

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

March 2020

Sustaining Members *Industry Exclusive* *Platinum Level*



Gold Level



MOUNT CARMEL

Silver Level



Bronze Level



**The Delaware Area
Chamber of Commerce
Established 1907**



2019 Chamber Business and Community Awards Recipients

Dan Dillon, [Swan Lake Event Center](#), Innovation in Business Award; Joe Wolfrum, [Wolfrum Roofing and Exteriors](#), Large Business of the Year; Frank Hickman, [Integrated Financial Network](#), Citizen of the Year; Ana Babiasz, [Fidelity Federal Savings & Loan](#), Chamber Member of the Year; Jason Comstock, [Clarity Technology Solutions](#), Small Business of the Year; Frank Reinhard, [First Commonwealth Bank](#), Wayne Hilborn Lifetime Achievement Award; Dr. Jane Graebner, [Foot & Ankle Wellness Center](#), Corporate Citizen of the Year; and Sue Hanson, [Helpline of Delaware & Morrow Counties](#), Quality of Life Award.

2020 Annual Dinner Corporate Sponsors

Platinum Level



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Annual dinner defies the weather

The Chamber's annual dinner, auction and awards event was held on February 6 at the [Hilton Columbus/Polaris](#) to a lively crowd that braved the weather apocalypse to meet friends, shop by way of the silent and live auctions; ratify new board members, thank outgoing board chair and members via a tribute to their willingness to laugh at themselves; and congratulate the recipient of business and community awards. A highlight of the evening is always the creativity of the decorated tables, brought to the event by the 43 members who participated.



A very special moment was the presentation to a very touched and surprised Frank Reinhard, [First Commonwealth Bank](#), of the Wayne Hilborn Lifetime Achievement Award. Presenting the award was Jack Hilborn, [Hilborn Insurance Agency](#), whose father is the namesake of the award that he describes as the most coveted in our community. Waiting outside the ballroom was Frank's wife and two daughters who joined him on stage. Anyone who knows Frank knows how much he deserves the recognition. Frank is a soft-spoken, hard-working hands-on community advocate; the most decent man who has a long history of giving freely of his time, talent and treasure to the community.

As there is every year, there are many folks to thank for making the evening the unique must-attend event that it is. Please join the Chamber leadership in recognizing the table decorators and contributors to the auctions as listed on page three. This event is one for the membership by the membership.



In addition to table decorating and auction donations, a dedicated group of volunteers is necessary to organize such a gala. This year's self-named "Dinner Divas" are Liz Owens, [Alpha Group of Delaware](#); Casey Converse, [Casandra Converse Agency—American Family Insurance](#); Angel Boulis, [Maloney + Novotny](#); Peg Leach, [PJL Ventures](#); Erin Eisenmits, [Edward Jones - Erin Eizensmits](#), Susie Orahood, [Prism Home Decor](#), and Christa Cloud and Tammy Blair, [Cummins Facility Services](#). This event does not happen without these women. Period.

Our substitute auctioneer was Delaware County Probate Judge Dave Hejmanowski, whose droll humor has guests rolling their eyes as they laughed. A huge thank you to Dave for filling in for the out-of-town, regular auctioneer Dan Boysel, [Consolidated Cooperative](#). [Click here for event photos](#).

Chamber says farewell to board favorites; welcomes new board members

Three board members ended their terms on December 31. It's a running joke and they roll their eyes when she says it – president Holly Quaine refers to each of them as "her favorite board member". But there's nothing trite about her respect and gratitude and affection for these dedicated, gracious, brilliant, hilarious Chamber members who put the organization first and served with unremitting commitment. And it's impossible to overstate their contribution. And even though they are no longer on the board, they each continue to serve the Chamber at the committee level.

Leaving the board after six years is Chad Hoffman, [Richwood Bank](#) (pictured), Todd Irion, [Engineered Materials Systems](#), and Rex Gore, [Black Wing Shooting Center](#).



Signing up for a second three-year term are Aric Arnett, [Ohio Living Sarah Moore](#), and Ana Babiasz, [Fidelity Federal Savings & Loan](#).

We are very happy to introduce the following new members to our board in 2020: Jeff Rupp, [Woodland Environment](#), Mark Clack, [Domtar Personal Care Division](#), and Casey Converse, [Cassandra Converse American Family Insurance](#).



And outgoing board chair Dusty Hostutler, [Dusty Hostutler Edward Jones](#), passed the gavel to incoming board chair, Zach Price, [TRIAD Architects](#).

Thank you to our members who made our event special by decorating a table

2K General Co.	Del-Co Water Company	NorthStar Golf Club
Alpha Group of Delaware	Dry Patrol	Oakland Nursery
Amanda Plumbing, Sewer & Drain	Elford, Inc	Ohio Wesleyan University
Andrews House	Emergency Plumbing Services	OhioHealth
Arbors at Delaware	Fidelity Federal Savings and Loan Association	The Ohio State University Wexner Medical Center - Outpatient Care
CES Credit Union	First Citizens National Bank	Lewis Center
Columbus Zoo & Aquarium	Foot & Ankle Wellness Center	Performance Columbus Auto Group
Consolidated Cooperative	Gibson the Florist	Preservation Parks of Delaware County
Creative Foundations	Habitat for Humanity of Delaware & Union Counties	Salvation Army Delaware
Cummins Facility Services	Helpline of Delaware & Morrow Counties	Joe Pemberton on behalf of Suburban Natural Gas Co.
Delaware Area Career Center	Hilton Polaris	TRIAD Architects
Delaware Area Safety Council	Liberty Casting Co.	United Way of Delaware County
Delaware Community Center YMCA	Nationwide Children's Hospital-Lewis Center	Willow Brook Christian Communities
Delaware County District Library & Friends of the Library		
Delaware County Foundation		
Delaware Gazette		

Thank you to our members who contributed to our silent auction

Affordable Insurance Agency of Ohio	Delaware Gazette	Old Bag of Nails Pub
BackCare Family Chiropractic, LLC	Delaware Speech and Hearing	OSU Alumni of Delaware
Breakaway Cycling	Foot & Ankle Wellness	PNC Bank
Bun's Restaurant	Habitec Security	Price Farms Organics
Central Ohio Symphony	Hilborn Insurance	Prism Home Decor
Chiller Ice Rinks	Hilton Columbus/Polaris	Tanger Outlets Columbus
Cogburn Electric	Kings Mill Golf Club	V&P Hydraulic Products
CompManagement	Maloney + Novotny	Willow Brook Christian Communities
Creative Foundations	Manos, Martin & Pergram	Woodland Environmental
Delaware County Board of Realtors	McDonald's	
Delaware County Sheriff's Department	Minuteman Press of Dublin	

Thank you to our members who contributed to our live auction

2K General Co.	Delaware County Fair & Little Brown Jug	The Ohio State University Wexner Medical Center - Outpatient Care
42 Storage & USELL	Del-Co Water Company, Inc.	Lewis Center
Anchor and Away Travel	Dusty Hostutler Edward Jones	Richwood Bank
Black Wing Shooting Center	The Growth Coach	Trimble Insurance Agency
Cassandra Converse American Family Insurance	Performance Chrysler Jeep Dodge Ram	
	Terracon Consultants	

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.**

Guests at the dinner marveled at the outstanding creativity of the chamber member table decorators. It's always a difficult decision, but guests voted on their favorite tables. [Click here to see all the amazing tables.](#)



“Most Creative”
Emergency Plumbing



“Most Elegant”
Joe Pemberton on behalf of
Suburban Natural Gas



And a good time was had by all, as they say. [Click here for all the fun photos.](#)



**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

[The Growth Coach](#)

Board Members at Large

Mark Clack

[Domtar Personal Care Division](#)

Cassie Converse

[Cassandra Converse](#)

[American Family Insurance](#)

Scott Cubberly

[Equity](#)

Denny Friermood

[Honda Marysville](#)

Bill Morgan

[2K General Co.](#)

Eric Moulton

[42 Storage & U-SELL Center](#)

Liz Owens

[Alpha Group of Delaware](#)

Jeff Rupp

[Woodland Environment Grounds Management](#)

Scott Ruth

[Cogburn Electric](#)

Andrew Wecker

[Manos, Martin & Pergram Co.](#)

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

Annual State of the County
with Delaware County Commissioners
sponsored by
Spectrum

Thursday, March 19, 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, March 9, 2020

Cancellations after March 9 and no-shows will be charged.

[Click here to register](#)

March Business BEFORE Hours



Start your day on Thursday, March by networking when the [Delaware County Foundation](#), 737 Enterprise Dr., Suite A, Lewis Center OH 43035. And help us welcome the Foundation's new president, Chris Baker. Food, networking – bring lots of business cards to share. The event is held from 8:00 - 9:30 am. Please let us know you'll be attending. [Click here to register](#).

March Business After Hours



End your day on Thursday, March 19, by networking when this year's recipient of the Innovation in Business award, [Swan Lake Event Center](#), 5900 Liberty Road North Powell, OH 43065 hosts the After Hours. Food, networking – bring lots of business cards to share. The event is held at from 5:00-6:30pm. at Swan Lake. Please let us know you'll be attending. [Click here to register](#).



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Chamber endorses school levy

The board of directors of the Delaware Area Chamber of Commerce recently announced support for the [**Olentangy Local School District's**](#) March 17 ballot issue.



At its January meeting, the Chamber's board voted unanimously to endorse the school district's ballot request. The issue seeks voter approval of a 7.4 mill operating levy, a 0.5 mill permanent improvement levy and a no additional millage bond issue. All three components will appear on the ballot as a single 7.9 mill issue.

Chamber President Holly Quaine cited the school district's continued enrollment growth, commitment to efficiency, and the impact that quality community schools have on local businesses as key factors in the Chamber's support.

"Nothing contributes more to economic development, job growth and quality of life than a community's local schools. Delaware County has extraordinary districts with a product that surpasses the rest of the state and country and at a cost of less per pupil as well. As long as the State refuses to live up to its responsibility to fund certain districts per the legal funding formula, residents must continue to underwrite Olentangy Local Schools. And when an OLSD resident chooses a private education for their children, they take the FULL funding with them to do exactly what the District does so well. The District is responsible for transportation outside the District."

Quaine continues, "Local residents and the state legislators all claim that educating our children is a priority, yet only the local residents demonstrate they are willing to support their schools by picking up the tab that the State refuses to. Also ignored by the legislature is the economic impact of the District, which is one of the largest employers in Central Ohio."

The ballot issue is driven by Olentangy's continued growth as well as an ongoing lack of state funding needed to help offset local property taxes. Enrollment projections show the district will grow by an additional 5,000 students by school year 2029-30, which will far exceed classroom space at its existing elementary and middle school buildings. Despite efforts by the district to obtain additional state financial assistance, Olentangy Schools continues to receive approximately \$0.6 in state funding for every \$1 its residents pay in state income taxes. The average Ohio school district receives \$.64 back from the state.

The ballot request would address both the classroom space and immediate funding needs. Approval of the no additional millage bond portion of the issue would fund construction of two elementary schools, a middle school, as well as provide for building security and ADA compliant playground updates throughout the district. The permanent improvement component would fund maintenance and technology upgrades and replacement needs, while the operating levy portion would fund personnel and classroom supply expenses.

Following the Chamber's endorsement, Olentangy Schools Superintendent Mark T. Raiff said: "On behalf of the Olentangy Board of Education, our staff and students, I want to express our appreciation to the Delaware Area Chamber of Commerce for its endorsement of this critical ballot issue. This serves as confirmation that our business community recognizes the important relationship that exists between our schools and local businesses. I am committed to ensuring that Olentangy continues to have a positive impact on the business community by maintaining a fiscally responsible, high quality school district."

Additional information about the district's March ballot issue can be found at: www.olentangyschools.org

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.

SourcePoint welcomes four new board members

SourcePoint announces the appointment of four new members to its board of directors, as well as the full slate of officers and board members for 2020. Joining the board of directors are Alice Frazier, Wren Kruse, James Mendenhall, and Dennis Wall.

Alice Frazier is a retired physician who previously served on SourcePoint's board from 2009 to 2015. She practiced family medicine at the Ohio State University in Worthington, where she also taught medical students, and in Sunbury from 1981 to 2003. A Delaware resident, Frazier also serves on the board of the [Delaware County Historical Society](#), the [League of Women Voters of Delaware County](#), and the Citizens' Climate Lobby Delaware chapter.

Wren Kruse is an elder care law and Medicaid planning attorney with Pappas Gibson, LLC in Powell. She holds three degrees, including bachelor's and master's degrees from Ohio University and a Juris Doctor from Quinnipiac University School of Law in Connecticut. Kruse's wide-ranging volunteer activity includes work with Fairhope Hospice, New Haven Reads, and the Connecticut Humane Society. She resides in New Albany.

James Mendenhall, a Powell resident, has extensive corporate and foundation fundraising experience. He most recently retired as development officer of the [Columbus Zoo and Aquarium](#), and previously worked for [Ohio Wesleyan University](#). Mendenhall serves on the board of the [United Way of Delaware County](#) and volunteers as an Alumnus in Residence and Bishop Backer at Ohio Wesleyan.

Dennis Wall is the critical facilities supervisor at American Electric Power. His career in construction and facility management includes more than 20 years with Ohio Wesleyan University. Wall, who lives in Delaware, volunteered for 12 years with the [Buckeye Valley High School](#) Athletic Boosters.

The full 2020 board includes 18 individuals: President Frank Pinciotti, Vice President Richard Roell, Secretary Gretchen Roberts, Treasurer Karen Crosman, Gerald Borin, Becky Cornett, Carlos Crawford, Anne Farley, Jack Fette, Alice Frazier, Wren Kruse, Roger Lossing, James Mendenhall, Trudy Poole, Carolyn Slone, Jane Taylor, Roger Van Sickle, and Dennis Wall.

SourcePoint's board of directors is responsible for policy development, financial oversight, and the overall direction of the nonprofit organization. The board employs an executive director to supervise staff, implement policy, and oversee day-to-day operations.

SourcePoint is a nonprofit 501(c)(3) organization that provides professional services and programs for Delaware County adults who want to thrive after 55. Services and programs are supported by the local senior services levy, corporate and private donations, grants, Central Ohio Area Agency on Aging, and United Way of Delaware County.



PHOTO:
SourcePoint welcomes four members to its volunteer board of directors, including, from left to right, Alice Frazier, Wren Kruse, James Mendenhall, and Dennis Wall

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.

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.

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.

Creative Financial Insurance Services Agency

Jim Roesch

jwroesch@discovercfi.com

740-363-5433

*Anthem Elite Certified



Preferred Benefits Services Agency

Mark Pettitt

mark@pbsai.com

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If you're thinking

I need a
better bank

then you need to think
beyond the banks.



Lisa Clark, Manager

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February After Hours

Just a few months after his ribbon cutting celebration, Toby Boyce rolled out the red carpet again when he hosted the month's Business After Hours at his office, [CG Boyce Real Estate](#). Networking, good friends and awesome food rounded out a chilly evening of Business After Hours. Thank you to Toby for his hospitality. [Click here for more photos.](#)



The state of the local economy topic of luncheon

Bill LaFayette, founder of Regiononomics, has long been the respected voice of the economy of Central Ohio. Bill spoke at the Chamber's February Third Thursday luncheon to a nearly full house.

Bill explained that the country's current expansion is the longest—but slowest—in the nation's history. Using history as a guide, we should be heading for a recession. But expansions don't die of old age, says Bill. There must be something out of whack to trigger a recession and while it's impossible to predict an unpredictable event, right now there's nothing out of whack on the horizon.

Bill begins his predictions by analyzing the gross domestic product and changes in personal consumption expenditures. Add employment, workforce, population, population by age, key industry sectors and what you have is Bill's prediction for 11,000 net new jobs in the Columbus Region in 2020. But workforce will continue to be difficult to find and jobs will increasingly be filled with AI and automation. That means a decrease in the need for service workers and an increase in the need for a workforce with technical skills. Communities with a ready retrained workforce will have an edge in the not-too-distant future.

[Click here for Bill's slide presentation.](#)

Thank you to our luncheon sponsor



Del-Co Water Company officially opens new Morrow County office

On January 31st [Del-Co Water Company](#) celebrated its new Morrow county office, hosting a ribbon-cutting and open house.

Del-Co General Manager and CEO Glenn Marzluf welcomed guests including Morrow County officials, chamber of commerce members and leaders of the local business and civic community



The new 2,300 sq. ft. building located at 4940 State Route 229 replaces the former Del-Co office facility that had stood in Marengo since 1992. Features of the new building include an open-office concept, modern conference room, additional desk and filing space, a storm shelter and increased energy efficiency. Customer enhancements include a drive-thru service as well as a brighter, more-open lobby area.

"Opening this new office is a testament to our commitment to our customers in the Morrow County area," Marzluf said. "We are proud of this space and thank everyone who played a part in bringing it to fruition".

The building was designed by [TRIAD Architects](#) in Columbus, OH and constructed by [2K General](#) out of Delaware, OH. Both Triad and 2k General are Delaware Area Chamber of Commerce members.

Del-Co Water, a 501-C (12) non-profit corporation, is a drinking water utility with a service area that extends into seven central Ohio counties. Del-Co Water is committed to providing the best level of service related to drinking water to all customers both current and future.



Del-Co Water General Manager and CEO Glenn Marzluf addresses guests during the Morrow County office ribbon cutting and open house.



Terracon

800 Morrison Road
Columbus, Ohio 43230

Kevin M. Ernst, P.E.,
Office Manager
kevin.ernst@terracon.com

(614) 328 5168
terracon.com/Columbus

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Delaware County gearing up for 2020 census

Census Day is April 1st. Where you live on that date determines where you are counted for the U.S. Census (students in college on April 1st should list their college address when completing their form).



Changes for the 2020 Census include:

- Accurate address lists with automated field operations will keep residents' info confidential and safe.
- For the first time, **census takers can respond on-line, by mail or by phone.**
- **Residents will receive a postcard** with a personal identification number that they can enter securely on-line.
- The Decennial (ten year) Census **only has nine questions.**
- Response data will reduce in-person visits to non-responding households.

The Regional Planning Commission and County Auditor's office have worked with the Census Bureau to identify all addresses where people can live.

It is important that everyone is counted as census data impacts all of us including supporting the strategies in the CHIP along with the services that we provide to improve the health of our residents. Census data are used to:

- Forecast future transportation needs for all segments of the population;
- Forecast future housing needs for all segments of the population;
- Analyze local trends;
- Create maps to speed emergency services to households in need of assistance;
- Plan for public transportation services;
- Establish fair market rents and enforce fair lending practices;
- Plan for school projects;
- Determine areas eligible for housing assistance and rehabilitation loans.

Census employees will always have: 1. badges with photo IDs, and 2. black canvas bags and laptops with 2020 census logos.

For more information and resources, visit regionalplanning.co.delaware.oh.us/data/census/2020census.gov/en

or call 740-833-2260 and we can help schedule a Census representative to speak to your jurisdiction or community group.

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



An advertisement for First Citizens National Bank. It features the bank's logo with a red stylized 'F' and 'C', the text "The FIRST CITIZENS NATIONAL BANK", and "MEMBER FDIC | EQUAL HOUSING LENDER". Below the logo is a photograph of a building with a sign that reads "FIRST CITIZENS NATIONAL BANK". To the right, the text "MORE than just banking!" is written in large red letters. At the bottom, it says "Powell Banking Center" and provides the address "9595 Sawmill Parkway Powell, OH | (614) 789-9595 | www.FirstCitizensNational.com".



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COUNTY** *Ohio*
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Census
2020

March Calendar

HR Six Pack

Monday, March 2

Three of six: Sick leave, ADA...

[Previous registration required](#)

Business Before Hours

Thursday, February 20

8:00—9:30 am

Delaware County Foundation

[Click here for details & registration](#)

HR Six Pack

Monday, March 9

Four of six: Non-discrimination, etc

[Previous registration required](#)

Safety Council

Tuesday, March 10

11:30 am—1:00 pm

[Click here for details & registration](#)

Manufacturers' Council

Wednesday, March 11

7:30 am TBD

Leadership Delaware

Law Enforcement & the Courts Day

Thursday, March 12

Workforce Development & Education Committee

Friday, March 13

8:00 am Chamber office

HR Six Pack

Monday, March 16

Five of six: Regulatory World

[Previous registration required](#)

Infrastructure & Development Committee

Tuesday, March 17

8:00 am Chamber office

Chamber Board Meeting

Wednesday, March 18

7:30 am, Chamber office

Third Thursday luncheon

State of the County

Thursday, March 19

11:45 Sourcepoint

[Click here for details & registration](#)

Business After Hours

Thursday, March 19

5:00—6:30 pm

Swan Lake Event Center

[Click here for details & registration](#)

HR Six Pack

Monday, March 23

Six of six: Discipline

[Previous registration required](#)

SAVE THE DATES

New Member Orientation

Tuesday, April 28

8:00-9:15 am Chamber office

[Click here for details & registration](#)

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](#)

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Chamber newsletter advertising a good value

More than 1000 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

Ad prices are for one run:

Full page: 8.5 x 11 portrait	\$125	Quarter page: 4 x 5.25 H	\$75
Half page: 8 x 5.25 H	\$90	Eighth page: 4 X 2.62 H/V	\$50

Presenters considered

Are you an expert in a field related to business? The Chamber is seeking presenters for our B.E.D. & Breakfast program. BED is held on the second Tuesday of the month from 7:30-8:30am. Over the years we've covered a myriad of topics from HR to marketing; insurance to IT.

We'd love your help with fresh ideas about topics important to you. We ask that the presentation not be an infomercial (although a speaker never left the building without making a contact or two) but an educational one.

If you think you could offer insight into a business-related topic, please contact Holly at hquaine@DelawareAreaChamber.com. We'll see how we can make your idea work.



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

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

Your online calendar displays events from other members, Chamber events, and of course, any events that you have posted. You can register online for Chamber events only; to register for another member's event, please contact that member directly. If the event you'd like to register for has a fee associated with it (for example, Third Thursday luncheon is \$20 per person), you can pay online right then and there, select to pay at the door, or let us know you'd like an invoice. [Click here for the full instructions on registering for Chamber events.](#) So, you've attended an event and you opted to be invoiced for it. You can pay that invoice online as well as ANY Chamber invoice. [Click here for instructions on how to pay invoices online.](#)

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The Delaware Area Chamber of Commerce acts as a champion of prosperity by influencing policy and regulations that impact the interests of business; researches, communicates, educates and advocates public issues on behalf of the interests of business and quality of life.



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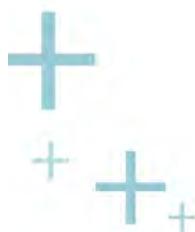
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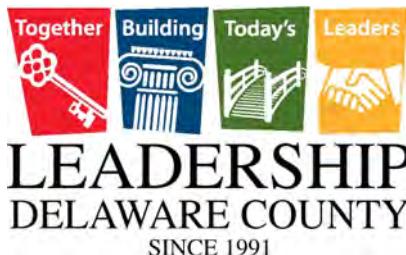
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Leadership Delaware Class of 2020

Government Day

Facilitators: Ginny Berry '11 & Darren Schulman '12

Newsletter editors: Nancy Krueger, Dave Letterle, Sara Lorz, Eric Macwhinney *Jon May

Government Day

"It's a numbers game"

What is Government? The Leadership Delaware County Class of 2020 was in for a fun, enlightening and informative day that would begin to address the complexity of that simple question. The members of the Leadership Class met at the Delaware County Board of Elections office in the Willis Building to learn more about the structure and function of different levels of government, the challenges faced by each level, and the different funding sources that drive their decision making. The facilitators for Government day were Darren Schulman, **Delaware City Attorney** (Leadership Class 2012) and Ginny Berry (Leadership Class 2011), Marketing and Community Relations for **Delaware County Transit** ("DCT").

Continued on 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

[Maloney + Novotny](#)

Tamra Bower

[Polaris Fashion Place](#)

Bethany Brown

[Performance Chrysler Jeep Ram](#)

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Leadership Delaware

The first session of the day titled Local Government 101 was presented by Darren Shulman. Darren presented a series of slides showing the structure of the three different levels of government: county, municipalities (which are cities and villages) and townships. Ohio is a home rule state. The home rule provisions of the Ohio Constitution generally authorize municipal corporations to govern themselves in local municipal matters independent of state law. The authority, however, is not without limitations. Darren addressed the differences in the number and responsibilities of the elected officials, their administrators (how they are managed), their funding source (income tax, sales tax, property tax), and whether they can change, meaning can a village become a city or can boundaries be changed. Change is driven by population, services and money. Money is the engine that helps government officials operate, fund and achieve the responsibilities entrusted to them by the voters, meet the needs of a changing population and fund their goals for long term growth. I am reminded of a quote by Mark Twain, a great humorist, who wrote: "We have the best government money can buy."



This is where challenges and friction begin to arise. County government is funded by sales tax, therefore, the county wants development that drives more sales tax such as large shopping centers. Cities and villages (municipalities) are financed by income tax and are looking for higher paying jobs. Townships and school districts are funded by property tax and want higher property values and more of them. These different funding sources create friction between the cities, county and townships in economic development decisions and in providing services (water, sewer, roads) to the growing population. Further confusion occurs when boundaries and classifications are changed by annexations and population increases. Cooperation is needed.

Along with the periodic promotion and ("shameless") pitches to vote for Government Day as the best day of Leadership 2020, Darren had us play a game about getting involved. Darren

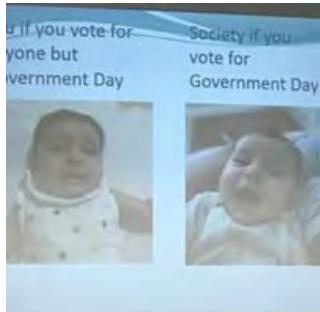


presented leading questions for us to consider such as: Why does citizen involvement in government matter? What skills and talents can you offer? What needs do you see in the community? What does being a good citizen mean to you? What aspects of the Delaware community do you most enjoy? What aspect of Delaware County can be improved?

Darren covered different community authorities, commissions and boards including the Board of Elections, ways to get involved, and the time needed for those commitments. Everyone was encouraged to get involved.

While many of our leadership sessions over the last seven months have involved some time gathered on a school bus being transported over county roads, today's session put "numbers" to those buses and roads. It's a numbers game. Numbers 'drive' (pun intended) the services provided and funding available.

Continued on next page



Conversations That Change EverythingSM

A professional advertisement for HW&Co. CPAs & Advisors. The logo features two speech bubbles, one green and one grey, with a red arrow pointing from the green one to the grey one. The company name "HW&Co." is written in a large, white, serif font, with "CPAs & Advisors" in a smaller font below it. The website "www.hwco.com" and phone number "877.FOR.HWCO" are also listed. The bottom of the ad includes the locations "Cleveland | Columbus | Mentor" in a green bar.

Leadership continued

Ginny Berry led the next session of the day titled “Public Transportation- Authority vs Agency.” The Delaware County Transit (“DCT”) is a county government agency. COTA is a transit authority. The difference is that a transit authority can tax. The Delaware County Transit became an urban transit system in 2012 as part of the 2010 census. DCT works in partnership with COTA exchanging services and funds. DCT is largely funded by the federal government. There is no local tax. It is governed by the DCT Board who are appointed by the Delaware County Commissioners. DCT offers five routes, Demand Response Services, and Para-Transit services. The DCT provided 73,177 rides in 2019 working as a community partner in their mission of “Making lives better by connecting people to their community through safe and reliable transportation.”

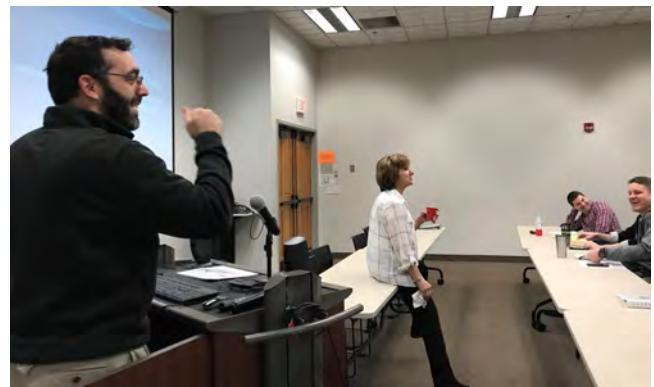
Transportation: The \$100 million question

Continuing the transportation theme was a panel representing federal, state, county, and city officials who were given a check for \$100 million and asked to build an interchange. The panel included: Chris Bauserman, Delaware County Engineer; Tom Slack, Administrator of Capital Programs, ODOT District 6; Adam

Johnson FHWA – Ohio Division, Major Projects Engineer; Matt Weber, Delaware City Assistant Director of Public Works/City Engineer.

They were presented with the question: If you were given \$100 million to build an interchange, would and could you do it? The unanimous answer was “It depends.”

For each level of government, different requirements must be met: Is there a purpose and need? Does it meet a larger public benefit? What is the impact on arterial roads and on the interstate system (safety issue)? What is the environmental impact? What is the cost of ongoing maintenance? As our panelist Tom said, “Once you get the puppy you still need to feed and care for the puppy.” With an interchange there is an income benefit to



the county in economic development that occurs around an interchange. The panel then addressed how roads are actually funded. Multiple funding sources for roads exist from federal, state, city and county resources, grants, taxes, fees and surcharges. Cooperation is key. The Mid-Ohio Regional Planning Commission (“MORPC”) is a voluntary association of Central Ohio governments and regional organizations that collaborate and plan for the future growth of the region with a goal towards improving the lives of residents. MORPC looks for innovative directions in transportation, energy, housing, land use, the environment and economy prosperity. Roundabouts and bike paths came out as a winner in transportation improvements. Even though some people think that roundabouts are more inconvenient, studies show a drastic decrease in the amount of fatal crashes that occur at normal intersections. This is because

of angles and reduced speeds. Accidents that occur in roundabouts are usually “side-swipes” or “fender benders.” With roundabouts, there has been a sixty to seventy percent reduction in accidents documented with the introduction of a roundabout at an intersection. Darren mentioned that his boss was “obsessed” with bike paths. That may be in part due to grant applications not scoring as well without solid pedestrian components.

Different roadway projects were discussed. One such project is the Point Bridge, and working with the railroad. When railways first began negotiating their contracts they had the power to make them heavily in favor of the railroad. In those early contracts,

railroads exempted themselves from any eminent domain action. The local governments are forced to work with the railroad, on the railroads schedule and terms.

In considering road projects, cost is actually one of the least important factors to consider when building a road. It is much more important to assess impact, purpose, and changes in traffic patterns. Funding is more of a “pyramid scheme” for road construction. For example, if the city can save anywhere from 10-20 percent of the funds for construction, it is more likely to receive grants and matching costs from state and federal counterparts. It costs about two to three million dollars to make one mile of road!

Continued on next page



Leadership continued

Given that our Leadership day happened on a day of falling snow and slippery roads, the panel engaged in a discussion on who is responsible for plowing what roads and how priority is decided. Government cooperation was discussed as key in planning plowing routes between township, city, county and state roads. Here are some more fun facts and numbers- A ton of road salt is more expensive than a ton of asphalt. Seven to ten thousand tons of salt are purchased for the winter season. The salt cost is roughly \$600 thousand with \$300 thousand in overtime. There is approximately 1,800 tons on average invested in the brine with salt road pretreatment.



The session ended on the topic of technology, self driving cars, 5G repeater boxes along roadways, cyber-security, safety, smart corridors, the infrastructure needed and the cost as well as the cultural issue of giving up responsibility, self-reliance and common sense to technology. What will be the long term impact of that on society? The panelist concluded with “We are closer to autonomous flight than we are to autonomous vehicles”

The afternoon session began with the “Government Game,” an unauthorized spin-off of Family Feud and the Dating Game. The participants included: Kyle Kridler, Delaware Assistant City Manager; Allen Rothermel, Sunbury Village Administrator; Jeff Benton, **Delaware County** Commissioner; and Dan Boysel, Radnor Township Trustee. Each panelist was asked to: describe their government structure (county, city, township, village) and their responsibilities; their challenges; if they could complete one project what would it be; if they could change one thing about government what would it be; what is the best part about working in government and how they deal with growth.

Jeff Benton, one of the three elected Delaware County Commissioners, began the session with a summary of the responsibilities of the Delaware County commissioners. The county commissioners appoint a county administrator to run the day to day operations. They have 1,200 employees, 400 report to the commissioners and 800 work for other elected officials. The commissioners approve their budgets. The other elected officials include the: Sheriff, **Engineer**, Coroner, Prosecutor, Recorder, Common Pleas Court system, Treasurer, and Auditor. The commissioners are not responsible for schools or water. The primary funding source is sales tax.

The next panelist was Alan Rothermel, Sunbury Village Administrator. Alan explained how Sunbury is going through the process of changing from a village to a city. Sunbury recently passed their charter establishing Sunbury as a charter village. This is an important distinction. There are statutory villages and charter villages. The Sunbury charter is important for Sunbury because they can now plan for when to become a city and assume all the responsibilities of a city. Until they are ready to assume those responsibilities, as a charter village, they can remain a village (aka “small city”). If Sunbury did not pass their charter, they would need to change.

Kyle Kridler, assistant city manager, began by identifying the city of Delaware as a “Strong Mayor” form of mayor-council government. Mayor-council government can be broadly divided into two types: strong and weak. The difference centers on the scope of the mayor’s executive authority and legal power. The council members act as a sort of board of directors with the city manager (Tom Homan) acting as a CEO. The city of Delaware has a population of 43,000. The revenue for the city is from income tax. The city economic development is focused on helping existing businesses grow and on drawing new development and business.

Dan Boysel, one of three elected township trustee in Radnor, described townships as the closest to the people and therefore the most efficient. Dan said there is not a lot the township can do for you or against you as a resident. In townships, you can’t control your neighbor, even if he is out “burning garbage in his underwear.”

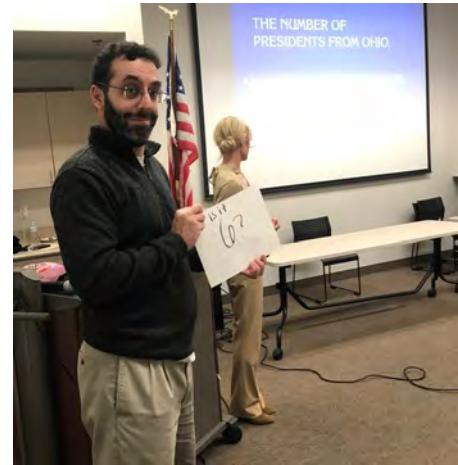
For each of the four panelists managing growth (and development) is one of the greatest challenges. With growth comes change and how to prepare for that change. Change impacts roads, affordable housing and zoning. Funding sources, competing drives for development and planning, cooperation and accountability are all in play.

Continued on next page



Leadership continued

Darren posed the following question to the panel and to the class: Would you rather have high taxes and high services or low taxes and low services? While the question is flawed from the start it did present interesting perspectives (both archaic and new) from the panelists. Rather than the notion of government simply taxing more to get more revenue, the panelists offered alternatives and opportunities to participate in a partnership with the community. Through public and private cooperation in developing creative approaches to some of the challenging issues facing Delaware's rapid growth, issues such as affordable housing in developments and transportation. Voters do not want to be taxed and taxed and taxed, but they are willing to pay for what they want. An example was the bed tax for the fairgrounds. For Kyle, growing the tax base by attracting and retaining more white collar jobs was an alternative to creating greater revenue along with and educating people on taxes per service. Dan pointed out that in townships you have less taxes but there are less services. It's all about the numbers!



These final questions were asked of the panelists: 1) What one dream project would you want to complete (funding not an issue)? 2) What is one thing you would change about government (if you could)? 3) What is the best part of working in government? Question 1: Kyle's project would be redevelopment along the river corridor on the east side of Delaware. Alan said solving the 36/37 interchange. Jeff too felt the interchange needs to be completed and that Delaware's future growth engine for Delaware will be the Berlin Business Park. Dan said parks and walking trails along the river. Question 2: Alan said he made his change in helping Sunbury to approve its charter. Jeff would like government to move faster. Dan wanted to slow down the rate

of change. Sunshine Laws limit discussion among trustees outside of official meeting and it can be a challenge when speaking with a friend and neighbor who also happens to be a trustee. Two make a quorum. For Kyle, he wants to train leaders to make sense of complex issues quickly. Future leaders will need to be prepared for the future speed of change and stay focused on the larger goals. For Question 3: Unanimously, the best part of working in government was the ability to effect positive change. Other "bests" include working with great people.

The final session of the day got the competitive juices flowing in a game of "Board of Elections Jeopardy." The Leadership class was divided into two teams, "The Senate" vs. "The House." The teams battled back and forth for much of the game, answering a broad range of questions centered around Board of Elections history. The House took a commanding lead into Final Jeopardy, but it was The Senate claiming victory after correctly answering the final question and wagering just enough for the win.

Thank you to our panelists and to all who made government day fun and informative and to your leadership that made it possible for Delaware to be chosen as one of the best places to live in America.

[Click here for more photos.](#)

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, April 28.** [Click here to register.](#) We'd love to see you! It's not just for new members!

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



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

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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.

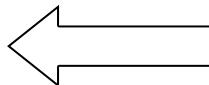
**Looking for product or service? Look to your fellow Chamber members first.
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Let them know you belong and support; link to Chamber logo

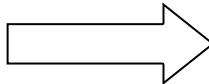
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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CHAMBER OF COMMERCE**



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



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

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

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

Access to care that's right for your employees

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

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

Creative Financial Insurance Services Agency, Inc.

Jim Roesch
jwroesch@discovercfi.com
740-363-5433
www.discovercfi.com

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

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

611 South Sandusky Street, Delaware



Your chamber membership creates value for your company.

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

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

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

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

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

Dental

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

Blue View Vision

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

Life and Disability

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



¹ Internal data 2017

² Except when discounting of non-covered services is prohibited by state law.

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

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

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