

# CHAMBER NOTES

A monthly newsletter of the  
Delaware Area Chamber of Commerce

May 2021

## Sustaining Members

*Industry Exclusive  
Platinum Level*



## Gold Level



## Silver Level



## Bronze Level



*The Delaware Area  
Chamber of Commerce  
Established 1907*

UNITED STATES CHAMBER OF COMMERCE

**ACCREDITED**



# 2021 Golf Outing

[Click here to register today!](#)



**Friday, June 18  
Kings Mill Golf Club**

2500 Berringer Road  
Waldo OH 43356

## Corporate Sponsor



## Breakfast Sponsor



## Drink Cart Sponsor



**Deadline to register is  
Monday, May 31, 2021**

Check-in and breakfast 8:00am  
The event will not be a shotgun start. Tee times will be assigned prior to the event. Golfers may enjoy lunch as they round the course.

## \$100 per golfer

\$125 hole sign sponsorship  
\$125 goody table on the hole sponsorship

\$200 hole sign AND goody table on the hole

\$50 skill prize sponsorship

Skins \$20 per team

Mulligans \$5 each

50/50 ~ Proximity Prizes



## Advertisers in this issue

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[Manos, Martin & Pergram LPA](#)

[M.A.S.H. Pantry](#)  
[OhioHealth](#)  
[Spectrum](#)

**2021 Board of Directors  
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Aric Arnett– Chair

[Ohio Living Sarah Moore](#)

Brad Schneider—Chair elect

[The Growth Coach](#)

Zach Price– Immediate Past Chair

[TRIAD Architects](#)

Ana Babiasz– Treasurer

[Fidelity Federal Savings & Loan](#)

Casey Converse– Vice Chair

[Converse & Associates LLC](#)

Shane Dawson– Vice Chair

[Dinsmore & Shohl LLP](#)

Eric Moulton—Vice Chair

[The Daily Dumpsters](#)

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Tamra Bower

[Polaris Fashion Place](#)

Mark Clack

[Attindas Hygiene Partners](#)

Bill Morgan

[2K General Co.](#)

Liz Owens

[Alpha Group of Delaware](#)

Jeff Rupp

[LandCare](#)

Scott Ruth

[Cogburn Electric](#)

Kim Saunders

[Ohio State University Wexner Medical](#)

[Center Outpatient Care Lewis Center](#)

Kirt Trimble

[Trimble Insurance Agency](#)

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Delaware, Ohio 43015

740-369-6221

Fax:740-369-4817

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

facebook



Yes, we're  
back in  
person!

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

**The State's Biennial Budget: What it means  
for business and for Delaware County**

with

Tony Long, VP of Tax and Economic Policy, Ohio Chamber of Commerce

sponsored by



Thursday, May 20, 2020, 11:45am—1:00pm at **Brookshire Banquet**

405 Greif Parkway, Delaware 43015

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

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

Deadline to register is Thursday, May 6, 2021

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

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

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

**May Business After Hours**

End your day on Thursday, May 20 by  
networking when the Chamber's 2020  
Small Business of the Year, **Cummins**

**Facility Services**, 1798 Marion Cardington Road East, Marion, OH 43302,  
hosts the After Hours. Food, networking– bring lots of business cards to share.  
The event is held from 5:00-6:30pm. pm at Please let us know you'll be attend-  
ing. [Click here to register.](#)



**New member orientation**

Each quarter the Chamber hosts an event to welcome new  
and prospective members (or new representatives from  
current members) to the organization. It starts with an in-  
formal reception attended by several board members and  
continues with a presentation of benefits and services that  
come with being a member of the Chamber. New  
members, prospective members and reps from veter-  
an member businesses who attended  
the April 27 event included:

James Schwaderer,

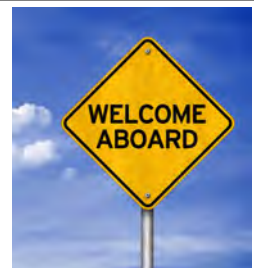
[Delaware Public Health District](#)

Bryon Ringley,

[Blue Heron Engineering](#)

Join us for our next

[New Member Orientation on July 27.](#)

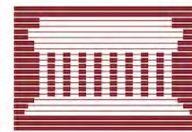


## It was so much fun we're gonna do it again!

Start your summer off right by joining us as we once again network with our chamber friends to the north. We've planned a second virtual networking event that we'll share with the Marion Area Chamber of Commerce. Here's how it will work:

- Event will take place on Friday, June 4 from noon to 1:15.
- [Register using this link.](#)
- **There is a \$10 registration fee that must be paid by credit card at the time of registration.**
- There is a limit of five attendees per business.
- The event will flow like speed dating with attendees making multiple contacts around virtual tables, with four table assignment rotations guaranteeing that attendees will ALWAYS meet NEW representatives at every table.
- **Approximately two days prior to the event attendees will receive an email requiring the downloading of the platform, called Remo. Be sure to watch for it!**
- The event is for Chamber members who want to nurture new contacts, expand their client base and make new friends.

Welcome Summer with us as we ease back into what Chambers do best– network! Space is limited so register today.



Marion Area  
Chamber of Commerce

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## Chamber accepting Leadership Delaware program applications for class of 2022

Leadership Delaware is now accepting applications for the class of 2022. This prestigious program has become a must-have experience for emerging leaders in Delaware County. Through Leadership Delaware, class participants learn first-hand about the challenges and opportunities facing the community. Participants are exposed to people and places they could not on their own and discover a perspective unavailable in the normal course of their work. Even participants who've lived their entire lives in Delaware County are amazed at what they learn.



The nine-month program, which is held on the second Thursday of each month September through May, focuses on various topics, including

Spectrum Leadership	Social Services,	Law Enforcement and the
Delaware County History	Volunteerism &	Courts
and Tour	Board Service	Health Care
Agriculture	Government	Economic Development
Education		

Over 725 Delaware County professionals have graduated from the program since its inception in 1992. These alumni serve on local boards and committees helping to shape the future of the Delaware area.

[Click here to view the program brochure](#) and [click here to apply on-line](#). Get more information at [DelawareAreaChamber.com](#) or by calling the Chamber at 740-369-6221. All applicants will be notified as to their acceptance by mid-July. Space in the program is limited and it fills up fast. Consider this the year that you or a valuable member of your staff should experience Leadership Delaware.

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## Member combines survey, recycling and coffee. Read how:

The [Alpha Group](#) has potential plans for a refillable/bulk store in Delaware county. A refillable store allows you to bring in your own containers (or purchase one at the shop) and fill it with household goods (shampoo, laundry detergent, cleaning spray, and more). When your containers are empty, bring them back to the store to refill them. This is an easy way to reduce plastic waste in your home.



To assist with planning, we encourage you to answer the questions below. The first 500 people to complete the survey will receive a complimentary cup of coffee and donut from [Tim Horton's](#). [Click here to take the survey.](#)



## April brings showers of celebrations

As the Chamber begins to bring back in-person events, April was bursting with celebrations.

On April 2 the Chamber welcomed [Discount Fashion Warehouse](#) to Delaware. Located at 36/37 and 521 next to Kohls, this Central Ohio retailer sells name brand fashion and accessories at up to 90% off retail prices. [Click here for more photos.](#)



On April 12 the Chamber joined the grand opening of [Sheetz](#) on Sunbury Rd. And what an event it was! This opening of Sheetz' 702nd store is the first of two that will open in Delaware. Its other planned location on US 23 across from Walmart is planned to open in July. Is Sheetz a restaurant, convenience store or fuel station? Yes! All of the above. [Click here for more photos.](#)



On April 15 we headed south for the reopening of [Huntington Learning Center](#) in Lewis Center with owner Maureen Wagner. HLC is a national franchise that, for over 40 years,

treats students as individuals, and tailors tutoring programs to fit their unique needs, academic goals and schedules. Their tutoring centers are proven to accelerate academic results. [Click here for more photos.](#)



And on April 28 the Chamber joined [First Citizens National Bank](#) as they cut the ribbon on their long-awaited newest location in downtown Delaware on West William. The community bank ended their long search for the perfect location in Delaware and shared plans for the new facility. They will remain open in the existing building while the beautiful new branch is constructed. [Click here for more photos.](#)



Congratulations to all the owners, managers and staff of these four very different businesses that, combined, make our community and our organization stronger!

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

**MORE**  
*than just banking!*

Powell Banking Center

9595 Sawmill Parkway Powell, OH | (614) 789-9595 | [www.FirstCitizensNational.com](http://www.FirstCitizensNational.com)

Trusted and professional tax, auditing, and business valuation experts



**BodinePerry**  
Certified Public Accountants & Advisors

7620 Olentangy River Road, Columbus, OH 43235  
614.431.1040 | [BodinePerry.com](http://BodinePerry.com)

# Law Enforcement & Your Community

## Community Policing. Use of Force. Racial Diversity. Local Needs.

A lot of phrases get thrown around and sometimes the national dialogue and local needs aren't always aligned. Would you like to learn more about your local

Delaware County law enforcement? Better yet, are you interested in helping strengthen communications and relationships between local law enforcement and your community? You've come to the right place.



## WHAT



A citizen involvement process where volunteers contribute ideas, perspective, and feedback to their local law enforcement process.

## WHY



To partner with and strengthen local law enforcement and community relations. To learn from and understand our community's expectations, and share the realities of local law enforcement.

## WHEN



**Volunteer Recruitment:** Spring 2021  
**Volunteer Training:** Summer 2021  
**Frequency:** as needed, and depends on the volunteer's level and area of interest.

## HOW



**To learn more/apply:** visit the link below (in blue) or call us at (740) 833-2817 to request a packet with additional information, volunteer job description, and application. Deadline to apply is May 7<sup>th</sup>.



Delaware County, OHIO, Sheriff's Office  
*Protecting People, Their Property, and Their Rights*

[https://sheriff.co.delaware.oh.us/  
community-engagement-home-page/](https://sheriff.co.delaware.oh.us/community-engagement-home-page/)

**M.A.S.H. - MILITARY AND SERVICE HEROES  
3RD ANNUAL GOLF OUTING FUNDRAISER**



# **SAVE THE DATE!**

*OSU Scarlet and Gray Courses  
3605 Tremont Rd, Columbus, OH 43221*

**JULY 12TH 2021**

**TEE-TIMES WILL BE ASSIGNED  
TO TEAM CAPTAINS, 2 WEEKS  
BEFORE EVENT**



<u>SCARLET</u>	<u>GRAY</u>
\$175/golfer	\$150/golfer
\$700/team	\$600/team



There will be raffles, silent auction by Ohio Sports Group, and a vehicle raffle. Food will be provided by OSU Golf Club.

Currently, we have the Title Sponsorship available, as well as Golf Carts, Holes, Challenge Coins, Towels, Divot Tools, Goodie Bags, Coolers, and Tumblers.

[MASHPANTRY.ORG/GOLF](http://MASHPANTRY.ORG/GOLF) | [mashpantry.org/golf](http://mashpantry.org/golf) | 614-522-1555

## Member receives industry recognition

– Grange Insurance has named [Trimble Insurance Agency Inc](#) as a leader in the insurance industry and awarded it Grange’s Senior Partner Plus designation for excellence in 2020.



Trimble Insurance Agency Inc is part of an elite group of Grange’s independent agency partners that earned the title of Senior Partner Plus. Out of nearly 4,000 independent insurance agencies that sell Grange’s personal auto, home, life and business insurance products, Trimble Insurance Agency Inc is one of just 94 agencies to receive this year’s Senior Partner Plus award, an honor earned by independent agencies that set themselves apart by excelling in key areas, including customer service and overall agency performance.

“Grange has a longstanding history of partnering with the best independent insurance agencies that provide outstanding value and service to their customers,” said Grange President and CEO John Ammendola. “Trimble Insurance Agency Inc exemplifies what it means to be a Grange Senior Partner Plus agency, acting as a trusted advisor, providing world-class service and offering a broad range of products to meet the needs of its customers.”

Grange Insurance sells exclusively through independent insurance agents. These men and women are not only dedicated to supporting the communities in which they live and work, but they also offer guidance to help individuals, families and businesses select the right coverage for their lifestyle and unique needs.

Located at, 39 S Liberty Street, Trimble Insurance Agency Inc serves customers in Delaware and beyond. For more information, please call 704.369.6711 or visit [www.trimbleins.com](http://www.trimbleins.com).

## About Grange Insurance

Grange Insurance Company, with \$3.1 billion in assets and more than \$1.3 billion in annual revenue, is an insurance provider founded in 1935 and based in Columbus, Ohio. Through its network of independent agents, Grange offers auto, home, life and business insurance protection. Life insurance offered by Grange Life Insurance and Kansas City Life Insurance. Grange Insurance Company and its affiliates serve policyholders in Georgia, Illinois, Indiana, Iowa, Kentucky, Michigan, Minnesota, Ohio,

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## Leadership Delaware Class of 2021 community projects

Leadership Delaware’s Class of 2021 will graduate on May 18 but their community projects will be completed in April.

The class chose two initiatives this year. One was to help [Alpha Group](#) with their spring outdoor clean-up. Assisting with the project was [The Daily Dumpsters](#), owned by chamber board member Eric Moulton, who provided a place to dispose of the winter’s mess. The clean-up was for the new community housing for individuals with disabilities. On March 27<sup>th</sup> members of the Leadership Delaware class of 2021 showed up to get their hands dirty and help clean some of the brush away. The Alpha lawn crew had cut down some of the trees beforehand to make our job a little easier, so all we had to do was put the trees in the wood chipper.



The new community housing for individuals with disabilities will be located on David Street here in Delaware. The houses will be two units with three bedrooms and in a duplex. Each house will have two to three individuals that will share a home. “The goal of these new homes is to encourage independence and build financial responsibility, while providing home and community-based services” Said Liz Owens, Alpha CEO & TAG Executive Director.

Shout out to Morgan Mellen & Lori Kannally for showing up and getting their hands dirty that day!

[Click here for more photos.](#)

The other project was one that no other class could or would ever have considered in the 27 years of the program’s existence: the class provided the volunteers necessary for the [Delaware Public Health Department](#) to hold two vaccine clinics at [SourcePoint](#). Volunteers are needed along the process, directing patient flow, making sure folks don’t experience illness after their shot. The class worked all day on April 22 and 29. [Click here for more photos.](#)



# Welcome New Members

## Luther EyeCare

David Luther - Owner/Optomtrist

575 B Sunbury Road

Delaware, OH 43015

(740) 990-0008

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

*Provides a full range of eyecare needs*

**LUTHER**  
EYECARE LLC

## Periwinkle Photography

Melissa Seslar - Owner/

Photographer

15 1/2 West Winter Street

Delaware, OH 43015

(614) 354-4275

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

*Offers portrait photography*

*periwinkle*  
photography

## Sheetz, Inc.

Chelsea Clemons - Store Manager

710 Sunbury Road

Delaware, OH 43015

(216) 312-1110

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

*Offers gas station, convenience store and restaurant*



## Staples

Edward Kotalo - General Manager

59 Meadow Park Avenue

Lewis Center, OH 43035

(740) 549-2755

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

*Offers office supplies & a copy center*

**STAPLES**

# Reinvesting Members

[Absolute Impressions, Inc.](#)

[Attindas Hygiene Partners](#)

[Bauerle Automotive](#)

[Benchmark Woodworks Co.](#)

[Berkshire Township](#)

[Bill Kistner & Company, LLC](#)

[Brookshire Banquet, LLC](#)

[Buckeye Valley Local Schools](#)

[Burgess & Niple, Inc.](#)

[C.G. Boyce Real Estate Co.](#)

[Charter Next Generation](#)

[Clinicare Consultants, Inc.](#)

[Delaware Family Eyecare](#)

[Foot & Ankle Wellness Center](#)

[Fruth & Company, PLL](#)

[Georgia's Bed & Breakfast](#)

[Henmick Farm & Brewery](#)

[Isaac, Wiles, Burkholder &](#)

[Teetor, LLC](#)

Kaitsa, George

[Kenwel Printers, Inc.](#)

Ketterling, Dee

[LaborMax Staffing](#)

[LandCare](#)

[Leaf Chiropractic & Wellness Center](#)

[The Middlefield Banking Company](#)

[Mount Carmel Lewis Center](#)

[Northstar Family Dental](#)

[Oakland Nursery, Inc.](#)

[Office City Express](#)

[Olentangy Local Schools](#)

[Phoenix Environmental, LLC](#)

[PPG Industries, Inc.](#)

[Preservation Parks of Delaware County](#)

[Roosters Men's Grooming Center](#)

[Servicemaster Janitorial by Faith](#)

## Chamber newsletter advertising a good value

More than 1200 readers at over 450 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value. Contact us as [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com)

Ad prices are for one run:

Full page: 8.5 x 11 portrait \$125

Half page: 8 x 5.25 H \$90

Quarter page: 4 x 5.25 H \$75

Eighth page: 4 X 2.62 H/V \$50

# May Calendar

## Government Affairs Committee

Tuesday, May 11

8:00 am via Zoom

## Safety Council

Tuesday, May 12

9:00 am via Zoom

Call Before You Dig

[Click here to receive link](#)

## Leadership Graduation

Tuesday, May 18

Brookshire Banquet, 9:00 am

by invitation

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

## Chamber Board of Directors

Wednesday, May 19

7:30 am via Zoom

## Third Thursday Luncheon

Back in person!

State of Ohio Biennial Budget

Thursday, May 20

11:45 Brookshire Banquet

[Click here for details & registration](#)

## Business After Hours

Thursday, May 20

5:00-6:30 pm

Cummins Facility Services

[Click here to register](#)

## Manufacturers' Council

Wednesday, May 26

7:30 am via Zoom

## HR Council

Wednesday, June 2

8:30 am via Zoom

## SAVE THE DATES

Golf Outing

Friday, June 18, 2021

[Click here to register](#)

Clay Classic

Friday, October 8, 2021

Annual Dinner

Thursday, February 3, 2022



## Chamber back to in-person networking

After a year of cancelled in-person social networking events, the Chamber celebrated the coming of spring by returning to member favs– networking. Masked and distanced, but back in person.



The April Before Hours was hosted by [Stratford Ecological Center](#) and the joke was on us: the temperature that fine morning was brisk but our hosts built a cozy, roaring fire on the patio. One could almost hear a giant sigh of relief as smiling eyes showed above the masks of those attending. And even the livestock were happy to greet us as two lambs were born during our visit. [Click here for more photos.](#)

hours and everyone was in great cheer to be chatting up, adult beverage in hand as well as Penn Lane's yummy artisan pizzas. Owners Jen and Frank Hinkle are so proud of their new endeavor. By day Frank is a real estate attorney and Jen is a minister in Dublin but they couldn't resist going way outside their comfort zone when the lanes came up for sale. Accompanying their significant renovations are party rooms perfect for birthday parties or corporate events (think team building). This husband and wife team are as much fun as bowling a 200! [Click here for more photos.](#)

So happy to be back in person!!



## Heartland Bank Celebrates 110th Anniversary

Heartland BancCorp (“Heartland” and “the company”) (OTCQX: HLAN), parent company of [Heartland Bank](#) announced that Heartland Bank is celebrating its 110th anniversary as an independent community bank. “Not many companies make it 50 years, let alone 110, and banks are no exception. You only get there through well-trained, caring associates with unquestionable integrity and strong leadership who will invest in them and our communities,” stated Chairman, President & CEO G. Scott McComb.

With roots in Croton, Ohio, dating back to 1911, Heartland Bank wasted no time growing those roots to the many suburbs of Central Ohio and recently, to the Northern Kentucky area. From the first president, George Van Fossen, to the current president, Scott McComb, Heartland has grown to 18 full-service branch locations, \$1.5 billion in assets, a financial planning division and its own title company, TransCounty Title Agency.

“Through the strategic vision of our past and present leaders, we have achieved strong, consistent balance sheet growth and earnings results since becoming Heartland. Through this growth, we have supported our local communities by helping individuals and small businesses realize their dreams. Most importantly, throughout history, we have protected and maintained the Heartland family culture,” said EVP, Chief Financial Officer Carrie Almendinger.

Heartland is proud of its past while being dedicated to a community-minded future with value and service as part of the equation for success.

### About Heartland BancCorp

Heartland BancCorp is a registered Ohio bank holding company and the parent of Heartland Bank, which operates 18 full-service banking offices and TransCounty Title Agency, LLC. Heartland Bank, founded in 1911, provides full-service commercial, small business, and consumer banking services; professional financial planning services; and other financial products and services. Heartland Bank is a member of the Federa Reserve, a member of the FDIC, and an Equal Housing Lender. Heartland BancCorp is currently quoted on the OTC Markets (OTCQX) under the symbol HLAN.

In May of 2020, Heartland was ranked #58 on the American Banker Magazine's list of Top 200 Publicly Traded Community Banks and Thrifts based on three-year average return on equity as of December 31, 2019. In September of 2019, Heartland stock uplisted to the OTCQX® Best Market after previously trading on the OTCQB® Venture Market.





# LEADERSHIP DELAWARE COUNTY SINCE 1991

## Leadership Delaware Class of 2021 Health Care/Economic Development Day

Facilitators: Sean Hughes '15  
Newsletter editors: Larry McQuain

The Delaware County Leadership Class enjoyed educational presentations by Deanna Brant, Executive Director of the [Delaware-Morrow Mental Health and Recovery Services Board](#) (DMMHRSB); Adam Howard, Manager of Environmental Health at the [Delaware County Public Health District](#); and Marcus Williams of Athlete For Life through The Ohio State University (OSU) and medical researchers from OSU. Deanna focused on the resources available in the county and state for folks who have mental health and addiction issues. Adam discussed the many responsibilities of the local public health department. Marcus champions human performance potential ranging from aspiring athletes through the under-served.

### DMMHRSB

Mental Health Boards, established by code, are the architect and funder for local behavioral healthcare.

Oftentimes we think of behavioral health care as something separate or different than general healthcare. This is due to the persistent stigma surrounding behavioral healthcare.

DMMHRSB pays for services most private health insurance companies do not. Governed by a volunteer board of 14 community members, core treatment services can be paid for individual, group intensive therapy, medical withdrawal management, medication assisted treatment, inpatient residential treatment, and aftercare recovery.

If someone has a heart attack, no one questions the treatment need. However, if someone needs placed in a psychiatric ward, the private health insurance company calls the hospital daily to ask questions to attempt removal of the patient from the ward, if private insurance pays at all.

### Ten Network Service Providers are provided by the Board in Delaware County:

[Del-Mor Dwellings](#), [HelpLine](#), Jacob's Way, [Maryhaven](#), [NAMI](#) - Classes and training for people living, [Recovery Prevention Resources](#), [Safe Harbor](#), [Southeast](#), [Syntero](#) and Turning Point.

*Continued on next page*



### Leadership Delaware Class of 2021

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

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

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

## *Leadership continued*

Resources are provided by 1 mill of local property tax with no general fund or local sales tax revenue. The state assists with modest amounts of income tax and sales tax. Some federal money is available through very restrictive grants, usually focused on opiates.

Community partnerships are integral to the Board. Remember, we are all in this together. Someone facing mental health or addiction who is provided treatment can then move to recovery. Recovery leads to getting a job. Working people pay taxes and taxes fund the Board. Establishing mental health stability is key because how a brain fires is how it is wired, meaning stability leads to more continued stability.

Mental health professionals are still typically generalists. They are expected to cover a huge range of mental and addiction issues. The behavioral health area must transition to more specialties to increase effectiveness, like the medical profession.

Services, infrastructure, and the workforce have to be improved in behavioral health. Prevention and intervention are key to get treatment as early as possible and improve the outcome of mental health and addiction issues. Respect, dignity, and hope are what everyone needs not shame and further stigma.

[Delaware County](#) is building a new campus combining with other county organizations to offer a one-stop-shop for services. Areas for mental health providers, counseling, and crisis care will be provided. Morrow County is also developing Meadow Center, providing similar space/services.

### **Delaware Public Health District**

Focuses on the well-being of a whole group of people not just one patient. When a problem arises, they are always looking upstream to see what caused it and how to fix the issue for as many people as possible. Contrasted with medical treatment which focuses on the treatment of a current patient with a current problem, public health looks to prevent widespread issues (e.g. infections).

### **The Health District has four divisions:**

#### **1. Finance and Operations**

Consists of Human Resources, Information Technology, and the Public Information Office.

#### **2. Community Health**

Focuses on Health Policy development, collaboration, and coordination. Houses Vital Statistics, Litter Prevention, Obesity Prevention, and Injury Prevention.

Conducts Health Impact Assessments for businesses to include walkways on property to encourage exercise.

#### **3. Environmental Health**

Is the inspection arm for food service, campgrounds, body art parlors, pools, schools, and sewage. Mosquito prevention has been a very successful program.

#### **4. Preventive Health**

Covers services like Women, Infants, and Children (WIC); immunization; health fairs; infectious disease; and emergency preparedness.

### **Ohio State (OSU) Medical Center Research and Development**

OSU was immediately involved in producing the solution in which nose swabs are placed to identify positive Covid-19 tests. The development of this liquid, during a worldwide shortage, has been instrumental in supplying tests.

Ohio State also offers a surgical skills lab, where surgeons can practice procedures repeatedly on cadavers. They also offer centralized sterilization of surgical tools.

Athlete For Life is a program which champions human performance potential in a realistic and manageable way. Training athletes would typically be tailored to different groups such as amputees, aspiring athletes, corporate athletes, etc. Four pillars are key to the development of the individual: personal activity, proper nutrition, mental health, and social connectivity.

[Click here for more photos](#)



## Unemployment identity theft update

Thank you to Maria Reese, [Small Business Payroll Services](#), for sharing this important update from the Office of Unemployment Insurance Operations and the Ohio Department of Job and Family Services:

Employers:

We know that identity theft and unemployment fraud continue to be challenges. Thank you for your efforts to report it to us, so that we can stop payment and take other needed actions. Please continue to follow the steps below, and remember that you also can find this information at [unemploymenthelp.ohio.gov/IdentityTheftEmployer](http://unemploymenthelp.ohio.gov/IdentityTheftEmployer).

### **Step One: Report identity theft through the hotline or website.**

If you receive an unemployment notification from the Ohio Department of Job and Family Services regarding someone you don't know, please notify us as soon as possible by calling our hotline at (833) 658-0394.

If you would like to report identity theft involving one or more of your employees, you can either use the hotline or [complete this secure online form](#). If you use the online form, you will be prompted to download an Excel template, enter the requested data in the template (including your employees' full Social Security numbers), and upload the file as instructed.

### **Step Two: Continue to respond to any "Request for Separation Information" notices that you receive from us.**

Please respond timely to these notices and write "fraud/identity theft" on them so that we can investigate the claims and take appropriate actions. The most expedient way for employers to respond to Request for Separation forms is by responding via your online account or by using the State Information Data Exchange System (SIDES) portal.

### **Step Three: Share resources with your employees.**

Please share the [resources for individuals](#) on this website with the employees at your organization. This web page includes a link to the IRS guidance regarding identity theft involving unemployment benefits and other measures individuals can take to protect themselves.

We recognize that reporting suspected fraud through both Step One and Step Two may be an inconvenience, but both steps are necessary to reduce the likelihood that fraudulent claims will be paid.

As a reminder, you can access the hotline number, the online reporting portal, identity theft resources, and frequently asked questions and answers at [unemployment.ohio.gov](http://unemployment.ohio.gov), by clicking on the red "Report Identity Theft" button.

---

## An educational opportunity for company employees

Since 2016, [Columbus State Community College](#) and Franklin University have partnered to bring the Exact Track program to the Columbus State Delaware Campus. This business program earns students an Associate of Applied Science in Business Management from Columbus State and a B.S. in Business Administration and Management and Leadership from Franklin University. Below are the benefits of the program.



**Convenient:** Classes are automatically scheduled each semester for Exact Track students by academic advisors.

**Predictable:** Courses are held the same day and time throughout the program. You'll take two classes every eight weeks: One online class and one in-person class (Tuesday nights at Columbus State's Delaware campus)

**Collaborative:** Work with same group of peers throughout the program.

**Cost Effective:** Textbooks and parking are provided free of charge.

**Supportive:** Advisors are on hand to support you throughout your education.

**Streamlined:** Coordination between Columbus State and Franklin University means seamless transfer of admission, financial aid, and transcript information.

If you are interested in learning more about this program, you can register for one of our Exact Track info sessions. Registration Link: <https://www.csc.edu/academics/departments/exact-track/index.shtml>

Also, if any businesses are interested in having a virtual presentation for their employees, we can set that up as well.

To learn more about the program, please contact Lawrence James at (740) 203-8224 or email at [ljames6@csc.edu](mailto:ljames6@csc.edu).

# REBUILD MY TOWN

## Columbus, Ohio



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

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

[Shop Local Now](#)

Show your support by promoting it on your marketing and social channels. Join the movement!

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

Is your advertising strategy ready for 2021?

Reach us at [1-844-TO-REACH](tel:1-844-TO-REACH) to schedule a call with a local Account Executive today.

## County offers relief programs

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

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

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

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



## January TechCred round funds nearly 5,000 credentials, program updates announced- Next application period opens later in 2021

Lt. Governor Jon Husted, who serves as Director of the Governor's Office of Workforce Transformation, announced the results of the January round of TechCred, which will provide the opportunity for Ohioans to earn nearly 5,000 technology-focused credentials.

The most recent TechCred application period closed at the end of April and 384 Ohio employers were approved for funding, resulting in Ohio employees earning up to 4,736 technology-focused credentials. The April round was record-setting, as almost 100 more employers were approved, in addition to more credentials being approved, than the previously most successful round.

With the approvals announced, a total of 1,168 Ohio employers have been approved for funding, supporting the earning of 19,841 tech-focused credentials by Ohio employees.

Starting with the April round, the following updates have been implemented to further streamline the program:

- The length of the grant will be reduced from 18 months to 12 months from the award date.
- Training programs must start on or after the date of the award, not before, and must be completed in less than 12 months.
- Training providers are no longer eligible to receive reimbursement for employees trained in-house. If a training provider wishes to utilize TechCred to upskill their employees, they must use an external training provider.

The next TechCred application period will open later in 2021. Businesses with employees who have completed their TechCred training should submit proof of credential completion to receive reimbursement at [www.TechCred.Ohio.gov](http://www.TechCred.Ohio.gov).

You can learn more about the program at [TechCred.Ohio.gov](http://TechCred.Ohio.gov).

**MANOS, MARTIN & PERGRAM CO., LPA**  
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Drawing By Karen Collins

OhioHealth Grady Memorial Hospital

# Quality medical care serving the Delaware community.



Whether you need preventive care, emergency services, a routine test or rehabilitation, OhioHealth Grady Memorial Hospital is here for you. And, if additional care is required, *WE* seamlessly connect you with physicians and facilities from our entire OhioHealth system and then arrange follow-up care in your hometown.

BELIEVE IN *WE*™  OhioHealth

To learn more about all the services offered at Grady Memorial Hospital, visit [OhioHealth.com/Grady](http://OhioHealth.com/Grady).

## Members partner for community build

TAG Community Living, Inc. (TAG), the sister agency of [The Alpha Group](#), is partnering with [Habitat for Humanity of Delaware & Union Counties](#) on a home build for individuals with intellectual and developmental disabilities. This project will be a two-unit three-bedroom duplex located on David Street in Delaware, which is an area Habitat has been building for many years. The vision is each home will house two to three people who choose to share a home. The goal of these new homes is to encourage independence and build financial responsibility, while providing home and community-based services. Liz Owens, Alpha CEO & TAG Executive Director, anticipates this will be the first of many properties and hopes to one day accommodate seniors.

The Alpha Board's Chair Dr. John Kellogg said "The Alpha Group board members are excited for this new opportunity to expand our services. Secure housing associated with support services is a natural fit for our organization. We are thrilled to see the plan move to implementation."



Although this property is slightly different for Habitat, Todd Miller, Habitat Executive Director, believe this community partnership of nonprofits is a great opportunity for both organizations. "Our organization is excited to serve as the contractor for this special project" said Phil Eley, Habitat's Board Chair. "It's a great opportunity for us to utilize our knowledge and experience in homebuilding to help Alpha Group better meet the needs of the clients they serve in our community."

TAG Board Chair, Rick Rano said, "As a Delaware community partner, TAG is excited to be a part of assisting the shared housing experience. We look forward to working with fellow community stakeholders in developing more exciting housing opportunities." 2

A ground blessing was held on April 16 and TAG expects the project to be completed in late fall or early winter 2021.



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### 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!!*



## Member recognized. Again.

**First Commonwealth Bank** has been recognized for the third consecutive year by Forbes as one of the World's Best Banks for 2021. [First Commonwealth](#) is one of 75 banks from the United States receiving this distinction and joining a total of 500 banks, from 28 countries, around the world.



In collaboration with analytics firm Statista, Forbes selected the World's Best Banks 2021 winners based on an independent survey of more than 43,000 global bank customers. The surveys were administered using a series of online access panels and sampled bank customers. Participants rated the banks utilizing the following criteria: Customer Services, Digital Services, Financial Advice, Terms & Conditions and Trust.

"This year's recognition may be the most significant of the three," offered First Commonwealth Financial Corporation CEO, Mike Price. "In the past 13 months of the COVID-19 pandemic and ensuing economic challenges, banks have been called upon to help keep our economy going. From implementing payment relief to our customers, funding nearly 5,000 PPP loans, and unveiling a new digital banking platform for our [personal banking](#) and business customers, this distinction is a testament to the hard work of our employees especially in response to unanticipated circumstances" Price added.

The complete list of banks is available on Forbes' website, [www.forbes.com](http://www.forbes.com).

### About First Commonwealth Financial Corporation

First Commonwealth Financial Corporation (NYSE: FCF), headquartered in Indiana, Pennsylvania, is a financial services company with 119 community banking offices in western and central Pennsylvania and throughout Ohio, as well as business banking centers in Pittsburgh, Pennsylvania, and Canton, Cincinnati, Cleveland and Columbus, Ohio. The company also operates mortgage offices in Wexford, Pennsylvania, as well as Hudson and Lewis Center, Ohio. First Commonwealth provides a full range of commercial banking, consumer banking, mortgage, wealth management and insurance products and services through its subsidiaries First Commonwealth Bank and First Commonwealth Insurance Agency. For more information about First Commonwealth or to open an account today, please visit [www.fcbanking.com](http://www.fcbanking.com).

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

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

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

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

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

**Members who sign up receive a free 1/4 page newsletter ad!** Call the office for format details. So sign up today to make paying for your Chamber investment a snap. There are no administration or set-up fees.

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

### Your Chamber membership: True or False?

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



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



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

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

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

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

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

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

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

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

201 Pennsylvania Avenue, Delaware

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

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



## Your chamber membership creates value for your company.

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

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

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

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

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

### Dental

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

### Blue View Vision

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

### Life and Disability

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



<sup>1</sup> Internal data 2017

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

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

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

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



## Who we are

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

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



## What we do

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

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

The program of work is facilitated by the Chamber's member volunteers and committees under the direction of the board of directors. The goal is always to create more prosperity and opportunity for all members. Every member has a voice in determining the Chamber's work, policies and projects- and every member is needed to work to get the job done!

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

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

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

---

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

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

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

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](#)

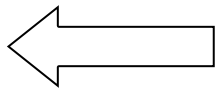


## Let them know you belong and support; link to Chamber logo

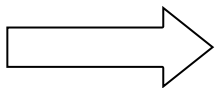
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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



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



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## Agency needs your input

[Preservation Parks of Delaware County](#) is committed to protecting and conserving the natural and historic features of our county, while inspiring outdoor exploration and learning. To help them further actualize this mission, they want your feedback on how the organization can continue to grow and thrive. Additionally, they have been presented with the opportunity to acquire more parkland in the near future and strongly desire your input before moving forward with land acquisition and development. Please help them to continue to provide for the residents of Delaware County by taking part in our brief survey!  
[Click here to take the survey.](#)



**PRESERVATION  
PARKS** DELAWARE COUNTY

## County Engineer offers annual report

[Delaware County Engineer](#) Chris Bauserman and his office have released their 2020 Annual Report. The County's roads, bridges and drainage systems are integral components of quality of life, safety and development and Chris has led these efforts in this fast-growing county for some 25 years.



County Engineer  
**DELAWARE  
COUNTY** Ohio

[Click here to read the report.](#)

And thanks to Chris and his staff for all they do to get us in and around the County as well as strategically planning for the future.

## 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!!***

## Did you know...

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



## Our Guiding Principle

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



**Mike Dickey, CPA**  
Shareholder



*"I make it a priority to communicate accounting and tax issues to my clients in a straight forward and concise way."*

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

## A message from the Government Affairs Committee

### May Primary Election

Ohio's Primary Election is coming up on Tuesday May 4<sup>th</sup>. Below are a few key dates to consider:

- April 5<sup>th</sup>, 2021: Deadline for voter registration
- April 6<sup>th</sup>, 2021: Early in person voting begins
- May 3<sup>rd</sup>, 2021: Early voting ends

### Follow Ohio Chamber legislative updates



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



### Contact your legislator:

#### Ohio Senate

##### District 19

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

#### Ohio House

##### District 68

Rick Carfagna  
77 S. High St  
13th Floor  
Columbus, OH 43215  
Phone (614) 466-1431  
Fax (614) 719-6990  
[Email](#)

#### District 67

Kris Jordan  
77 S. High St  
11th Floor  
Columbus, OH 43215  
Phone (614) 644-6711  
Fax (614) 719-0002  
[Email](#)

#### US House

##### District 12

Troy Balderson  
250 East Wilson Bridge Rd.,  
Suite 100

Worthington, OH 43085

Phone: (614) 523-2555

[Email](#)

#### District 4

Jim Jordan

[Email](#)

#### US Senate

Rob Portman

[Email](#)

Sherrod Brown

[Email](#)

### Chamber supports proposed school funding plan

That bi-partisan [Fair School Funding Plan](#) would make a very positive difference in funding for school districts in Delaware County. Now is the time to finally fix this issue. Adequate and fair state funding will reduce our districts' over-reliance on local taxes, thereby reducing the frequency of needed local levies. This plan also returns a fair share of state taxes back to local communities. Most importantly, the Fair School Funding Plan begins the process of eliminating the gain caps that have penalized school districts for years.

Submitting the House's version of the budget without Fair School Funding and the elimination of gain caps would be a mistake. If our state does not fix school funding and eliminate gain caps, we are continuing to put a terrible burden on property owners and are sending a message that students in Delaware County are less important than those in other counties that are much better funded by the state. It is important that our state finally provide fair state funding for ALL of our students. Because of gain caps, the state is withholding over \$50 Million from Delaware County students this year (\$43M from Olentangy and \$7M from Delaware City). Olentangy Local School District receives \$600 per pupil in state funding and Delaware City Schools receives \$2,720 per pupil when the state's average is over \$4,800 per pupil.

We strongly urge our legislators to include the Cupp-Patterson Fair School Funding Proposal in the House's version of the state budget. Our state/county deserve a constitutional and fair school funding system.

And the Chamber urges its membership to contact its legislators as well as [Representative Larry Householder](#) because it will be up to him whether or not the full proposal makes it into the House budget bill. Address: 77 N High St., 13th Floor, Columbus 43215.

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

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

## In addition to financial protection, this innovative alternative offers:

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

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

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

### Creative Financial Insurance Services Agency

Jim Roesch

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

740-363-5433

\*Anthem Elite Certified



### Preferred Benefits Services Agency

Mark Pettitt

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

740-363-6028

\*Anthem Elite Certified



PREFERRED BENEFITS SERVICES AGENCY, INC.

## City offers revolving loan

The [City of Delaware](#) has opened a \$300,000 revolving loan fund to bolster the city's small businesses. Any business (or business owner) within city limits is eligible to apply for the low-interest loan program. The fund will be administered by Economic and Community Development Institute (ECDI), a community microlender that is headquartered in Columbus and serves small businesses throughout the state of Ohio.

In a time when a majority of small businesses – even those with a long, stable history – are struggling due to the economic shutdown caused by COVID-19, access to capital can be a sustaining lifeline. Borrowers can request up to \$25,000 from the City of Delaware fund, and can access ECDI's portfolio of funds for additional capital up to \$350,000\* for their total loan. Funds can be used for any business purpose, including payroll, inventory, renovations or other.

Loans of 0-25K will be funded at 3% rate. Loans of 25-50K will be funded at 5% blended rate. Beyond that, your business will work with ECDI to get the best rate they can or will seek financing from other entities of your choice.

To apply, please visit <https://www.ecdi.org/small-business-loans/>. For further questions, please reach out to Aaron Cornell at (614) 559-0196 or by email, [ACornell@ecdi.org](mailto:ACornell@ecdi.org).



If you're thinking

I need a  
better bank

then you need to think  
**beyond the banks.**



Lisa Clark, Manager

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

740.363.8118  
[lclark@cescu.com](mailto:lclark@cescu.com)  
[www.cescu.com](http://www.cescu.com)

CES Credit Union



Serving all who live, work, worship or  
attend school in Delaware County.  
Federally insured by NCUA.



## 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.



### Check Out the

**HOT DEALS**

from Chamber Members

Posting is FREE with your membership

- ⇒ [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- ⇒ [Join Safety Council— Delaware Area Safety Council](#)
- ⇒ [Delaware City Flex service—Delaware County Transit](#)
- ⇒ [Free ride to get vaccine- Delaware County Transit](#)
- ⇒ [15% off Guest room Nationwide Hotel and Conference Center—Nationwide Hotel and Conference Center](#)
- ⇒ [Oak & Brazen Wine Co: Daily Deals—Oak and Brazen Wine Co.](#)
- ⇒ [SourcePoint Shares Aging Expertise via Speakers Bureau—SourcePoint](#)
- ⇒ [Exclusive discounts at Staples stores-Staples](#)

**HOT DEALS**

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

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

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

### Chamber newsletter advertising a good value

More than 1200 readers at over 450 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value. All ads are in full color and should be sent electronically in either a Publisher, png, jpeg or PDF format **ONLY** by the 20th of the month for placement in the next month's edition. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!** Email your ad to [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com)

Ad prices are for one run:

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

