CHAMBER *NOTES*

A Monthly Newsletter of the Delaware Area Chamber of Commerce

October 2015

Our Vision

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

Our Mission

The Chamber serves as the visionary leader for programs and services benefiting our members by promoting and advocating a favorable business climate, quality of life and the orderly growth and development of the Delaware area community.

Sustaining Members

Exclusive Platinum Level

OhioHealth

Gold

GREIF

MOUNT CARMEL

Silver

AMANDA PLUMBING SEWER & DRAIN

Willow Brook

Bronze

SourcePoint

DACC DELAWARE AREA CAREER CENTER

Consolidated Electric Cooperative, Inc. Your Touchstone Energy® Partner

D&M DAWSON & MYERS

The Delaware Area Chamber of Commerce

Established 1907

UNITED STATES CHAMBER OF COMMERCE ACCREDITED

Advertisers in this issue

Anthem Blue Cross & Blue Shield
CES Credit Union
Dawson & Myers
Emergency Plumbing Service
First Citizens National Bank
Hetter Heating & Cooling
HW&Co.
Maloney + Novotny
Maryhaven
Massage Envy Spa—Lewis Center
OhioHealth
Sarah Moore Community
SourcePoint

Have YOU signed up for auto-pay and received your FREE newsletter ad?

In response to the last member survey, the Chamber has launched a new way to conveniently pay your membership 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 to 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 2.5 x 3 newsletter ad!

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? Contact Sara at dachamber@DelawareAreaChamber.com.*

Chamber now accepting 2015 award nominations

As the Chamber does every year, business awards are presented at our annual dinner. We are now accepting award nominations.

Click here for a list of nominating categories, award criteria.

Click here to submit a nomination. And don't hesitate to self-nominate!!

Nominations must be received by December 31.

And save the date: the Annual Dinner will be held at the **Nationwide Hotel and Conference Center** on Thursday, January 28, 2016.

Who will be presented with these awards for 2015?

⇒Large Business of the Year

⇒Small Business of the Year

⇒Quality of Life Award

⇒Innovation in Business Award

⇒Citizen of the Year

⇒Corporate Citizen of the Year

⇒Chamber Members of the Year

The Delaware Chamber's Annual Dinner and Awards is THE premier event in Delaware County, with over 400 people attending to experience the fun, awards and the famous table decorations. Click here for photos of last year's auction, award ceremony, and amazing tables. Invitations are sent in early January via U.S. mail to the primary representative of your company. Watch for it!

To sponsor, decorate a table or contribute to either auction, call or email the Chamber.

Want to contribute to the event?

⇒ Decorate a table

⇒ Become a corporate sponsor; several levels available*

⇒ Contribute to the silent auction

⇒ Offer a high-ticket item for the live auction

*Gold and silver levels must be purchased by Dec 15 in order for your logo to be printed on the invitation

2015 Board of Directors
Executive Committee

Bob Kuederle, Chair
American Structurepoint, Inc.
Chad Hoffman, Chair-elect
Richwood Bank
Ken Barton, Treasurer
Blue & Co.
Judd Scott, Immediate Past Chair
V & P Hydraulic Products
Jack Brickner, Vice Chair
Planned Communities
Tony Eyerman, Vice Chair
Eyerman Planning Associates LLC
Mary Jane Santos
Delaware County District Library

Board Members At Large

Paul Craft
Delaware City Schools
Shane Dawson
Dawson & Myers
Rex Gore
Black Wing Shooting Center
Dusty Hostutler
Edward Jones
Todd Irion
Engineered Materials Systems Inc.
Carl Johnson
PPG Industries
Jen Knittle
The Kleingers Group
Glenn Marzluf
Del-Co Water Company
Maribeth Meluch
Isaac, Wiles, Burkholder & Teetor, LLP
Bill Michael
Andy Wecker
Manos, Martin & Pergram Co.

Staff

Holly Quaine, President
hquaine@DelawareAreaChamber.com
Sara Vaught, Office Mgr./
Safety Council Program Director
dachamber@DelawareAreaChamber.com
Matt Carbary, Communications Mgr.
mcarbary@DelawareAreaChamber.com
32 S. Sandusky Street
Delaware, Ohio 43015
740-369-6221
Fax:740-369-4817
www.DelawareAreaChamber.com

Delaware Area Chamber of Commerce
Business Education and Development Committee

presents

Pressing Issues in the National Labor Relations Act

with

Maribeth Meluch, **Isaac, Wiles, Burkholder & Teetor, LLC**

This information is important to ALL employers both union and non-union businesses.

Tuesday, October 13, 2015, 7:30am—8:30am at the Chamber
32 South Sandusky Street, Delaware 43015
There is no charge to attend, but reservations ARE required to ensure seating
Click here to register or call 740-369-6221
or email dachamber@DelawareAreaChamber.com
Deadline to register is October 9, 2015

Third Thursday With The Chamber
Delaware Area Chamber of Commerce

Sponsored this month by

TRIAD ARCHITECTS

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

presenting

Water 101

with

Glenn Marzluff, **Del-Co Water Company, Inc.**

The history of water as infrastructure; its role in economic development; who provides water and where in Delaware County; how neighboring counties impact water in Delaware County and the future of water

Thursday, October 15 2015, 11:45am—1:00pm at SourcePoint
800 Cheshire Road, Delaware 43015
Cost includes a buffet lunch ~ Check-in begins at 11:45
Chamber members: $15 Non-Chamber members: $20
Deadline to register is October 12, 2015
Cancellations after October 12 and no-shows will be charged.
Click here to register or call 740-369-6221 or email
dachamber@DelawareAreaChamber.com

October Business BEFORE Hours

Oxford Automotive

Start your day by networking when **Oxford Automotive**, 5339 Maloney Road, Delaware 43015, hosts the October 1 BBH. Food, networking – bring lots of business cards to share. The event is held from 8:00am - 9:30am. Please let us know you'll be attending. Click here to register.

October Business AFTER Hours

RCD Your RV SUPERCE... Everybody Knows Our

End your business day and join us for more networking on October 15 when we join our host, **RDC Sales,** 6700 East State Route 37, Delaware 43015 Enjoy refreshments, food and networking. Bring lots of business cards to share. The event is held from 5:00pm—7:00pm. Please let us know you'll be attending. Click here to register.

MEMBER CHAMBER NOTES

A Monthly Chamber Member Highlight Article

Hometown URGENT CARE & OCCUPATIONAL HEALTH

The Kumar family opened their first urgent care clinic in Dayton. Fifteen years later they have 26 locations and plans to expand.

In 2012, the Kumar family sold the business to a private equity firm. Two years later, in May of 2014, after watching the culture they nurtured seem to be in peril, the Kumar family reacquired the business.

On the west side of Delaware is **Hometown Urgent Care & Occupational Health.** More than just an emergency walk-in clinic, they operate a full-service facility, including X-ray examinations, EKGs, and an onsite laboratory. The staff is dedicated to making sure wait times are at a minimum, and the company prides itself on making sure they stay accessible and affordable with or without health insurance coverage.

Hometown makes occupational health a priority. BWC-certified physicians are on staff and ready to partner with local businesses to address the employers' needs. Each staff member is trained to be highly knowledgeable on BWC policies and workers compensation, ensuring quality and affordable care for employees. Hometown offers an array of occupational services including drug-screenings, physicals, wellness screenings and more.

A July 1st open house took guests behind the scenes of the facility. A pleasant waiting room (where no one was waiting thanks to their impressive minimum wait times!) with smiling staff greet patients as they walk in; no appointments necessary. They have three standard exam rooms, typical of most doctors' offices, along with a sterile laboratory where they can perform procedures than you'd expect in a small facility. Hometown is able to treat colds, allergic reactions, infections, flu, minor fractures, sprains and strains**.**

Christina Leasure, Sales and Marketing Assistant, offered guests a run through of the drug-screening process: A private, single stall restroom is provided and any items that the client brings in is secured in a locked room. "Because we understand how important and time sensitive these tests are, our physicians make the call to the employer themselves to give test results and answer any questions they might have" Leasure says. "You just can't get that kind of attention at a larger facility".

Hometown keeps the "Return to Work" motto close in everything they do. "We want people to know that we are here and we can help" says Scott Franklin, account executive for the Central Ohio area.

Taking an active role in the Chamber's Safety Council program, Franklin says that Hometown is in the business of helping people; helping them get back to work, helping employers with injury management to reduce lost work time.

Hometown started as a family-owned urgent care in Dayton. Over the last 15 years, they have expanded into the rest of Ohio and into Michigan with 23 medical centers and they are still growing. Though they are expanding, Hometown makes sure that every location keeps with the highest standards their first center implemented. Visit their website at www.hometownurgentcare.com for more information.

Are YOU taking advantage of the FREE opportunity to list your sales and deals on the Chamber's website and newsletter???

HOT DEALS

is a value-added benefit that comes with your membership. You can post sales open to the public or Chamber-member discounts. And you can use the Hot Deals anytime all the time and change up your ads when you want to. Hot Deals are posted on the home page and linked on every page of the Chamber's website, visited over 6,000 times each month. They're also posted and linked in the Chamber's monthly newsletter which is distributed to over 900 recipients. And new Hot Deals are also automatically sent via email to over 300 who have signed up to receive new deals.

Hot Deals: what's keeping you from posting??

Call the Chamber and ask Sara how to log in and post your deals: 740-369-6221 or email her at dachamber@DelawareAreaChamber.com.

Check Out the Latest

HOT DEALS

from Chamber Members

Posting is FREE with your membership

- Top Dollar Telephone Trade-In Is On!- Frontier Communications
- 25% OFF ALL COFFEE DRINKS—Something Sweet Coffee & Bakery
- Banners! Banners! Banners! 20% off!- Waterford Signs, Inc.

Member celebrates grand opening with ribbon cutting

Join the Chamber as we celebrate with **Edward Jones- Philip J. Ulery, Financial Advisor** the grand opening of Phil's office at 3769 Columbus Pike-Suite 120, Delaware. The event will be held on Tuesday, October 6. Phil will be cutting the ribbon at 5:00pm, followed by an open house until 7:00pm. Help us wish Phil the best of luck as he scratches his entrepreneurial itch and goes out on his own!
Click here for details and to let us know you'll be there.

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, laptop 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 Sara at 740-369-6221 or dachamber@DelawareAreaChamber.com

Thinking like a publisher last of the five-part series

Gere Jordan, **Holony Media**, ended five consecutive presentations on maximizing the Internet for business. The series was a comprehensive look at how to engineer your online presence to be in the top of the pack among your peers.

This last session got in the weeds of content. Businesses that use the internet effectively do so with content that is less selling and more content-oriented. The definition of marketing goes back long before Don Draper was in high socks: "Create and share to acquire and retain." But today the content has changed and obviously sharing has expanded.

First, define your audience and what you want from them. We know: $$$. Back up– Do you want to drive people– any and all people—to your door? Or do you have a specific audience that needs your product or service? Go to the websites of your peers and evaluate how you'd feel as a consumer and use that to create your site's message.

The whole "think like a publisher" refers to Gere's suggestion to create a message more akin to informing, educating; sharing information to lead to a sale as opposed to an obvious hard sell.

With so many ways to disseminate information and the speed and frequency with which consumers receive "advertising", the messages are diluted sometimes to the point of white noise that gets ignored.

Think and strategize before simply using the shotgun approach; this will make your message more important because it's focused. This is where you define your audience and what you want from them. Plan the metrics first. How will you determine the success of your campaign? Then use that defined ideal customer to create a message that is more about educating your audience about your product or service than about *selling* your product or service.

Click here to view Gere's slides from the presentation.

And many thanks to Gere for the marathon series. And watch for an open house and ribbon cutting as Gere moves his business from his second bedroom to a store front!

HETTER HEATING & COOLING

NOW SERVICING DELAWARE COUNTY

BEST TIME TO BUY IS NOW!

TEMPSTAR® Heating and Cooling Products

TEMPSTAR® Heating and Cooling Products

PRE-SEASON FURNACE SALE

Starting at $1,700 installed - See Sales Consultant for Details

WARMTH
COMFORT
SAVING$

FINANCING AVAILABLE

We Install HUMIDIFIERS and AIR CLEANERS

www.hetterheating.com

OH Lic. #18098

4780 KENNY ROAD • 614-332-7700 • COLUMBUS, OH

Library director retires

On September 30th, after a 31-year career with the **Delaware County District Library,** Director Mary Jane Santos retired. Mary Jane's relationship with the library started in the 70's as a volunteer. In 1984 she was hired as a circulation assistant and in the years since her career grew until taking her final positon in 2006 as director. Mary Jane guided the library through its first successful levy campaign and oversaw the construction of the much-awarded Orange branch in 2010. In 2015, MJ was named Librarian of the Year by the Ohio Library Council, the jewel in her career's crown. Mary Jane's impact on the library system and her leadership in "library world" locally, statewide and nationally is impossible to calculate. In the world of library management, Mary Jane is as famous as many of the authors she's met over the years. (FYI: Grisham is just as good-looking in person but not as friendly as David Baldacci.)

Mary Jane's career also includes tremendous community service, including chair of the City of Delaware's Planning Commission from 2001-2006 and a term on City Council from 2002-2006. She's been an active member of the Delaware Rotary Club for many years including a stint as the club's president, and in December of this year she will end her second round of Chamber board service. Within the past six years on the Chamber board, she served as chair in 2011 and has contributed her wisdom and time without hesitation.

It would appear that MJ knows *everybody* in the way only someone so connected to the community can and while it's doubtful we've seen the last of MJ, her official contributions to her industry and community will be remembered with the grace and generosity in which she served.

The Chamber holds deep appreciation for her support and wishes her well in this next exciting chapter of her life.

Delaware industrial park celebrates PPG's 50th anniversary

On Saturday, September 12, **PPG Industries** celebrated the 50th anniversary of its manufacturing plant in Delaware. With **AEP Ohio**'s help, PPG's opening spurred the creation of the industrial park which today is the home of 70% of the county's manufacturing.

Beginning as a plate glass factory in Pittsburgh in 1883, PPG is responsible for eliminating the "rust bucket" when, in the 1960's, PPG commercialized an automobile paint coating process that protects from rust. PPG's color palette is virtually endless with the introduction of its DesignaColor System for custom-tinting consumer paints.

The anniversary celebration included a proclamation from the City of Delaware given by Mayor Carolyn Kay Riggle, 50 years of archives on display, seriously awesome food, music, lots for the kids to do and many retirees from PPG to honor and reminisce with.

Congratulations to plant manager Carl Johnson, PPG's staff past and present and thanks to PPG Industries for their contributions to the community for 50 years.

Having trouble clicking newsletter links?

If you have been having difficulty accessing links from the electronic newsletter, you may need to try the "mobile" version. Smartphone, tablet, and Google Chrome users should use the alternative version of the newsletter, available from the newsletter email or found right below the main newsletter link from our newsletter webpage. Let us know of any other newsletter issues by contacting Sara at 740-369-6221 or email at dachamber@DelawareAreaChamber.com.

Coming and going and moving and growing…

Chamber welcomes new leadership within the community

In what we might come to refer as "the class of 2015", several leadership positions in both private and public service are recognized.

In July the **Delaware County** Commissioners hired David Dombrosky to serve as the new director of the Delaware County Department of Job & Family Services. David comes to us via Clark County with an impressive background in client services management.

Bob Lamb recently took the position of Delaware County economic development director. Bob comes to Delaware via Upper Arlington and Glendale Arizona.

Delaware Christian School welcomes their new director. John Stubblefield, his wife and two little ones come to Delaware from North Carolina.

On September 8, Jeff Benton was officially sworn in as Delaware County Commissioner, being named by the Central Committee to fill the open seat. Jeff has extensive experience in the financial field and deep ties to the community.

The board of directors of the **Strand Theatre and Cultural Arts Association** appointed Tracey Peyton as the cinema's first managing director. Tracy comes to the Strand from **Nationwide Hotel and Conference Center** and also boasts the Canton Palace Theatre among her experience.

And finally, replacing the retiring Mary Jane Santos as the director of the **Delaware County District Library** is George Needham. George's long and successful career in library world includes serving as director of the Library of Michigan in Lansing.

Welcome all to the Chamber and the community!

Local firm outgrows its space; moves to bigger facility

"The law office of **Dawson & Myers, LLC** is pleased (and relieved) to announce the opening of its new office in the Northwoods office complex north of Worthington. Dawson & Myers is a boutique law firm specializing in workers' compensation and employment defense for employers. Since it was founded in Delaware over eight years ago, D&M has grown from a solo practice to five attorneys and six professional staff. The firm represents employers of all sizes from the largest Fortune 500 companies to small, family owned businesses throughout the Buckeye State. D&M combines years of experience with the latest technology to insure its clients representation that is both effective and efficient. Despite its move south, Dawson & Myers continues to be a proud member of the Delaware Area Chamber of Commerce and an advocate for the businesses that make Delaware County a great place to live and work."

Congratulations to board member Shane Dawson and his staff. The Chamber looks forward to an open house to help celebrate.

Community bank welcomes new branch manager

Richwood Bank is pleased to announce that Doug Wilson has joined the team as Branch Manager for their Delaware location. Doug is a graduate of The Ohio State University and leads the Richwood Bank Delaware branch with more than a decade of banking experience. Doug brings several years of leadership involvement in the Delaware Community as well.

When asked about becoming a part of the Richwood team Doug stated, "I am proud to join Richwood Bank. The passion and heart they have for their clients is parallel to mine. They've been successful within the banking industry for nearly 150 years. I look forward to expanding and contributing to that trend".

Express Employment Professionals office opens in Columbus

Express Employment Professionals announces the opening of a new office in Columbus by franchisee Tim Burke.

Burke opened his first Express office in Delaware in 2007 and will bring his experience to help local job seekers find employment and area businesses find qualified employees. Express offers traditional temporary and contract staffing, temp-to-hire evaluation and direct hiring options in a variety of fields, including commercial, administrative, customer service, technical and professional.

"I want Express to be the best employment service and recruiting source in the Columbus area," Burke said. "We want to help employers by taking on the burden of finding the good, quality people their businesses need, and we want to assist employees in finding great companies to work for."

The new Express office is located at 6838 Flags Center Dr. and serves the areas surrounding northern Columbus. Local businesses and job seekers are encouraged to stop by the office or call (614) 934-7700.

Congratulations to Tim!

Chamber endorses Buckeye Valley bond issue

At its September meeting, the Chamber Board of Directors approved the Workforce Development, Education & Community task force's request to endorse a pair of issues on the November ballot.

Voters in the **Buckeye Valley Local Schools** district will be asked to approve a bond issue that will rebuild all but the wing that was added in 1997 to East Elementary and build a new elementary school in Bellepoint, closer to the southern population growth. The project's cost of $31,250,000 will be paid with a 30-year bond. Because of a middle school bond that will be paid off in December of this year, taxpayers in the District will see a net increase of under $4 per month per $100,000 property value. The cost includes demolition, property purchase, design and construction. The project will allow 5th graders to return to elementary buildings and, when completed, utility efficiencies will save the district about $88,000 per year and reduce transportation times by up to twenty minutes for students who now ride up to 55 minutes both to and from school. This plan has wide community support in a district that covers 260 square miles.

The Chamber's task force was impressed with the logic and community support and endorses the issue. The Chamber urges our members in the district to vote to support the bond.

Chamber endorses Career Center renewal levy

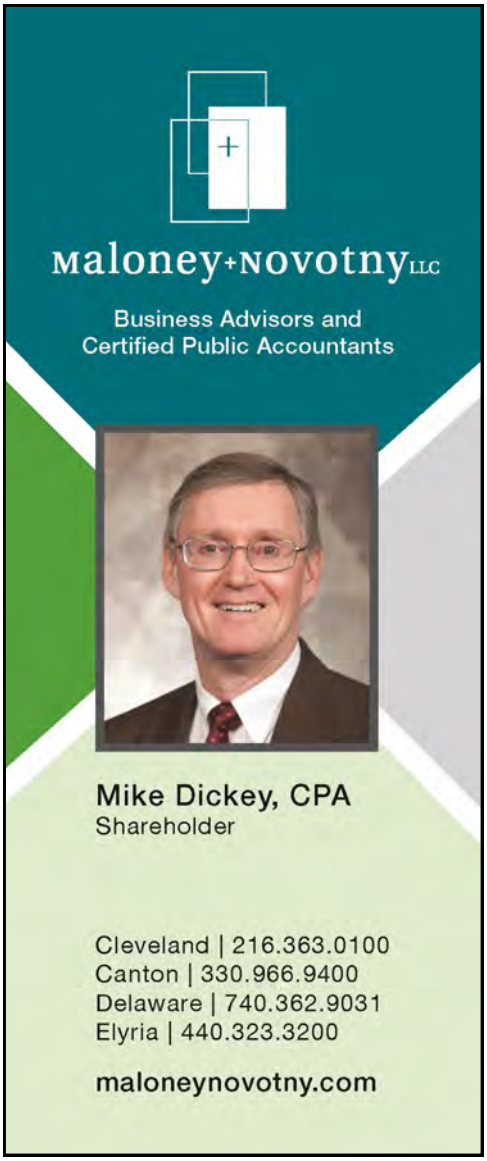
In 2005 the **Delaware Area Career Center** went to the voters for a 1.7 mil levy and promised that, if passed, the voters would not be asked to pass another levy for ten years. The Career Center kept its promise and asks the voters of Delaware County to approve a renewal that comes with the same promise of not asking for additional funds for ten years.

The Chamber board endorses this no-new-money levy and urges voters to pass the levy.

The Career Center levy is unrelated to the consolidation of the north and south campuses. The funds to build at the south campus will be paid with funds that have been saved over the past 5 years through a base salary freeze, reduction of staff through attritions and eliminating contracted services.

With enrollment up 70% since 2009, their extraordinary leadership has managed to reduce spending, increase services, receive all A's in the two years that the state has graded career/tech schools, and save enough to consolidate their campuses. The consolidation will not only benefit the Career Center's students, but reduce transportation costs of each of the surrounding school districts by as much as $55,000 per year.

Click here for slides from the Chamber's State of the Schools for more details about the State of the Career Center.



Trusted Advisor WORKSHOPS

SourcePoint is proud to introduce **free workshops** presented by our Trusted Advisors, local professionals who can assist with your personal and financial planning needs. **All workshops will be held at SourcePoint at 800 Cheshire Road in Delaware.**

October 6 6:30 – 8 p.m.

Wills, Probate, Estate and Legacy Planning: How They Affect You and Your Loved Ones

presented by Bob Johnson, Lifetime Financial Growth, and Bill McLoughlin, Metz, Bailey & McLoughlin

Topics include why wills are important and when a trust is a good alternative, how probate works, how estates are impacted differently with and without a will, and more.

October 13 6:30 – 8 p.m.

Investing Options to Consider Once You Reach 50 Years of Age

presented by Jon Cleary, The BCA Group at Morgan Stanley Wealth Management, and John Farrell, John C. Farrell, CFP, ChFC

Topics include generating income in retirement, Social Security optimization, asset allocation and diversification, investing vs. trading, and more.

October 20 6:30 – 8 p.m.

Insurance: Determining Your Needs and Deciding Which Products are Best for You

presented by Carla Poston, Creative Financial Insurance, Dena Haller Russell, Haller Wealth Management Group, and Bill Browning, Browning & Meyer Co., LPA

This panel-format event will offer information about life insurance, long-term care insurance, Medicare benefits, annuities, and more.

SourcePoint
Thrive after 55

800 Cheshire Road
Delaware, Ohio 43015
(740) 363-6677
MySourcePoint.org

Reservations are recommended. Please register online at www.MySourcePoint.org or contact Mike Miller at (740) 203-2420 or mike@MySourcePoint.org.

K-12 Superintendents present at luncheon

The Chamber's annual Third Thursday September luncheon State of the Schools drew a full house as the superintendents of the four K-12 districts and the Career Center addressed the membership. This year's event introduced two new K-12 superintendents. Angie Pollock with Big Walnut Local Schools and Mark Raiff with Olentangy Local Schools joined Paul Craft, **Delaware City Schools** and Andy Miller, **Buckeye Valley Local Schools**. Before each district reported, statistics comparing Delaware County to the state's numbers were shared:

Delaware County	State of Ohio
• Total student population: Approximately 30,000	• Total student population: Approximately 1.8 million
• Average PI score: 106.6 (highest of Ohio's 88 counties)	• Average PI Score: 97.5
• On-Time Grad Rate: 96%	• On-Time Grad Rate: 80%
• Minority students: 15%	• Minority students: 27%
• Economically disadvantaged: 15%	• Economically disadvantaged: 48.5%

Thank you to our luncheon sponsor

Delaware County Foundation

Among the districts in Central Ohio, the four K-12 districts in Delaware County are among the lowest cost per pupil, yet are among the highest-rated districts in the state, making them among the best value for taxpayers in the state. Extraordinary growth is being managed despite unfunded mandates and high dependence on taxpayers.

Among other issues, the districts are further challenged by a general assembly in Columbus that refuses to fully fund all districts, and an alarming toll on districts that lose students to charter schools. Delaware City Schools is an example of the State's refusal to address fair funding. The District lost $1million dollars last year to charter schools. Of that $1milion, *less than $5000* of it was spent at charter schools that performed at a higher level than the district. And that's in addition to the *$6.7 million* that State owes DCS each year since the Gain Caps.

Also presenting was Mary Beth Freeman, superintendent of the **Delaware Area Career Center**. The DACC was the first career/tech center to request a voluntary audit. They received an A+ in both that audit and the following year in which audits became mandatory for all career/tech centers. Please click here to read more about the Career Center.

Please click here for the presentation slides that share the accolades, statistics, mission and state of each district. And click here to read about the Chamber's endorsement of both the Buckeye Valley bond issue and the Career Center's renewal levy.

Thank you to this amazing group of leaders who do so much as they face so many distracting challenges, while they contribute to the economic condition of the County through the quality of their service, as well as their vendor and payroll dollars that flow from the districts and to local business.

And thank you to our five superintendents who eagerly presented at this annual luncheon.

To advocate for school funding, contact:
Ohio House Education Committee
District 67 Representative
Andy Brenner
District 68 Representative
Margaret Ann Ruhl
Ohio Senate Education Committee
Ohio Senate District 19
Kris Jordan

D&M DAWSON & MYERS LLC
Attorneys and Counselors at Law
134 Northwoods Blvd.
2nd Floor
Columbus, Ohio 43235
614.748.0123
www.Dawson-Myers.com
A firm dedicated to representing employers and businesses of all sizes in Delaware County and across Ohio in matters of workers' compensation and employment defense
SHANE M. DAWSON, ESQ.
sdawson@dawson-myers.com

Leadership Delaware Class of 2016

Team Building & Spectrum Development Day
Newsletter Editors: Aric Arnett, Jason Bainum, Heidi Reed, Doug Stewart & Doyle Whited
Session Facilitator: Deb Bowden

The Leadership Delaware County Class of 2016 kicked off the year at the **Delaware Area Career Center** South Campus on Thursday September 10, 2015. This is the largest class in the history of the program with 44 participants from many Chamber businesses and organizations representing nearly all business sectors. Chamber President, Holly Quaine, said that enrollment was cut off to ensure everyone would have a seat on the bus for some of the future programs that are planned.

Personal bios were presented by Aric Arnett, Jason Bainum, Heidi Reed, Doug Stewart and Doyle Whited. Prior to the start of the days program a brief birthday celebration was held for Scott, Kris, Steve, Gere, Kayla, Heidi and Carrie. The brief birthday celebration was an early indication that our class had very little singing talent and did not know Holly's version of the Simpsons Birthday Song. We were then introduced to our facilitator, Deb Bowden, President of **The Bowden Group Inc.,** who would teach us more about the Strengths Finder survey that was completed by all participants in August.

The Strength Finder survey was developed in 1998 and revised in 2007 to become Clifton Strength Finder 2.0. This assessment was designed with more than 40 years of research and it has helped millions discover their natural talents. The class took an on-line assessment that challenges you to answer a series of questions of your thoughts on different topics. Your answers are then assigned to different themes, of the 34 total themes your top 5 become your Signature Themes. Once you know your Signature Themes you can begin to better understand your strengths and then understand the strengths of those you interact with.

Continued on next page (12)

Leadership Delaware Class of 2016

Aric Arnett
Sarah Moore Community
Jason Banium
Preferred Benefits Services Agency, Inc.
Suzanne Binau
Delaware County Foundation
Jim Cornett
Alpha Group of Delaware
Jenna Eaves
2K General Co.
Brad Ebersole
Consolidated Electric Cooperative, Inc
Karen Ferrell
Delaware County Board of Developmental Disabilities
Kelsey Fox
United Way of Delaware County
Scott Fraker
Maloney + Novotny
Steve Gorman
SourcePoint
Jen Keagy
Delaware General Health District
Bill Hall
Family Financial of Central Ohio
Misty Hayden
First Citizens National Bank
Kris Hodge
Delaware County Board of Developmental Disabilities
Travis Irvan
Delaware General Health District

Stephanie Jebode
Maloney + Novotny
Gere Jordan
Holony Media
Sabra Kershaw
Wesbanco Bank
Angie Kitchen
Fidelity Federal Savings & Loan
Jen Koslow
The Columbus Zoo & Aquarium
Lisa Lajeunesse
Delaware County Board of Developmental Disabilities
Kayla Lemaster
Black Wing Shooting Center
Jeff Manley
Fahey Bank
Ann McKenzie Teague
Liberty Community Center
Ryan Morgan
Delaware Creative Housing
Scott Ortman
Byers Insurance
Jeff Paetz
Phoenix Environmental
Carrie Rashleigh
Delaware City Schools
Heidi Reed
Willow Brook Christian Communities
Melinda Rich
Delaware City Schools

Teri Roberts
Delaware County Bank
Brad Schneider
The Growth Coach
Scott Schroeder
OhioHealth
Stephanie Scribner
Delaware County -Family & Children First Council
Frederick Shanks
Domtar Personal Care Division
Debbie Sonner
Delaware County Board of Developmental Disabilities
Doug Stewart
City of Delaware Fire Department
Pam Taylor
Delaware County District Library
Erin Teets
Delaware County Convention & Visitors Bureau
Joseph Uher
Delaware City Schools
Mike White
Marion Technical College
Doug Whited
Del-Co Water Co.
David Wiseman
Delaware County Sheriff's Department
David Wolf
Del-Co Water Company, Inc.

From page 11

Throughout the day we participated in discussions and activities in small groups. Our first group activity was focused on discussing the "Aha" by breaking down what was important to each individual dating back a few years, what was important today and what our perception of what will be important to us in the future. The exercise challenged each of us to reflect on our priorities at home and at work and gave us the opportunity to evaluate our goals for the future.

The second group session explained the Talent Finder Process and helped us understand how we could apply our talents to daily routines. This exercise produced several quotes including "Average does not produce results" and Name it, aim it and apply it." Once specific talents are identified it is important to set a date and revisit them to remind ourselves what we can do when we utilize our talents to their fullest potential.

The class was able to enjoy the beautiful weather prior to lunch by completing another group activity that was conducted outside. The exercise split us up into 5 groups and required us to complete a task with very little direction. Each group was given a long rope and blindfolds and told to look around and find the spot prior to placing the blindfolds over our eyes. Once everyone had their blindfolds in place we were instructed to pick up the rope, find the spot and make a square around the spot with the rope. The groups had several different solutions for this exercise and a few came close to achieving the goal. This exercise proved that good directions are needed for good results and it also showed the importance of team work. The teams that looked around and found the "spot" were more successful than those that did not understand that the spot was in fact a box that was laid out in the middle of the lawn where the exercise began.

A new activity was initiated this year to encourage everyone to get to know each other and network among the group. The class was divided into four groups that would be mixed throughout the class sessions so that everyone could "Hang out" with different people each month during breaks and lunches. The Leadership class of 2016 got off to a great start with this new activity, lots of networking and socialization was experienced by all.

After lunch we discussed the demands of leadership and the importance of knowing yourself, mentoring, making sense of experience, visioning, maximizing values, building constituency and challenging experience. A final exercise for the day gave us an opportunity to work on our own individual vision. Our visions were specific to each of us and we shared them with a fellow classmate. We all set a date that we would revisit our visions and validate that we were working toward them. We closed the day by discussing how we would share our vision statements with our stake holders.

The next session is Exploring Delaware County where we will look forward to a guided bus tour throughout the county. Our class would like to thank Deb Bowden for facilitating our session and the staff and students at the Delaware Area Career Center South Campus for their hospitality and allowing us to use their facility. Click here for must-see photos.

Enrollment Underway for Workers' Comp Premium Discount Program

Have you found your best options for savings yet?

If your organization completed a Temporary Authorization to Review Information (AC-3) form this spring and/or is eligible to participate in a premium discount program, you should be in receipt of your savings analysis from our program administrator, **CompManagement**.

Reminder to our members: Enrollment deadlines for programs such as group rating, group retrospective rating or other discount programs are again earlier than in years past due to the implementation of prospective billing.

Group Rating: Monday, November 23, 2015

Group Retrospective Rating/Other Alternative Rating Programs: Friday, January 29, 2016

Destination Excellence Programs: Tuesday, May 31, 2016

Please make sure to return your enrollment documents timely to ensure your participation.

In contrast to the 2014/2015 policy years, the Bureau of Workers' Compensation (BWC) will not be issuing transition credits for the 2016 policy year that went to assist employers with the prospective billing implementation. This makes it more important than ever to find your best options for savings today!

If you are reviewing savings quotes from other group administrators, please make sure that you are examining them thoroughly to ensure that you are comparing similar discounts and service offerings. This important decision affects how much you pay in workers' compensation premiums, as well as who will be handling any claims incurred by your injured employees.

We encourage you to explore your best program option with a CompManagement representative to see how your organization can realize your maximum savings for 2016. Please contact CompManagement at (800) 825-6755, select option 3 and speak to a customer support representative as soon as possible. Don't miss your opportunity to reduce your workers' compensation premium for 2016 – act now!

ACCEPTING NEW PATIENTS!

Specializing in Pain Management to help you get back to your day

The Pain Management Clinic diagnoses and treats the following conditions:

+ Neck and back pain
+ Persistent pain after back or neck surgery
+ Headaches
+ Arthritis pain in the neck or lower back
+ Reflex Sympathetic Dystrophy (RSD)
+ Nerve damage or muscle spasm pain
+ Chronic pelvic pain, including interstitial cystitis
+ Shingles pain

Robert E. Gould, DO
Interventional
Pain Specialist

+ Board-certified in Pain Medicine
+ Board-certified in Physical Medicine and Rehabilitation

CALL TODAY!

The Pain Management Clinic located at OhioHealth Delaware Health Center
801 OhioHealth Boulevard, Suite 270

For an appointment, please call (740) 615.2222.

A FAITH-BASED, NOT-FOR-PROFIT HEALTHCARE SYSTEM

RIVERSIDE METHODIST HOSPITAL + GRANT MEDICAL CENTER + DOCTORS HOSPITAL + GRADY MEMORIAL HOSPITAL
DUBLIN METHODIST HOSPITAL + HARDIN MEMORIAL HOSPITAL + MARION GENERAL HOSPITAL + REHABILITATION HOSPITAL
O'BLENESS HOSPITAL + MEDCENTRAL MANSFIELD HOSPITAL + MEDCENTRAL SHELBY HOSPITAL + WESTERVILLE MEDICAL CAMPUS
HEALTH AND SURGERY CENTERS + PRIMARY AND SPECIALTY CARE + URGENT CARE + WELLNESS + HOSPICE + HOME CARE
28,000 PHYSICIANS, ASSOCIATES & VOLUNTEERS

© OhioHealth Inc. 2015. All rights reserved. FY15-138-5804. 02/15.

OhioHealth
BELIEVE IN *WE*™

Networking in the morning… Business BEFORE Hours

Alpha Group of Delaware CEO Liz Owens, staff and board members welcomed Chamber members at their facility as they hosted the September Business Before Hours. Tempting pastry and coffee accompanied lively conversation.

The Alpha Group's relationships with employers in Central Ohio are all designed to assist the developmentally disabled to work and lead productive lives while offering employers quality, reliable staff. Since its inception in 1970, the agency's mission continues to provide vocational training in order for their clients to fulfill Alpha's contracts. Those contracts include services such as office cleaning, lawn maintenance and assembly of manufacturing piece work.

Alpha's adult day service offers clients community access and social interaction services by going on outings such as library visits, dog shows, ball games, shopping trips, attending plays, and visiting the zoo.

By integrating the developmentally disabled into the community, Alpha offers their clients the confidence to lead meaningful lives while offering the community a resource for delightful, conscientious, dependable workforce.

Thank you to Liz and Company for the work you do and for showing it to the Chamber. And thanks to Alpha board member Glenn Marzluff, CEO of **Delco Water Company** for donating gift certificates won by Kevin Smith, **First Citizens National Bank** and Carol Ellis, **Delaware County Bank**.

Click here for photos.

And networking in the evening… Business AFTER Hours

The Chamber's September Business After Hours was hosted by **Honda Marysville**, owned by Bruce Daniels, a fella who could write a book entitled *How to be a Class Act*. This was the first (hopefully annual) joint BAH with the Union County Chamber.

Food was provided by **Hinkley's**, an iconic Marysville restaurant saved from closure by Bruce. Beverages—adult and otherwise– prizes and networking rounded out a terrific event.

Bruce recently purchased the Chrysler/Dodge/Jeep/Ram dealership in Delaware. Watch for your invitation to a ribbon cutting and open house at Performance Auto in the near future.

Thanks to Bruce and his amazing staff for a really generous networking event and thanks to our friends in Union County for meeting with us.

Click here for photos.

Save money on health benefits without pinching pennies

As a chamber member with 2-50 employees, you can get a discount on any health plan from Anthem Blue Cross and Blue Shield – including industry-leading HSAs, HRAs and HIAs.*

While your competition is busy cutting corners, you get preventive care programs, prescription drug coverage and one-stop shopping for a complete benefits package.

Call (888) 506-1574, or get a free quote online at www.chambersaver.com/cocc.

Anthem

MEDICAL | DENTAL | VISION | LIFE | DISABILITY | BEHAVIORAL

*Discount only applies to Chamber members who do not already have Anthem insurance.
Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company. An independent licensee of the Blue Cross and Blue Shield Association. ® Anthem is a registered trademark. The Blue Cross and Blue Shield names and symbols are the registered marks of the Blue Cross and Blue Shield Association.
(4/CT)

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

Chamber taking reservations for 2016 Business Before and After Hours

The Chamber is taking 2016 reservations to host the popular networking events Before Hours (8-9:30am) and After Hours (5-7pm). Because of the demand for the events, the member business may not have hosted within the prior 24 months. There is no cost to host or attend and host may provide whatever food, drink or give-a-ways as they like.

Open for 2016 **BEFORE** Hours are:
February 4
March 3
May 5
June 2
July 7
August 4
December 1

Open for 2016 **AFTER** Hours are:
February 18
March 17
*July 21**
*August 18**
*September 15**

If you'd like to reserve an event, contact Sara at dachamber@DelawareAreaChamber.com or call 740-369-6221.
*On hold but only one of those months will be filled. If you don't mind being flexible, you can be first in line.

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!!

Advertise with the Chamber

More than 900 readers at over 400 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, 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" - $125
2.5" x 6" - $ 75
2.5" x 3" - $ 50

Share your news

New staff? New product line? Industry recognition? Tell us what's going on in your business so that we can share it with our membership. Call us at the Chamber at 740-369-6221 or e-mail your news to hquaine@DelawareAreaChamber.com

EMERGENCY
PLUMBING SERVICE
"We Work, When Drains Won't"

SAVE $20 OFF
any regular priced service
Use code DCC2015 when scheduling.

NEW INSTALLATION & REPAIR
RESIDENTIAL & COMMERCIAL

NON-EMERGENCY &
24 HOUR EMERGENCY SERVICE

- Sewer & Drains
- High Pressure Jetting
- Water Lines
- Gas Lines
- Backflow Services
- Water Heaters
- Excavation
- Video Camera Inspection
- Winterize/De-winterize
- Garbage Disposals

Lic. #32020

We are proud to have been voted the #1 plumbing company by the readers of the Delaware Gazette for 4 years! Thank you for your support!

Family owned & operated in Delaware for over 38 years.

Welcome New Members

Mazanec, Raskin & Ryder Co., LPA
Jeff Maynard—Partner
175 South Third Street
Delaware, OH 43015
(614)228-5931
www.mrrlaw.com
Providing legal services in 16 core practice groups

NAMI of Delaware and Morrow Counties
Karen Hart—President
325 South Sandusky Street, Ste 305
Delaware, OH 43015
(740) 815-1767
www.namiofdelaware-mor.org
Improving the quality of life and ensure dignity and respect for persons with serious mental illness, and offer support to their families and close friends

Reinvesting Members

Animal Hospital of Polaris
Artina Promotional Products
Batteries Plus Bulbs
Brown Jug Storage
Buckeye Valley Local Schools
City Barbeque
Comfort Inn Hotel
Family Financial of Central Ohio
Federal Heath Sign Co.
Fifth Third Bank
Firestone, Brehm, Wolf, Whitney & Young LLP
Inside Wire, The
Keller Williams Capital Partners/Jay & Mary Lou Waldron
KinderCare Learning Center Polaris
Loeb Electric
Meade & Associates
Ohio Wesleyan University
Optimum Plastics, Inc.
Primrose School of Lewis Center
Rotary Club of Delaware
Selectus Consulting LLC
Service Before Self Leadership: An Educational Services Company
Troy Farms Apartments
Union Bank, The

October Calendar

Business BEFORE Hours
Oxford Automotive
Thursday, October 1
8:00-9:30am
Click here for details

Annual Clay Classic
Friday, October 2
Black Wing Shooting Center

Ribbon Cutting
Edward Jones– Phil Ulrey
Tuesday, October 6
5:00pm
Click here for details

HR Council
Chamber office
Wednesday, October 7
8:30am

Leadership Delaware
County Tour Day
Thursday, October 8

Workforce Development, Education & Community task force
Chamber office
Friday, October 9
8:00am

B.E.D. & Breakfast
Pressing issues in the National Labor Relations Act
Chamber office
Tuesday, October 13
7:30am-9:30am
Click here for details

Safety Council
Importance of regular hearing screenings
Delaware Area Career Center
Tuesday, October 13
11:30am-1:00pm
Click here for details

Agency Group
Chamber office
Wednesday, October 14
8:30am

Infrastructure task force
Chamber office
Thursday, October 15
8:00am

Third Thursday luncheon
The Infrastructure of Water 101
SourcePoint
Thursday, October 15
11:45am-1:00pm
Click here for details

Business AFTER Hours
RCD Sales
Thursday, October 15
5:00-6:30pm
Click here for details

Business Development Task Force
Chamber office
Tuesday, October 20
8:00am

Board meeting
Chamber office
Wednesday October 21
7:30am

Wedding Bells
Saturday, October 24
Congratulations to Sara & Matt

New Member Orientation
Chamber office
Tuesday, October 27
8:00am

October 31

SAVE THE DATES

Thursday, December 17
Annual Joint Business After Hours with Powell Chamber
Brookside Banquet Center

Thursday, January 28, 2016
Annual Dinner
Nationwide Hotel & Conference Center
Click here for details

Click here to visit the chamber's interactive calendar of events

Delaware Area Safety Council News

Preventative actions now can reduce accidents in the future

Kacy Beauman and Cassy Taylor, both with **CompManagement, Inc.**, have extensive knowledge and experience when it comes to filing claims and prevention of accidents in the workplace. They shared that knowledge with us in Safety Council's September meeting and gave attendees tips, musts, and basics when it comes to workplace safety.

By implementing a few key programs and rules, accidents in the workplace can be reduced. Attitude is key here; safety is a good thing and should not be treated as a "burden" or "unnecessary". Beauman and Taylor suggest creating a Safety Team or Committee, have safety plans and policies written out and readily available, and conduct regular and orientation training for all employees.

Safety research is ongoing and constantly evolving to provide the best possible procedures, equipment, and standards. Utilizing your Safety Team to keep up with this research and employ JSAs (Job Safety Analysis) will keep your company up-to-date and as safe as possible.

Of course, accidents may still happen, so what do you do if one happens? Beauman and Taylor provided steps to take should this occur. Using a simple flow-chart, Beauman and Taylor described five essential steps: 1. Gather evidence 2. Analyze data 3. Draw conclusions 4. Make recommendations 5. Follow-up.

Congratulations to our monthly incentive winner, City of Powell, who chose the pizza package! Remember, the more meetings you attend, the higher your chance of winning!

Statement from Secretary of Labor Thomas E. Perez on fatal occupational injuries in 2014

Preliminary results from the Bureau of Labor Statistics' Census of Fatal Occupational Injuries released today show the rate of fatal work injuries in 2014 was 3.3 per 100,000 full-time workers, the same as the final rate for 2013. While the preliminary total of 4,679 fatal work injuries was an increase of 2 percent over the revised count of 4,585 in 2013, there was also an increase in hours worked in 2014. U.S. Secretary of Labor Thomas E. Perez issued the following statement:

"Far too many people are still killed on the job - 13 workers every day taken from their families tragically and unnecessarily. These numbers underscore the urgent need for employers to provide a safe workplace for their employees as the law requires.

"Preliminary results tell us 789 Hispanic workers died on the job in 2014, compared with 817 in 2013. While we were gratified by that drop, the number is still unacceptably high, and it is clear that there is still much more hard work to do.

"BLS data shows fatalities rising in the construction sector (along with an overall increase in construction employment). Dangerous workplaces also are taking the lives of a growing number of people in oil and gas extraction. That is why OSHA continues extensive outreach and strong enforcement campaigns in these industries. The U.S. Department of Labor will continue to work with employers, workers, community organizations, unions and others to make sure that all workers can return home safely at the end of every day."

Source: U.S. Department of Labor

Safety Council Calendar

- **The Importance of Regular Hearing Screenings**
  Presented by Dr. Heather Vaught, Audiologist at
  Tuesday, October 13, 2015
- November's meeting is TBD-stay tuned!
  Tuesday, November 10, 2015
- Zonya Health International
  Zonya Foco, registered dietitian, professional speaker, television host, author, and nutrition spokesperson for Health Alliance Plan (HAP) of Michigan.
  Tuesday, December 8, 2015

RSVP by contacting Safety Council Program Director Sara Vaught at dachamber@DelawareAreaChamber.com or by calling 740-369-6221. Unless otherwise noted, all Safety Council meetings are held at 11:30 am at the **Delaware Area Career Center,** South Campus, 4565 Columbus Pike, Delaware, 43015.

Safety Council Reminders

- Don't forget to sign in *at every meeting* and check the box if you are a CEO.
- September's meeting was meeting number 3 for FY16. For a list of upcoming meetings, see the calendar to the left or page 17 for details.

Ohio | Bureau of Workers' Compensation

Click here for BWC's e-newsletter!

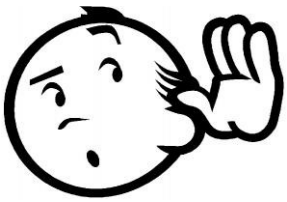
DELAWARE AREA
SAFETY COUNCIL

WELCOME TO FY16!

Upcoming Meetings:

October 13, 2015

"It's Audiology Awareness Month– have you had your hearing screenings done yet?"
Presented by Dr. Heather Vaught
In honor of Audiology Awareness Month, we thought it important to turn our attention to the ears– specifically how important it is to get those screenings done. Dr. Vaught will present an overview of the importance and answer any questions from the Council members.



November 10, 2015

TBD
Presented by TBD
TBD

December 8, 2015

Presented by Zonya Foco
As America's Nutrition Leader, Zonya Foco is a master of inspiration, motivation and visual humor providing hard-facts information and simple solutions that help everyday people improve health, create balance and maximize energy. She is the only Registered Dietitian (RD) and Certified Health and Fitness Instructor (CHFI) in the country to have earned the prestigious Certified Speaking Professional (CSP) designation. In addition to hosting the weekly series "Zonya's Health Bites" and two-hour special "DIET FREE with Zonya" on national public television, she is the author of Lickety-Split Meals and Lickety-Split Diabetic Meals cookbooks, co-author of the DIET FREE novel, Water with Lemon and author of the DIET FREE Video Seminar Lifestyle Program. Zonya has also been a guest presenter for "Oprah & Bob's Best Life Challenge" and has partnered with Health Alliance Plan (HAP) of Michigan since 2004 to develop and present its award-winning Weight Wise member programs.

Mark your calendars now! Important dates to remember:

July 15, 2015– 1st half of 2015 semi-annual reports are due!
January 15, 2016– 2nd half of 2015 semi-annual reports are due!

We always meet the **second Tuesday of the month**.

Unless otherwise noted, all meetings will be held at the Delaware Area Career Center, South Campus:

4565 Columbus Pike
Delaware, 43015