

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

January 2020

Sustaining Members

Industry Exclusive
Platinum Level



Gold Level



Silver Level



Bronze Level



The Delaware Area
Chamber of Commerce
Established 1907



Deadline approaching for 2019 award nominations.

As the Chamber does every year, business awards are presented at our annual dinner in February. Self-nomination is perfectly appropriate but the clock is ticking to submit nominations. They must be received by the Chamber by January 11 and should address the criteria of the category.

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

[Click here to submit a nomination.](#) And don't hesitate to self-nominate!!

Who will be presented with these awards for 2019?

⇒ 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

⇒ Chamber Members of the Year

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

And put Thursday, February 6, 2020 on your calendar. Invitations are sent via email in early January to the primary representative of your company. Watch for it!

2020 Annual Dinner Corporate Sponsors

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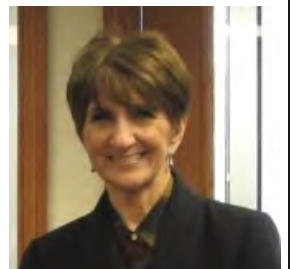


Bronze Level



A note from the president

I am honored to steward the Chamber on your behalf and encourage you to use your membership as part of your strategy for the new year. I have the most humbling and fulfilling career, surrounded by the heroes you are, turning on your "OPEN" sign every day despite challenges the rest of the world isn't aware of. Your relentless drive and courage defines your community and I'm grateful on their behalf.



It continues to be a pleasure serving you and I'm looking forward to working together in the year ahead. On behalf of Chamber staff and board, here's wishing you all the best for your goals, plans, and resolutions as we enter 2020!

-Holly

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

11th Annual State of the City

City of Delaware Mayor Carolyn Kay Riggle
and City Manager Tom Homan

sponsored by

Spectrum

Thursday, **January 16, 2020**, 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, January 6, 2020

Cancellations after January 6 and no-shows will be charged.

[Click here to register](#)

Member celebrates new location

Two years ago Colorado residents Chris Larson and Alyson Lowe made their very first visit to Ohio and when they went back to Colorado it was to pack their things and head back to Ohio as brand new **Anytime Fitness** franchise owners. Jumping off a cliff, taking a leap of faith, alternating between questioning their sanity and excited and confident about their dream, these bright, smart, fun partners' decision was a gift to Central Ohio.



They've moved their Delaware facility to one of the hottest developing locations in Delaware and invite you to celebrate with them. The January 15 event at 1710 Columbus Pike (Walmart/Kroger shopping center), Delaware, starts at 3:30 with a ribbon cutting. Stay around for a health and fitness fair from 4:00 p.m. - 7:00 p.m. that will include local businesses in the health and fitness industry along with giveaways and membership discounts. [Click here to register.](#)



New member orientation—except it means you veteran members, too

Every quarter the Chamber holds a new member orientation. Members mingle with board members over coffee and pastries and then retreat to the conference room where Chamber staff run through the benefits of membership.

But we know that there are many of our current/long-standing members who could use a brush-up or have new staff who should be brought up to speed.

Everyone is invited— even prospective members, and the Chamber staff encourages you to register to attend; bring a client who may be considering membership.

Our next orientation is **Tuesday, January 28**. [Click here to register.](#) We'd love to see you! It's not just for new members!

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Chamber networking events available for new year

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 2020. 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 2020:

Business BEFORE Hours 8:00-9:30 am

March 5 April 2

July 2 August 6

October 1 November 5

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

January 16 February 20

March 19 May 21

July 16 August 20

September 17 November 19

* Excluding annual traditional events, please allow 18 months since your last hosting.

West side of Delaware continues to grow with opening of national restaurant chain

With a successful soft opening a couple of weeks prior, we were happy to welcome the newest edition to the west side ... the home of the Whopper ... **Burger King** with a ribbon cutting on December 5th. This location is owned by the Carrols Restaurant Group which is the largest Burger King franchisee in the world; Carrols owns and operates over 1000 Burger Kings across 23 states, including the other Delaware location on Sandusky Street. The new location at 1034 West Central Ave., features a new modern look and design Burger King is adopting, with clean lines, high ceilings, stainless steel accents and a double drive thru.



Congratulations to restaurant manager Audra Hinty and staff.

[Click here for more photos.](#)



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!!

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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, sold through our Chamber-member authorized agents. Contact one of our agents to see if there's a plan that's right for you.

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Lisa Clark, Manager

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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.

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.**

Networking tradition lives on

Christmas came early for a few of the lucky winners at the **First Citizens National Bank** joint Business After Hours at its Powell banking center with the Powell and Delaware Area Chambers. Host Calvin Gebhart provided guests with wonderful food, drinks and various prize drawings from a variety of area businesses. This was a wonderful opportunity for members of both chambers to meet and network. Thank you to First Citizens for hosting this annual holiday joint chamber event. [Click here for more photos.](#)



Networking tradition lives on

No, you're not seeing double. Chamber staff enjoys nothing more than annually hosting the December Before Hours. With an excuse to deck the halls and provide food and cheesy gifts, filling the office with noise, laughter and networking is the best holiday gift for Chamber staff.

Also a tradition, this year's game of ten Santas hidden throughout the office, involved a clue to the title of a holiday song. **Connected Chiropractic's** Dr. Caleb Morton name was drawn from correct entries and he went home with a Star Wars edition of Monopoly. President Holly led the cooperative group in an unusual version of Jingle Bells, possible because of their good nature and willingness to acting silly.



New members, prospective members; incoming and outgoing board members, Chamber regulars and some folks we haven't seen in a while— it was a grand event and, as the holidays tend to do, it inspired a spirit of warmth and comradery and a reminder from President Holly Quaine to help each other prosper by looking to

Chambers first and to share those experiences with the Chamber. Lots of wishes for a healthy and happy 2020 and a hope to see everyone at the annual dinner!

Many thanks to office manager Sarah for making the office look so festive and to Chamber board member Ana Babiasz, **Fidelity Federal Savings & Loan** for taking photos.


[Click here for more photos](#)



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Staff honored for excellence

Marion Technical College (MTC) is proud to announce that Ohio Magazine has recognized five faculty members for Excellence in Education in the December edition. The faculty members are: Christy Culver, Tola Francis-Sanusi, Trish Frazzini, Chad Hensel, and Lillie Kirsch.



“Our faculty are being recognized statewide for excellence,” said Dr. Ryan McCall, president of MTC. “It shows their commitment to quality and innovation.”

Christy Culver serves as a professor of business and information technology. She is also the faculty assessment coordinator. She also serves as the conference chair of the Ohio Association for Two-Year Colleges (OATYC). Marion Tech hosted the conference this year, bringing award-winning faculty to Marion and sharing innovative practices from institutions across Ohio.



“Christy is an amazing teacher who is always pushing the limits of technology and innovating in the classroom,” said Mike White, Director of Business and Information Technology.

Culver has a Master of Education in Curriculum and Instruction from Ashland University, a Bachelor of Science in Comprehensive Business Education from Ashland University, and an Associate of Applied Business from MTC. She won the Teacher of the Year from the OATYC in 2009, as well as Post-Secondary Business Technology Educator of the Year in 2009 by OBTA, an association for business technology educators, and the Post-Secondary Business Teacher of the Year by North Central Business Education Association in 2010.

Tola Francis-Sanusi is a professor of business. She prides herself on building personal relationships with her students and always having her door open for students. She is also leading MTC’s first study abroad trip, which will take students, faculty, staff and community members to London and Paris in March 2020.



“Tola is a leader in the business technologies department at where she is leading the study abroad initiative and guided pathways at Marion Technical College,” White shared. “She is committed to student success.”

Francis-Sanusi has a Master’s of Business Administration from the University of Phoenix, a Bachelor of Science from the College of Staten Island and a Bachelor of Science in Computing from the University of Greenwich.

Trish Frazzini is a professor of human and social services. She also serves as a practicum coordinator for students in ten counties, helping students gain valuable, practical experience.



“Trish is an instrumental part of MTC’s Human and Social Service program and has helped lead MTC’s effort to mitigate the non-cognitive barriers such as food insecurity and housing challenges faced by many MTC students,” said Bob Haas, Chief Strategy Officer and incoming Interim Chief Academic Officer. “Trish is being recognized for her outstanding teaching and for helping establish MTC’s Connection Center.”

Frazzini has a Bachelor of Social Work from Capital University and a Master of Science in Social Administration from Case Western Reserve University. She also has an Associate of Applied Science in Human and Social Services from MTC.



Lillie Kirsch is the Director of Human and Social Services here at MTC. She helped create the program. She and Frazzini have championed the Welcoming Committee to help all students feel accepted.

Kirsch recently was awarded a \$5,000 Believe in Students grant to help support through the FAST Fund (Faculty and Students Together.) With a matching gift from the Baldauf Foundation and additional donations from faculty and staff, students will be able to receive small grants for emergency financial assistance. These small grants will ensure that an empty gas tank or a needed car repair will not prevent struggling students from graduating.

Kirsch has a Master of Social Work from The Ohio State University, a Bachelor of Arts in Psychology from Capital University and an Associate in Applied Science in Human Services from North Central Technical College.

“Lillie and Trish both care deeply for their students and are engaged in many college efforts for inclusivity and diversity,” said Jamilah Jones Tucker, Dean of Arts and Sciences.

Continued on next page

MTC continued

Dr. Chad Hensel is the director of MTC's physical therapist assistant (PTA) program. He is still a practicing physical therapist with OhioHealth Marion Medical Campus. This program is extremely successful, with a passing rate on the national exam of 94%, much higher than the national average. There is a 100% employment rate for graduates as PTAs after they passed the licensing exam.



"Chad always seeks to improve his teaching and learning by attending conferences such as the Education Leadership Conference sponsored by APTA. He brings new ideas and creative techniques back to the classroom where he fully engages his student in the classroom and labs," shared Debbie Stark, Dean of Technical & Professional Programs at MTC. "He is a positive motivator for good health with both his students and his MTC colleagues!"

PTA is a growing field, expected to increase in demand by 27% over the next decade with an average salary in our area of \$61,423.

Hensel has a Doctor of Physical Therapy and Master of Health Science from University of Indianapolis and a Bachelor of Science in Physical Therapy from Bowling Green State University.

Congratulations to MTC and their incredible staff.

Nearly 2,500 students attend MTC. Since opening its doors 49 years ago, more than 50,000 local residents have walked through the doors to learn new skills, earn new certifications and degrees, and open up new career and educational opportunities. For more, go to mtc.edu or call (740) 389-4636.

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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.



Janell Kuck
Senior Manager



Delaware | 740.362.9031
Columbus | 614.781.6174

maloneynovotny.com



HR Six Pack Series

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

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

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

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

The program includes:

- ⇒ **February 17:** Hiring: applications, interviews, ADA, I9, reference checks, tests and assessments, avoiding pitfall questions you think is innocent small talk; medical marijuana in the workplace
- ⇒ **February 24:** Employment manuals: policies, content, required postings, NLRB guidelines for social media, confidentiality; non-competes and non-disclosure agreements, protecting trade
- ⇒ **March 2:** Leave: sick leave, drug rehab programs, EAPs, ADA accommodations, absenteeism
- ⇒ **March 9:** Non-discrimination: medical exams, more ADA, religion, race, national origin, gender, age, LGBT– (restrooms and health care provisions), establishing a culture to avoid unintentional insensitive comments that can cause big issues
- ⇒ **March 16:** Regulatory: wage and overtime, commissions, OT exemptions, record-keeping, OSHA, Whistleblower, HIPAA, time-keeping, email and smart phone issues, unemployment compensation
- ⇒ **March 23:** Discipline: progressive discipline, best practices, termination, severance agreements, more ADA, employment references, documentation, process of termination, workplace violence resulting from termination

This program is available for \$250 per Chamber-member participant. (\$325 for non-members) The program will run from 8:00-10:00am for six consecutive Monday mornings beginning February 17. Attendees must prepay to be eligible to participate. [Click here to register by February 7, 2020.](#) Class size is limited.

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

SHANE M. DAWSON specializes in the defense of employment and workers' compensation matters and handles matters for businesses from the family-owned enterprises to the world's largest retailer throughout the State of Ohio.

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

Member expands services

Cummins Facility Services (CFS) expands services to include the new product in the company's line-up of ice melt solutions. CFS is a 100% women-owned company with more than 40 years in business, providing janitorial, snow removal, floor care, high structure cleaning, landscaping, and recycling, as well as construction clean-up and restoration to clients both nationally and internationally.



Ice Melt is now being distributed in 50-pound bags by CFS by the pallet in three different products meant to combat the freezing temperatures and keep ice and snow from building up around businesses. CFS will deliver by the pallet.

The new products will be Five Below and Twenty Below. Both are easy to use. Five below melts snow and ice at negative five degrees and contains magnesium and calcium chloride to help melt at colder temperatures. Twenty Below quickly melts ice down to negative twenty degrees and adds instant heat to help melt at colder temperatures. Twenty below contains a five-way blend that includes CMA, Magnesium, and Calcium Chloride to help melt at colder temperatures as well. CFS is conveniently packing 49 bags per pallet.

The third product in the line-up is not new, but a continued standard for the distribution for CFS. Peladow Calcium Chloride pellets will also be sold by the pallet in 50-pound bags containing 56 bags per pallet. Peladow contains 90 percent calcium chloride to penetrate ice three times faster than competing materials. This product performs in a wide range of winter temperatures, even in extreme cold up to negative twenty-five degrees. This will keep walkways, steps and parking areas safer.

As one of the fastest, most effective ice melts available, Peladow releases heat to speed the melting process. It's also premium-priced similarly to magnesium chloride, but pound-for-pound melts twice as much ice. Vegetation, corrosion and concrete performance is equal to competing materials, including magnesium and potassium chloride.

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Fee: \$250.00

**Collateral: Vehicle or
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[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

- ⇒ TIME TO START PLANNING FOR WINTER AND WE CAN HELP—Cummins Facility Services
- ⇒ Earn Referral Buck\$\$ - Delaware Area Chamber
- ⇒ Join Safety Council— Delaware Area Safety Council
- ⇒ 15% off Guest room Nationwide Hotel and Conference Center—Nationwide Hotel and Conference Center

New Boat House and Accessible Canoe Launch

The Accessible Canoeing Program at the campus of **Recreation Unlimited** for the campers of Recreation Unlimited adapts and offers individuals with disabilities and health concerns the opportunity to enjoy canoeing around Lake Crum in a safe environment that fosters focus, increased self-confidence, and team building skills.

Through grant funding, Recreation Unlimited created a design for a Boat House that included an Accessible Canoe Launch, that included an accessible power hoist lift system in a secured area that will be used for safe transferring of individuals with disabilities from their wheelchairs into the canoes.



The Ginni D. Ragan, John, Kevin and Arin McNamara Families Boat House and Accessible Canoe Launch was opened in June 2019 and was used consistently throughout the summer months. The consensus from campers and the Recreation Unlimited team is that the canoe program became easier, safer and quicker. Campers who never were able to canoe before got to experience what it was like to be on the water and the Recreation Unlimited team transferred campers from their wheelchairs in a safe manner. All in all, it is a quality building in support of a quality program.



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

Member announces new leadership

Accounting firm **HW&Co.** recently announced that it has named Brandon Miller its new President and CEO. Miller says, "I'm honored to take on this new role as President & CEO of the accounting firm where I started as an intern 24 years ago. This promotion is only possible as a result of HW&Co.'s growth.

In 1996, Howard, Wershbale & Co. was in one location with fewer than 50 employees. Today, as HW&Co. we have offices in four locations and over 100 employees. Our clients are the main reason for our growth and I want to thank you for this opportunity.

Our commitment to you under my leadership is to continue to provide outstanding client service and technical expertise. With our exceptional group of professionals, there is no doubt in my mind we will exceed this commitment!"



HW&Co. John Fleischer's leadership over the past five years as President & CEO has allowed HW&Co. to become a nationally recognized CPA firm. John's knowledge and expertise will still be a part of HW&Co. as he continues to advise his clients as a Principal and valuable member of our Healthcare practice.

CPAs & Advisors

Congratulations to Brandon and all the folks at HW&Co.

Chamber's event cancellation policy

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

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

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



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Leadership Delaware Class of 2020 Education Day

Facilitators: Joe Uher '16 & Mark Cooper '17
 Newsletter editors: Doug Gurney, Jackie Haight, Tish Hays,
 Sara Harrison Mills & Karen Gray

Read all about it starting on the next page!

Leadership Delaware Class of 2020

Bob Anderson
Delaware County Dept. of
 Job & Family Services

Emily Baugher
Delaware General Health District

Jeff Beard
Orange Township

Angel Boulis
Malony + Novotny

Tamra Bower
Polaris Fashion Place

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Delaware County Board
 of Developmental Disabilities

Jen Fry
Delaware City Schools

Billy Gibson
Del-Co Water Co.

Karen Gray
Ohio Wesleyan University

Doug Gurney
Delaware County District Library

Jackie Haight
SourcePoint

Sara Harrison-Mills
Syntero

Tish Hays
Ohio Living Sarah Moore

Amanda Hines
Amanda Plumbing, Sewer & Drain

Andy Horne
Sims Bros. Recycling

Mallory Hope
Fidelity Federal Savings & Loan

Jessie Jackson
Delaware County Sheriff's Office

Lawrence James
Columbus State Community
 College

Nancy Krueger
Manos, Martin & Pergram

Dave Letterle
Delaware General Health District

Sara Lorz
Delaware County Historical Society
 The Barn at Stratford

Eric Macwhinney
Payroll Services, Inc.

Crissie Manley
Marion Technical College

Jon May
Pathways Financial Credit Union

Rhianna Mattix
Delaware-Morrow Mental Health &
 Recovery Services Board

Beth McCollam
Preservation Parks of Delaware County

Jackie Merkle
Olentangy Local Schools

Cheryl Mitchell
First Citizens National Bank

Kanesha Moss
OhioHealth Grady Memorial Hospital

Rich Niccum
Preservation Parks of Delaware County

Tonette Orsini
OSU Wexner Medical Center –
 Lewis Center

Josh Page
Delaware City Schools

Eric Penkal
Delaware County Prosecutor's Office

Caroline Pusaten
MainStreet Delaware

Karen Sedoti
Olentangy Local Schools

Hannah Simpson
Delaware County District Library

Gwynnie Stetler
Family Promise of Delaware County

Marisa Stith
Delaware County Board of Commissioners

Kirk Swinehart
2K General Co.

PJ Terry
Delaware City Schools

Trevor Thomas
Emergency Plumbing Service

Jessica Ulmer-West
Liberty Casting Company

Brooks Van Kirk
Delaware Automotive Service

Dani Villaca
Acoust-A-Fiber

Terri Wolfe-Anderson
Delaware County Board
 of Developmental Disabilities

Erica Wood
Syntero

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.

The Leadership Delaware class of 2020 started its Education Day at Hayes High School. While there was the normal assortment of breakfast treats and coffee, it surpassed all other Leadership mornings thus far by the accompanying music played by four students from the Hayes Orchestra. The combination of being surrounded by books in the school library and the music from the string quartet was the perfect beginning for a day focused on education. Leadership Delaware heard from five local superintendents in order to develop a better understanding of the current state of our local schools. The superintendents were: Heidi Kegley, **Delaware City Schools**; Angie Hamberg, Big Walnut Local Schools; Mark Raiff, **Olentangy Local Schools**; Andy Miller, **Buckeye Valley Local Schools**; and Mary Beth Freeman with the **Delaware Area Career Center (DACC)**. During opening comments we learned that the total student population of **Delaware**



County is approximately 32,342 students (compared to 1.8 million total students in Ohio) and that our school districts continue to see a 25% enrollment growth as compared to last decade. This is in stark contrast to Ohio's enrollment growth of 5%. Delaware is the fastest growing district in the state which is a sign of a healthy economy but it does present some challenges for our schools. DACC, Olentangy, Delaware City and Big Walnut all shared details on the demanding challenge of managing enrollment growth and finding needed funding. Year over year growth averages 3% - 5% but funding is not keeping up with the growth. Superintendent Raiff shared that while the average Ohio school receives \$4,800 per pupil, Olentangy, which is considered a high wealth district, receives a fraction of that at only \$600 per pupil. Compare this to private schools that receive \$1,400 per pupil. Buckeye Valley Superintendent Andy Miller shared that while his district is not facing the rapid enrollment growth, they do have to deal with the challenge of a district that covers 206 square miles over four counties. Despite the challenges faced by everyone, Delaware County schools provide high quality educational opportunities for our community. All districts continue to offer innovative college and career readiness programming as we experienced throughout our day.

Following the discussion with the superintendents, we were introduced to Dr. Adonis Bolden, one of the Assistant Principals at Hayes, and to the Hayes Choir Singers. When they started to sing, the atmosphere changed, and the Leadership group couldn't help but sit in awe. It was inspiring to see and hear a group of students coordinating their voices to create something special. They were fantastic, and they are in demand in the community, performing at twenty events this holiday season. We also heard from a student who told of his initial difficulty in school, and how he was able to change his path by working closely with his teachers and school administrators.



Our next stop was the Olentangy STEM Academy. What an amazing program! The STEM program is a four-year program for students in the Olentangy School District. One hundred students are accepted from the four high schools through a lottery system before their freshman year. It offers a leg up for students interested in science, technology, engineering and math. It is a 1/2 day program where focus areas include critical thinking, collaboration and creativity. Students spend four years

learning through modeling experiences, conducting research and participating in project based activities. Students work with professionals in a variety of STEM fields to gain real world experiences and mentorship. As we toured the building, students at the STEM Academy shared the state of the art equipment where students use a laser cutter for cardboard, wood and metal, a 3D modeling printing, computers and a welding plasma cutter to complete some of their projects and labs. They build robots, board games and code. The math classroom had desks attached to the chairs that are on wheels for a fluid classroom that encourages group learning. If you have a student that has any interest in these four fields, this is the place to be. The ACT (Academy for Community Transition) is also housed in the Olentangy Academy building. The ACT program is a postsecondary transition program for students that have met all academic requirements and completed four years of high school. It helps students with special needs prepare for real life after graduation. ACT benefits students by fostering connections in the community and the working world. We had the opportunity to meet a few of these students while touring the building as they interacted with the STEM students during their school day.

Our Leadership Delaware class visited **Columbus State Community College Delaware Campus**. Dean Tina Diggs shared all the great things the Delaware Branch has to offer. Situated on a beautiful 108 acres with a state-of-the-art campus, Columbus State is known not only for its affordability, with 76% of its students taking on zero loan debt, but it is the largest community college in Ohio and the only open admissions college in Central Ohio.

Continued on next page

Leadership continued

It offers smaller classrooms that create an opportunity for faculty and students to connect. It has a Preferred Pathways Program with nine universities and colleges throughout Ohio. This program enables students to start their college journey at Columbus State and transfer to earn a 4-year degree. They also have Career Programs for those preparing for their first job or seeking a new career. Sixty percent of the students attend school on a part time basis and work 20 or more hours a week. Through College Credit Plus, high school students are also afforded the opportunity to take classes to get a jump start on their college degree. CSCC strives to provide support and engagement opportunities for all students. Columbus State offers a learning center with tutoring, computers, group study rooms, spacious lounge areas, a cyber café and fitness center. They have an array of extracurricular activities including cross country, volleyball and basketball, student clubs and organizations.

After our tour of CSCC, the Leadership Classmates enjoyed an amazing lunch prepared by the students at Delaware Area Career Center. Our three-course meal included a wedge salad, prime rib, garlic mashed potatoes, green beans, and a variety of deserts, all made from scratch by the DACC culinary students. All participants were also given a box of cookies and candies to take home and share (maybe) with family and friends. After the meal Chad Williams, Director of Adult Operations, gave an overview of the programs offered at the DACC and then broke the Leadership Class into four groups to tour the beautiful facility. The DACC offers programming for both traditional aged high school students and adults. High school students can choose from 24 programs (Exercise Science is the latest program to be added) and also have access to job shadowing and internships. Adult students can attend DACC to complete programs in Fire, EMT, Basic Peace Officer, Nurse Aide or Welding. Introductory computer classes are also offered. Regardless of which program students decided to pursue, all of the facilities are state of the art.

After a wonderful lunch and tour of DACC, the Leadership Delaware class headed



to Conger Elementary where we were greeted by a host of 5th grade ambassadors and their teacher as well as one of our own classmates, Principal of Conger Elementary, Josh Page. Josh told us a little history of Conger and about the recent expansion of the elementary to house the growing population of children that attend the school. Conger provides all 5th grade students with iPads to assist them with the growing technology world and expanding their learning capabilities. 5th grade students took our group on a tour of the building. We were able to observe kindergarten and 5th grade classrooms and 2 specialized rooms. The gross motor room was set up with a trampoline, punching bag and other sporting items and the sensory room offered a swing and other sensory activities. These rooms are used for children that need some time to decompress from the over stimulation of a regular classroom setting.

Our next stop was the main branch of the **Delaware County District**

Library which is one of 4 libraries in the Delaware County district. The library is part of a 18 library consortium, where registered cards holders can access items from all over the state and country. The library offers many services including a children's area, a teen room, audio visuals, study rooms and is home to the Delaware County Genealogical Society. The Delaware County District Library hosts a variety of events for all ages including learning events and reading events. A library card holder has access to not only books but Wi-Fi hotspots, Chromebooks and many other items. The library offers many valuable services and strives to provide innovative programming to meet the changing needs of our community.

Thank you to our amazing facilitators, Joseph Uher and Mark Cooper, who organized an extremely informative day. The Leadership Delaware Class of 2020 had the opportunity to experience the outstanding educational opportunities available to children, adolescents and adults in our community.

[Click here for more photos.](#)



Welcome New Members

Focus CFO Group LLC

David Green, Principal
737 Weston Park Drive
Powell, OH 43065
(614) 728-8057



focuscfo.com

Provides Chief Financial Officer services

Reinvesting Members

[AlerStallings, LLC](#)

[Data Resolutions, Inc.](#)

[Delaware County Fair](#)

[Delaware-Morrow Mental Health
& Recovery Services Board](#)

[Douglas W. Warnock Co., LPA](#)

[Edward Jones - Erin Eizensmits](#)

[Estrela Consulting](#)

[Express Employment Professionals -
Delaware](#)

[Family Financial of Central Ohio](#)

[First Citizens National Bank](#)

[Floagility, LLC](#)

[Helpline of Delaware & Morrow
Counties](#)

[Hilton Columbus/Polaris](#)

[Jack Fling Agency](#)

[Kings Mill Golf Course, LLC](#)

[Liberty National Bank](#)

[Miller's Country Gardens](#)

[Minuteman Press of Dublin](#)

[Must, Gary](#)

[Nationwide Children's Hospital -
Lewis Center](#)

[Orange Township](#)

[Redwood Delaware](#)

[S&S Midwest Fire Protection, LLC](#)

[Sims Bros., Inc.](#)

[Southeast Healthcare](#)

[Straight Up Equipment Co.](#)

[The Delaware Arts Festival](#)

[The Hardware Exchange](#)

[Two Men And A Truck](#)

[Williams Insurance Agency, Inc.](#)

January Calendar

December 31 & Jan 1
Chamber office closed



Manufacturers' Council

Wednesday, January 8
7:30 am EMS

Leadership Delaware

Social Services,
Volunteerism &
Boardsmanship Day
Thursday, January 9

**Workforce Development &
Education Committee**

Friday, January 10
8:00 am Chamber office

Safety Council

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

Chamber Board Meeting

Wednesday, January 15
7:30 am, Chamber office

Ribbon Cutting

Anytime Fitness
Wednesday, January 15
3:30 pm
[Click here for details & registration](#)



Third Thursday luncheon

Annual State of the City
Thursday, January 16
11:45 Sourcepoint
[Click here for details & registration](#)

**Infrastructure & Development
Committee**

Tuesday, January 21
8:00 am Chamber office

Non-profit CEO group

Friday, January 24
9:00 am, Chamber office

New Member Orientation

Tuesday, January 28
8:00-9:15 am Chamber office
[Click here for details & registration](#)

SAVE THE DATES

Annual Dinner

Thursday, February 6, 2020
Hilton Polaris

Golf Outing

Thursday, June 4, 2020
Kings Mill Golf Course

Clay Classic

Friday, October 9, 2020
Black Wing Shooting Center

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

New member orientation- it means you veteran members, too

Every quarter the Chamber holds a new member orientation. Members mingle with board members over coffee and pastries and then retreat to the conference room where Chamber staff run through the benefits of membership.

But we know that there are many of our current/long-standing members who could use a brush-up or have new staff who should be brought up to speed.

Everyone is invited— even prospective members, and the Chamber staff encourages you to register to attend; bring a client who may be considering membership.

Our next orientation is **Tuesday, January 28**. [Click here to register](#). We'd love to see you! It's not just for new members!



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

Jessica Hamilton

Liberty

CASTING COMPANY

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

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.

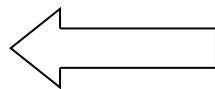
**Looking for product or service? Look to your fellow Chamber members *first*.
The Chamber exists for and by its members—
[check here](#) before you buy.**

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

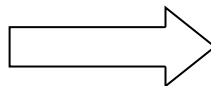
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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.

- 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 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.

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