time, that levy was expected to last three years. The November levy is vital because, at current funding from the state, the district will see an \$18 million deficit in the 2020/21 academic year.



Because of a funding cap enacted during the recession, those districts that grew during that time are not receiving the funds per pupil from the state that is required. Lifting the cap would mean that all districts receive the per-pupil funding they are entitled to. Asking local taxpayers to cover for what the state legislature rightfully owes those growth districts should not be necessary, but Delaware City Schools and their teachers, support staff and most especially the students should not be abandoned by the residents of this amazing district at the local level as it has been at the state level. Because the state sees fit to hold tax payers responsible for school funding in districts that grew in a down economy (ironically, in large part to the excellence of the schools) DCS has no choice but to put the issue on the ballot and the Chamber asks the support of those voters in the district.

The district has demonstrated a commitment to controlling costs as evidenced by their low per pupil spending. DCS spends \$9,733 per pupil as compared to the state average of \$11,162 and a central Ohio average of nearly \$12,000. Without additional revenue, DCS would be forced to cut spending by an additional \$1000 per student – cuts that would negatively impact the quality of education through reduced academic and extra-curricular offerings and larger class sizes.

The Chamber also encourages voters to contact their representatives in Columbus. The chair of the House committee on education is Representative Andy Brenner: 740-602-5033.



BIG WALNUT | INSPIRE  
LOCAL SCHOOLS | & GUIDE

At its October meeting, the Delaware Area Chamber of Commerce board of directors endorsed the [Big Walnut Local Schools](#) November funding ask.

As Delaware County continues its explosive growth, nothing is impacted more than our local school districts. Of the four Delaware county k-12 district, BWLS is facing serious and impending issues with facilities' capacity, as it is growing at twice the rate it was just five years ago. And all market research points to that growth being just the beginning. With the District's buildings facing the detrimental but inevitable addition of trailers to accommodate students, and with a four-year timeline from passage of the bond issue to students walking through its doors, the November ask is critical. The District simply cannot afford a failed levy.

In addition to a new high school and elementary school, the levy will address security issues at each building that can only be fixed with capital improvements. Surely there can be no debate about the necessity in today's educational institutions at all grade levels to safeguard our children as well as District staff. It is the community's responsibility to ensure the welfare of its most treasured legacy.

Just as it does in the private sector, education thrives when staff has what it needs to produce a great product and students have the environment that eliminates distractions and compromises. Our K-12 districts most especially owe the task of educating our children nothing less. There is a social responsibility shared by all residents to contribute to future generations. And there's an irrefutable relationship between property values, economic prosperity and education that is absolute in any community.

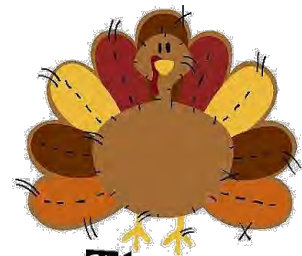
The District's historical commitment to excellence in education drives the desirability of the area. And with prosperity and growth come duty. The voters in the Big Walnut Local Schools are urged to allow the district to catch up with its growth and to plan for the future. Vote yes in Big Walnut on November 7.



**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.**

### 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.



Happy Thanksgiving

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

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

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

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

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

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

### **HB 920: UNDERSTANDING SCHOOL FUNDING**

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

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

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

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

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

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

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

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

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

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

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

## 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).

## Six degrees of chamber member-to-member

The Chamber is relentless about encouraging its members to do business with other members. Do you look to Chamber members for goods and services? We'd like to hear from you. Tell us who you've done business with and send us a testimonial. We'll begin our monthly feature right from the board of directors:



"Andy & his law firm ([Manos, Martin & Pergram](#)) - I have used Andy (Wecker) over the last couple of years for legal advice and to handle two real estate transactions. Andy's knowledge, professionalism, and attention to detail helped ensure the transactions went smoothly. Andy is extremely proficient in all matters relating to real estate. I highly recommend using him and his firm for any real estate legal matters that you have."



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and Sophisticated  
Solutions Since  
1951"

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



"In my family as in so many others, even before we are even finished raising our own kids, caring for aging parents can become a concern. When my mother, now in her mid-80s, was recently facing some health issues, the people at [Ohio Living Sarah Moore](#) were the first people I reached out to for advice. I have always been impressed with my interactions over the years with the Sarah Moore staff and with Aric Arnett and this time was no different. His advice helped as my brothers and I made decisions going forward. We are so fortunate to have the Ohio Living Sarah Moore team in our community."

Ohio Living  
Sarah Moore



TWO MEN  
AND A  
TRUCK

"Movers Who Care."

Friends of  
Delaware County  
District Library

"Just wanted to tell you the result of one of our board members attending an "After Hours" Chamber event. She met a gentleman from [Two Men and A Truck](#) in Westerville. During the discussion she discovered that Two Men and a Truck will move things for non-profits for free.

[Several](#) weeks later the Friends of the Delaware County District Library contacted [Two Men and a Truck](#) to move 83 boxes of books from the Wornstaff Memorial Library in Ashley, Ohio to the Orange Branch of the Delaware County District Library. They were absolutely great to deal with. They were very polite, and very professional in moving our 83 boxes. Thank you to the Chamber and a big thanks to Two Men and a Truck, 5083 Westerville Rd., Columbus, OH 43231-4909."

Karen Cowan, President Friends of the [Delaware County District Library](#)

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

Together we're stronger...together we're smarter...together we make a difference.

It's Good for Business!

### Are you making the most of the freebies membership offers?

The Chamber uses an integrated database system called ChamberMaster. From the staff's point of view, ChamberMaster's integration with our secure accounting system and website, and its use as a database system are only the tip of the iceberg; CM's features are robust and responsive to chambers of commerce who subscribe. But ChamberMaster is also a multi-faceted tool for our members that increases the value of membership to those who use it.

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

In the [March newsletter](#) we covered [Hot Deals](#), [login](#) and [posting events](#) (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.](#)

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## Friday the 13th for clay pigeons, everyone else had a blast!

What a beautiful, sunny day for fun with a gun. From serious shooters with custom armory to “which-end-shoots?”, [Black Wing Shooting Center](#) was the place to be on October 13. After a yummy lunch catered by [All Occasions](#), fifty-five shooters took to the stations. The prize for most fun had to be the two teams from [Dawson & Associates](#). Former Chamber board



Pigeon Award for lowest score goes to Reva Steed with a score of a perfect zero!! She scored a 100 for fun.

member Shane Dawson closed his office and bought the entire staff to shoot. It looked like a girls’ night out but with the boss and in the daytime and with guns, for the eight Dawson staff.

Thank you to our station sponsors, team sponsor, shooters and to Black Wing staff who always make owner Rex Gore proud. Plan to shot with us next year, Put Friday, October 12, 2018 on your calendar. [Click here for all the fun photos.](#)



Highest shooter Frank Reinhard came in at 36; Team Richwood Bank claimed highest team shooting at a score of 123; Shane Dawson stands in temporarily for his pigeon awardee

## Thank you to our station sponsors

[Clarity Technology Solutions](#)

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[Ohio Living Sarah Moore](#)

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## So worth the extra drive!

The Chamber's October Business Before Hours was a little out of the way but oh so worth it. Tami Cecil, owner of the very unique and awesome [Woodhaven Farm](#), hosted at her beautiful Johnstown venue. Cooking classes and special events add to the main focus of Woodhaven Farm: team building through cooking. Tami hosts fun and relaxed cooking events in a B & B-style venue. Nestled in a rural setting is an upscale commercial kitchen with dining room., outdoor patio and grill and ante-room for a cocktail reception that begins most events. You choose the menu, you bring your team, Tami sets you up in teams at cooking stations. Each team cooks a menu item and then the feast is enjoyed over leisurely dining that inspires laughs and relaxation and great food.



Tami is an investor-turned-chef and her shtick alone is worth the trip. Tami is a force, hilarious and warm and nobody leaves unimpressed. Prizes topped off the event that included coffee cake that was still warm from the oven.



Thank you to Tami for a real treat.



## Member celebrates its new home

Owners, partners and business growth experts Ken Hasty and Jason Case invite you to celebrate as their new business finds a home of their own. [TriTraction LLC](#) will hold a ribbon cutting on Wednesday, November 15 at 4:00 pm. Please join us at 59 N. Sandusky St, Delaware.



[Please let us know you'll be joining us.](#)



## Chamber's event cancellation policy

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

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

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

Bottom line: please register for events. Thank you!



A Place to Call Home

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Sarah Moore

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



Best Woman's Costume and Best in Show won by Deb Shatzer.



Holly injects board member Rex Gore with vampire blood J-ello shot

### Chamber's second annual BOO-siness After Hours Halloween party a fright.

On October 19, the Chamber hosted the month's Business After Hours and threw a Halloween party whose tongue-in-cheek atmosphere was the scariest part. The fog machine from last year was dusted off and ghouls were everywhere. A special brew of adult beverage "Eyeball Punch", "Dead Man's Buffet"; professional mentalist and psychic entertainer Salvatore Cioppa warned "Don't get on the plane" and "A tall handsome stranger"... J-ello shot injections and pumpkin painting and a haunted smoke alarm.

Thank you to board members Ken Barton who bartended, Jack Brickner who ran the games and Rex Gore who saved the day.



George: who are you calling???

[Click here for photos](#) of all the fun (washed photos are really the result of creeping fog)



Donna Meyer gets her cards read.



Nobody had more fun than new Chamber members Amanda Ratliff and Toni Peters.

## Enrollment Underway for Workers' Comp Premium Discount Programs

Don't miss your opportunity to save!

Did your organization complete a Temporary Authorization to Review Information (AC-3) form earlier this spring as part of our workers' compensation member benefit?

If so, your organization should now be in receipt of your savings analysis from our program administrator, [CompManagement](#), as long as your company was found to be eligible to participate in a premium discount program for the upcoming 2018 policy year.

Although the actual premium paid by individual private employers for workers' compensation coverage in Ohio depends on a number of factors, employers are always encouraged to learn more about programs that can assist in lowering their workers' compensation costs. If you are reviewing savings quotes from other group administrators, please make sure that you are examining them thoroughly to ensure that you are comparing similar discounts and service offerings. This important decision affects how much you pay in workers' compensation premiums, as well as who will be handling any claims incurred by your injured employees.

Please make sure to return your enrollment documents timely to ensure your participation. The deadline to enroll in a Group Rating program per the Ohio Bureau of Workers' Compensation (BWC) for the upcoming 2018 policy year is Monday, November 20, 2017.

If your organization is not eligible for Group Rating for the 2018 policy year, there are other options and discounts available (Group Retrospective Rating, Individual Retrospective Rating, EM Cap, One Claim, Destination Excellence, etc.) that offer a variety of discounts and may be compatible with other programs for potentially larger savings. The enrollment deadline for these programs is January 31, 2018.

We encourage you to explore your best savings option with our CompManagement representative, Rejeana Woolum-Napier, to see how your organization can realize your maximum savings for 2018. Rejeana may be reached at (614) 359-2403 or via email at [Rejeana.Woolum-Napier@sedgwick.com](mailto:Rejeana.Woolum-Napier@sedgwick.com). Don't miss your opportunity to reduce your workers' compensation premium for 2018 – act now!

**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.**

### Having trouble clicking newsletter links?

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

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

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

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## 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. New members and reps from veteran member businesses who attended the October 25 event included:

Amanda Ratliff, ACR Consulting

Scott Blackwood, [Advanta Clean](#)

Melissa Maines, [All About Kids Childcare and Learning Center](#)

Vince Reed, [Compensation Solutions Inc.](#)

Erin Brown, Edward Jones- [Dusty Hostutler, Financial Advisor](#)

Michael Tucker and Jonathan Klemanski, Friends of CASA of Delaware and Union Counties

Shannon Niedzwicki, [Marion Technical College](#)

Audrey McGee, [Nationwide Hotel and Conference Center](#)

Daniel Cuciak, [Southeast, Inc.](#)

Kimberly Reynolds, [Syntero, Inc.](#)

[Click here for more photos](#) and plan to join us at our next orientation on [January 23, 2018](#).



## Business + Pleasure = Your Event



ANNUAL MEETINGS  
NETWORKING EVENTS  
STAFF RECOGNITION EVENTS  
AWARD CEREMONIES  
CLIENT APPRECIATION DINNERS  
CORPORATE FUNDRAISERS  
RETREATS

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

- Seating for up to 250 people
- Digital A/V equipment • WiFi
- Sound system • Bistro lighting
- Catering available for snacks, meals, or buffet
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2690 Stratford Road • Delaware, OH 43015

Call for a quote or to arrange a tour.

**Ph: 844-369-2276**

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

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

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**NORTHWEST REGIONAL BUSINESS EXPO**  
**Thursday, October 26, 2017**  
**4:00-7:00 P.M.**  
 A joint effort of four Chambers of Commerce  
**GAIN LEADS & GET CONNECTED**

DELAWARE AREA | GALION-CRESTLINE AREA | MARION AREA | WYANDOT CO

Event Held at: All Occasions Catering, 6989 Waldo Delaware Rd, Waldo, OH (off of St rte 23)

Delaware chamber corporate

Expo event sponsors



OhioHealth



MEMBER FDIC | EQUAL HOUSING LENDER  
**The FIRST CITIZENS NATIONAL BANK**

Main event venue sponsor



The Delaware Chamber was happy to be able to join the Marion, Galion-Crestline and Wyandot chambers in a regional business expo. Held at the beautiful [All Occasions](#) who donated use of the facility, [First Citizens National Bank](#) and [OhioHealth](#) joined corporate sponsors from our neighboring chambers. Over 300 people attended from north and south to visit over 80 exhibitors.

Special thanks to the staff at the **Marion Chamber** for taking the lead and for inviting us to participate. The goal is to fill both the banquet center and the Barn so keep your eyes open next summer when we announce registration for the 2018 event and reach a new market.

The following chamber-member businesses represented at the Expo:

- [2K General Co.](#)
- [Accent Information Systems](#)
- [All Occasions](#)
- [Artina Promotional Products](#)
- [Carolyn Asher- American Family](#)
- [Insurance](#)
- [Cogburn Electric](#)
- [CompManagment](#)
- [Dawson & Associates LLC](#)
- [Delaware Speech & Hearing](#)

- [First Citizens National Bank](#)
- [Fred Astaire Dance Studio](#)
- [Goodwill Industries](#)
- [Heart of Ohio Homeless Shelter](#)
- [Mail Pro 1](#)
- [Maloney + Novotny](#)
- [Marion Technical College](#)
- [Maryhaven](#)
- [Middlefield Banking Company](#)
- [OhioHealth](#)

- [Ohio State University Marion](#)
- [Payroll Services, Inc.](#)
- [Peacock Water](#)
- [Phoenix Environmental, LLC](#)
- [Preferred Benefits](#)
- [Schooley Mitchell of Columbus](#)
- [The Union Bank](#)



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## FY18 Steering Committee

Walt Bensen  
*Bensen Fire & Safety*  
Mandie Curtis

### CompManagement

Tony Dial  
OhioHealth

Susan Garrett

### Mail Pro 1

Larry Jones

### Liberty

### Casting Company

Mark Nelson

*BWC*

Tracy Thompson

*BWC*

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

October's presenter was Chief Donahue from the [Delaware City](#) Fire Department. The chief described the history of the local fire department as well as informing us that the reason October is fire safety month is because of the Chicago Fire back in 1871. The Delaware Fire department was founded in 1831.

The fire department gets on average 16 calls a day totaling over 800 calls per year!

Chief Donahue explained the impact that fires can have on businesses and it can be devastating. Seventy-five percent of companies that experience significant fire damage go out of business within three years. Sometimes employers don't realize all of the outside costs that come into play after fires; paying employees severance, record retention, insurance, employees' suing over damages. The list goes on and on.

The Chief finished off the presentation by reminding all local businesses to use their fire departments to their advantage. They do not charge employers to conduct inspections. If you feel like you might have a hazard, bring them in!

Thank you to Chief Donahue.

## Sponsor a meeting this year—only two months up for grabs

Safety Council is now accepting sponsors for Safety Council meetings for FY18. The cost is \$50 per month; \$75 for the Health & Wellness Fair; \$75 for the Annual Awards meeting.

Sponsor is listed on the website, the registration table, and the Chamber newsletter. The sponsor also brings a prize to raffle. Contact Tara at [safetycouncil@DelawareAreaChamber.com](mailto:safetycouncil@DelawareAreaChamber.com) if you are interested. They go fast so contact Tara today.

Thank you to  
October's Safety Council  
meeting sponsor

**Boyd's**  
Tire & Service Center

**Remember that you must register by EOB the Wednesday prior to the meeting to reserve your lunch.**

**The fee for lunch without prior registration is \$12**

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.

## Safety Council basics:

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

## Safety Council

### Calendar

**November 14:** Car Maintenance sponsored by

**Boyd's**  
Tire & Service Center

**December 12:** Distracted Driving sponsored by



**January 9:** OSHA updates/Semi Annual Reports

presented by Diane Grote Adams, founder/president of SafeX sponsored by





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

### **Let us help!**

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

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

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

---

**Term: Up to 7 years**

---

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

---

**Fee: \$250.00**

---

**Collateral: Vehicle or  
Equipment**

### **FAHEY BANK**

127 N. Main St.  
Marion, OH 43302

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

740.382.8231

Member FDIC



**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**

POWERED BY: United Networks of America

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.



# DELAWARE'S MOST EXCITING Holiday Party

**THIS YEAR, HOST A ONE-OF-A-KIND HOLIDAY PARTY THAT WILL HAVE YOUR TEAM TALKING FOR YEARS TO COME.**

Contact our event planners to learn more about our all-inclusive packages, catering options, and banquet spaces. Whether or not your team takes advantage of our ranges, Black Wing Shooting Center is the merriest place for a stress free holiday party.

**CALL 740.363.7555 TODAY TO SCHEDULE YOUR HOLIDAY PARTY!**  
 Email [events@blackwingsc.com](mailto:events@blackwingsc.com)



## Use your freebies with ChamberMaster

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

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

Looking for product or service? Look to your fellow Chamber members *first*.

The Chamber exists for and by its members— [check here](#) before you buy.

# HOT DEALS

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

Hot Deals 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 how to log in and post your deals: 740-369-6221 or email [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com).

## 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!!*

## Check Out the Latest

# HOT DEALS

## from Chamber Members

Posting is FREE with your membership

- [The Best of Ireland South— Anchor and Away Travel](#)
- [\\$500 Discount—Bridgewater Banquet and Conference Center](#)
- [More Than 50% OFF CLOSEOUT - Foot & Ankle Wellness Center](#)
- [15% Off Legal Services—Joslyn Law Firm](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)

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

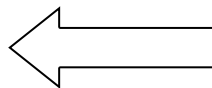
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a 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. Call the Chamber for an electronic version of our logo. Take advantage of the cache your membership brings to your business.



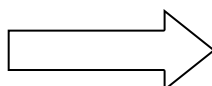
DELAWARE AREA  
CHAMBER OF COMMERCE



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





**Leadership Delaware Class of 2018**  
**County Tour Day**  
**Facilitators: Susie Bibler '11 & Brain Leach '17**  
**newsletter editors: Deanna Brant, Erin Brown,**  
**Kelly Cochran & John Coady**

Our day started with the [Delaware County Historical Society](#) at the beautiful Barn at Stratford (available as an attractive wedding and event venue.) After hearing a description of the Historical Society's efforts to promote and sustain interest in the history of [Delaware County](#) through historical preservation and education, Connie Hoffman and Donna Meyer took our Leadership Delaware group on a tour of the Barn and the Meeker Homestead Museum.

The Forest Meeker homestead is one of the oldest existing homesteads in the County. During our tour we learned about Meeker and the role the building played in the Underground Railroad. Participants were also fascinated by several interesting historical artifacts in the museum, including a rope bed, streetcar exhibit and of course, the oddly small and torturous-looking dentist chair on display.

The Delaware County history lesson continued as the Leadership Delaware group boarded the bus to [Perkins Observatory](#). The Perkins Observatory, the only observatory in central Ohio, is an active research and education facility used by the faculty and students of [Ohio Wesleyan University](#) Physics and Astronomy Department. The Observatory also provides numerous public programs, day and night.

*Continued on next page*



**Leadership Delaware Class of 2018**

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

Tom Karn  
[Maloney +Novotny](#)  
 Jeff Kauffman  
[Del-Co Water Co.](#)  
 Lissie Krull  
[Delaware General Health District](#)  
 Angie Linnane  
[Saint's Auto Service](#)  
 Lori MacKay  
[First Commonwealth Bank](#)  
 Anne Miller  
[Delaware County Board of Developmental Disabilities](#)  
 Josie Montgomery  
[Willow Brook Christian Communities](#)  
 Bonnie Murray  
[Fidelity Federal Savings & Loan](#)  
 Suzie Orahoad  
 Ohio Board of Nursing  
 Tracy Pabst  
[Sam Dong Ohio](#)  
 Ben Powers  
 Family Promise of Delaware County  
 Jason Price  
[MT Business Technologies](#)  
 John Regalsky  
[Willow Brook Christian Communities](#)  
 Mike Rhinehart  
[Blue & Co.](#)  
 Jenn Rose Caudill  
[Emergency Plumbing Service](#)

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

## Leadership continued

Upon arriving at the Observatory, the group was greeted outside by the great storyteller Tom Burns. After Burns' passionate history and description of the historical building, Don Stevens showed us the telescope and wowed all in attendance by opening the dome! Tom Burns met us again and gave the group a deeper look into the story of Hiram Perkins (ghost included!) and inspired us all to find our passions as Perkins did with the Observatory.

Next we visited [Stratford Ecological Center](#). Located just south of the city of Delaware at 3083 Liberty Road, Stratford Ecological center is a fully functional farm focused on education. The Stratford Ecological center is a private non-profit organization dedicated to the education of children and adults in understanding the relationship between living things and their environment, thereby fostering an appreciation of the land and all life that depends on it. Stratford farm occupies approximately 236 acres. This area includes approximately 60 acres for agricultural use, 4 miles of hiking trails, and countless acres of State Nature Preserve land. The ecological center offers events for children and adults year round.

In our visit we observed school children interacting with livestock and learning about gardening in the green house and children's garden. Before we left, our guide pointed out that one goal of Stratford was to impress upon children the importance of nature and conservation. Watching the children chase the goats and run through the green house, it was clear the children were enjoying their visit and interacting with nature.

Next we traveled onto the Delaware County fairgrounds. Here we enjoyed lunch inside the historic log cabin while learning about one of the most notable events in Delaware county. The log cabin houses the pictures of all the recent brown jug winners and a large brown jug listing all past winners. The little brown jug is a horse race for three year old held horses held annually on the third Thursday following Labor Day, during the [Delaware County Fair](#). The race is the last leg in the triple crown of harness racing and the purse for this year's winner was \$400,000. Attendance for this year topped 42,000 for race day alone. Unofficially this is the largest event in Delaware County.



Our next tour stop was at the [Columbus Zoo and Aquarium](#). The zoo is home to more than 10,000 animals representing over 550 species of the world. We toured the newest exhibit – the Heart of Africa which spans across 43 acres of the Zoo. We observed African lions, Grant's Zebras, Vervet monkeys and listened to the Zoo docents educate us on the importance of conservation management for all animals of Africa and the planning that is invested in the animal's habitats to ensure their health and happiness and our safety! We learned about the animals' physical characteristics, habitats, eating and reproductive patterns, geographic homes, and common behaviors. Most importantly, the animal's status in the wild was displayed. Our group was also fortunate to view many other African animals such jackals and camels around the zoo 'watering hole' and throughout 'Jack's Camp'. The Zoo saved the best for last as we ended our tour with having the unique opportunity to feed lettuce to the Masai giraffes in residence – truly up close and personal contact with the long-necked creatures.



Next on our tour was a visit to the Alum Creek Lake and Dam. Our tour was conducted by a civilian Park Officer with the United States Army Corps of Engineers, who informed us that there are over 24,000 National Park District Rangers nationwide, but only about 2,000 Army Corps of Engineers Park Officers. The Lake and Dam have been in existence since 1974 and supply water to both Westerville and Columbus, Ohio. The Lake is about 40 feet deep, with spots where the depth reaches 60 feet. The Dam is in the Huntington (W.Va.) District of the Army Corps and is monitored 24/7. The Dam is designed to have small leaks, and has an outlet to discharge water downstream when needed. The most recent flood in the area was in 2005, and the beach and the beach house that we observed on the shoreline were reported to be covered in water! Maintenance was described as a very important part of the officer's job duties, as they ensure that there is regular greasing, testing and cleaning of equipment, for example, to prevent malfunctions. The Dam is 1.4 miles across and we ended our visit by being the only bus allowed to drive across the top of the Dam!

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[Click here for more photos.](#)



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

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

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

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

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

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

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

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

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

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

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

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

3-Anthem, Inc. data 2016.



## Attention small businesses, new medical plan now available

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

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

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

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

201 Pennsylvania Avenue, Delaware

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

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

611 South Sandusky Street, Delaware

## Save money on health benefits without pinching pennies

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

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

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



MEDICAL | DENTAL | VISION | LIFE | DISABILITY | BEHAVIORAL

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

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

# Welcome New Members

## **Liberty National Bank**

Laura Stimmel  
AVP/Branch Manager  
33 South Cleveland Avenue  
Westerville, OH 43081  
(614) 948-7102  
[www.MyLiberty.bank](http://www.MyLiberty.bank)

*Offers a wide array of banking products  
& financial services in multiple locations*

## **Penhorwood Relocation LLC**

Tracey & Mark Penhorwood  
Co-Owners  
145 Richards Drive  
Delaware, OH 43015  
(740) 248-9565  
[www.penhorwoodrelocation.com](http://www.penhorwoodrelocation.com)

*Provides senior citizens & their families  
with moving services for local & long  
distance relocation; storage*

## **Syntero, Inc.**

Julie Renaldi  
CEO  
1700 Graphics Way, Suite 3100  
Lewis Center, OH 43035  
(614) 889-5722 ext 291  
[www.syntero.org](http://www.syntero.org)

*Provides professional, expert counseling  
& community-based services*

## **Triple T Transport**

Darin Puppel  
President  
433 Lewis Center Road  
Lewis Center, OH 43035  
(800) 365-1723  
[www.triplettransport.com](http://www.triplettransport.com)

*Provides logistics for nationwide freight  
brokerage, 3PL, freight shipping & LTL  
trucking along with owner-operator jobs*

# Reinvesting Members

[Hughes Family Hearing Aid Center](#)  
[Integrated Financial Network  
\(IFN\) Midwest](#)  
[Isaac, Wiles, Burkholder & Teetor, LLC](#)  
[Kona Ice of Delaware/Marysville](#)  
[Ohio Wesleyan University](#)  
[Old Bag of Nails Pub](#)  
[Peebles Creative Group](#)  
[Performance Printing, Inc.](#)  
[PJL Ventures LLC](#)  
[Preferred Benefits Services Agency, Inc.](#)  
[Preserve at Quail Pass by Redwood](#)  
[Rusk Bros Body Shop LTD](#)  
[Sandusky Street Antiques](#)  
[Schiffman, Grow & Co., P.C.](#)  
[Strand Theatre](#)  
[The Union Bank](#)  
[Williams Insurance Agency, Inc.](#)

# November Calendar

## **Microsoft 4-Part Training**

Monday, October 30  
8:00-10:00 am  
Chamber office  
Outlook Overview  
Prior registration required

## **Microsoft 4-Part Training**

Monday, November 6  
8:00-10:00 am  
Chamber office  
Excel Overview  
Prior registration required

## **Leadership Delaware**

Thursday, November 9  
Agriculture Day

## **Workforce Development & Education Committee**

Friday, November 10  
8:00am Chamber office

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

## **Microsoft 4-Part Training**

Monday, November 13  
8:00-10:00 am  
Chamber office  
Power Point  
Prior registration required

## **Safety Council**

Tuesday, November 14  
11:30 am—1:00 pm  
[Click here for details](#)

## **Chamber Board Meeting**

Wednesday, November 15  
7:30 am Chamber office

## **Ribbon Cutting**

TriTraction  
Wednesday, November 15  
4:00 pm  
[Click here for details](#)

## **Third Thursday Luncheon**

Thursday, November 16  
11:45 am-1:00 pm SourcePoint  
Mid Ohio Development Exchange  
[Click here for details](#)

## **Business After Hours**

Thursday, November 16  
5:00-7:00pm  
Artina Promotional Products  
[Click here for details](#)

## **Microsoft 4-Part Training**

Monday, November 20  
8:00-10:00 am  
Chamber office  
WORD  
Prior registration required

## **Infrastructure & Development Committee**

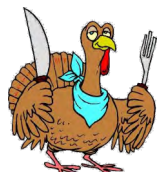
Tuesday, November 21  
8:00 am  
City of Delaware Waste Plant Educational  
Center

## **Thursday November 23 Happy Thanksgiving**

Chamber office closed

## **Friday, November 24**

Shop, shop, shop!!  
Chamber office closed



## CEO celebrates 25 years; honored for work

Larry Harris, CEO of [Willow Brook Cristian Communities](#), was honored for his 25 years of service in the senior community. Harris has been a longtime supporter of [SourcePoint](#) and a former president of their Board of Directors, according to executive director Robert Horrocks. He has taken leading roles in the promotion of services to older adults both in the community setting and in retirement communities and healthcare centers.

The CEO of Willow Brook Christian Communities since 1976, Harris has served on the Board of Directors for LeadingAge Ohio, the state's association of not-for-profit senior service organizations in Ohio and a member of the House of Delegates for LeadingAge, the parent organization based in Washington, D.C. He has also been president of the board of trustees for the Christian Senior Services Association, a national association representing retirement centers and senior housing facilities across the country affiliated with the Churches of Christ.

Harris has been a guest lecturer for The Ohio State University Core of Knowledge for nursing home administrators, and a member of the Core Advisory Board. He has presented seminars on long-term care topics for The Ohio State University, LeadingAge Ohio, Abilene Christian University, the Ohio Assisted Living Association and other organizations.

He was presented with LeadingAge Ohio's Award of Honor in 1989, Rock of Aging Award in 1995, and President's Commendation in 2017. He was also the recipient of the Ira Mackey Excellence in Housing Award from the Pruett Gerontology Center of Abilene Christian University.

The Larry Harris philosophy at times seems to conflict with what one would expect of an executive in the institutional care field. Harris believes that communities should serve their older residents wherever they are and support their desire to live as independently as possible for as long as that can be safely achieved.

A frequent lecturer on the ethics of senior care, he is known to be above all, open, honest and transparent in his dealings. Willow Brook's reputation for integrity, wisdom, financial stability, high quality care, and constant improvements to its communities as evidences by their maintaining perfect or near-perfect local and state health inspections and the highest patient and family satisfaction scored in Franklin and Delaware Counties.

Congratulations, Larry, on your silver anniversary and thank you for all your contributions to your community.



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## Chamber newsletter advertising a good value

More than 900 readers at over 400 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value. All ads are in full color and should be sent electronically in either a Publisher, png, jpeg or PDF format **ONLY** by the 20th of the month for placement in the next month's edition. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!** Email your ad to [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com)

Ad prices are for one run: Full page: 8.5 x 11 portrait \$125  
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



Glenn Bertrand  
Manager  
NMLS # 1486526

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## It's not the Dewey decimal system...

For those of us who remember the card in the back of a library book stamped with the most important thing in the world—the due date of borrowed treasure— October 's Third Thursday luncheon went beyond informative. It was, well, way cool. [Delaware County District Library](#) director George Needham presented a State of the Library in a way only the charming career librarian can.

George dispensed quickly with numbers: The Library's staff of 99 employees operate four branches (Delaware, Orange, Ostrander and Powell) and a bookmobile program; boasts 77,000 *active* card holders who checked out over 1.4 million items last year.

George wanted to share the real story of what the Library means to the community and to the human stories he and staff see everyday.

The library's Wi-Fi is used by an entrepreneur to run his international training business; a young woman who buys and sells on eBay and Esty to supplement her income; seniors who stay connected with their families and the unemployed in their job searches. Genealogists work on their family histories and thousands of children each year enjoy story time and other programs in the children's area.

George shared the perspective of a librarian with 40+ years in the culture: Libraries enrich the community, bridge the digital divide, and ensure cultural continuity. The Library encourages lifelong learning with no agenda other than service, no commercial motivations and no politics.

The Library's programming and services respond to the public it serves. Knitting and cookbook groups, writers' groups, computer instruction, Hot Spots and Chromebook bundles, and collaboration throughout the county by "embedded" staff who bring what's happening in the community back to the Library to craft into programs and services that are current and relevant.

George didn't tip the iceberg of what the DCDL offers and his passion for this huge picture of what today's libraries mean to the world is infectious. And George's gratitude for being in Delaware County equals Delaware County's delight to have his gracious, intelligent, generous leadership.

Thank you to George and his amazing staff.

Thank you to our  
luncheon sponsor

CPAS / ADVISORS



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## 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.

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

The Chamber offers an recurring, incremental payment option for annual dues investment.. Members can choose to deduct the payment from bank account or credit card [securely stored offsite via Authorize.net](#). You'll also be able to opt in to the billing frequency of choice: monthly, quarterly or annually.

**Auto pay must be set up at least 30 days prior to the month of your membership renewal date\*.**

You can sign up now, even if your renewal date is up to twelve months from today. Fill out the [Membership Investment Auto Pay Form](#). Bank account EFT is preferred to avoid credit cards that expire and interrupt the deduction.

Your banking/credit card account is secure; the Chamber renews its PCI compliance annually. Only *membership* invoices are eligible for this option. All other Chamber invoices remain due within 15 days. And remember that you can pay those online as well.

**Members who sign up receive a free 1/8 page newsletter ad!**

Call the office for format details or with help creating your ad.

So sign up today to make paying for your Chamber investment a snap. There are no administration or set-up fees.

\* *Don't know the month in which your renewal is due? Email [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com).*



# JINGLE JINGLE *let's* MINGLE

Please join us for a  
~ *Business After Hours* ~  
Special Holiday Evening Event

Thursday, December 7<sup>TH</sup>  
5:30 pm - 7:00 pm

*An evening of hors d'oeuvres, drinks and  
local business gift certificate giveaways!*

*Make sure to bring along your business card to enter the gift certificate drawings!*



9595 Sawmill Parkway | Powell, OH 43065 | (614)789-9595

*In conjunction with The Greater Powell & The Delaware Area Chambers of Commerce*



**More information:**  
614-888-1090  
[admin@powellchamber.com](mailto:admin@powellchamber.com)



**More information:**  
740-369-6221  
[dachamber@delawareohiochamber.com](mailto:dachamber@delawareohiochamber.com)

Gift certificate prize drawings held at 6:45pm in the lobby of The First Citizens National Bank. Must be present to win. No purchase necessary.

## 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 “a la carte” dollars

#### Annual Dinner Sponsorship

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

#### Golf Outing

Main Event Sponsor .....	\$150
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 2018 publication  
Discounts may be available for early bird sales, new members and ad size upgrades.