

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

June 2018

Sustaining Members

Industry Exclusive
Platinum Level



Gold Level



Silver Level



Bronze Level



The Delaware Area
Chamber of Commerce
Established 1907

UNITED STATES CHAMBER OF COMMERCE

ACCREDITED



2018 Golf Outing

Check-in and breakfast 8:00am

Shotgun start 9:00am

\$100 per golfer

\$125 hole sign sponsorship

\$125 goody table on the hole
sponsorship

\$200 hole sign AND goody table
on the hole

\$50 skill prize sponsorship

**Deadline to register is
June 1, 2018**

Space is limited to the first
36 teams to register

[Click here to register
today!](#)



Lunch Sponsor

Friday, June 15, 2018
Oakhaven Golf Club

2871 U.S. Route 23 North

Country Club
Rehabilitation Campus

A Senior Health Care Community



Tournament Sponsor



Breakfast Sponsor



Hole-In-One Sponsor



The BEST kind of development!
Congratulations to [Delaware County](#) Economic Development director Bob Lamb on the birth of his second son. Bob and wife Krystina along with big brother Conor welcomed baby Owen on April 29 at 1:16 am. The Lamb family's latest "development" weighed in at a mom-friendly 7 lbs., 2 oz. and measured 19 3/4 inches long. We're delighted for Bob and his beautiful family and will allow him a few months of free meeting nod-offs. Well done, Lamb family!



2018 Board of Directors

Executive Committee

Glenn Marzluf– Chair

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

Dusty Hostutler– Chair-Elect

[Edward Jones](#)

Ana Babiasz– Treasurer

[Fidelity Federal Savings & Loan](#)

Tony Eyerma– Immediate Past Chair

[Evans Farms Land Development Co.](#)

Todd Irion– Vice Chair

[Engineered Materials Systems Inc.](#)

Bill Morgan– Vice Chair

[2K General Co.](#)

Zach Price– Vice Chair

[TRIAD Architects](#)

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Aric Arnett

[Ohio Living Sarah Moore](#)

Denny Frierhood

[Performance Chrysler Jeep Dodge Ram Delaware](#)

Don Gaitten

[Terracon Consultants](#)

Rex Gore

[Black Wing Shooting Center](#)

Chad Hoffman

[Richwood Bank](#)

Maribeth Meluch

[Isaac, Wiles, Burkholder & Teetor, LLP](#)

Andy Miller

[Buckeye Valley Local Schools](#)

Liz Owens

[Alpha Group of Delaware](#)

Brad Schneider

[The Growth Coach](#)

Andrew Wecker

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

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32 S. Sandusky Street

Delaware, Ohio 43015

740-369-6221

Fax: 740-369-4817

www.DelawareAreaChamber.com



facebook



DELAWARE AREA CHAMBER OF COMMERCE

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

presenting

Community Updates

with

Concord Township Trustee Bart Johnson, Berlin Township
Trustee Ron Bullard, Powell City Manager Steve Lutz,
Sunbury Village Administrator Allen Rothermel

sponsored by



MOUNT CARMEL

Thursday, June 21, 2018, 11:45am–1:00pm at [SourcePoint](#)

800 Cheshire Road, Delaware 43015

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

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

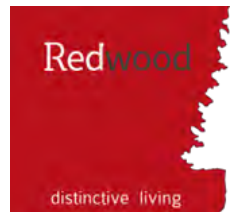
Deadline to register is June 18, 2018

Cancellations after June 18 and no-shows will be charged.

[Click here to register](#)

June Business BEFORE Hours

Start your day on Thursday, June 7 by networking when
Preserve at Quail Pass by Redwood, 20 Bur Reed Road,
Delaware, OH 43015 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.](#)



June Business AFTER Hours annual event with Sunbury/Big Walnut Chamber

Join us for our 6th annual Business AFTER
Hours with our pals at the Sunbury/Big Wal-
nut Chamber. Our host is **Tanger Outlet
Mall**, 400 South Wilson Rd.

Sunbury, OH 43074 (I71 and 36/37)on

Thursday, June

21 from 5:00–6:30pm. Look for the tents and ta-
bles near Rise Pies Pizza. Food, networking– bring
lots of business cards to share. Please let us know
you'll be attending. [Click here to register.](#)



Tanger Outlets

Advertisers in this issue

[Anthem Blue](#)

[Cross/Blue Shield](#)

[Blue & Co.](#)

[Black Wing](#)

[Shooting Center](#)

[CES Credit Union](#)

[Dawson & Associates](#)

[Delaware County Historical](#)

[Society– The Barn](#)

[Express Employment](#)

[Professionals](#)

[Fahey Bank](#)

[Family Financial of](#)

[Central Ohio](#)

[First Citizens](#)

[National Bank](#)

[Hetter Heating & Cooling](#)

[HW&Co.](#)

[Maloney + Novotny](#)

[OhioHealth](#)

[Ohio Living Sarah Moore](#)

[Apartment Homes](#)

[SourcePoint](#)

[Village Academy](#)

Chamber salutes County's formation of a TID

The Chamber board of directors identified the formation of a TID as one of its strategic priorities several years ago and so applauds the county leadership on its announcement. On May 17, the [Delaware County](#) Board of Commissioners authorized the creation of a Transportation Improvement District in the county and appointed members to its inaugural board.



County Engineer
DELAWARE
COUNTY *Ohio*

A Transportation Improvement District (TID) is a tool that county governments can use both to obtain state funding for transportation projects and to significantly streamline the processes for project bidding, selecting contractors and consultants, locating utilities and more. These benefits also will apply to projects undertaken in partnership with private developers and with other jurisdictions in the county, including cities and townships.



A TID's board has the authority to issue bonds in its own name, not the county's name. Any financing mechanism used must be tied to a specific transportation or roads project and cannot be used for administrative costs.

“Transportation is one of the most challenging and important issues for our county as we continue this period of rapid growth,” said Delaware County Engineer Chris Bauserman, who is one of the five county appointees to the TID board. The other four are: Delaware County Administrator Michael Frommer, Deputy Administrator Seiji Kille, retired engineering professional Patrick Blayney, who was ap-

pointed to a public member at-large seat, and local farmer and businessman Tom Price, who fills the second at-large seat.

Bauserman went on to say: “The TID will be valuable in expediting future transportation projects and facilitating projects involving multiple public and private partners. I’m very encouraged by the County Commissioners’ vision to create the TID and I’m convinced that, over time, this tool will benefit our entire county.”

County Commissioner Gary Merrell noted that forming the TID will help send a positive message about Delaware County’s approach to growth. After two decades of continuous population growth, the county is still the 22nd fastest growing county in the U.S., according to the Delaware County Regional Planning Commission.

“Finding creative ways to control costs, raise revenues and keep our county moving forward is a challenge the commissioners take seriously,” Merrell said. “A great deal of research has been done on the value and practicality of establishing a TID. Chris Bauserman and I have traveled to southeast Ohio to study a successful TID and we are excited about the benefits this tool can provide the taxpayers in Delaware County.”

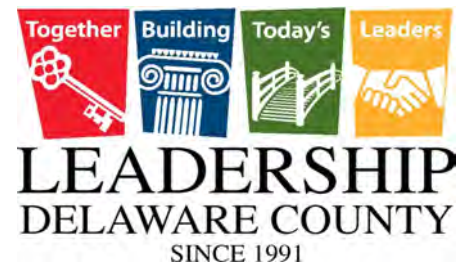
Ohio is one of four states in the U.S. where TIDs can be created—the others are Missouri, New Jersey and Virginia— and Delaware County will be the 34th out of Ohio’s 88 counties to form one. TIDs date from 2012 in Ohio when a batch of nine, including Hamilton and Butler counties, were authorized.

Chamber board chair Glenn Marzluff says, “The Delaware Area Chamber of Commerce is very pleased by the announcement of the TID by the County. TIDs have the potential to be a benefit to our county for improved transportation, economic development and public-private partnerships, and any tools developed for such use are a great benefit to the county, its businesses and residents.”

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.

Leadership program accepting 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

Delaware County History and Tour

Agriculture

Education

Social Services, Volunteerism &

Board Service

Government

Law Enforcement and the Courts

Health Care

Economic Development

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.

Tuition for the program is \$825 for Delaware Chamber members and \$840 for non-members, and includes all materials and meals. In addition to the nine sessions, participants attend a kick-off luncheon in August and a graduation luncheon in May. The deadline to apply is June 30. [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.

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.

maloney
maloney + NOVOTNY^{LLC}

Business Advisors and
Certified Public Accountants

Bill Rogers, CPA
Shareholder

Cleveland | 216.363.0100
Canton | 330.966.9400
Delaware | 740.362.9031

Elyria | 440.323.3200
Worthington | 614.781.6174
maloneynovotny.com

A Place to Call Home

Assisted Living
Short-Term Rehabilitation
Long-Term Nursing Care
Home Health & Hospice

Ohio Living
Sarah Moore

740.362.9641 | ohioliving.org

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 31, 2018 will receive a 5% discount** (in addition to other eligible discounts) . Artwork does not have to be turned in by August 31, but a commitment to the ad purchase must be made.

As always, we have discounts for increasing ad size over last year and for new members.

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](#).

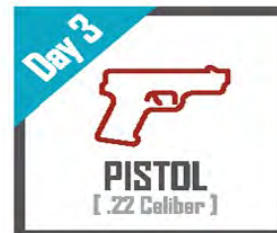
Contact the Chamber at dachamber@DelawareAreaChamber.com with questions and to return your ad form. For a look at this year's directory, [click here](#).

2018 Community Profile & Membership Directory

Delaware Area Chamber of Commerce







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.



JUNE 5-8 + 26-29 • JULY 17-20 • AUGUST 7-10
10AM-3PM • \$399/Person

Each day will include safe handling and the fundamentals.

-  Boys and Girls, ages 10-16
-  Fun environment with range safety officers and instructors present at all times
-  Enjoyable and educational way to learn new skills
-  Everything is provided, including lunch (for special dietary needs, please bring a lunch.)

3722 Marysville Rd. Delaware OH 43015 • 740.363.7555

CALL 740-363-7555
OR PRE-REGISTER AT:
www.BlackWingSC.com



Member welcomes new staff



Cummins Facility Services recently hired Brooke Tichenor to serve as the newest member of its growing team. The company is a 100% women-owned enterprise with over 40 years in business, providing janitorial, snow removal, landscaping, high structure cleaning, recycling and security services to clients both national and international.



“We are excited to welcome Brooke to the Cummins family,” said Jill Frey, CEO of Cummins Facility Services. “We are confident she is going to handle all of her staffing and onboarding responsibilities with great care, contagious enthusiasm and expert business smarts.”

Tichenor will serve as a Staffing Specialist for northern Ohio, with her primary office located in Findlay. She will be responsible for recruiting prospective employees, ensuring all staffing levels are maintained, managing the hiring process, and coordinating staff training.

“Cummins Facility Services is a great company,” said Tichenor. “I am excited to be a part of this team and to have the opportunity to support their ambitious growth plans by hiring and training quality employees.”

Tichenor, a Findlay native, brings with her nearly 10 years of customer service and management experience.

About Cummins Facility Services: Cummins Facility Services is a central Ohio-based company that provides facility services to businesses in Ohio, Indiana, Pennsylvania, Tennessee, Kentucky, Georgia, Iowa, Arkansas, Michigan, Oklahoma and Mexico. A certified Women’s Business Enterprise, the company offers a wide range of services, including: janitorial services; landscaping and snow removal; high structure cleaning; security and building maintenance; and recycling and sustainability initiatives. Cummins Facility Services is certified by the National Service Alliance and WBENC. The company has also been ISSA CIMS-GB with Honors certified since 2013 and is a member of SCAI & ISSA. For more information, visit www.cumminsfcs.com or call 1-800-451-5629.

Leadership 2018 graduates

With another fly-by year behind it, the Leadership Class of 2018 held its graduation luncheon on May 14th. Forty-four participants joined their sponsors, session facilitators and Chamber board members at **Willow Brook at Delaware Run**. Willow

Brook Christian Communities has served as the graduation luncheon sponsor for years and, as they always do, served a wonderful lunch in a beautiful venue.

As they have in recent years, this year’s class had two projects. One project was carried out at Wil-
lis, home of the **United Way of Delaware County’s** Strengthening Families initiative.

Class participants painted activity rooms, assembled furniture and cleaned toys over two days of side-by-side work. [Click here for photos.](#)

This year’s second project was an out-of-the-box idea aimed at breaking barriers and getting to know a segment of the community fraught with misconceptions. On May 11th, residents of

Del-Mor Dwellings and Leadership Delaware par-

participant's spent the afternoon bowling. Del-Mor offers housing to folks with mental health issues, giving them a chance to live independently and be part of the rich fabric of the community. Spending quality time together, having fun and bowling (poorly!) gave Leadership and Del-Mor folks an opportunity to see people and not differences. [Click here for more fun photos.](#)

As at graduation each year, each participant had a chance to introduce themselves and say a few words about what the Leadership experience meant to them. In a friendly competition over whose session was most popular, the consensus was that the entire program was eye-opening. **And we managed to snag only part of the class for a group photo....**

Congratulations to the Class of 2018! [Click here for more photos of the big finish.](#)





Vendor Registration Form

Details

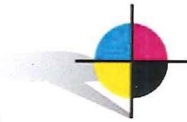
Date: Tuesday, July 10, 2018
 Time: Set-up 10:30am Fair 11:30am-1:00pm Tear-down 1:00pm
 Location: Eagles Lodge, 127 E William St., Delaware, OH 43015

- 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:

Sponsored by:

Mail Pro 1 LLC
A PRINT & MAIL PROFESSIONAL



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?”

Greg Ritter
Bill Hall
 (740) 417.9281
 40 N. SANDUSKY ST.
 SUITE 300,
 DELAWARE, OH 43015



VALUES
 DAY-TO-DAY DECISION
 MAKING



INTEGRITY
 HIGHEST LEVELS OF
 HONESTY



FAMILY FINANCIAL OF CENTRAL OHIO

FINANCIAL INVESTMENT ADVISORY
RETIREMENT INCOME PLANNING
401K, IRA, STOCKS, BONDS
LIFE, HEALTH, MEDICARE SUPPLEMENT

BEST OF THE BEST
Financial Planning
 2017
 2016
 2015
 2014
 2012

CALL US FOR A FREE FINANCIAL ANALYSIS TO ALL CHAMBER MEMBERS



Greg Ritter
 (Partner)



Bill Hall
 (Partner)




Greg has been involved in the Financial services business since 1997 and his work history shows employment at firms like John Hancock, Edward Jones and JP Morgan Chase Bank. After 5-years at JP Morgan Chase, he opened his own investment advisory business in Delaware, Ohio called Family Financial of Central Ohio in June 2010.

Greg.Ritter@FamilyFinancialOhio.com

Bill always had a passion for investments and retirement planning. He has always enjoyed helping his friends and his customers with their investments needs.

Bill enjoyed working with Greg at JP Morgan Chase Bank, and admired his strategic planning as well as his honest approach to retirement wealth/management.

Bill.Hall@FamilyFinancialOhio.com

 For Individual	 For Individual	 For Business
Financial Needs Analysis Retirement Planning Income Planning 401k Rollover Advice Assistance IRA's / Traditional Roth Individual Stocks and Bonds Mutual Funds & ETF's (Exchange Traded Funds) Managed Money / Wrap Accounts Alternative Investments Medicare Supplement	Gold / Silver / Commodities / REIT's Life Insurance (Term & Permanent) Long Term Care Insurance Disability Insurance Health Insurance College Planning CD's Money Market Savings	401k Retirement Pension Services Group Life Insurance Group Long Term Care Insurance Group Disability Insurance Key Man Insurance Group Health Insurance

The contents of this communication do not constitute an offer of securities or a solicitation of an offer to buy securities. Past performance is no guarantee of future results. All information is subject to change. You should always consult a tax professional prior to investing. All investing involves risk, including loss of the full value of principal invested.

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Member wins All Star award



TEGNA Inc. (NYSE: TGNA), together with its Make A Difference Day (MDDAY) partners Arby's Foundation and Points of Light, announced National and All Star award winners from across the country who are being honored for fostering local volunteerism and having a positive impact in their communities. **Connections Volunteer Center** (Connections) [Through [Helpline of Delaware & Morrow Counties](#)] was named an All Star winner, which is selected from projects that have previously won a National MDDAY award, and will receive a \$10,000 grant from the TEGNA Foundation. Thirteen National award winners each receive a \$10,000 grant from Arby's Foundation. The grants allow honorees to support a charity related to their MDDAY project and to continue to make a difference in their community.



This year's winning projects were selected from nearly 800 projects that took place on Make A Difference Day, Saturday, Oct. 28, 2017. More than 100,000 volunteers from more than 500 communities in nearly every state came out for a variety of projects. Locally organized events ranged from planting trees along local streams to knitting caps for premature babies in local hospitals, and providing meals and comfort to lonely seniors to collecting food for local food banks.

Videos celebrating the MDDAY winners are available [here](#) as well as by following #MDDay.

Colleen Dennis, Volunteer Resource and Make A Difference Day Project Coordinator, said she was excited and honored to receive the award as it demonstrates continued impact and positions Connections as a national model.

"It means so much to our team to be recognized at the national level for our hard work as we strive to ensure MDDAY is a meaningful and memorable experience for everyone. We coordinate this annual event with wide-lens thinking hoping to attract volunteers of all ages, ethnicities and backgrounds throughout Delaware County. It's our intent to ensure that everyone who participates is able to give or get help in a way that truly makes a difference."

Connections won the MDDay national award in 2015, which qualified the organization to be considered for the All Star Award – reserved for the best of the best. This year's event included more than 400 volunteers who visited 53 homes of senior homeowners in Delaware County. Volunteers completed much-needed outdoor chores, including leaf raking, window washing, garden clean up, hedge trimming and more all in an effort to help older adults maintain their independence and pride in their homes. Not only did volunteers serve older adults at their homes, older adult volunteers took on leadership roles in the local projects throughout the day. Additionally, this year's event expanded by adding a launch site in Sunbury, OH - the eastern part of the county.

"MDDay is all about serving the great good and fostering a spirit of community," said Dennis. For many, it's an introduction to volunteering while others have leveraged the day as an annual family or team building activity centered on leading and lending support to causes and community they care most about."

Dennis believes that volunteering opens up many possibilities including meeting new people, cultivating the spirit of giving and making one's community a place everyone can thrive.

"A giving person is a happy person," said Dennis. "We are here to guide 'the happy' and provide powerful experiences that connect people to volunteerism and to each other – as we're responsible for creating the community we want to see in Delaware County."

Congratulations, Connections!

About Connections Volunteer Center: Founded in 1996, Connections coordinates the referral and placement of volunteers for more than 70 different agencies who offer more than 200 volunteer opportunities. In the past year, Connections matched over 1,300 volunteers who engaged in nearly 20,000 hours of service to the community. A program of HelpLine, Connections core services are partially funded by [United Way of Delaware County](#) and [SourcePoint](#).

HelpLine

P: 740.363.1835, ext. 305

F: 740.369.0358

E: tvinson@helplinedelmor.org

W: helplinedelmor.org

Same scissors, two very different celebrations

In yet another example of the diversity of Chamber membership, the Chamber's ribbon cutting scissors enjoyed two different celebrations.

Pulling double duty on the 17th as May's Business After Hours, [Willow Brook Christian Communities](#) held a ribbon cutting for the newest addition to their facility at Delaware Run. Delaware Run's newest addition offers the medical practice of Dr. Peter Hucek, Central Ohio Geriatrics, which is also open to the community; Blue Sky Therapy, an outpatient physical, speech and occupational therapy for the community; new rooms and suites for assisted living; more apartments for transitional living; a charming courtyard with gardens; and an expanded



patio for memory care area. And in typical Willow Brook fashion, the event boasted incredible eats and live music by the Charlies Foxtrot Quartet. By this writer's count, this is the third ribbon cutting at Delaware Run but if you've ever tasted the food at Willow Brook you know that's not a complaint! Congratulations to Executive Director Larry Harris and staff who are veterans and both living through construction and throwing a party when its done. [Click here for more photos.](#)

ORANGE TOWNSHIP

Midway across the County the very next day was a different scene as [Orange Township](#) celebrated the grand opening of a new bike/pedestrian bridge. A joint venture with the Township, Army Corp of Engineers and Alum Creek Park, the bridge spans the spillway at the Alum Creek Below Dam Area and is part of the Township's 2008 Master Plan. The bridge connects the Alum Creek trails to the Township's trail system, a huge quality of life benefit for residents of the County. At twelve feet wide, be sure to say hello to the fishermen and women as you jog by! Congratulations to Orange Township and, on behalf of the County, thank you for this incredible addition to our parks. [Click here for more photos.](#)

And congratulations to our good friends at Willow Brook and Orange Township for the latest contributions to the amazing quality of life we enjoy in Delaware County!

Midway across the County the very next day was a different scene as [Orange Township](#) celebrated the grand opening of a new bike/pedestrian bridge. A joint venture with the Township, Army Corp of Engineers and Alum Creek Park, the bridge spans the spill-



Your Chamber membership: True or False?

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

Having trouble clicking newsletter links?

If you have been having difficulty accessing links from the electronic newsletter, you may need to try the "alternative" version. Smartphone, tablet, Google Chrome, Microsoft Edge, and Firefox users should use the main version of the newsletter.

Internet Explorer users can use the alternative version 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 the Chamber at 740-369-6221 or email at dachamber@DelawareAreaChamber.com.

Member celebrates new offices

Southeast, Inc. invites you to join them as they celebrate the opening of their new, larger facility at 824 Bowtown Road, Delaware, on Tuesday, June 12, 2018. They will hold an open house from 4:30 - 6:30 p.m. with a presentation at 5:30 and a ribbon cutting at 6:00.



Established in 1978, Southeast, a non-profit organization has been providing comprehensive mental health and co-occurring disorders services to help individuals live productive meaningful lives. Southeast, Inc. is a comprehensive provider of mental health care, substance use treatment, primary health care and dental (in Franklin and St. Clairsville), vocational and homeless services and has expanded to eight Ohio counties.



They began serving Delaware and Morrow County in March of 2017 and since they joined the Chamber last August, they grew out of their space! Help us help them celebrate their tremendous success in Delaware.

[Let us know you'll be joining us.](#)



Member celebrates remodeled office

The Chamber is delighted to finally be announcing the open house and ribbon cutting celebration at our good friends **Delaware Area Transit**

Agency aka DATA Bus. Join us as we get a look at the remodeled facility and hear all the updated features DATA offers and help Denny and staff cut a ribbon. The open house is from 3:00—5:00 but be there at 3:30 for the ribbon cutting. [Let us know you'll be joining us.](#)



Safety Council awards scholarships

Each year the **Delaware Area Safety Council** awards two \$1,000 scholarships for two individuals enrolled or plan to enroll in a certificate or degree-conferring institution for the upcoming academic year. Applicants must be enrolled or plan to enroll in a health, safety, or related field and preference is given to those employed at a Safety Council-enrolled company, located in Delaware County, or a child of an employee (includes step-, adopted, and foster children). Applications were submitted by April 21 and included an essay on how the applicant plans to use their education for the betterment of health and safety practices. Members of the Safety Council steering committee review the submissions and choose the recipients. Checks will be presented at the June 12th Safety Council meeting.



DELAWARE AREA SAFETY COUNCIL

This year's awards include Isabelle Poulson, daughter of **Willow Brook Christian Communities'** finance director, Tom Poulson. Isabelle is currently a sophomore at Kent State University studying speech pathology and audiology. Isabelle's essay made the connection between her chosen field and its impact on health and safety. For example, teaching patients chewing and swallowing, things we take for granted, impact nutrition. Speech problems make it difficult to express danger or pain, creating delays in assistance. Pathologists help with reading and comprehension, creating strategies to better communicate.

This year's second scholarship award recipient is Caroline Blunk whose father, Tom Blunk, serves as the accounting director for **Recreation Unlimited.** Caroline is going into her second year at Mount Carmel College of Nursing. Caroline is also using her personal experience to dedicate her life to helping patients understand their illnesses. Her goal as a nurse is to create fearlessness in those she treats so that they take the upper hand over their issues, empowering them with the tools they need to defeat their illness.

The Safety Council steering committee and the Chamber of Commerce congratulate Isabelle and Caroline on their scholarships and salute the passion with which they joins their life experience with their life's work. We know these young women will impact thousands of lives throughout their career and wish them all the best of luck.

Safety Council is a program of the Delaware Area Chamber of Commerce. Members can earn a rebate on their Worker's Comp premiums. Join now to participate in the upcoming BWC fiscal year. [Click here to learn more.](#)

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Networking event hosted by people we can always bank on

It's been a year since DCB became [First Commonwealth Bank](#) but it's been many more years since the *people* of First Commonwealth began contributing to the Delaware County community. Quoting a recent article she read in which the author contrasted *consuming* a community and *creating* a community, Chamber president Holly



Quaine credited staff of the networking event's hosts as some of the most significant community "creators". For a generation or more, employees of First Commonwealth have been embedded in civic groups and drivers of initiatives of quality of life, economic development and education. They give their time, talent and treasure in equal measures and they do it with enthusiasm and a genuine spirit. This culture found a kindred spirit in First Commonwealth a year ago and the community's benefit hasn't skipped a beat.

Next up for First Commonwealth will be a ribbon cutting for their newest branch on West Central in Delaware; fingers crossed within the next couple of months.

Thank you to Barb Walters and staff for a scrumptious buffet of early-morning goodies and that warm hospitality we've come to expect. That never disappoints.



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.](#)



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


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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!

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.

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

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

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

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

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

Members who sign up receive a free 1/4 page newsletter ad!

Call the office for format details 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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Another member benefit: discount prescription drug card available FREE to you and all your employees

The Delaware Area Chamber of Commerce, through its membership in the Southern Ohio Chamber Alliance, can make you a hero in your workplace. And because you're a Chamber member in good standing, you can distribute FREE Prescription Drug Cards that can offer your employees and their families savings of up to 75% (discounts average roughly 30%) at more than 56,000 national and regional pharmacies. This card can be used as your primary plan and/or it can be used on prescriptions not covered by your insurance plan. This program also includes other value added programs which will be listed on the card. Generating the card is as simple and quick as entering a name in the card via the link below. (no application/enrollment or eligibility required). This program has "LOWEST PRICE" logic to guarantee the best deal on your prescriptions. (You pay the lower of a discount off Average Wholesale Price—AWP, discount off MAC Pricing or Pharmacy Promotional/Retail price). This card is pre-activated and can be used immediately!

Need to order hard copies of cards for your friends, family, members or employees?

Simply [click here](#) and follow the instructions to order your own personal cards online. You can even customize the cards by adding your own logo image to the cards! Just another way our Chamber looks out for you.





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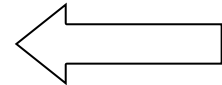
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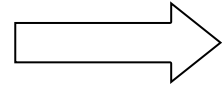
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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



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



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Polaris Retirement Community

Tracy Brannon - Executive Director
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Columbus, OH 43240
(614) 602-7544
www.polarisretirement.com
Offers an independent or assisted living retirement community

June Calendar

Supervisor Six Pack

Session 1: Roles of a Supervisor
Monday, June 4 8:00-10:00 am
Chamber office

Business Before Hours

Thursday, June 7
8:00- 9:30 am
Preserve at Quail Pass
[Click here to register](#)

Workforce Development & Education Committee

Friday, June 8
8:00 am
Chamber office

Supervisor Six Pack

Session 2: Establishing Yourself as a Leader
Monday, June 11 8:00-10:00 am
Chamber office

Safety Council

Tuesday, June 12
11:30 am-1:00 pm
[Click here to register](#)

Reinvesting Members



[Anchor and Away Travel](#)
[Chad's Radnor Repair, LLC](#)
[Clinicare Consultants, Inc.](#)
[Columbus State Community College-Delaware](#)
[CompManagement](#)
[Delaware Area Transit Agency](#)
[Edwin Loy Home/Stone & Sparrow](#)
[Evolution Ag LLC](#)
[Fred Astaire Dance Studio](#)
[Habitec Security](#)
[Haller Wealth Management Group](#)
[Isaac, Wiles, Burkholder & Teetor, LLC](#)
[Kona Ice of Delaware/Marysville](#)
[Price Realty](#)

[PuroClean](#)

[Restoration Specialists](#)
[Sam Dong Ohio, Inc.](#)
[Selectus Consulting LLC](#)
[Symmetry One, LLC](#)
[The Inside Wire](#)
[TriTraction](#)
[Willow Brook Christian Communities](#)

Open House & Ribbon Cutting Southeast

Tuesday, June 12
[Click here for details](#)



Golf Outing

Friday, June 15
Oakhaven Golf Club
[Click here for details](#)

Supervisor Six Pack

Session 3: Common Purpose
Monday, June 18 8:00-10:00 am
Chamber office

Infrastructure & Development Committee

Tuesday, June 19
8:00 am Chamber office

Chamber Board Meeting

Wednesday, June 20
7:30 am Chamber office

Open House & Ribbon Cutting DATA Bus

Wednesday, June 20
[Click here for details](#)



Third Thursday luncheon

Thursday, June 21
11:45 am SourcePoint
Community Updates
[Click here to register](#)

Business After Hours joint with Sunbury Chamber

Thursday, June 21
5:00-6:30 pm
Tanger Outlet Mall
[Click here to register](#)

Supervisor Six Pack

Session 4: Communicating for Understanding
Monday, June 25 8:00-10:00 am
Chamber office

Non-Profit CEO Group

Friday, June 29
9:00am Chamber office

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](#)

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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"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](#)



"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."

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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!"

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"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](#)

"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".

FIRESTONE, BREHM, WOLF,
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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.

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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](#)



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Leadership Delaware Class of 2018 Economic Development Day

Facilitators: Jenna Jackson '14 , Sean Hughes, '14

Newsletter editors: Randy Van Tilburg, Sarah Yoakam, Chase Waits,
Stacy Webb, & Amy Whitney

Economic Development Day began with a recap of the community service projects completed by everyone who was part of Leadership Delaware Class of 2018, which included volunteering with [United Way of Delaware County](#) and a bowling event. Those who helped with the United Way/Strengthening Families project met at the Willis Education Center and painted and organized the STEAM Lab, the Huddle counseling room, and the Think Tank/Training Space. Some of this space was used immediately for the Grace Clinic Mini Clinic the very same night! Others met at Delaware Lanes to bowl in teams with individuals served by [Del-Mor Dwellings](#), to help open the dialogue about mental health and the positive impact we can all have working, living, and participating together in the community.

Next, we went through all of the answers for Two Truths and a Lie, and the winners selected from some fabulous prizes.

The morning presentation on Economic Development was led by Sean Hughes, the Economic Development Director for the [City of Delaware](#) and Jenna Jackson, the Economic Development Coordinator for [Delaware County](#). They shared that the five main components of Economic Development are:

- Attracting business
- Maintaining business
- Job creation
- Job retention
- Creating a sustainable economy



Continued on next page

Leadership Delaware Class of 2018

Robbie Apt
[Delaware County District Library](#)
Daniel Bartha
[Delaware City Schools](#)
Glenn Bertrand
[CES Credit Union](#)
Cindi Blair
[Delaware County](#)
Deanna Brant
[Delaware Morrow Mental Health & Recovery Services Board](#)
Erin Brown
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John Coady
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Melissa Henry
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Ashley Holtzlander
[Ohio Living Sarah Moore](#)
Tom Karn
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Jeff Kauffman
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Lissie Krull
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Lori MacKay
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Josie Montgomery
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Mike Rhinehart
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Stacy Webb
[First Commonwealth Bank](#)
Amy Whitney
[Delaware General Health District](#)
Sarah Yoakam
[Delaware Area Chamber of Commerce](#)
Roberta Zeller Carr
[Delaware County Board of Developmental Disabilities](#)

Leadership continued

Sean shared that 80% of the labor force living in the city of Delaware leaves the city/county for work, which is notable because studies show that 75% of disposable income is spent near where a person works, not where they live. The city is opening the Delaware Entrepreneur Center in conjunction with OWU to help support small businesses. Sean also talked about Delaware Does, the monthly meeting of area entrepreneurs where people pitch their business ideas to get feedback and advice from peers. Jenna talked about how Delaware County is the fastest growing county in Ohio, with population projected to hit 350,000 residents by 2040 (was 193,013 in 2016). She talked about the [Evans Farm](#) Project in Orange and Berlin Townships, a planned mixed-use development in southern Delaware County made up of houses, apartments, a school, parks, and police/fire substations – a small-town but urbanist format that is walkable and creates a neighborly atmosphere. Jenna called this development a legacy project for the Evans family.

Everyone next had the opportunity to tour [Vertiv](#):

- Vertiv produces products for power and thermal management for data centers and other industrial environments
- The location in Delaware is a 150,000 square foot building, including office space, an operation team, executives, manufacturing, test labs and onsite catering
- Employees 250 people
- Customers come in and watch the manufacturing and testing of their systems
- Each unit cost between \$50,000- \$200,000
- 3-6 weeks manufacturing time per unit, in some cases custom work could take up to 26 weeks
- Most manufacturing staff have electrical engineering degrees

We then drove/walked down the road to [Midwest Acoust-A-Fiber](#):

- Midwest Acoust-A-Fiber manufactures insulation panels for sound and heat for automotive manufacturers, such as GM, Chrysler and Honda
- Begin working on new designs about 2 years in advance of models coming out
- Typically contracted for 5-6 years of production
- Required to supply replacement parts for 10 years past production end date
- They have been in Delaware for 20 years
- Employees represent 23 birth countries (both on the manufacturing side and in management)
- Use dies and water to cut materials to specification
- Follow a disciplined supply chain – if they cause the shutdown of an auto manufacturing line, the fine is \$20,000/minute

After lunch, Jenna hosted a game of Family Feud which pitted Brad Ebersole, Business Development Specialist with [Consolidated Cooperative](#) and Sean Hughes against Jason Bechtold, the Economic Development Director with the city of Westerville and Colleen Gilger, the Economic Development Director with the city of Dublin. The teams tried their hardest to guess the responses from the members of the class on questions of economic development, and shared the perspectives from their own respective municipalities.



We finished up the day taking a group photo with everyone dressed in Visitor garb from Vertiv. Key takeaways for the day include that incentives to attract businesses to an area do not come from taxes, and that economic development is about planning for the long-term sustainability of an area.

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Membership is our voice; membership is our influence, membership is our strength**

Flying cars? Let's get the G right, first

It's about capacity. Wireless capacity. There's no better way to explain the issue than to take it right from the presentation at the Chamber's May Third Thursday luncheon: The number of sites needed to handle the rapid increase in mobile bandwidth consumption requires cell splitting (adding more sites at lower heights), while also maintaining existing macro (tower) sites. For carriers, acquiring new real estate from shrinking asset pools creates opportunities for enterprising communities to identify and leverage real property and infrastructure assets.

Andrew Wecker, [Manos Martin & Pergram](#); Bob Lamb, [Delaware County](#); and Dan Jones, [Consolidated Cooperative](#) tag teamed an interesting conversation about the future of access to wireless technology. In the very near future, our cell phones will not be alone. Even those of us who have trouble programming our remote will have—according to some predictions—up to forty points of need contained in and around ourselves. Technology driving everything from toothbrushes to knee replacements; underwear to jewelry. With all that demand, the source needs to be closer to us in order to service all of us.

But 5G can be unsightly and communities need to consider how they want this next Wild West to impact their aesthetics. **Click here for the slide presentation** that includes photos of 5G done wrong and 5G you can't even see.

So before our cars can drive themselves, they will need a network of connections from the highway to your driveway. The fellas concur: let's get it right before we get it wrong. Stay turned; we'll be hearing more about this.

And thanks to Andrew, Bob and Dan for being out there keeping an eye out on our behalf.

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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.

FY18 Meeting #12 June 12
BWC Updates/Semi-Annual Reports



Want more Safety Council news?
[Click here](#) for this month's Safety Council newsletter

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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.

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.](#)

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.



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

- [Free Rides for Veterans on All DATA Fixed Routes the week of Memorial Day- Delaware Area Transit Agency](#)
- [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.](#)
- [2018 Free Parlor Special - Swan Lake Event Center](#)
- [Tanger Outlets: Advertising & Partnership Opportunities - Tanger Outlets Columbus](#)

Chamber Referral Buck\$\$...

..is a program that rewards current members for referring new member businesses. Your efforts to grow your organization will earn you \$50 in **Chamber Referral Buck\$\$**. You'll receive a certificate good for *any* Chamber invoice. You may use more than one Chamber Referral Buck\$\$ certificate for any invoice. Redeem your **Buck\$\$** for advertising, sponsorships, event attendance or membership renewal.

The more we are, the stronger we are.

Working together.... It's Good for Business!!

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- ⇒ 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.](#)

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



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*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