

# CHAMBER NOTES

A monthly newsletter of the  
Delaware Area Chamber of Commerce

December 2020

## Sustaining Members

**Industry Exclusive  
Platinum Level**



**Gold Level**



**Silver Level**



**Bronze Level**



The Delaware Area  
Chamber of Commerce  
Established 1907



## Chamber annual dinner a very different affair

At its November board meeting, the Chamber's board of directors made the call to cancel the annual dinner as an in-person event. This is the first time in recorded history that the Chamber has not held its annual event which included live and silent auction, cocktail reception, business awards, the much-loved table decorations and the changing of the out-going and new board members. It was a very easy decision from a responsibility standpoint given the current public health crisis. The Chamber has canceled all but a very few events since March, in keeping with the public health guidelines and mandates. There's no question that the Chamber, like all its members, will see a return to full business at some point in 2021, but for now takes their stewardship seriously.

The event will take on a virtual shape but what that looks like at the time of this publication is still taking shape. Our goal is to offer a virtual event of everything that typically happens on stage at an annual event: live auction, incoming and outgoing board members, business awards. Watch your email for future news.

**In the meantime, we are still accepting nominations for business awards, but the deadline to return submissions is moved up to December 31.**

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

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

A very special thank you to [Hilton Polaris](#) for working with us. We've booked Monday, February 3, 2022 when we look forward to being back with you at this special event.

## 2021 Annual Dinner Corporate Sponsors

Platinum Level



Gold Level



Silver Level



Bronze Level



*However you celebrate the holiday season, know that the best wishes for happiness and safe travels go with you from the staff of your Chamber.*

*Holly, Sarah & Matt*

*Happy Holidays*

## 2020 Board of Directors

### Executive Committee

Zach Price– Chair

[TRIAD Architects](#)

Aric Arnett– Chair-Elect

[Ohio Living Sarah Moore](#)

Dusty Hostutler– Immediate Past Chair

[Edward Jones](#)

Ana Babiasz– Treasurer

[Fidelity Federal Savings & Loan](#)

Glenn Marzluf– Vice Chair

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

Shane Dawson– Vice Chair

[Dinsmore & Shohl LLP](#)

Brad Schneider–Vice Chair

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### Board Members at Large

Mark Clack

[Domtar Personal Care Division](#)

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Bill Morgan

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Scott Ruth

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Andrew Wecker

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## Library breaks ground

The [Delaware County District Library](#) (DCDL) broke ground November 18 on the newest facility to be added to the library system, the Liberty Branch Library. Located at 7468 Steitz Road in Powell, the building will be the fifth brick-and-mortar location for DCDL, with other buildings in Delaware, Ostrander, Orange Township, and downtown Powell.



“Breaking ground on the Liberty Branch Library is the next step in a process that has been community-driven from the beginning,” said Deputy Director Molly Meyers LaBadie. “From the overwhelming passage of the Library’s November 2018 levy renewal request, to community forums, website feedback, and staff input, the branch doesn’t have a corner that hasn’t been looked at with residents and users in mind.”

The groundbreaking ceremony took place with just ten individuals in attendance, in order to comply with current public health orders pertaining to COVID-19. The event was also streamed live to the Library’s Facebook page and broadcast on televisions in each of the Library’s four locations for staff and users within the Library to view.

The Trustees of the Delaware County District Library earlier this year approved the plans for the two-story, 42,000 square-foot building on the border of Liberty Township. The building will amass a 3.7 acre footprint on the northwest corner of Home and Steitz roads.

The timeless design will continue the DCDL moniker of being the “community’s living room” while being physically located in the community, surrounded by residential neighborhoods. Architects at SHP have designed a building with an attractive use of stone, welcoming landscaping and a tasteful nod to Powell’s rich history.

The building will be made possible with special thanks to the architects at SHP, construction manager at-risk Marker, civil engineers at the **Kleingers Group**, structural engineer SMBH, and technology engineer KLH Engineers.

“This expansion confirms the importance of a robust library system in [Delaware County](#) and the role that all of these systems’ facilities play in our community’s ability to connect, learn and grow.” – Proclamation from Delaware County



Commissioners Jeff Benton, Barb Lewis, Gary Merrell.

Construction is expected to take about 18 months and the Chamber looks forward to its ribbon cutting in 2022.

## Advertisers in this issue

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# Welcome New Members

## MLS Construction Services

Mandy Sapin - Owner  
704 North Old State Road  
Delaware, OH 43015  
(740) 404-1248  
[mlsconstructionservices.com](http://mlsconstructionservices.com)  
Provides demolition & excavation services



# Reinvesting Members

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

Bennington, Daniel  
Bri-Mar, LLC

## [Carolyn Asher- American Family Insurance](#)

[Consolidated Cooperative Creative Financial Insurance Services Agency](#)

## [Delaware Automotive Service](#)

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

## [Del-Mor Dwellings Corp.](#)

## [Drama Kids of North Columbus](#)

## [Dumbaugh Insurance Agency, Inc.](#)

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## [Sky Climber, LLC](#)

## [Southeast Healthcare](#)

## [Stevens Construction Company, Inc.](#)

## [Strand Theatre](#)

## [The Ohio State University Wexner](#)

## [Medical Center- Outpatient Care](#)

## [Lewis Center](#)

# December Calendar

## HR Council

Wednesday, December 2 8:00 am  
via Zoom

## Government Affairs Committee

Tuesday, December 8  
8:00 am via Zoom

## Manufacturers' Council

Wednesday, December 9  
7:30 am via Zoom

## Safety Council

Tuesday, December 9  
9:00 am via Zoom  
[Click here to register](#)

## Workforce Development & Education Committee

Friday, December 11  
8:00 am via Zoom

**December 24 & 25**  
Chamber office closed

**December 31 & January 1**  
Chamber office closed



## SAVE THE DATE

Golf Outing  
Friday, June 18, 2021

Clay Classic  
Friday, October 8, 2021

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

## Member expands reach

Chamber member Ken Barton recently purchased his second **Minuteman Press** location. The Lewis Center location gives the Minuteman Team a foothold in Delaware County which allows for shorter delivery times to our Delaware County clients. And they now have capabilities in dye sublimation and can produce personalized t-shirts, masks and coffee mugs.

Ken purchased the Dublin franchise in 2016 after retiring from a career in accounting. He had most recently been with **Blue & Co** since 2007. Although Ken knew little about the printing business, he knew *business* and applied that experience into a successful Minuteman location, putting him in a perfect position to take advantage of the opportunity to expand his reach with a second location.

Ken's team looks forward to the opportunity to work serve your printing, mailing and packaging needs!

Congratulations, Ken, on your expanding empire.



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.

## Health District breaks ground on new facility; updates name

The Health District celebrated by not only breaking ground at a future home, but also introducing the public to a new name! November 17th's groundbreaking at the impending location of 470 South Sandusky Street in Delaware marks the moment the Health District is officially known as the **Delaware Public Health District**. A ceremony originally scheduled to be in-person was cancelled due to COVID-19 caution, therefore the Health District asks our community leaders, partners and residents to celebrate "in spirit"!

Health Commissioner Shelia Hiddleston explains that the Health District has always been a public health agency and now the new name signifies that very detail.

"When the plan to build was finally solidified, the Board of Health last year voted to change our name to truly encompass our mission which is to 'promote, protect and improve the health of the community,'" said Hiddleston. "This by definition is the very role and responsibility of public health – and we wanted to capture this concept and identify ourselves with being dedicated to the public's health!"

Hiddleston added that the Board voted to keep "District" in the name to reflect the fact that while the agency serves the majority of Delaware County, there are portions in the southern area that are annexed to Columbus and Franklin County Public Health agencies. Those particular jurisdictions are not included within the district boundaries.

Amid the COVID-19 pandemic, the majority of the Health District's almost 90-person team has been handling an extremely large volume of cases, calls and reports. For this reason, transitioning everything to reflect the new name will not happen immediately, but rather in phases.

"It will take a while to convert everything over to our new name, including signage, website graphics and content, and general public information," said Health District Public Information Officer Traci Whittaker. "If you see 'Delaware General Health District' or 'Delaware Public Health District' in the same manner somewhere, please know that we are the same agency behind those names working hard to protect your health!"

Whittaker added that a full transition will be completed upon relocating to the new site, which is predicted to be in the fall of 2021.

Last year, the Board of Health studied the needs of the community and the needs of the Health District staff. After recognizing the current location would never meet the capacity demands of a growing population or a growing staff, the decision was made to build. The planned 30,000 square-foot facility will accompany a 200-space parking lot and will have capacity to grow by 10,000 square feet if necessary.

Proceeds from the Health District's tax levy cannot be used to fund the new building. Levy dollars can only be used for operational expenses, therefore the Board has saved and allocated funds from program fees and permits since 2000 to be used for a new facility purchase or construction.

The Health District is thankful for the agencies that assisted in the planning process that made the new construction project possible, including local community lender **First Commonwealth Bank**, architect firm Moody Nolan and construction manager Knoch Corporation.



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## County offers relief programs

**Delaware County** launched an Economic Development Revolving Loan Fund application to the Delaware County business community.

Powell-based Buckeye State Bank will administer the program, which will provide loans between \$10,000 and \$25,000 over a five-year term. The loan principal can equal up to six months' of rent, mortgage and/or utility payments. The interest rate is 4 percent with a \$1,000 fee that will be added to the loan principal. Interest-only payments will be required during the first six months of repayment. Review and approval of the loan application will take no more than 10 business days. If you apply for other local loans, we will ask you to withdraw from our program, in order to give other businesses a chance to use local funds.

The fund was engineered by the Commissioner-appointed Delaware County Economic Recovery Advisory Team, a committee that was established in response to the COVID-19 pandemic. Delaware County officials, including Clerk of Courts Natalie Fravel, have contributed \$2.5 million to get the fund started. The Delaware County Finance Authority, **Orange Township** and **Liber-ty Township** have each contributed \$250,000. The committee continues to seek additional contributions to the fund.

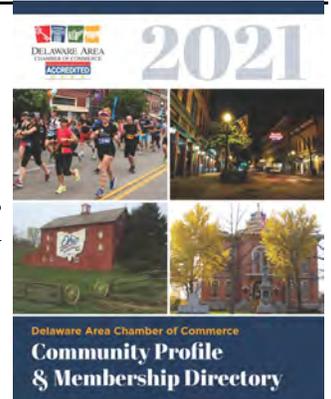
To apply for the loan, visit <https://BSBDelCo.com>. For more information about Delaware County's response to the economic impacts of the COVID-19 pandemic, [visit their website](#).



## 2021 Community Profile and Membership Directory

The 2021 publication of the Chamber's annual Community Profile and Membership Directory is on its way to the primary contact of your membership. This beautiful publication, the only of its kind in the county, was assembled and printed this year by **Minuteman Press of Dublin**.

Copies are mailed to the membership and distributed throughout the year to Chamber walk-in traffic, new mover packets, staff recruitment packets requested by Chamber members and in many venues in the county. We encourage you to contact us for quantities of the publication to display and distribute in your lobby. The publication is also linked on the [Chamber's website](#).



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.

If you're thinking

I need a  
better bank

then you need to think  
beyond the banks.



**Lisa Clark**, Manager

Delaware Service & Lending Center  
33 London Road  
by Walgreens, Delaware, OH 43015

740.363.8118  
lclark@cescu.com  
www.cescu.com



**Mike Dickey**, CPA  
Shareholder



Business Advisors and  
Certified Public Accountants

CES Credit Union



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[maloneynovotny.com](http://maloneynovotny.com)

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



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

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

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

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

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

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

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

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

201 Pennsylvania Avenue, Delaware

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

Mark Pettitt  
[pettitt@prefben.com](mailto:pettitt@prefben.com)  
740-363-6028  
[www.prefben.com](http://www.prefben.com)  
611 South Sandusky Street, Delaware



## Your chamber membership creates value for your company.

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

- o Your choice of plans, from industry-leading consumer-driven health plans to point-of-service products
- o 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
- o Extensive selection of providers and lower in-network costs
- o Strong local service

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

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

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

### Dental

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

### Blue View Vision

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

### Life and Disability

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



<sup>1</sup> Internal data 2017

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

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

Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company, An Independent licensee of the Blue Cross and Blue Shield Association.

® Anthem is a registered trademark. The Blue Cross and Blue Shield names and symbols are the registered marks of the Blue Cross and Blue Shield Association.



## A message from the Government Affairs Committee

The Chamber's Government Affairs committee shares some information on significant pending legislation to keep you informed. What to watch:

[House Bill 606](#): COVID Liability Protections

- Status: Signed into law
- Summary: Provides broad liability protections to employers related to COVID-19

Legislation supported by the Ohio Chamber of Commerce

[House Bill 352](#): Employment Law Uniformity Act

- Status: Full vote expected this week in Ohio House
- Summary: The current legal environment makes it relatively easy for employers to be sued under discrimination claims. This bill protects employers by making it harder to bring these types of lawsuits to them.

Legislation supported by the Ohio Chamber of Commerce

[House Bill 621](#): Business Fairness Act

- Status: Awaiting full vote in Ohio House
- Summary: Removes the distinction of "essential" businesses so all industries are more fairly treated through COVID-19 restrictions.

Legislation supported by the Ohio Small Business Council

Additionally, the state recently launched a grant relief program. More info at <http://allforohio.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.



## Contact your legislator:

### Ohio Senate District 9

Andy Brenner  
Senate Building  
1 Capitol Square  
Ground Floor  
Columbus, OH 43215  
Hometown: Powell  
(614) 466-8086  
[Email](#)

### Ohio House District 68

Rick Carfagna  
77 S. High St  
13th Floor  
Columbus, OH 43215  
Phone (614) 466-1431  
Fax (614) 719-6990  
[Email](#)  
**District 67**  
Kris Jordan  
77 S. High St  
11th Floor  
Columbus, OH 43215  
Phone (614) 644-6711  
Fax (614) 719-0002  
[Email](#)

### US House District 12

Troy Balderson  
250 East Wilson Bridge Rd.,  
Suite 100  
Worthington, OH 43085  
Phone: (614) 523-2555  
[Email](#)  
**District 4**  
Jim Jordan  
[Email](#)  
**US Senate**  
Rob Portman  
[Email](#)  
Sherrod Brown  
[Email](#)

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).

# REBUILD MY TOWN

## Columbus, Ohio



Help lift up your community by sharing the Columbus virtual mosaic, which encourages consumers to support local this holiday season.

You can still be a part of this campaign by adding your business to our Support Local directory, where local consumers can find you and give you their business.

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Spectrum Reach stands with our communities. **Together, we will rebuild.**

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## Who we are

The Chamber is a voluntary organization of businesses investing their time and money to improve the economic, civic and cultural well-being of the community. Through this investment, the individual volunteer, company or corporate sponsor increase their business, expand their profile and value and in turn accomplish their personal and professional goals. Everyone shares in the benefit created by the growth and prosperity generated.

The dues structure is designed to permit even the smallest business to be a member. The work of the Chamber is financed by the investment of individuals and businesses that support it. *The Chamber is not part of the city or the government. It is a unique organization and it belongs to the members.*

## What we do

The Chamber provides its members with a platform to accomplish their business goals. Belonging to the Chamber increases a member's opportunity to network, develop professional and personally, build a referral base and increase their visibility. A recent study from the Shapiro Group shows that consumers are 49% more likely to think favorably of a Chamber-member business and 80% more likely to purchase goods or services from the company in the future. A Chamber membership comes with a 73% increase in customer awareness and a 68% increase in local reputation.

Your organization helps create jobs through stimulation of industrial and commercial growth. The Chamber is a voice for small business and keeps abreast of issues that affect the business climate and alerts membership to resources that may assist in their resolution. It also assists in bringing new business to the community by acting as a resource to the business principals and leaders. The Chamber serves as a resource for membership and provides referrals from a trusted network of business men and women.

The program of work is facilitated by the Chamber's member volunteers and committees under the direction of the board of directors. The goal is always to

create more prosperity and opportunity for all members. Every member has a voice in determining the Chamber's work, policies and projects- and every member is needed to work to get the job done!

And programming? Your Chamber knows how vital networking and educational programming are to its members. Monthly Before Hours and After Hours, Third Thursday luncheons, ribbon cuttings and other celebrations; annual golf outing and clay classic, the unique annual dinner and awards event; educational series, Safety Council and Leadership Delaware are the organization's sweet spot.

And what of your investment in the organization? In 2018, the Delaware Area Chamber received its second consecutive 5-year, 4-Star accreditation. Only 3% of chambers nationwide (and only four in Ohio!) seek and receive this prestigious recognition. What this means is that from finances to communication; HR to programming your Chamber is run like a business. A solid, well-run business and is committed to the accreditation process every day.

No other organization can do all that the Chamber does. We've been doing it since 1907. Times change but the relevancy of your Chamber endures.



## Chamber newsletter advertising a good value

More than 1200 readers at over 450 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:

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Half page: 8 x 5.25 H	\$90
Quarter page: 4 x 5.25 H	\$75
Eighth page: 4 X 2.62 H/V	\$50



...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!!*



**DELAWARE AREA**  
CHAMBER OF COMMERCE



# Merry Christmas

During this holiday season,  
we wish you all the best.



**Dusty Hostutler, CFP®, AAMS®**  
Financial Advisor

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Delaware, OH 43015  
740-363-9200

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MAKING SENSE OF INVESTING

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

The Southern Ohio Chamber Alliance (SOCA) teamed up with Anthem Blue Cross and Blue Shield to create a 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

**As a member in good standing with the Delaware Area Chamber of Commerce, your business is eligible for discounted group health care *including plans for sole proprietors*, sold through our Chamber-member authorized agents.**

**Contact one of our agents to see if there's a plan that's right for you.**

## Creative Financial Insurance Services Agency

Jim Roesch

[jwroesch@discovercfi.com](mailto:jwroesch@discovercfi.com)

740-363-5433

\*Anthem Elite Certified



## Preferred Benefits Services Agency

Mark Pettitt

[mark@prefben.com](mailto:mark@prefben.com)

740-363-6028

\*Anthem Elite Certified



PREFERRED BENEFITS SERVICES AGENCY, INC.

**Terracon**

800 Morrison Road  
Columbus, Ohio 43230

Kevin M. Ernst, P.E.,  
Office Manager  
[kevin.ernst@terracon.com](mailto:kevin.ernst@terracon.com)

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The Chamber exists for and by its members— *check here* before you buy.**

## Why aren't YOU advertising FREE on the Chamber's Website???

If you're not publishing **Hot Deals** on the Chamber's home page, you're missing one of the benefits of Chamber membership and missing thousands of potential customers

### HOT DEALS

- ⇒ No strings— FREE to Chamber members.
- ⇒ The Chamber's Website boasts visitors each day.
- ⇒ And your Hot Deal will be listed in the Chamber newsletter and eblasted to nearly 1,000 Chamber-member addresses
- ⇒ No limit to the number of Hot Deals
- ⇒ Do-it-yourself: get your login and password and publish Hot Deals yourself— it's faster and the independence means you can post any-time, all the time.

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

## Check Out the

### HOT DEALS

from Chamber Members

Posting is FREE with your membership

- ⇒ [Delaware City Flex service-Delaware County Transit](#)
- ⇒ [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- ⇒ [Join Safety Council— Delaware Area Safety Council](#)
- ⇒ [Digital Boost—The Delaware Gazette](#)
- ⇒ [Joslyn Law Firm: Criminal Defense Lawyer—Joslyn Law Firm](#)
- ⇒ [15% off Guest room Nationwide Hotel and Conference Center— Nationwide Hotel and Conference Center](#)
- ⇒ [Oak & Brazen Wine Co: Daily Deals— Oak and Brazen Wine Co.](#)
- ⇒ [FREE Emergency Ready Profiles—SERVPRO of Delaware](#)
- ⇒ [SourcePoint Shares Aging Expertise via Speakers Bureau— SourcePoint](#)

## Our Values—The Delaware Area Chamber of Commerce will:

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



**MANOS, MARTIN & PERGRAM CO., LPA**  
Attorneys at Law




*From our families to yours*

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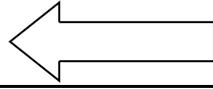
Drawing By Karen Collins

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

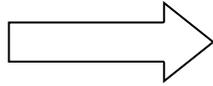
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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## Leadership Delaware Class of 2021 Agriculture Day

Facilitator: Teresa Watkins '07

Newsletter editors: Trisha Kalmar, Dawn Hall

The Leadership class enjoyed another beautiful fall day for Agriculture Day. Participants began the day's events at the Radnor Township Hall with a panel discussion led by facilitator Teresa Watkins, Delaware Leadership Class of '07. The panel presentation began with Jacci Smith from [Delaware County Extension](#) who provided the class with statistics related to the county's agricultural production. Jacci shared that [Delaware County](#) reported 86.8 million in ag sales, 132,800 acres in farmland, and just over 800 individual farms in the county. Delaware County ranks 33rd and 34th among other counties in the state for corn and soybean production, both up from previous years' statistics. Overall ag sales have also increased from previous years reported even though the overall number of acres in farmland have decreased. Livestock numbers including hogs, cattle, and milk cows have also decreased. Jacci noted that revenue from nurseries and greenhouses are newly included in the economic figures, representing 21 million of the 86.8 million total. Also participating in the panel were Delaware County grain and livestock producers Tim Harsh, **Doug Dawson**, Bret Davis, John Davis, and Earl Lehner. The panel shared their experiences of the issues facing agriculture in Delaware County today listing the area's population growth, traffic, regulation on herbicide use, commodity pricing, and environmental activism as primary challenges faced.



Following the panel the Leadership Class boarded the bus to tour Harsh Farms, Co-owned by panel participant Tim Harsh, for a first-hand look at some of the prettiest Registered Angus Beef breeding stock you've ever seen. Lunch followed shortly thereafter with delicious locally produced pork care of Ken Stiverson and Delaware's most heavenly homemade pies from Cindy Kaelber.



*Continued on next page*

### Leadership Delaware Class of 2021

Chris Baker  
[Delaware County Foundation](#)  
Matt Brown  
[Delaware County](#)  
Stephen Cook  
[First Citizens National Bank](#)  
Chelsea Dean  
[Delaware County Sheriff's Office](#)  
Rachel Dobney  
[Olentangy Local Schools](#)  
Tola Francis-Sanusi  
[Marion Technical College](#)  
Dawn Hall  
[Delaware General Health District](#)  
Megan Hammond  
[Delaware County Prosecutor](#)

Holly Hanson  
[Drama Kids of North Columbus](#)  
Craig Heath  
[Delaware City Schools](#)  
Kenzie Johnston  
[Ohio State University Extension](#)  
Tricia Kalmar  
[Price Farms Organics](#)  
Lori Kannally  
[Delaware General Health District](#)  
Angi Lee  
[Safe Harbor](#)  
Kyle Lewis  
[Delaware-Morrow Mental Health & Recovery Services Board](#)  
Lindsay Mauter  
[Ohio Wesleyan University](#)  
Larry McQuain  
[Delaware County Court of Common Pleas -Domestic Division](#)

Russ Meade  
[Meade & Associates](#)  
Morgan Mellen  
[The Alpha Group](#)  
Jason Sanson  
[Environmental Design Group](#)  
AJ Santos  
[Preferred benefits Insurance Agency](#)  
Melissa Stroupe  
[Delaware Historical Society -The Barn at Stratford](#)  
Courtney Vanest  
[Fidelity Federal Savings & Loan](#)  
Joe Wheeler  
[Dinsmore & Shohl, LLP](#)  
Tonia Wilson  
[Family Promise of Delaware County](#)

## Leadership continued

The Leadership Class then traveled to Hardscrabble Farm, home of the Skinner Family. Gary and Carolyn Skinner farm a few thousand acres of beans each year along with sons Brian and Darren. Their farm has been in operation since 1912. Hardscrabble Farm also hosts Delaware County's Benefit in the Barn in conjunction with United Way and Farm Bureau, helping to raise over \$275,000 for hunger relief in Delaware and Union Counties over the past 6 years. Darren Skinner spoke to the class about advances in farming equipment, with participants seeing a new state-of-the-art tractor as compared to ones from the early



1900's. Brian Skinner explained how 2.5 acre grid sampling and soil analysis provides resources to maximize production while minimizing chemical application.

Next up was a visit to [Price Farms Organics](#) for a tour with owner and operator Tom Price. Price Farms Organics is an Ohio EPA licensed Class II Compost Facility focusing on recycling organic materials using composting technology. Materials such as leaves, brush, grass, manure, livestock bedding, paper, food remnants, and other biodegradable materials are recycled and turned into nutrient-rich

finished composts such as Zoo Brew™, Leaf Plus, and Barnyard Cafe™. Price Farms Organics works with both the public and private sectors and has accepted over 16,000 tons of product so far this year for composting. The overall composting process takes somewhere between 6 and 18 months. The recycling circle is completed by the finished product being sold throughout Central Ohio and beyond in the form of Price Farms' various blended soils, mulches, and composts.



The compost site has been in operation since 1997 when it became Delaware County's first designated compost facility for residential and municipal yard trimming recycling. The compost site sits in the center of the family farm which has been in operation since the mid 1800's.

For the final stop, the Leadership Class was pleased to tour Leeds Farm, home of Rob and Christy Leeds. Class member Kenzie Johnston led the group in touring the facility where they "Leed" the way in Ohio's AgriTourism Industry. Their operation began when a bumper crop of pumpkins prompted Rob and Christy to place



them for sale roadside on the honor system, growing each year to become a beloved fall destination now for thousands. Leeds Farm opens 6 weekends a year to the public for an outstanding hands-on fun on the farm experience to all. In addition, Leeds annually hosts a very popular Witches Night Out fundraiser benefitting Pink Ribbon Girls, a group that provides support to those in treatment for breast cancer. Leeds Farm also is home to goats raised for sale by Molly Creamer and Jacci Smith. The Leadership class enjoyed seeing the goats up close and hearing about the increased opportunities for goat and sheep livestock production in Ohio. With increased demand for goat and lamb meat from neighboring Columbus and Dayton, producers in Delaware County are well-suited to provide for this growing trend.

The Leadership Class wishes to thank facilitator Teresa Watkins, the morning panel of ag producers, and all of the tour hosts. We thoroughly enjoyed learning more about agriculture in Delaware County!



[Click here for more photos](#)

## 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 and quality of life and the interests of business



## 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?

We encourage you to do business with your fellow Chamber members and to let us know about your experience. Tell us who you've done business with and send us a testimonial. [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com).



### Did you know...

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

## Our Vision

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



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.

## 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 1/4 page newsletter ad!** Call the office for format details. 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).