

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

July 2018

Sustaining Members

Industry Exclusive
Platinum Level



Gold Level



Silver Level



Bronze Level



The Delaware Area
Chamber of Commerce
Established 1907



Last call for Leadership program applications for class of 2019

Leadership Delaware is now accepting applications for the class of 2019. 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, | Courts |
| Delaware County History and Tour | Volunteerism & Board Service | Health Care |
| Agriculture | Government | Economic Development |
| Education | Law Enforcement and the | |

More than 660 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 www.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.

Chamber offers early bird advertising special

The Chamber is preparing its ad campaign for the publication of the 2019 Community Profile and Membership Directory. In order to ensure the accuracy of information published in the directory, the Chamber will be sending the primary contact of each membership an email requesting verification of the info in the Chamber's database.

To jump start ad sales and pass along savings to the membership, the Chamber is offering an early bird special. Ad prices remain at 2012 levels, but **ads purchased and paid for by August 15, 2018 will receive a 5% discount**. Artwork does not have to be turned in by August 15, but a commitment to the ad purchase must be made.

We'll be following up with email reminders so you have several opportunities to be reminded of this special offer. Linked is the [ad agreement form](#) for those of you ready to move forward with reserving your ad at the special price.

We'll be working again with [Gayle Holton Design](#) who will continue to offer special pricing for ad prep for those of you who need art created for your ad. Click here for the [ad agreement form](#).

Contact the Chamber at dachamber@DelawareAreaChamber.com with questions and to return your ad form. For a look at this year's directory, [click here](#).



2018 Board of Directors

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

Dusty Hostutler– Chair-Elect

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Ana Babiasz– Treasurer

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Delaware, Ohio 43015

740-369-6221

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www.DelawareAreaChamber.com



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Luncheon takes a summer break

The Chamber's monthly luncheon series is taking the summer off. Plan to join us on the **forth** Thursday in September when we hold the annual State of the Schools. (See you at the Jug on the third Thursday)



July Business BEFORE Hours

Start your day on Thursday, July 12 by networking when **Goodwill Industries**, 1135 Columbus Pike Delaware, OH 43015 hosts the monthly Business Before Hours. Food, networking – bring lots of business cards to share. The event is held from 8:00 am - 9:30 am. Please let us know you'll be attending. [Click here to register.](#)



July Business AFTER Hours doubles as open house and 80th anniversary

Come celebrate **Hilborn Insurance's** 80th anniversary as a business in downtown Delaware on Thursday, July 19 from 5:00–6:30pm. Congratulate the Hiborn family with us at their iconic office at 42 N. Sandusky St., Delaware, OH 43015 Food, networking– bring lots of business cards to share. Please let us know you'll be attending. [Click here to register.](#)

Hilborn Insurance

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

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

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

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

Our next orientation is **Tuesday, July 24**. [Click here to register.](#) We'd love to see you! It's not just for new members!

Member celebrates new offices with ribbon cutting

Join us on Wednesday, August 1 when we help **AlerStallings-Delaware LLC** celebrate the opening of their new offices in downtown Delaware at 15A North Franklin St. The law firm will be holding an open house from 4:30-6:30 with the ribbon cutting at 4:30.



[Click here](#) to let us know you'll be joining us.



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2018 Golf Outing

**Country Club
Rehabilitation Campus**

A Senior Health Care Community



Tournament Sponsor



Hole-In-One Sponsor



Breakfast Sponsor



OhioHealth

Lunch Sponsor

Another warm sunny day dawned on the Chamber's annual golf outing as 102 golfers hit the links at [Oakhaven Golf Club](#) on June 15th. Back again in full support was our tournament sponsor [Country Club Rehabilitation Campus](#), sans its executive director, the lovely Amy Howerton who is due any day with her first child and for some reason didn't want to deliver on a golf course; Hole-In-One sponsor [V & P Hydraulics](#), [Delaware Court Healthcare Center](#) who has been serving our golfers breakfast forever, and [OhioHealth](#) who was once again our lunch sponsor.

And because Chamber staff has yet to perfect the art of being in several places at one time, we always have volunteers to thank who step up out on the course taking cash from our golfers on double down holes and selling 50/50 tickets. A big thank you to those awesome gals from the Friends of the [Delaware County District Library](#) Karen Cowan, Linda Silverstein, Lynn Hillman; Brittany and Tim from Country Club and Ken Barton, [Minuteman Press of Dublin](#).

Thank you to Oakhaven Golf Club – John Hague and staff take great care of us before, during and after our event.

And a very special thank you to Chamber office manager Sarah Yoakam who had her very first golf outing ever running smoothly. Efficiency, thy name is Sarah! And thanks to Matt who took time from his fulltime duties at the Marion Chamber to help at his part time gig – good to see you in person, Matt.

Thank you to everybody who came out to play with us, brought their clients and staff, and allowed us to pick their pockets. We appreciate the support on behalf of the membership and hope you all had as much fun as you looked like you were having. [Click here for all the fun photos.](#)

And, of course, no respectable golf outing is held without members stepping up to sponsor hole signs, goody tables at the hole, goody bag treats and prize donations. Join us in recognizing these folks.

[2K General](#)

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

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[Buckeye Ready-Mix](#)

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[Dan Jay Edward Jones](#)

[Dusty Hostutler Edward Jones](#)

[Philip Ulery Edward Jones](#)

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First Place
Team Oberfield's
Score:55
Oberfield's took first place in 2017
with a score of 57



Congratulations to
Bill Levering who took home
\$225 in the
50/50 drawing



Second Place
Team Preferred Wireless
Score: 56

Men's Longest Drive: Steve Flaherty
Women's Longest Drive: Denise Hill
Women's Closest to the Pin: Denise Hill
Men's Closest to the Pin: Duane Price
Longest Putt: Brian Aden

If you lived there, you'd have been home...

In which case we'd have been enjoying our June Business Before Hours in your beautiful apartment at [Preserve at Quail Pass by Redwood](#) in Delaware. Community manager Aarika Cochran and her staff were proud to show off their model unit and tell us about the Redwood culture. Redwood has apartment communities in a dozen central Ohio locations, with Quail Pass opening roughly three years ago behind Glenwood Commons off 36/36 and State Route 521. Aarika shared the Redwood model at each of their locations in six states: Each apartment home features two bedrooms, two full bathrooms, a flexible den space, and a private attached garage. Their single-story, efficient design provides optimal peace and quiet—no one lives above or below anybody else. Their apartments are smoke-free and pets are always welcome. Phase II is under construction and boasts updated finishes like granite countertops and stainless steel appliances.



Thank you to Aarika for a fabulous breakfast spread and a lovely HGTV-feel way to start the day. [Click here for more photos.](#)

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Member announces certification

Dry Patrol is pleased to announce that they are now NADCA certified. NADCA, The National Air Duct Cleaners Association, is a non-profit organization committed to publishing standards for safety, evaluation, and cleaning of heating, ventilation, and air conditioning ducts. This certification not only differentiates them from many competitors in Central Ohio, but also allows them to deliver a higher level of standard and professionalism to their customers.



Congratulations to Dry Patrol for this pursuit of excellence.

Water– YUM!

The Del-Co Water Company was recognized for the Best Tasting Water in the State of Ohio by the Ohio Rural Water Association. The competition occurred on May 8 at the ORWA Annual Water Conference in Dublin, Ohio. It was a blind taste-test by a panel of impartial judges. This is Del-Co Water's second time receiving the award in the past four years (2018 and 2015). Del-Co was selected over runner-up Jackson County Water by a narrow margin. Jackson County won the award in 2017.



The Del-Co Water Company is a non-profit drinking water utility serving a population of about 140,000 in Delaware County and six other counties in Central Ohio. Del-Co will advance to compete in



the National Rural Water Association's Best Tasting Water Competition to be held in Washington D.C. in early 2019.

Hot day, really cool project celebrated

It was a ninety-degree afternoon and water was on everybody's mind when **Del-Co Water Company** dedicated their newly completed Lawrence R. Schreiber Pump Station on Thursday, May 31. The "Schreiber" is located on the east side of the Scioto River on the O'Shaughnessy Reservoir, just south of the Home Road Bridge. The pump station will provide up to 16 million gallons of raw water per day from the Scioto River to Del-Co Water's Olentangy Water Treatment Plant. The \$7.0-million pump station was recently completed by Peterson Construction, and the large \$5.8-million raw water pipeline for the project was completed by Trucco Construction in 2016. Engineering for the project was provided by ms consultants.



The Schreiber Pump Station provides additional raw water to supplement Del-Co's existing supply to avoid drought conditions. In the future, it will provide for over a decade of growth in fast-growing Delaware County and the other areas Del-Co Water serves. The Mid-Ohio Regional Planning Commission predicts as many as one million additional people will locate to the Central Ohio region by 2050, and many will locate north of Columbus in Del-Co Water's service area.



The project was done in a partnership with the City of Columbus Department of Public Utilities and Department of Parks and Recreation. In 2014, the pre-cursor to this project was completed, a 9.3-billion-gallon raw water storage reservoir costing \$120-million called the John R. Douitt Reservoir. Water withdrawals for Del-Co Water come from the allocation gained through the Douitt partnership.

The Del-Co Water Company is a member-owned non-profit drinking water utility serving a population of about 140,000 in Delaware, Morrow, Marion, Franklin, Union, Knox and Crawford counties in Central Ohio.

[Click here for all the great photos](#)

**Looking for product or service? Look to your fellow Chamber members *first*.
The Chamber exists for and by its members– *check here* before you buy.
Membership is our voice; membership is our influence, membership is our strength.**

Members celebrate anniversaries, remodeled facility

This summer marks the anniversary of several chamber members. Our first two celebrations were in June and kicked off with an open house of newly remodeled facility.



The Delaware Area Transit Agency (aka DATA Bus) celebrated 20 years serving as Delaware County's public transportation agency with an open house to show off their newly renovated office suite. Director Denny Schooley reminisced about the agency's humble beginnings being run out of a doublewide trailer and board chair Boots Sheets said times were once so tough he was only half joking when he feared Denny had sold a bus to make payroll. But there is sheet cake there can only be merriment and a look to the future. Thank you to Denny and his amazing staff who do so much with less every year to provide *the world* to residents of Delaware County by allowing them access to books and movies and shopping and health care and friends and family and recreation and education. [Click here for more photos of the event.](#)



And on June 27 **Acloché** held an open house at **Old Bag of Nails Pub** to celebrate the staffing agency's 50th anniversary. Acloché was founded in 1968 by George and Betty Lou Ruch. Betty Lou became president and corporate

officer in 1986, and in 2002 Working Women Magazine ranked the business one of the top 500 women-owned businesses in the nation. The company went on to win many awards including the Delaware branch 2017 Readers' Choice Award by the Delaware Gazette. Acloché has been in the Delaware community since 1980.

acloché
we know people

Delaware branch manager Donna Warbel shared the event with her staff and was pleased to introduce Acloché CEO Kim Shoemaker and Regional Director Kirstin Nelson.

Congratulations to Donna and her staff for the amazing job they do partnering with business and job seekers and the impact it has on quality of life and economic growth. [Click here for more photos.](#) Here's to another 50 years!



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Member plans Delaware location

[The Fahey Banking Company](#), of Marion, Ohio, is pleased to announce it is expanding its footprint and opening a full-service branch in Downtown Delaware, Ohio.

This will allow the bank to provide more convenient full-service banking services to its customers within Delaware and Franklin Counties. The new Fahey Bank branch will be located in downtown Delaware at the site of the DeVore-Snyder Funeral Home at 75 West William Street. Construction will begin in the summer of 2018 with a completion date set for the summer of 2019.

“The Fahey Bank is excited to bring our community bank to the City of Delaware,” said Carl F. Hughes, Chairman and CEO of Fahey Bank. “This expansion provides more convenient local banking for our customers in Delaware and surrounding communities. We have been delivering personalized banking services to Marion County customers for over 153 years, and expanding our footprint into the growing market of Delaware, just confirms our commitment to community banking in the area.”

Clay Snyder expressed that the majority of the DeVore-Snyder families that were once served out of the downtown location have been choosing the newer Snyder-Rodman Funeral Center at 101 Valleyside Drive in Delaware to serve their needs. Even those families with DeVore-Snyder Delaware pre-arranged services have been choosing the funeral center location, which influenced this decision. “The fact that the newer location does not have steps, more than ample parking, and an adjoining community room have attributed to that factor”. Snyder also expressed that those families with pre-planned Delaware DeVore-Snyder funeral arrangements will now be served out of the Snyder-Rodman Funeral Center location going forward.

Fahey Bank is proud to announce that they have selected the LaMacchia Group to oversee the design and construction of the new location.

Founded in 1865, The Fahey Banking Company has a long standing history of excellence and dedication to its community and is excited to begin the next chapter with this expansion.



Fully Invested, Always Connected.

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.

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.

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 interests of business and quality of life.

Business + Pleasure = Your Event

ANNUAL MEETINGS
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Ph: 844-369-2276
www.BarnAtStratford.org

The Barn at Stratford is owned and operated by the Delaware County Historical Society. All proceeds from events benefit historical preservation and education in Delaware County.



Vendor Registration Form

Details

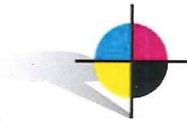
Date: Tuesday, July 10, 2018
 Time: Set-up 10:30am Fair 11:30am-1:00pm Tear-down 1:00pm
 Location: Eagles Lodge, 127 E William St., Delaware, OH 43015

- Set-up begins at 10:30am the day of, no earlier, and all material must be removed immediately after the event.
- 6-foot, un-skirted table
- Fee is \$75, payable with registration form made out to Delaware Area Safety Council. **Registration fee must be paid prior to the event. Lunch is available for \$10 and must be pre-registered.**

Questions? Ready to turn in your form? Call, fax, or email Sarah at the Chamber office:

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32 South Sandusky Street
 Delaware, OH 43015
 P: 740-369-6221
 F: 740-369-4817
 SafetyCouncil@DelawareAreaChamber.com

Deadline to register: Tuesday, June 26, 2018

Vendor Information

Company name: _____ Type of business: _____
 Address: _____ City: _____ Zip: _____
 Contact name: _____ Phone: _____
 E-Mail Address: _____ Are you a member of the Delaware Safety Council?

Participants

| | | |
|--|---|----------|
| Who will be representing your business at the event? | Vendor Fee | \$75 |
| Name: _____ | How many will be eating lunch? | |
| Email address: _____ | _____ x \$10 | |
| Name: _____ | Total Lunch | \$ _____ |
| Email address: _____ | Enclosed: | \$ _____ |
| | Please make checks out to Delaware Safety Council | |

Focus of the Health, Wellness & Safety Expo

To get an idea of what you can offer to our Safety Council members please answer the following question:

“How can my business help employers make their business and employees healthier and/or safer?”

Strand Theatre balcony gets new name

[The Strand Theatre](#) has completed the renovation of its third and final theater, the Balcony.

With a \$175,000 federal grant made possible by the State of Ohio, the first level of the Balcony was completed in November, adding 65 rocking seats with cup holders, enhanced lighting, new acoustic tile and carpeting, and new paint and railings. At the end of the month, the Balcony will add new chairs for its upper level, creating a total of 130 seats. These final improvements are made possible by a generous donation from the Brown Family of Upper Arlington.

In recognition of the gift from Joni Manos Brown, an [Ohio Wesleyan University](#) graduate and Strand Theatre Board President from 2009 to 2017; her husband, Peter Brown, CPA, an Ohio State University graduate and local business owner; and their children, Angela, George and Erin, the Balcony Theater was renamed The Brown Family Generations Theater at a dedication ceremony on June 5.

The inscription on the plaque outside of this theater reads: “Dedicated to the children of Delaware who attend the Kid’s Series and learn to give back to their community. This theater, from one of those children, is a gift from One Generation to the Next.”



Joni Brown is a retired sixth-grade math and science teacher who attended the Kid’s Series as a child growing up in Delaware.

“Now as I help out during the Kid’s Series, I see the children bringing in their donations [supplies collected for other nonprofits], and I hear each organization’s appreciation for what we do—that really grabs at my heartstrings,” Brown said. “I know we are not only providing needed supplies to those charities but also setting an example for generations to follow by teaching children to give.

“My parents led by example with their charitable acts, leadership and volunteerism, so it was only natural to continue their legacy by working to preserve and refurbish the Strand Theatre for future generations,” she continued. “I have always believed that you leave a place better than you found it. We have made so many improvements in the last 10 years, and it was extremely important to me to see the completion of all three theaters before the end of my term as president.”

The Strand is owned and operated by the Strand Theatre and Cultural Arts Association with a mission that includes working “to foster the public’s appreciation of films & historic movie theaters as part of the American culture.”

As a non-profit, the Strand relies on community and donor support, grants and sponsorships, and governmental support to fund improvements made to the theatre. Improvements to both the theaters on the first floor as well as the renovation of restrooms, marquee repair, a new building façade, and HVAC and boiler units have been some of the repairs made in recent years.

“The Strand is very fortunate to have the support of the community, its membership and its donors to make the Strand still relevant after 100 years,” Managing Director Tracey Peyton said. “This support is the lifeblood, legacy and future of the theatre.”

The iconic, non-profit Strand Theatre will celebrate its 102nd year in operation in 2018 and stands today as one of the 10 longest-operating theatres in the United States and one of the few remaining independent theatres showing first-run films. Estimated to have an economic impact of \$1 million annually to the Delaware community, the Strand serves 75,000 patrons per year and is open 364 days a year.

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.



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Member had much to celebrate

Members of the social service community joined Chamber members in helping [Southeast, Inc.](#) cut the ribbon on their new office as they also celebrate their 40th anniversary. As all great mission statements do, Southeast is best described by theirs: Southeast, Inc. is a comprehensive provider of mental health, chemical dependency, healthcare, and homeless services assisting diverse populations regardless of their economic status.



With the belief that all people have the capacity to grow and change, we provide our services to people of all ages, cultures, races, religious preferences, genders, and sexual orientations in order to enhance wellness and recovery, thereby improving families, workplaces, and communities.

Southeast opened their Delaware office over a year ago and almost immediately outgrew their space. Their beautiful office suites on Bowtown road in the commerce park off 36/37 near State Route 521 should serve their needs for many years to come.

COO Wendy Williams thanked community partners for working selflessly together to serve their clients and [Municipal Court](#) Judge Marianne Hemmitter and [Delaware-Morrow Mental Health and Recovery Board](#) executive director Deanna Brant spoke passionately and eloquently about the complex issues that lead to the need for mental health care. But Delaware city manager Tom Homan probably put it best when he praised

Southeast as one of the many “safety nets” that are available in a community that is often more known for its affluence than its needs.

But any celebration is no complete without food—sheet cake!! - and beautiful prizes donated by neighboring businesses. Congratulations to Southeast on getting settled in. [Click here for more photos.](#)

Shopping + networking = pizza = heaven

The annual joint Business After Hours with the Sunbury/Walnut Chamber was held again this year at the [Tanger Outlet Mall](#). And while networking is the official reason for the monthly event, when it's held at THE premier outlet mall, it's pretty clear where the priorities ran for attendees. Mall manager Carl Landis rolled out the red carpet and attendees enjoyed mouth-watering pizza from High Rise Pizza Pies and everyone went home with a coupon for a free return trip to the restaurant. Roughly half of Rise Pies' seventeen locations are within Tanger Outlet Malls and the smell alone could give the even the most single-minded shopper pause.



The event marked the second anniversary of the mall when the (sigh) Property Brothers cut the ribbon in June 2016. This year steady rain replaced hot and humid but that just drove chamber members inside Rise Pies for a cozy and fun time.

Thanks to executive director John Fox and our friends at the Sunbury/ Big Walnut Chamber for sharing this annual event. Biggest thanks of all to Carl Landis and his staff at Tanger. [Click here for more photos.](#) And put June 20, 2019 on your calendar when we do it all again.

The logo for Tanger Outlets features the word "Tanger" in a large, bold, black sans-serif font, with "Outlets" in a smaller, red, outlined sans-serif font directly below it.

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[CLICK HERE FOR AN APPLICATION](#)
[OR EMAIL SAFETYCOUNCIL@DELAWAREAREACHAMBER.COM](mailto:safetycouncil@delawareareachamber.com)**

Thousands of Ohio employers find value and workers' compensation premium savings by actively participating in their local safety councils. And you can join them.*

To earn a safety council rebate, employers must meet rebate eligibility requirements in one of 83 BWC-sponsored safety councils.

Below is a breakdown of potential rebates when an employer is an active member of a safety council.

- Employers meeting all safety council rebate eligibility requirements that are not enrolled in a group-rating program will earn a 2-percent participation rebate on their premium and the potential of an additional 2-percent performance bonus.
- Employers meeting all safety council rebate eligibility requirements that are also enrolled in a group-experience-rating program have the potential to earn a 2-percent performance bonus.
- Employers meeting all safety council rebate eligibility requirements that are also enrolled in a group-retrospective-rating program will earn a 2-percent participation rebate.

To earn a performance bonus, employers must reduce either the severity or frequency of injuries in their workplace by 10 percent or remain at zero.

BWC Safety Councils can help you:

- Learn techniques for increasing safety in your workplace;
- Learn how to better manage your workers' compensation program;
- Network with other employers in your community;
- Access useful, money-saving workers' comp and risk management information.

For more information, call 1-800-644-6292, or visit www.bwc.ohio.gov:

- Click on Safety services;
- Then Education, Training and Outreach;
- Then Safety councils.

* The rebate offer excludes self-insuring employers and state agencies. Limitations apply to a professional employer organization and its clients. BWC encourages all employers to become active safety council members.

** At least eight through the local safety council. You can get credit for up to two meetings through attendance at BWC's safety training courses or industry-specific training.

Rebate eligibility requirements

To qualify for the BWC Safety Council rebate, you must meet the following eligibility requirements:

1. Join your local safety council by July 31, 2018;
2. Attend 10 safety council meetings**;
3. Send a qualified senior-level manager to a safety council sponsored meeting;
4. Submit semiannual workplace accident reports for the 2018 calendar year.



Community updates south and east

In the spirit of the Chamber's annual "States of", Berlin and Concord Townships, the village of Sunbury and the city of Powell were invited to present at the June Third Thursday luncheon. Trustees Ken O'Brien & Bart Johnson from Berlin & Concord respectively, Sunbury village administrator Allen Rothermel and Powell director of communications Megan Canavan rounded out our panel. For each of the communities, growth was at the center of everything they had to report. From housing starts in Concord and Berlin; to finding creative ways to move traffic through a difficult downtown thoroughfare in Powell; to the anticipation of an historic moment of officially becoming a charter city in less than two years, the leaders of these communities face challenges of balance of economy, environment and quality of life.

Concord Township, located in the southwest corner of the county is a mostly residential community unique for its FOUR zip codes within its borders. In what can only be described as a slice of pure Americana, Mr. Johnson shared the township's most pressing question every year: On what day is trick-or-treat?

For Berlin Township, there has never been a time in its history when zoning experience has been more essential to its leadership. The scale of the Evans Farm is one of incredible opportunity and deliberation not imagined in this bedroom community.

Powell works to balance its upscale, small town, close-knit community with tremendous growth and demands outside the comfort zone of its residents. It's home to one of the precious few east/west transportation connectors that includes one of the most popular tourist attractions in the state at one end—the Columbus Zoo. Traffic bisects a quaint and vibrant downtown that struggles to maintain the look and feel of a neighborhood while "being used" as a pass through for some 14,000 cars daily.

And the village of Sunbury will make proud history in 2020 when it becomes a charter city, having surpassed the magic population number of 5000 residents, the Ohio Revised code standard for city-dom. But Sunbury, too, has identity issues, as municipal lines and community pride of ownership lines blur. "I live in Sunbury" may or may not be technically true and can be a frequent complication to the administration as they balance customer service with passing the buck to the real municipality in which the resident resides!

Fortunately, these four communities have plenty of peers around them who share their issues of growth! Thank you to our panel for presenting to us and for the good work they do in complicated times in Delaware County with no end soon in sight.

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

Educational series back in 2018

Back by popular demand for 2018 are “pack” series designed to offer Chamber members convenient, affordable training for staff. All sessions are held from 8:00-10:00 am at the Chamber office.

- * **Microsoft 4-pack:** Excel, Power Point, Word and Outlook This 4-part series is so popular we're once again offering it twice this year: spring and fall. Oct 29—Nov 19. [Click here to register](#) for one of these spring sessions (\$40 ala carte) or [click here](#) to reserve your spot for the fall series.
- **HR Six Pack** If you perform the HR function for your business, you **MUST** attend this series. Workplace legislation changes too often for you to be caught unawares. This fills up fast and space is limited. [Click here for details and to register.](#)



Chamber's event cancellation policy

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

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

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

Presenters needed

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

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

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



Use your freebies with ChamberMaster

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

Click here for tutorials: [Hot Deals](#), [posting events](#), [register for events](#), [pay invoices online](#)

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Chamber looks to revive dedicated government affairs committee

As committee leadership moved on due to changes in their careers, the Chamber board of directors is looking to restart legislative advocacy in a more formalized way and is looking for Chamber members who are tasked with external affairs in their respective industries. The GAC would focus on local, state and even federal level legislature or policy that impacts business. Ideally, the committee would be made up of at least one member of various industries: education, health care, manufacturing, small business, etc. and would serve as a watchdog for opportunities for the Chamber to be involved in, education for the membership as well as vetting and recommending support or opposition positions.

If you're that person and can commit to being actively involved, please email Holly at hquaine@DelawareAreaChamber.com.

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.

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Call the office for format details or with help creating your 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? Email dachamber@DelawareAreaChamber.com.


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A headshot of Mike Dickey, a man with short grey hair and glasses, wearing a dark suit, white shirt, and red tie.

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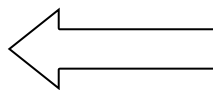
Looking for product or service? Look to your fellow Chamber members first. The Chamber exists for and by its members— [check here](#) before you buy.

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

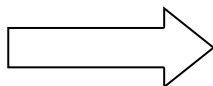
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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



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July Calendar

Supervisor Six Pack

Session 5: Dealing with Conflict
Monday, July 2 8:00-10:00 am
Chamber office

Supervisor Six Pack

Session 6: Planning Work & Activities
Monday, July 9 8:00-10:00 am
Chamber office

Safety Council

Tuesday, July 10
11:30 am—1:00 pm

[Click here to register](#)

HR Council

Wednesday, July 11 8:30 am
Chamber office

Business Before Hours

Thursday, July 12
8:00– 9:30 am

Goodwill Industries

[Click here to register](#)

Workforce Development & Education Committee

Friday, July 13

8:00 am
Chamber office

Infrastructure & Development Committee

Tuesday, July 17
8:00 am Chamber office

Business After Hours

Thursday, July 19
5:00-6:30 pm

Hilborn Insurance

[Click here to register](#)

New Member Orientation

Tuesday, July 24 8:00 am
Chamber office

[Click here to register](#)

Non-Profit CEO Group

Friday, July 27
9:00am Chamber office

Ribbon Cutting & Open House

Wednesday, August 1 4:30 pm
AlerStallings– Delaware LLC

[Click here for details](#)



SAVE THE DATES

2018 Clay Classic

Friday, October 12
Black Wing Shooting Center

Annual Dinner and Awards

Monday, February 4, 2019
Hilton Columbus/Polaris

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

Message to non-profits from the Delaware County Foundation

Non-profit organizations that serve Delaware County are eligible for grants from the [Delaware County Foundation](http://www.delawarecf.org). The grant application deadline is August 15. Apply on line at www.delawarecf.org/grants.



In 2017, more than \$2 million was awarded by the Foundation to non-profit organizations serving Delaware County. Grants ranged from \$500 to \$35,000.

If you have questions, contact the Foundation at 614-764-2332.

Health and wellness programs benefit you and your employee. Here's why.

When your employees have the right tools and resources to improve their health, it helps them be more productive, and improves your bottom line.

Offering health and wellness programs to your employees can result in:

Increased engagement in their health care. 93% followed advice they got from the Anthem 24/7 NurseLine to address health issues.¹

Lower cost of care. Medical costs could fall \$3.27 for every dollar spent on wellness programs.²

Healthier, more productive employees. Absenteeism costs fall by about \$2.73 for every dollar spent on wellness programs.²

Better employee retention and recruitment. 72% of companies plan to use their wellness program as a competitive advantage in the next three years — to achieve a high-performing workforce and compete for talent.³

There's a program for every employee. Here are just ten of Anthem's many health and wellness programs:

24/7 NurseLine: Access to trained registered nurses any time of the day or night for answers to health questions, to help understand symptoms, and to help decide what type of care may be needed.

Future Moms: Personalized support and guidance from registered nurses for moms-to-be to help them have a healthy pregnancy, a safe delivery and a healthy baby.

ConditionCare: Extra support for asthma, diabetes, heart disease, chronic obstructive pulmonary disease (COPD) or heart failure. A nurse coach can answer questions and help your employees reach their health goals based on their doctors' care plans.

ComplexCare: Extra care for a serious health conditions from a nurse coach who will help answer your employee's questions, work to coordinate their care, and help them effectively use their health benefits.

MyHealth Coach: One-on-one professional advice from an experienced health coach for your employee or their family. Topics range from general wellness information to more serious issues like a chronic illness or help with medications.

Healthy Lifestyles: A personalized well-being plan and custom trackers that help your employees manage their physical and mental health.

Behavioral health resources: Licensed mental health professionals are available 24/7 to help your employees deal with challenges they may be having.

MyHealth Advantage: This program looks at your employee's claims to find ways to help them improve their health and save money.

For more information about how Anthem's health and wellness programs could benefit your company and your employees, please contact your broker or Anthem account manager.



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"When I first launched my firm over a decade ago, I had a difficult time finding an accounting firm that met our needs. As a result, we moved from firm to firm to firm, until I found [Blue & Co.](#) through former partner Ken Barton. Whether it was with Ken or any of the accountants who have followed him, I've been pleased with their professionalism, responsiveness, and efficiency. Matt Dasta, Gina Grote, and Angie Justice make the unpleasant task of taxes one less concern for me."

Shane Dawson, Esquire, [Dawson & Associates](#)



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"For years I've worked with [Dusty Hostutler at Edward Jones](#). Dusty provides me financial advice related to my investments in my law firm retirement plan, as well as other financial advice. He's very smart and he's a good friend. All of the clients that I've sent to him have reported to me that they appreciate his advice and they like working with him. And, by the way, his assistant, Joyce Evanko, is absolutely delightful!"

D. J. Young, Attorney/Partner--[Firestone, Brehm, Wolf, Whitney & Young LLP](#)

"My family recently woke up to a flooded basement after our sump pump died. What a mess! It was a particular disaster, as we run our business out of our home and our office is located there. We called [ServPro of Delaware](#) and they were so quick!! A crew was out there to cleanup within two hours of my calling. They got the wet carpet removed and started the drying process in short order. They were professional and did their best to stay out of our family's way. They were flexible in scheduling dry checks to suit our schedule and helpful in removing damaged furniture etc. We had this daunting problem and ServoPro came out and basically said, "We got this." and they did. We turned it over to them and they did a great job of understanding what the problem AND the solution meant to our family and our business. We are grateful! "

Jason Comstock, [Clarity Technology Solutions](#)



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"Last year I had the opportunity to get to know Frank Hickman II from [Integrated Financial Network](#). Frank provides retirement financial planning services including various types of life insurance. He has a unique focus on the after-tax consequences of retirement planning, which is very important. He has provided some of his services to me and my wife as well as several of my clients. Frank has a delightful, friendly demeanor. I really like him."

D. J. Young, Attorney/Partner--[Firestone, Brehm, Wolf, Whitney & Young LLP](#)

"The [Foot & Ankle Wellness Center](#) proudly endorses [Richwood Bank](#). The home page of their website says it all: "People who really care about you". As a business and personal client of theirs, I can honestly say, they live up to that promise. When I walk into the bank, I am greeted by smiles, tellers who know my name. I might even get a cookie. I appreciate and support their coffee bar fundraiser and my business has benefited from their speaker series. Their partnership and commitment to helping the Delaware community grow strong is truly appreciated by all."

Dr. Jane Graebner [Foot & Ankle Wellness Center](#)



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"Since returning to this city I have the opportunity to seek advice from Attorney DJ Young and others at [Firestone, Brehm, Wolf, Whitney, & Young](#) here Delaware.

That advice has been rock solid. In addition, I have referred clients to this firm and the feedback on their work has been exceptional. As we are all judged on those we refer I could not be happier with the results from DJ Young and his team. I place great trust in these folks and will continue to refer my clients to them. Frank Hickman II, [Integrated Financial Network](#)



Share YOUR story. Send your testimonials about your experience doing business with your Chamber-member peers. Email Holly at hquaine@DelawareAreaChamber.com.

Looking for product or service? Look to your fellow Chamber members *first*.
The Chamber exists for and by its members– *check here* before you buy.

If you read nothing else – school funding 101 and its impact on EVERYBODY’S taxes

Once again this election cycle, a Delaware County school district is on the ballot asking taxpayers for their support in operating the district. And once again the Chamber endorses the issues. And once again a high-producing district finds itself defending its value. And once again it’s because the legislature’s long history of demand more meets the smoke and mirrors of funding.

What follows is an article from the Cleveland Heights–University Heights City School District that explains school funding anyone can and should understand. You’ll want to read through it twice then click on the link at the end of the article for a deeper dive. You’ll want to read that twice, as well.

As taxpayers, residents, and business owners, we should all be aware of and appalled by what you read. In the private sector, this would never happen. Imagine being the top sales producer in your organization year after year after year and instead of receiving recognition and compensation, you were not only overlooked but being forced to take a pay cut, no longer compensated for mileage or other expenses related to the work you produced. And this happened year after year as well, all while you continue to produce.

When you’re done reading you’ll want to contact Ohio legislators to communicate your outrage. While local taxpayers are expected to do their part in educating their future, the legislature is held to a different standard. Whatever your position, let your voice be heard. With districts running so lean while maintaining the high road of community engagement, heart and commitment to their charge, it’s up to all of us raise the volume.

[Ohio House committee for education and career readiness](#) chaired by Delaware County District 67 representative [Andy Brenner](#) 740-602-5033. [Senate education committee](#) chaired by Ohio Senate District 6 senator [Peggy Lehner](#) 614-466-4538.

HB 920: UNDERSTANDING SCHOOL FUNDING

No matter where you live in Ohio, regardless of whether or not you have children or whether or not they attend public schools, you will be asked to vote periodically on a local school levy. You might as well understand why.

House Bill 920, the Ohio law that outlines how public schools are funded, is complex and confusing. But it has a huge impact on all of us.

H.B. 920 was passed in 1976, during a period of unprecedented inflation. Home values were soaring every year, sometimes by double-digit percentages, and property taxes were growing at the same alarming rate. The State Legislature attempted to lessen the burden on homeowners by freezing the dollar amount paid to school districts and libraries at the 1976 level. Not at the rate or percentage, but at the actual dollar amount.

To better understand the ramifications, let’s break this down with numbers.

Imagine you own a \$100,000 house and pay 2% to your local and county government and an additional 2% to your public schools in taxes each year. After three years, the value of your house is reevaluated and determined to be \$120,000. The money that goes to your city and county automatically rises to \$2,400 from the original \$2,000 because the rate stays the same.

However, the money that goes to your public schools stays at \$2,000 because the county auditor comes in and readjusts your effective tax rate from 2% down to 1.7%, as prescribed by H.B. 920.

Now imagine that this goes on for 10 or 20 years. After a while, your house has increased in value up to \$250,000 and your local government now receives \$5,000 in taxes annually. Because your rate stays the same, cities and counties are able to go years, decades even, without asking for a tax increase.

But your *school taxes* have stayed at \$2,000, now just eight-tenths of one percent (0.08%) of the value of your home.

Meanwhile, everything from teacher salaries to textbooks to gas for school buses has gone up in cost over that twenty-year period, *but schools are not receiving a single dollar more in tax revenue*. And no matter how conservative or efficient districts are with taxpayer money, they simply cannot keep up with those day-to-day cost increases without asking for additional revenue from a levy. Jayne Geneva, a longtime Cleveland Heights resident who is also a lawyer specializing in small business and real estate law and a school-funding activist, says, “We, as a school district, cannot raise any more money if we don’t add more millage to our tax burden. The dollar amount will always remain the same. Period.” She reiterated that repeat school levies are not a sign of inefficiency, waste or lax oversight on the part of districts. They are a direct result of state law.

Related: [History of Ohio Public School Funding](#)

Source: [Cleveland Heights– University Heights City School District](#)



Delaware Area Safety Council News

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The Delaware Area Safety Council is here to provide our community with quality programs addressing occupational safety and health, workers' compensation and risk management, education and information.

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5th Annual Health, Wellness & Safety Fair



July 10, 2018

[Click here for vendor registration form](#)

Monthly meetings are the second Tuesday of the month: 11:30 – 12 optional lunch, 12-1 program.

All meetings are at the Eagles Lodge, 127 East William Street Delaware, OH unless otherwise specified. Check the [Safety Council website](#) for more details.

Want more Safety Council news?

[Click here](#) for this month's Safety Council newsletter

Are you making the most of the freebies that your 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.](#)

In the [March newsletter](#) we covered [Hot Deals](#), [login](#) and [posting events](#). In the [April newsletter](#) we showed you how to register and pay for Chamber events and how to set up auto pay for your annual membership investment.

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 \$15 a person), you can pay online right then and there, select to pay at the door, or let us know you'd like an invoice. [Click here for the full instructions on registering for Chamber events.](#) So, you've attended an event and you opted to be invoiced for it. You can pay that invoice online as well as ANY Chamber invoice. [Click here for instructions on how to pay invoices online.](#)



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Chamber newsletter advertising a good value

More than 1000 readers at over 430 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value. All ads are in full color and should be sent electronically in either a Publisher, png, jpeg or PDF format **ONLY** by the 20th of the month for placement in the next month's edition. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!** Email your ad to hquaine@DelawareAreaChamber.com

Ad prices are for one run: Full page: 8.5 x 11 portrait \$125 Quarter page: 4 x 5.25 H \$75
Half page: 8 x 5.25 H \$90 Eight page: 4 X 2.62 H/V \$50

Check Out the **HOT DEALS** from Chamber Members Posting is FREE with your membership

- [Moisture Control Solutions - AdvantaClean of Dublin](#)
- [Air Conditioning Service/ Installation - Custom Air](#)
- [Paint Parties - Canvas Creations For You](#)
- [18 and Under Summer Pass June 1st to August 31st, 2018. Just \\$25.00 - Delaware Area Transit Agency](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)
- [Oak & Brazen Wine Co: Daily Deals - Oak and Brazen Wine Co.](#)
- [\\$100 environmental inspection referral bonus - Phoenix Environmental, LLC](#)
- [SnowPaw Custom Manged Firewalls - SnowPaw Solutions](#)
- [2018 Free Parlor Special - Swan Lake Event Center](#)
- [Tanger Outlets: Advertising & Partnership Opportunities - Tanger Outlets Columbus](#)

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

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

HOT DEALS

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

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

Connecting the dots for the bigger picture in health care

Great things often start with a simple idea, like connecting the dots. That's what [Anthem Whole Health Connection](#) approach to health care is all about.

How it works: They connect the dots in health care — medical, drug, dental, vision, life and disability. Each time a member sees a doctor or dentist or fills a prescription, it's like a dot on a page. Connecting all those dots gives us the bigger picture — a more complete health profile of the whole person.

Doctors and other caregivers can easily share this information with each other. And seeing the bigger picture early on can help doctors catch chronic diseases like diabetes, cancer or heart disease earlier. And catching diseases early can mean earlier treatments and better results.

How it saves: Connecting the dots gives better data, better insights and better outcomes.

Up to 74% lower medical costs and fewer hospital stays, when patients who have chronic disease or are pregnant treat their periodontal disease¹

\$8,000 in medical costs savings for members with a connected medical and disability plan²

More than 26,000 diabetics identified earlier through yearly routine eye exams³

How it can work for you: When you add dental, vision, life or disability to Anthem's medical benefits, you get improved health care for your employees and cost savings for your business. That's because they connect member health records, claims and clinical data to help make sure they get better care with greater insight.

See how their products work together for a bigger, more holistic view of health care. Or talk to your Anthem sales rep.

1-American Journal of Preventive Medicine's Impact of Periodontal Therapy on General Health Study, June 2014.

2-Anthem, Inc. Productivity Solutions data study and Actuarial validation, 2015.

3-Anthem, Inc. data 2016.



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.



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. (4/17)

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

Attention small businesses, new medical plan now available

Through our membership with the Southern Ohio Chamber Alliance, the Chamber is excited to offer a new self-funded medical plan for groups of 2 to 50 employees; the SOCA Benefit Plan. Anthem Blue Cross and Blue Shield will be administering this plan and will provide stop loss coverage. This new plan is a multiple employer welfare arrangement (MEWA) which enables smaller employers to join together to share in the overall claims risk. This new program offers competitive rates, fixed, predictable monthly payments, various plan designs, including four PPO and three HSA options, Anthem's broad Blue Access PPO Network and National RX Formulary, coverage for claims run-out/terminal liability coverage.

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

Creative Financial Insurance Services Agency, Inc.

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

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

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

611 South Sandusky Street, Delaware