

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

November 2018

Sustaining Members

*Industry Exclusive
Platinum Level*



Gold Level



Silver Level



Bronze Level



*The Delaware Area
Chamber of Commerce
Established 1907*

UNITED STATES CHAMBER OF COMMERCE

ACCREDITED



Chamber now accepting 2018 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 5, 2019.

And save the date: the Annual Dinner will be held at the Hilton at Polaris on Monday, February 4. 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 attend-

ing 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

2019 Annual Dinner Corporate Sponsors

Platinum Level



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DELAWARE AREA
CHAMBER OF COMMERCE

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

Annual Legislative Update: 2018 Look Back; What to Watch in 2019

Keith Lake, VP of Government Affairs,
Ohio Chamber of Commerce

sponsored by



Thursday, **November 15, 2018**, 11:45am–1:00pm at [SourcePoint](#)

800 Cheshire Road, Delaware 43015

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

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

Deadline to register is Monday, November 12, 2018

Cancellations after November 12 and no-shows will be charged.

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

dachamber@DelawareAreaChamber.com

November Business AFTER Hours

End your business day and join us for networking on November 15 when we join our host [Ohio Wesleyan University's](#) Ross Art Museum, 60 S. Sandusky St., Delaware. Enjoy refreshments, food and networking. Bring lots of business cards to share. The event is held from 5:00–6:30pm. Please let us know you'll be attending. [Click here to register.](#)

Ohio
Wesleyan
University

Member celebrates new offices

We are excited to invite you to join Erin Brown as she celebrates the opening of her [Edward Jones](#) office in Ostrander. Erin has been men-



toring with Edward Jones advisor Dusty Hostutler for 15 months and now opens her own branch of the iconic financial advising firm. Join us at 4:00 on Tuesday, October 30th at 9 West North Street, Ostrander. [Click here to let us know you're coming.](#)

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Happy Thanksgiving



Vote

DON'T FORGET
TO VOTE
NOVEMBER 6

Chamber opposes Issue 1

At its October 2018 meeting, the board of directors of the Delaware Area Chamber of Commerce voted to oppose Issue 1 which will be on the ballot November 6.

Issue 1 is an example of a cure being worse than the illness. Poorly and suspiciously crafted, this proposed solution to prison overcrowding lacks compassion and common sense. The amounts of possession of drugs that Issue 1 would reduce from a felony to a misdemeanor threatens families and the workplace by delaying at best and denying at worst the assistance that those charged need most. For many, conviction that comes with a mandate of treatment is the only step taken towards recovering from addiction. Issue 1 would enable continued dependence and drug use, further exacerbating the damage to the individuals and their families.

Judges do not sentence in a vacuum. They are benevolent men and women whose robes are heavy with the responsibility they feel to help the convicted drug users overcome their addiction, and criminal sanctions are a necessary tool towards that end. Employers will no longer know via an employment application vital information that could threaten the safety of those who work for them. Families will feel the impact of Issue 1 one the most, as healing is delayed.

Not only is the premise of Issue 1 wrong at every turn, the manner in which it is presented is of concern. A constitutional amendment enshrines this dreadful proposal for Ohio. At some point the dire miscarriage of intent will become obvious, but not until many more lives are impacted or lost. Walking Issue 1 back will be nearly impossible. And in the meantime, Ohio will be a magnet for those seeking an environment to use and peddle the kinds of drugs and in amounts that nobody argues are dire. This is not how Ohioans want their beloved state to grow and prosper.

The Chamber urges voters to oppose Issue 1 on November 6.

**DON'T FORGET
TO VOTE
NOVEMBER 6**

Vote

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, prospective members and reps from veteran member businesses who attended the October 23 event included:

Brenon Russel, [AlerStallings](#)

Deanna Carr, [All Occasions Catering](#)

Alyson Lowe, [Anytime Fitness](#)

Caryn Burke, Card Works

Laurie Lendon, CoHatch

Ian Kelly, Kalkreuth Roofing

Jerrold Hunt, [MT Business Technologies](#)

Fred Wallace, [Navigate Power](#)

Brian Young, [Spectrum](#)



[Click here for more photos](#) and plan to join us at our next orientation on [January 22, 2019](#).

Member is extraordinary

[The First Citizens National Bank](#), a local Upper Sandusky icon, was just named among the top extraordinary banks in the United States by The Institute for Extraordinary Banking™.



First Citizens was recognized with the Institute's Bank Award for its commitment to strong community banking. This recognition is given to top community banks across the country to help people find the best banks in their communities. "I am very proud of our employees and the way we have served our communities over the past 158 years. Several years ago as part of our 150th celebration we kept track of the good deeds performed by our employees in the communities we serve. By the end of the year our employees had exceeded our goal of 150 projects and performed well over 200 good deeds on their own time using their own resources. Our employees are the best! It has been fun and exciting for our team to be a part of a bank that has been in operation since 1860 and is the 4th oldest locally owned nationally chartered bank in the United States." said First Citizens President and CEO Mark Johnson.

The Extraordinary Banking™ Awards highlight the vital, yet often overlooked, role that local community banks play in our economy. Without a thriving local banking industry, our small businesses and families become nothing more than numbers inside "too big to fail" institutions. The Extraordinary Banking™ Awards recognize the best of what community banks offer to our cities and towns and the whole nation. Congratulations!!

Delaware Area Chamber of Commerce ~ 32 S. Sandusky St., Delaware, Ohio 43015 ~ 740-369-6221 ~ fax 740-369-4817
dachamber@DelawareAreaChamber.com ~ www.DelawareAreaChamber.com

Member announces new branch in Delaware

[The Fahey Banking Company](#), of Marion, Ohio, is pleased to announce its next step in expanding their footprint, with the opening a temporary office in Downtown Delaware, Ohio. This is in advance of the construction, of their permanent location, to be built at 75 W. William St. Delaware, OH 43015.

In advance of construction, this temporary office allows the bank to provide mortgage, lending and other banking services, bridging the gap between Marion and Franklin County. The temporary location of the Fahey Bank Office will be located within the Law Offices of Todd A. Workman at 35 North Sandusky Street, starting November 1, 2018.

Amy Pinnick, Delaware Region Market Manager and Ryan Seman, Vice President of Mortgage Sales, will be onsite to welcome new and existing customers to the Fahey Family. They will also be accepting applications for both current and future employees.

“The Fahey Bank is excited to bring community banking to the City of Delaware,” said Coleman J. Clougherty, EVP and COO of Fahey Bank. “We have been delivering personalized banking services to Central Ohio customers for over 153 years, and expanding our footprint into the growing market of Delaware, just confirms our commitment to community banking in the area.”

Founded in 1865, The Fahey Banking Company has a long-standing history of excellence and dedication to the community and is excited to begin the next chapter with this expansion.

For more information please see their website: www.faheybank.bank or contact Mr. Clougherty.



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!!

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 supports library levy



At its June meeting, the Chamber board of directors voted to endorse the [Delaware County District Library's](#) renewal levy. The Library asks voters to approve a 15-year renewal of the its one-mill operating levy. This levy, which supports libraries in Delaware, Lewis Center, Powell and Ostrander, was originally approved by voters in 2009.

A "renewal" of the levy means that a property's current tax—about \$38 per year per \$100,000 of assessed value—stays the same. Even if the property is reassessed, the tax stays the same until the property is sold.

The levy provides slightly more than \$5 million per year. This represents 2/3 of the Library's annual revenue, with the remaining 1/3 coming primarily from State of Ohio's Public Library Fund. This state fund has been in place in one form or another since the 1980s, but it can vary in each state budget, and the trend has been down over the past ten years.

Among the plans for the coming years are:

A new library for the Powell/Liberty Township area


Updates at the Delaware and Ostrander Libraries

Upgrades at the Orange Library

Continuing to expand the collection, including books, video, audiobooks, e-books, games and other types of material

Continuing to update technology

There have been several suggestions from developers, landowners, and commercial realtors about where to place the new branch for the Powell/Liberty Township area, but at this point, the Library board has not selected a location. Before any site is chosen, the board and Library management staff will consult with the community. Also, no final decision has been taken on the future of the current Powell Branch Library on Liberty Road.

 The 2009 levy was the first in the Library's history. Among the accomplishments made possible because of this funding are building the Orange Branch Library; expanding the collections, including joining Search Ohio, OhioLink, and Central Library Consortium to increase available materials to more than 4.5 million items; extending service hours at all locations; increasing offsite services via the bookmobile and the Outreach Services Department to day care centers, senior centers, community stops; and adding many types of technology, including laptops, Wi-Fi hot spots, recording equipment, and special computers for young children.

Library usage has soared since the adoption of the 2009 levy. For example, in 2008, the Library checked out about 900,000 items; in 2017, that number was over 1.4 million. The Library had 46,000 active library card holders in 2008; this year, that number surpassed 90,000. In 2008, 30,000 people attended Library programs; in 2017, 78,500 people participated. Nearly 600,000 people visited the four libraries in 2018.

For more information, please contact Library Director George Needham at 740-363-2475, or gneedham@delawarelibrary.org.

"The only thing that you absolutely have to know is the location of the library."

-Albert Einstein

The Non-Profit & Community Bulletin Board

This feature is a vehicle through which the Chamber's forty-some members that are governed by a board of directors can connect with those interested in serving in the community.



The [Alpha Group](#) is one of the oldest and largest nonprofits in Delaware County with almost 50 years of experience; they pride themselves on pioneering new programs and services. Recently, they expanded their service area footprint to include four locations and nine counties. The mission is to support, empower and champion youth and adults with ABILITIES on their path to independence and success.



They are seeking individuals with an interest in serving on their Board of Directors. The primary role of the board is to provide policy, guidance, and advice for the operations of the program. Board members are also community liaisons to help support fundraising efforts. They are especially interested in individuals with a passion and skill level that would include marketing, manufacturing and healthcare industries. The three year term with the possibility of a second three year term starts January, 2019. The board meets monthly start in Jan 2019 on the 4 Tuesday at 6pm.

For more information, contact Alpha Group CEO Liz Owens at (740) 368-5810 or lizowens@alphagroup.net

Orange isn't just the new black

Its also the name of the branch at which the [Delaware County District Library](#) hosted the October Business Before Hours. Located in Orange Township, the stunning library opened its doors in 2010 and library staff were on hand a plenty to welcome Chamber members to the monthly networking event. Fresh from having been recognized by the Ohio Library Council as Friends of the Library of the Year, Friends board chair Karen Cowan shared a little about what this non-profit arm of the Library does (lots of programming including an upcoming Young Writers' Workshop) and advocacy for the Library. Chamber president Holly Quaine encouraged members to support the Chamber-endorsed library renewal levy which they'll see on the November ballot. The levy is vital both to the current operations of this amazing system (two-thirds of the library's total budget) and the need for a new branch in the southern end of the growing county.

Executive director George Needham, in his third year with the library, introduced library staff, including Orange Branch manager Sara Kennedy. Great coffee, lots of food and terrific company in an award-winning branch of the best library system in Ohio added up to a pretty fine way to start the day.

Thanks to George and Sara and staff. [Click here for more photos.](#)



Chamber partners with LWV to host candidate forum at lunch

Patterning with the [League of Women's Voters of Delaware County](#), the Chamber held a candidate forum at its October Third Thursday luncheon. Moderated by journalist Jo Ingles, the following candidates participated:

State Senate District 19: (D) Louise Valentine; State House District 67: (D) Cory Hoffman; State House District 68: (D) Kathleen Tate and (R) Rick Carfagna; and US House: (D) Danny O'Connor.

Candidates Andrew Brenner, (R) for the State Senate 19th District, Kris Jordan (R) for the State House District 67, and Troy Balderson (R) US House declined our invitation.

Thank you to all the candidates who attended and their desire to serve. Thank you to the LWV for partnering with us.

Thank you to our luncheon sponsor

COLUMBUS STATE
COMMUNITY COLLEGE

**DON'T FORGET
TO VOTE
NOVEMBER 6**



Chamber supports Board levy

At it's October, 2018 meeting, the board of directors of the Delaware Area Chamber of Commerce voted to endorse the Delaware County Board of Developmental Disabilities .4 mils continuous levy that voters will see on the ballot in November. This levy will replace the .56 mils that will expire in 2021.

The DCBDD is part of the county's safety net for families that deal with disabilities. The Board coordinates essential services that allow individuals of all ages to meet their potential, provides respite for caretakers, and ensures that the extraordinary quality of life for which Delaware County is noted extends to all its residents.

Delaware County's Board of Developmental Disabilities serves more residents per capita than any Board in the state. While growth brings amazing opportunities, it also brings challenges to our agencies. Delaware County has a rich tradition of acting as stewards to its neighbors by supporting the organizations that help the most vulnerable.

The Chamber urges voters to support the Library on November 6.

Chamber board member promoted

The **Performance Columbus Auto Group** has promoted Chamber board member Denny Friermood to general manager of [Honda Marysville](#). Denny has served in that capacity at [Performance Chrysler Jeep Dodge Ram](#) in Delaware since its opening three years ago.

Denny will remain on the Chamber board.



Replacing Denny in Delaware is Chris Manofsky who has been with the auto group for several years in the Columbus area.

Congratulations to Denny and welcome to Delaware,
Chris.





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Your choice of a large pan of Chicken Diablo or Chicken & Mushroom Alfredo •

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It comes with an incredible Italian salad with classic Italian dressing, your choice of pasta & sauce, our famous Tuscan bread & herb butter, & even brownies. You also get plates, bowls, silverware, napkin, salt & pepper, serving utensils, & a warming chafer with fuel. It's all self contained with easy set up & teardown, and nothing to return.

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Call The Warehouse Marion or Delaware ask for a party to go manager. We are always ready to help you with your catering or party to go order.

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We appreciate your order as far in advance as possible (24 to 48 Hours Minimum), but we can accommodate most same day orders. Our products are prepared fresh by order so if orders are placed less than 24-48 hours prior to pick up, some menu choices may be limited as some items need additional preparation time.

PAYMENT

Payment is required when you place your order.
We accept all major credit cards.

CARRY OUT

All products can be scheduled for easy pick up at either location, fresh hot and ready to serve your guests.

If you prefer to pick up in advance of your party, call and we will help determine the best products for your party & provide heating instructions for you.

If you require delivery, orders must be placed a minimum of 7 days in advance, a minimum order is required & there will be an additional fee for this service.

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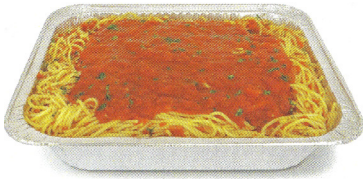
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\$19.95 \$35.00 \$60.00

Spaghetti & Meat Sauce

House Made Tomato Sauce with with fresh ground beef & Italian sausage.

\$24.95 \$45.00 \$75.00

Chicken & Mushroom Alfredo

Grilled chicken & fresh mushrooms blended with our rich cream sauce & fettuccini.

\$29.95 \$55.00 \$100.00

Vegetarian-hold the chicken.

Chicken Diablo

Penne pasta, spicy tomato cream Diablo sauce, grilled chicken, fresh spinach & roma tomatoes. Vegetarian-hold the chicken.

\$29.95 \$55.00 \$100.00

Tuscan Chicken

Grilled chicken breast over angel hair pasta tossed in light cream sauce, topped with a blend of fresh herbs, cheese & tomato.

\$60.00 \$100.00

Ravioli

Jumbo cheese filled ravioli with your choice of House Made Tomato Sauce or meat sauce.

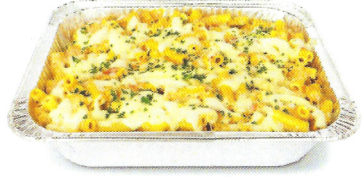
\$50.00 \$90.00

Lasagna

Our House Made Meat Sauce is prepared with fresh ground beef & Italian Sausage.

\$70.00 \$140.00

Gluten Free Pasta is available ask your party to go manager. Pasta choice or substitution of penne, fettuccini, angel hair or spaghetti noodles.



TUSCAN BREAD TO GO

Loaf of Bread with Herb Butter	\$7.99
Tray of 4 Loaves with Herb Butter	\$29.95
Herb Butter Only Small (8 oz) \$3.99 Large (16 oz) \$6.99	

SALAD BOWLS TO GO

Serves: Small Large

Italian Tossed	\$19.00	\$36.00
Crisp greens, carrots, Roma tomatoes, red onion, black olives, Pepparonchini peppers, mozzarella & classic Italian dressing.		
Classic Caesar Salad (Top it with Chicken)	\$19.00	\$36.00
Romaine, Parmesan, Tuscan croutons, & Caesar dressing.		
Warehouse 320 Salad	\$24.00	\$40.00
Romaine, leaf & iceberg, grilled chicken, sun dried apples, crasins, & walnuts. Dressing suggestion raspberry vinaigrette.		

PARTY APPETIZERS TO GO

Order the quantity you wish, we'll package your order in one disposable container.

Toasted Ravioli (7)	\$7.95
Spicy cheese filed, lightly breaded & deep fried, served with tomato sauce for dipping.	
Mozzarella Marinara (5)	\$6.95
Bruschetta (10)	\$6.95
Fresh Roma tomato & fresh basil with toasted bread.	
Risotto Balls (5)	\$5.95
Risotto, parmesan & herbs lightly breaded, deep fried, served with tomato sauce on the side.	
Spinach & Artichoke Dip	\$8.95
With parmesan flatbread for dipping.	
Sautéed Mushrooms (by weight approx. 12)	\$7.95
Garlic, lemon & cheese butter with a hint of white wine.	
Deep Fried Mushrooms (by weight approx. 12)	\$8.95
Calamari (Half Pound)	\$9.75
Deep fried, served with tomato sauce on the side.	
Mussels (1 Pound) In garlic butter sauce.	\$9.95
Deep Fried Zucchini (10) May require advance order time.	\$7.95
Served with tomato sauce on the side.	

PARTY PAN TOPPERS

Pan Size: Small Medium Large

Cheese Topping	\$2.99	\$4.99	\$7.99
Choose 5 cheese blend, mozzarella, provolone or cheddar.			
Sautéed Mushrooms (Sliced)	\$2.99	\$4.99	\$7.99
Green Peppers & Onions	\$2.99	\$4.99	\$7.99

PARTY SIDES TO GO

House Meatball	\$2.99 each
6 ounce meatball with ground beef & Italian sausage, in tomato sauce. Order the quantity you need packaged on the side.	
Chicken Breast (Whole, halved or chopped)	\$3.79 each
Charbroiled, packaged on the side or make your pan extra meaty by adding in any quantity you desire.	
Italian Sausage	\$2.99 quarter pound
Italian sausage packaged on the side, sold by the weight.	
House Made Tomato Sauce	16 ounces \$6.49 8 ounces \$3.59
House Made Meat Sauce	16 ounces \$7.59 8 ounces \$3.99
Alfredo Sauce	16 ounces \$8.99 8 ounces \$4.99



DESSERTS TO GO

Brownies (20)	\$22.00
Cobbler Cherry•Apple•Peach Serves 10-12	\$22.00
Cheesecake Or Tiramisu (6)	\$24.00
Death by Chocolate Cake (10)	\$48.00

PARTY EXTRAS TO GO

Tableware	\$1.00 per person
Plates, bowls, & silverware packets. (Knife, fork, napkin, salt & pepper)	
Serving Utensils	\$1.00 each
Plastic serving spoon, salad forks, or tongs.	
Large Pan Warmer with Fuel (1)	\$10.00
Fuel Only (1)	\$3.00



Chamber's third annual BOOs-iness After Hours Halloween party a fright

On October 24, 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 chance to have a photo taken with Frank-(who dressed as a fairy princess this year) N-Stein rounded out the fun. Thank you to Ken Barton, [Minuteman Press of Dublin](#), who bartended and to [Costco](#) for the amazing sheet cake. And congratulations to [First Citizens National Bank](#) who won the prize for best costume.

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



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

Member celebrated with ribbon cutting

There's a special feeling to a ribbon cutting when it's held because the member had to move to a larger facility to accommodate growth. That was the case on October 15 when the Chamber celebrated with [The Law Office of Brian Jones](#).



Two years ago Brian moved his office to a walk-up on Sandusky St. as part of a ten-year plan for his business that began out of his apartment. Brian's business plan outgrew that second floor office several months before his ten year timeframe, necessitating the new for the beautiful new office at 52 N. Sandusky. He credited his staff and his father who helps out at the business.

Brian's law practice focuses on criminal defense. The culture is one of treating clients with dignity and respect, as staff would like to be treated. The offices are gorgeous, food was tasty, and guests were entertained ala piano lounge.

Congratulations to Brian and his team! [Click here for more photos.](#)

Gorgeous autumn day was 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 12 when the Chamber held its annual Clay Classic. After a yummy lunch catered by [All Occasions](#), sixty-two shooters took to the stations, some with this year's new feature in their apron: mulligans.

Thank you to our station sponsors, team sponsor, shooters and to Black Wing staff who always make owner Rex Gore proud. Plan to shoot with us next year. Put Friday, October 11, 2019 on your calendar.

[Click here for all the fun photos.](#)



Thank you to our station sponsors

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Team Elford/First Commonwealth took home the award for highest team score: 137

Artina takes the high and low: Jessica Rugh took home the pigeon award for the lowest score (3) and Mike Harding the highest shooter award with a score of 42

Chamber has dates available to host a networking event

One of the fundamental benefits of a chamber membership is the opportunity to meet other members. The Delaware Area Chamber offers members the chance to host or attend either an am or pm networking event most months. Want to show off your business by inviting members over for refreshments and schmoozing? The Chamber is taking reservations for hosting in 2019. Dates are filled on a first-come basis so contact the Chamber to hold your date. Contact Sarah at dachamber@DelawareAreaChamber.com. Available dates for 2019:

Business BEFORE Hours 8:00-9:30 am

January 3	July 11
March 7	August 1
April 4	September 5
May 72	October 3
June 13	

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

January 17	November 21
March 21	
August 15	
September 19	



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regional chamber BUSINESS EXPO

The Delaware Chamber was happy to be able to join the Marion, Bucyrus, Galion-Crestline, Morrow County 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 90 exhibitors. [Click here for more photos.](#)

The following Delaware Area Chamber members represented at the Expo:

Accent Information Systems	Creative Financial Insurance Services	Mail Pro 1 Marion
Acloche Staffing	Agency Cummins	Technical College of Dublin
Alpha Group of Delaware, Inc.	Facility Services	MinuteMan Press of Dublin
Anchor and Away Travel	Dawson & Associates LLC	The Middlefield Banking Company
Arbors at Delaware	Heart of Ohio Homeless Shelter	MP Digital
Artina Promotional Products	Delaware County Historical Society	MT Technologies
Bri-Mar, LLC	Fahey Bank	Office City Express
Caldwell Capital & Fleet Solutions	FC Bank	OhioHealth
Clarity Technology Solutions	First Citizens National Bank	Payroll Services, Inc.
Columbus State Community College	Fred Astaire Dance Studio	Recreation Unlimited
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		Trophies and More
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Half page: 8 x 5.25 H	\$90	Eight page: 4 X 2.62 H/V	\$50



Leadership Delaware Class of 2019 County Tour Day

Facilitated by Susie Bibler '11 & Brian Leach '17
 Newsletter Editors: Ryan B., Karen, Chautauqua, Sharon, Matt

“Gems of Delaware County” describes the tour spots that the members of the Leadership Delaware County class were treated to as they explored some of the hidden and not so hidden treasures of Delaware County. The tour was organized and led by Susie Bibler, [MainStreet Delaware](#) and Brian Leach, [DelCo Water Co.](#)

The [Delaware County Historical Society's](#) Barn at Stratford was the first gem on the tour. Donna Meyer, Executive Director discussed the Historical Society and the many programs and projects that fulfill the Society's mission of preservation and education. She educated the group about the necessity of preserving structures such as the Meeker Homestead Museum and the over 170 year old Barn at Stratford. Donna and Connie Hoffman, Venue Manager led tours of both the Meeker Homestead and the Barn.



The second stop of the day was the Perkins Observatory. Director, Don Stevens gave a tour of the facility and explained the building and telescope's rich history. The observatory was built in 1923 by Hiram Perkins, who was 90 years old at the time.
Continued on next page

Leadership Delaware Class of 2019

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

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

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

Leadership, continued

When the observatory was built, it housed the third largest telescope (meaning “far Seer”) in the world with a lens of 69” in diameter! It was housed in Delaware until 1960, when it was relocated to Arizona, where it would have greater opportunities to view the stars. The current 32” telescope lens is the third largest telescope in Ohio.

The Perkins Observatory most notable achievement is the the development of a system of star classification. The Perkins Observatory continues to be actively used by Ohio Wesleyan students as a research facility and it offers regular public astronomy programs throughout the year.

Next on the tour was the [Stratford Ecological Center](#), which is a nonprofit educational working farm and has a state designation as a nature preserve. The farm is organic and includes crops, gardens, greenhouses, a maple sugar operation, and bee hives. The Farm also has cattle, goats, sheep, pigs, and chickens

Also on the property is the historic Meeker Cemetery, which has undergone renovation to restore gravestones that date back to the Revolutionary War. Approximately 3 1/2 miles of hiking trails are available for exploring as well.



Of their 10,000 visitors annually, 6,000 are students. Stratford Ecological Center is dedicated to educating adults and children to appreciate the land. Many camps, tours, and events are held each year for both adults and children to understand the relationship between living things and the earth.

In addition to the Executive Director and farmer who also lives on the farm, there are a few other staff members, but it takes 160 volunteers to keep the farm going. Their funding comes from private donations and foundations. Tours are available or anyone can roam at their own pace. They are open Monday-Friday 9-5 and Saturday 9-1. A nominal donation is requested at \$2 per person or \$6 per family.

Lunch was served at the Log Cabin home to the Little Brown Jug Society on the Delaware County Fairgrounds. T Thompson, and Sandy Kuhn from the [Delaware County Agricultural Society](#) first explained the relationship of the Delaware County Fair to the Little Brown Jug, the third race in harness racing’s Triple Crown, and the only race held on a fair ground. T. Thompson expounded on why The Jug is such an important harness race in Delaware County as well as the county. He then described how horses are entered in the race and talked about some of the more meaningful races. Sandy Kuhn gave information about the fair, the fair grounds, and how the “bed” tax funds capitol expenditures at the fair grounds. All Leadership Delaware participants then were treated to a wagon ride tour of the fairgrounds.

After learning about the rich history of the Little Brown Jug and touring the Delaware county fairgrounds, the class boarded the bus and headed towards the [Columbus Zoo and Aquarium](#) to visit the Heart of Africa to look at the lions. The class was in awe of lions’ sheer size and everyone enjoyed a good laugh after the only male lion decided to relieve himself on the glass where the class was standing. Next, the class had an amazing experience while feeding lettuce to the giraffes. Our group fed a male giraffe named Logan and everyone was surprised how calm Logan was and the strength of his tongue. The tour ended by looking at the playful and cute Vervet monkeys. A special thanks to the Columbus Zoo.

The last stop for the day was Alum Creek Dam. The tour was led by US Army Corp Engineer Kara who went into depth about the Alum Creek Dam’s history. Construction of the dam began in 1970 and lasted until 1973. The dam is 1.7 miles long, taking approximately one year to completely fill by way of rain fall. Kara stated three significant reasons the dam was built. The first reason was for flood reduction management as a part of the Flood Act of 1962. The second was to supply water to Delaware County. In the event there is a drought in Columbus, Ohio, the dam can act as a resource by providing water to the Hoover Dam. The third reason is that the Alum Creek Dam area is used for recreation. Currently there is also a lake and a beach. Activities available to the public are boating, jet skiing, running, mountain biking, and much more.

[Click here for all the fun photos](#)



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

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

In addition to financial protection, this innovative alternative offers:

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

Find out more about the SOCA Benefit Plan. Call 1-844-MED-OHIO or visit 844MedOhio.com, or ask your Chamber of Commerce for a referral to a participating broker.



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November Calendar

Ribbon Cutting

Tuesday, October 30, 4:00
Erin Brown Edward Jones
[Click here for details](#)



Leadership Delaware Agriculture Day

Thursday, November 8

Workforce Development & Education Committee

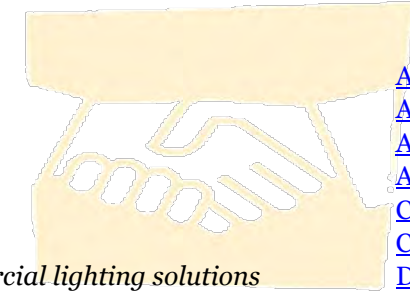
Friday, November 9
8:00 am Chamber office

Safety Council

Tuesday, November 13
11:30 am—1:00 pm
[Click here to register](#)

Third Thursday luncheon

Thursday, November 15
11:45 am SourcePoint
Legislative wrap up with Ohio Chamber
[Click here to register](#)



Reinvesting Members

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[AlerStallings LLC](#)
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[Artina Promotional Products](#)
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[Liberty Community Center](#)
[Ohio Living Sarah Moore](#)
[Performance Printing, Inc.](#)
[PJL Ventures LLC](#)
[Preferred Benefits Services Agency, Inc.](#)
[Southeast, Inc.](#)
[Spectrum](#)
[Syntero, Inc.](#)
[The Hardware Exchange](#)
[The Ohio State University Wexner
Medical Center - Outpatient
Care Lewis Center](#)
[Triple T Transport](#)

Business After Hours

Thursday, November 15
5:00 pm—6:30 pm
Ross Art Museum
[Click here to register](#)

Infrastructure & Development Committee

Tuesday, November 20
8:00 am Chamber office

Chamber Board Meeting

Wednesday, November 21
7:30 am Chamber office

Happy Thanksgiving

Thursday, November 22 &
Friday, November 23
Chamber office closed

Safety Council Make-up Meeting

Tuesday, November 27
11:30 am—1:00 pm
[Click here to register](#)

SAVE THE DATES

Annual Dinner and Awards

Monday, February 4, 2019
Hilton Columbus/Polaris

Golf Outing

Thursday, June 6, 2019
Kings Mill Golf Course

Clay Classic

Friday, October 11, 2019
Black Wing Shooting Center

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

Association recognized by state organization

[MainStreet Delaware](#) was recently recognized by Heritage Ohio for their efforts towards the Home for the Holidays event in December 2017. Anyone who was there on that delightful evening is not surprised. The streets were packed with families and fun; the tree lighting was magical. Congratulations to our friends at MainStreet and director Susie Bibler for the amazing job they do all year long.



Heritage Ohio is the organization that administers MainStreet programs in Ohio.



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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 1/4 page newsletter ad!

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* *Don't know the month in which your renewal is due? Email dachamber@DelawareAreaChamber.com.*

Are you making the most of the freebies that your Chamber membership offers?

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

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

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

Your online calendar displays events from other members, Chamber events, and of course, any events that you have posted. You can register online for Chamber events only; to register for another member's event, please contact that member directly. If the event you'd like to register for has a fee associated with it (for example, Third Thursday luncheon is \$15 a person), you can pay online right then and there, select to pay at the door, or let us know you'd like an invoice. [Click here for the full instructions on registering for Chamber events](#). So, you've attended an event and you opted to be invoiced for it. You can pay that invoice online as well as ANY Chamber invoice. [Click here for instructions on how to pay invoices online](#).

Check Out the
HOT DEALS

from Chamber Members
Posting is FREE with your membership

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- [Emergency Water Damage Mitigation - AdvantaClean of Dublin](#)
- [DATA Express...connecting you to the Buckeyes - Delaware Area Transit Agency](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)
- [Holiday meeting? - Hilton Columbus/Polaris](#)
- [Oak & Brazen Wine Co: Daily Deals - Oak and Brazen Wine Co.](#)
- [Free year-end W-2 processing for 2018 - Payroll Services, Inc.](#)
- [SnowPaw Custom Managed Firewalls - SnowPaw Solutions](#)
- [FREE Pilot of our Test Trust LockDown System - SnowPaw Solutions](#)
- [Tanger Outlets: Advertising & Partnership Opportunities- Tanger Outlets Columbus](#)

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

Too often a Delaware County school district is on the ballot asking taxpayers for their support in operating the district. And too often a high-producing district finds itself defending its value. And once again it’s because the legislature’s long history of demand more meets the smoke and mirrors of funding.

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

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

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

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

HB 920: UNDERSTANDING SCHOOL FUNDING

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

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

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

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

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

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

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

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

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

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

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

Did you know...

...that as a member of the Delaware Area Chamber you may use the Chamber's conference room at no cost? The conference room sits 25 comfortably and has a screen, projector and Wi-Fi. Also on hand: podium, easel and white board. It's the perfect location for training, strategic planning or meetings you'd rather have off-site; for home-based members it a perfect place to meet your clients. We'll even supply coffee, water and soft drinks. And best of all, it's FREE. To schedule the room, contact the Chamber at 740-369-6221 or dachamber@DelawareAreaChamber.com.

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 disease¹

\$8,000 in medical costs savings for members with a connected medical and disability plan²

More than 26,000 diabetics identified earlier through yearly routine eye exams³

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

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

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

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

3-Anthem, Inc. data 2016.



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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.



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. (A/C)

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

**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.
Membership is our voice; membership is our influence,
membership is our strength.**

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



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

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

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

Access to care that's right for your employees

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

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

Creative Financial Insurance Services Agency, Inc.

Jim Roesch
jwroesch@discovercfi.com
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



Your chamber membership creates value for your company.

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

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

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

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

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

Dental

- Industry-leading local and national networks with deep discounts, saving members an average of 34% on covered services when they visit an in-network provider
- No waiting periods for major services with employer-paid plans
- Flexible plan designs and optional benefits like annual maximum carryover and brush biopsy
- A dedicated dental service department that provides fast and accurate claims processing that beats the industry average, with the average claim paid in less than 3 days¹
- Expanded care with our clinically integrated program, Anthem Whole Health Connection, is included at no extra cost. This includes additional dental services for members with certain health conditions.

Blue View Vision

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

Life and Disability

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



¹ Internal data 2017

² Except when discounting of non-covered services is prohibited by state law. Standard broker commissions apply. Offer available to Ohio-headquartered businesses adding new Anthem dental, vision, life and/or disability plans. This discount program can be changed or terminated at any time.

Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company. An independent licensee of the Blue Cross and Blue Shield Association. ®Anthem is a registered trademark. The Blue Cross and Blue Shield names and symbols are the registered marks of the Blue Cross and Blue Shield Association.



High school earns Blue Ribbon

[Delaware Hayes High School](#) recently was recognized as a Blue Ribbon school, a prestigious and extraordinary honor.



The National Blue Ribbon Schools Program recognizes public and private elementary, middle, and high schools based on their overall academic excellence or their progress in closing achievement gaps among student subgroups. Every year the U. S. Department of Education seeks out and celebrates great American schools, schools demonstrating that all students can achieve to high levels. More than 8,500 schools across the country have been presented with this coveted award. The National Blue Ribbon School award affirms the hard work of students, educators, families, and communities in creating safe and welcoming

schools where students master challenging content. The National Blue Ribbon School flag gracing an entry or flying overhead is a widely recognized symbol of exemplary teaching and learning



Hayes principal Ric Stranges was ecstatic at the announcement. Those who know Ric know what this means to a man who leads with such passion and sincerity; who maintains a culture within the high school that allows staff and students to thrive. He will credit others for this amazing recognition and he will be correct to the extent that the values that drive excellence at Hayes come right from the district's leadership.

Delaware City Schools, led by superintendent Paul Craft, feels a deep connection and responsibility to the community and it shows at every building, in every staff member. The commitment and pride is genuine and the Chamber's congratulations to Delaware Hayes is equal only to its gratitude on behalf of the community.



DELAWARE AREA SAFETY COUNCIL

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

Steering Committee

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

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

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

Want more Safety Council news?

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

LOOKING TO HIRE? WE CAN HELP!

Temporary, Temp-to-Hire, and Direct Hire for Long-Term, Short-Term, and Seasonal Positions.

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- Manufacturing
- Clerical and Data Entry
- Warehouse
- Office and Administrative
- Customer Service

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Email: Jobs.DelawareOH@ExpressPros.com

P: (740) 369-1400
F: (740) 369-1444
96 West William St.
Delaware, OH 43015



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Powell Banking Center

9595 Sawmill Parkway Powell, OH | (614) 789-9595 | www.FirstCitizensNational.com

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

The Chamber is relentless about encouraging its members to do business with other members. Do you look to Chamber members first for goods and services? We'd like to hear from you. Tell us who you've done business with and send us a testimonial. hquaine@DelawareAreaChamber.com.

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

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



Mail Pro 1 LLC
A PRINT & MAIL PROFESSIONAL



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

**FIRESTONE, BREHM, WOLF,
WHITNEY & YOUNG LLP**

Edward Jones
MAKING SENSE OF INVESTING

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

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

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

Jason Comstock, [Clarity Technology Solutions](#)



**FIRESTONE, BREHM, WOLF,
WHITNEY & YOUNG LLP**

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

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

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

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

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



Share YOUR story. Send your testimonials about your experience doing business with your Chamber-member peers. Email Holly at hquaine@DelawareAreaChamber.com.

Habitec Security hires new security consultant

Habitec Security, one of the top electronic security companies in the Midwest, is pleased to announce William Brent has been hired as a Small Business and Home Security Consultant in our Columbus office. William is a graduate of Ohio University and a resident of Central Ohio for over 30 years.



“William will be instrumental in our growth and success in Greater Columbus. We are happy to welcome William to our team of highly-trained, professional individuals. He will provide superior customized home and business security solutions and exceptional customer service to the Greater Columbus community,” said John R. Smythe, President and CEO of Habitec Security.

About Habitec Security

Habitec Security, founded in 1972, is headquartered in Toledo, Ohio and has two full-service branches in Columbus, Ohio and Charlevoix, Michigan. Habitec is ranked as the 53rd largest electronic security companies in the country according to the top 100 rankings compiled by the Security Distributing & Marketing (SDM). Habitec owns and operates its own U.L. central station, which monitors 17,000 customers. The Habitec team consists of nearly 80 employees with an average of 20+ years in the security industry. In 2015 and 2016, Habitec was named by The Toledo Blade as a Top Workplace. For more information, visit them at habitecsecurity.com.

Follow Ohio Chamber legislative updates

As a proud member of the Ohio Chamber of Commerce, we're grateful for their advocacy on behalf of small business. For chambers like ours with bare bones staff, the value of our membership with Ohio Chamber is the vetting, education and lobbying that we lack the adequate resources to take on. We urge you to click on their logo and follow their updates.



Chamber looks to revive dedicated government affairs committee

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

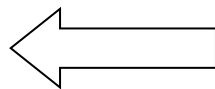
If you're that person and can commit to being actively involved, please email Holly at hquaine@DelawareAreaChamber.com.

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

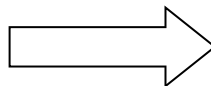
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a member of the Delaware Area Chamber of Commerce in good standing, you are encouraged to use the Chamber's logo on your email signature, website, stationery and marketing materials. Call the Chamber for an electronic version of our logo. Take advantage of the cache your membership brings to your business.



Click the image to the left for a high quality version of the Chamber **web stamp**.



Click the image to the right for a high quality version of the “**Proud Member**” web stamp.



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

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

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

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

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

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

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

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

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



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

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

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

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

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

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

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

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

Your Chamber membership: True or False?

- The Chamber receives several requests each year for goods or services provided in our community and recommends Chamber member businesses. The Chamber encourages members to supply the office with their brochures for display at no charge. **FALSE!** The Chamber receives *hundreds* of requests each year by phone, email and in the Chamber office.
- Free for the asking is a prescription discount card that you can distribute to all your employees. **TRUE!** There's nothing to sign; no charge to distribute or to use; accepted at all the big chain pharmacies; and the discount is often a bigger savings than the co-pay. Look like a hero to your staff and contact the Chamber today: 740-369-6221 or dachamber@DelawareAreaChamber.com
- The Chamber's conference room may be reserved at a very reasonable cost to Chamber members. **FALSE!** The conference room sits 25 comfortably and has a screen, projector and Wi-Fi. Also on hand: podium, easel and white board. It's the perfect location for training, strategic planning or meetings you'd rather have off-site; for home-based members it a perfect place to meet your clients. We'll even supply coffee, water and soft drinks. **And best of all, it's FREE.** To schedule the room, contact the Chamber at 740-369-6221 or dachamber@DelawareAreaChamber.com