

# CHAMBER NOTES

A Monthly Newsletter of the  
Delaware Area Chamber of Commerce

May 2018

## Sustaining Members

Industry Exclusive  
Platinum Level



## Gold Level



## Silver Level



## Bronze Level



The Delaware Area  
Chamber of Commerce  
Established 1907



# 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

## Chamber salutes small business

May is National Small Business Week and the Chamber takes a beat to recognize the heroics of the small business owner. The entrepreneur, the sole proprietor— every person who had a dream, an idea, a calling— thank you. Only a handful of Chamber members do not fall under the government's definition of a small (under 500 employees) business. But there's a lot of room between one and 500 and every business started as a "small business".

Every single day you folks jump off a cliff only to swim upstream. You work untold hours under incredible stress and you do it with class and grace and you are a treasure.

You make things and sell things and service things and consult on things and there would be no us without you.

Thank you for turning that OPEN sign around— literally or metaphorically— every day.



## 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](#)

### Board Members At Large

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](#)

Andy Wecker

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

### Staff

Holly Quaine, President

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

Sarah Yoakam, Office Manager

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

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

Matt Carbary, Communications/IT Mgr.

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

32 S. Sandusky Street

Delaware, Ohio 43015

740-369-6221

Fax: 740-369-4817

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



facebook



## DELAWARE AREA CHAMBER OF COMMERCE

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

### 5g - Today's Economic Development Community Differentiator

with

Bob Lamb, [Delaware County](#) Economic Development Director

Brad Ebersole, [Consolidated Cooperative](#),

Economic Development Specialist

sponsored by



Thursday, May 17, 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 May 14, 2018**

Cancellations after May 14 and no-shows will be charged.

[Click here to register](#)

### May Business BEFORE Hours

Start your day on Thursday, May 3 by networking  
when [First Commonwealth](#) Downtown Dela-  
ware Branch 41 North Sandusky Street

Delaware, OH 43015 hosts the monthly Business Before Hours. Food, network-  
ing – 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.](#)



FIRST  
Commonwealth.

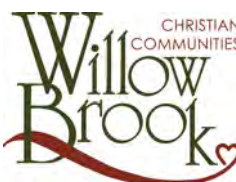
### May Business AFTER Hours

End your business day and join us for networking on May 17  
when we join our host [Willow Brook at Delaware Run](#),  
100 Delaware Crossing West (W. William St., east  
of Houk Rd.) Delaware, Ohio 43015. And not for the first

time is an After Hours also a celebration for Willow Brook.

The event doubles as a ribbon cutting & open house for the  
expansion of their senior housing options and the opening  
of medical offices for Dr. Peter Hucek and Blue Sky Thera-  
py, whose services are available to the entire community.  
Enjoy delicious hors d'oeuvres, music by the Charlie Fox-  
trot Quartet and tours. Bring lots of business cards to share.

The event is held from 5:00pm–6:30pm. **The ribbon cutting will be held  
at 5:30.** Please let us know you'll be attending. [Click here to register.](#)



### 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](#)

[Fahey Bank](#)

[First Citizens National](#)

[Bank](#)

[Hetter Heating & Cooling](#)

[HW&Co.](#)

[Leaf Chiropractic &](#)

[Wellness Center](#)

[Maloney + Novotny](#)

[OhioHealth](#)

[Ohio Living Sarah Moore](#)

[Apartment Homes](#)

[SourcePoint](#)

[Village Academy](#)

## Chamber Board calls on legislators to eliminate school funding gain caps

Our local school districts are a source of pride for our communities. Delaware County is the number one ranked county in Ohio for K-12 education based on student performance on a variety of measures. Further, every district in the county spends less than the state average per pupil, meaning that our public schools in this county represent some of the best educational values in the state.



However, many of our schools in this county are disadvantaged by arbitrary gain caps that cost our students and our taxpayers tens of millions of dollars each year. Ohio funds its adopted school funding formula at nearly 94% of what the formula indicates schools should receive. However, due to the rapid growth in our communities our **schools in Delaware County receive only 48% of what the formula provides, the lowest funded percentage amongst Ohio's 88 counties.** This lost funding must be made up by spending cuts or through local tax funds, meaning that **our taxpayers shoulder a heavier burden** than they otherwise would be asked to do, while forcing districts to make decisions to raise class sizes or otherwise cut back on needed programming.

**In the last three biennium budgets, our schools have lost over \$300 million due to these gain caps.** This cannot continue. Delaware County school districts have waited patiently as other “bigger” issues jumped the line with each budget. Taxpayers in districts like Delaware and Olentangy are just assumed to “take one for the team”; **there's always some other issue that takes priority during a particular biennium budget.** It's time the local taxpayers who have propped up the State's refusal time after time to fulfil one of its fundamental responsibilities, to step to the head of the line. **It's time for legislators to defend the districts who have been back-burnered every two years and say that this is the year to begin to put this right.**

The Chamber calls on our Ohio House, Senate and Gubernatorial candidates to commit to finally eliminate these gain caps. To help our members make decisions as the May primaries approach, the Chamber reached out to each of our local Ohio House and Senate candidates as well as those in the gubernatorial race with the following question. We encourage you to ask a similar question either in person or online.

**“Do you commit to only voting ‘Yes’ on a state budget that makes meaningful progress toward eliminating the school funding gain caps?” Please answer Yes or No, with a short explanation of your answer.**

Candidate responses to this question are shown below:

### **Ohio House District 67**

#### **Republican Party Candidates:**

##### **Kris Jordan**

7740 Marysville Road, Ostrander 43061

614-203-5365

*The Chamber made repeated attempts to reach Mr. Jordan to the phone number as directed by his office. We were unable to leave a voicemail as his mailbox continues to be full. He has not attempted to reach out to us as of EOB 3-26*

##### **Brian Lorenz**

4111 Village Club Drive, Powell 43065

614-726-0999

*“Yes, I am in favor of a budget that reduces the shortfalls of gain caps. I have met with all three of the superintendents for the large districts in Delaware County and am in alignment with fixing gain caps as they are detrimental and unfair to tax payers in our county.”*

##### **Denise Martin**

57 Westwood Ave, Delaware 43015

614-582-7439

*“While I do not support school funding caps and will strongly advocate on behalf of Delaware County for the elimination of them, in a budget of thousands of pages and billions of dollars, I will need to review it in its entirety. “*

***Continued on next page***



## ***Education funding candidate response continued***

### **Ohio Senate District 19 continued**



#### **Democratic Party Candidate:**

##### **Louise Valentine**

6768 Fox Run Drive, Westerville 43082

614-426-4442

*Called Ms. Valentine on 3-21 per her request; left message; no response as of EOB 3-26*

#### **Green Party Candidate:**

##### **Gary Cox**

4240 Kendale Rd, Columbus 43220

614-499-5358

*"Yes, We [sic] don't need a formula to fund, we need to know what the schools need for their budget. We can't really base it on a per student, but on the school's needs; whether that need is a new roof, new music equipment, athletic equipment, additional teachers, etc."*

### **Ohio Gubernatorial Race**

#### **Republican Party Candidates:**

##### **Mike Dewine**

2587 Conley Rd, Cedarville 45314

*"I appreciate you reaching out. Given the uncertainty in Ohio's state budget in 2019, our campaign can't commit to any specific budget pledge.*

*Ohio's school funding formula is a dizzyingly complex web that determines state funding for more than 600 school districts. As a campaign, we have had several policy discussions with Mike DeWine, Jon Husted, and education experts from around the state. As an Olentangy Local School District resident myself, I can promise you that I have used the amount of state funding Olentangy and similar schools currently receives versus what they would receive without the cap to illustrate the issue to both candidates!*

*Our campaign is committed to ensuring that every school in Ohio has the resources and support they need to give every child in Ohio a chance to live their version of the American Dream."*

##### **Mary Taylor**

3431 Parfoure Blvd, Uniontown 44685

*"As Governor, I will commit to signing a balanced budget that takes meaningful steps toward school funding that reflects our values, the needs of our kids, while allowing for choice for families and innovation in the classroom. School funding gain caps are a piece of that formula and we need to work toward their elimination in a way that doesn't sacrifice quality education."*

#### **Democratic Party Candidates:**

##### **Richard Cordray**

4900 Grove City Rd, Grove City 430123

*Messages left at Mr. Cordray's campaign office remain unanswered as of EOB 3-26*

##### **Joe Schiavoni**

880 Westport Dr, Youngstown 44541

*"Yes. For too long, Ohio has drastically underfunded our schools and forced taxpayers to make up the difference through levies and increased local taxes, which hurts some schools more than others. As Governor, like I've done as Senator, I will fight for a Constitutional system that funds Ohio schools like a priority, not an afterthought. "*

***Continued on next page***

## ***Education funding candidate response continued***

### **Ohio House District 67**

#### **Democratic Party Candidate:**

**Cory D Hoffman**

108 Dogwood Drive, Delaware 43015

419-602-0323

*“Yes, I believe that school funding based on a formula with gain caps is fundamentally unjust.”*

### **Ohio House District 68**

#### **Republican Party Candidate:**

**Rick Carfagna**

6155 Baneberry Drive, Westerville 43082

614-865-0933

*“The short answer is no. The state’s two-year operating budget contains hundreds of items and with a “Yes or No” vote, it is an all or nothing decision. No one ever agrees with 100% of the budget’s provisions, but one also cannot overlook the number of critical expenditures, programs, and agencies that it funds. As legislators deliberate over the budget, they do not have the luxury of operating in a vacuum and dealing only with one specific issue or cause amidst an ocean of issues and causes. A protest vote against the budget for any single issue comes at the expense of numerous crucial items affecting our communities, including public safety, mental health, substance abuse, healthcare, taxation, education, economic development and workforce. During this past budget cycle, I fought vehemently for “fair funding” to ensure that per-pupil funding to public school districts is never less than the administrative and auxiliary support provided to non-public schools. While the political will to enact fair funding and address the caps that punish growing districts was there, the estimated \$800 million shortfall in tax collections over the two-year funding period did not allow for this added flexibility. I share in the outrage and frustration over the state funding impediments that continually lead our communities to the ballot box and drive up local property taxes. As a legislator working on a bipartisan school funding workgroup to update our calculations and recommend reforms to the formula, I will continue aggressively pursuing the funding changes sorely needed for Delaware County’s public school districts.”*

#### **Democratic Party Candidate:**

**Kathleen A Tate**

317 Northern Spy Circle, Howard 43028

*Unable to locate Ms. Tate’s email address or phone*

### **Ohio Senate District 19**

#### **Republican Party Candidates:**

**Andrew O Brenner**

8824 Clearview Lake Ct, Powell 43065

740-602-5033

*Messages left for Mr. Brenner remain unanswered as of EOB 3-26*

**Joel M Spitzer**

1503 Geranium Dr, Lewis Center 43035

Phone: 614-973-9079

*“Yes I would eliminate school funding gain caps because the ultimate result is higher taxes on local taxpayers and businesses, and it isn't an effective solution for the problems it purports to solve either.”*

***Continued on next page***





## **FAHEY BANK HELPING HANDS SMALL BUSINESS LOAN.**

### **Let us help!**

The Fahey Bank Helping Hands Small Business Loan makes it easy for you to get the cash you need to help your small business. So whether it's a new vehicle or some new equipment, our fixed rate loan can help.

Loan special for a limited time. Subject to credit approval. All other loan terms and requirements apply. This offer is for new loans and is not available for refinancing existing Fahey Bank loans. Maximum loan amount is \$75,000.00. Other restrictions may apply. Interest Rate of 4.24%. Advertised rate available on 84 month loan. Rate without automatic payments deducted from Fahey Bank Account is 4.49%.

**Loan Amount:  
\$10,000 - \$75,000**

---

**Term: Up to 7 years**

---

**Fixed Rates: As low  
as 4.24% with  
automatic payment  
from your Fahey  
Bank Account**

---

**Fee: \$250.00**

---

**Collateral: Vehicle or  
Equipment**

### **FAHEY BANK**

127 N. Main St.  
Marion, OH 43302

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

740.382.8231

Member FDIC

## Education funding candidate response continued

### Ohio Gubernatorial Race continued



#### Green Party Candidate:

##### Constance Gadell-Newton

1082 Fair Ave, Columbus 43205

*“My running mate Brett Jospheh [sic] and I have looked into the issue of caps and guarantees and have determined the following answer to your question...We can agree to requiring budgets that will eliminate the increase caps. This is consistent with the idea that the state should not balance its budget by shifting unfunded mandates onto local communities. We need to eliminate the vicious cycles of decline that are in part driven by having school funding tied to the local property tax bases as well as provisions to force struggling school districts to take out loans to pay for budget shortfalls caused by circumstances beyond their control...”*

The Chamber made earnest efforts to reach candidates. We used the contact means as directed, when directed. In several cases, contact information was no longer operational. Any comments received between EOB 3-26 and the publication of the May newsletter will be included in that edition.

---

### Educational series back in 2018

Back by popular demand for 2018 are three “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.

- \* **Supervisor Six-Pack** -If you have staff, you need to attend. Labor law changes mean you need to be in the know. Put June 4– July 16 on your calendar. [Click here to register.](#)
- \* **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.](#)

### 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.



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](http://ohioliving.org) 

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

**MORE**  
*than just banking!*

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





**DELAWARE AREA**  
SAFETY COUNCIL

**5th Annual**  
**Health, Wellness &**  
**Safety Fair** 

## 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: _____	<b>Enclosed:</b>	\$ _____
	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?”**

---



---



---



---





## **The Annual Supervisor Six Pack 100 Series**



Does your business rely on supervisors who were good performers who were promoted into leadership role?

Have these individual contributors been trained and coached to be effective supervisors?

Could your technicians help you grow your business if they had the skills to be better leaders?

The Supervisor Six Pack – 100 Series provides six 2-hour sessions to expose your supervisors and leads to fundamentals required to transition from a technician to an effective leader for your business. The program includes:

- ⇒ **7 Roles of a Supervisor**
- ⇒ **Establishing Yourself as the Leader**
- ⇒ **Common Purpose – Everyone Wanting to Move in the Same Direction**
- ⇒ **Communicating for Understanding**
- ⇒ **Dealing with Conflict**
- ⇒ **Planning Work and Activities**

This program is available for \$250 per participant (\$325 for non Chamber-member participants). Participants will be expected to complete program exercises between sessions that apply to their job. Successful participants will receive a 100 Series Certificate. The program will run from 8:00-10:00am for six consecutive Monday mornings beginning April 16. Attendees must prepay to be eligible to participate and must complete all six sessions to receive the 100 Series Certificate. The series will be facilitated by Brad Schneider.

[\*\*Click Here to Register by May 7.\*\*](#)

### **About Brad Schneider - The Growth Coach of Central Ohio**



With 20 years of organization development experience, Brad Schneider has coached and developed leaders in businesses in the manufacturing, professional services, financial, IT, and retail industries. The Growth Coach provides him the opportunity to apply his vast coaching and organization development experience to help small and mid-size organizations to exceed their personal and organizational goals.

He has earned the SHRM-SCP and SPHR certifications from the Society of Human Resource Management and the Human Resources Certification Institute as a Senior Practitioner in business strategy implementation, business process design and implementation, and leadership coaching/development.



## SPONSORSHIP OPPORTUNITIES



1012 SR 521, Delaware, Ohio

740-363-9705

As a local family chiropractor, I spent much of my time, both inside and outside my practice, helping children. It is for this very reason that I chose to sponsor this event in Delaware. Opportunity exists for your business to help sponsor this event where we will distribute essential information on crime prevention, child safety, and environmental awareness issues. All proceeds will benefit Family Promise of Delaware County.

On Saturday, May 19th, 2018, 200 offices in 200 cities will be participating in the 23rd annual "Kids Day America/International™" from 12:00 Noon until 3:00 pm.

### FREE:

- Spinal health and wellness screenings
- Dental checks
- Speech and hearing tests
- Police and fire giving bicycle safety
- New York Life making child ID cards
- Car seat safety
- Bike helmets & safety checks provided The Evening Kiwanis Club of Delaware

### Diamond Sponsor

#### **\$1,000+ Sponsorship Level**

- Recognition in ALL KIDS DAY AMERICA/INTERNATIONAL™ (KDA/I™) publicity/promotions distributed. Your business logo on all internet/social media posts.
- Your one page handout dispersed to all
- Announced on all media coverage as a Diamond Sponsor
- Booth for your company at the event
- Your sign/banner displayed at the KDA/I™ event.
- Representation at the KDA/I™ ceremonies along with town Mayor, Chamber of Commerce Board of Directors, and other town officials with local newspaper photographers in attendance.
- Name listed on the grand prize registration form.

### Gold Sponsor

#### **\$250-\$499 Sponsorship Level**

- Recognition in ALL KIDS DAY AMERICA/INTERNATIONAL™ (KDA/I™) publicity/promotions distributed.
- Booth for your company at the event
- Your sign/banner displayed at the KDA/I™ event.
- Name listed on the grand prize registration form.

### Booth opportunities begin at \$250

*Commit by May 11th for booth presence but donations will be accepted throughout the event*

#### **\$500-\$999 Sponsorship Level**

- Recognition in ALL KIDS DAY AMERICA/INTERNATIONAL™ (KDA/I™) publicity/promotions distributed. Your business logo on all internet/social media posts.
- Announced on all media coverage as a Diamond Sponsor
- Booth for your company at the event
- Your sign/banner displayed at the KDA/I™ event.
- Name listed on the grand prize registration form.

### Silver Sponsor

#### **\$100-\$249 Sponsorship Level**

- Recognition in ALL KIDS DAY AMERICA/INTERNATIONAL™ (KDA/I™) publicity/promotions distributed.

## **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](#)



## New members celebrate; demonstrate Chamber's diverse membership



If ever there was a snapshot of the cross section of membership that makes up the Chamber, it is represented in the two new members who celebrated within days of each other in April.

On April 11 [Roosters Men's Grooming Center](#) opened its Lewis Center salon with an open house and ribbon cutting. Roosters is a classic, unpretentious men's barbershop but in an upscale environment. Franchise owners Tom and Lisa Quick cut the ribbon on their third location and pulled out all the stops. The food was catered and *to die for*, three different kinds of Jack D. joined the other adult beverages; complimentary facials and haircuts (for the men, of course); a check to the Leukemia and Lymphoma Association



and—what else? - an authentic barbershop quartet that sang to a packed house.

[You must see the photos to believe the festivities!](#)

And just a few days later on Monday, April

16, [Family Urgent Care](#) opened its doors at its fifth location 568 W. Central in Delaware. Chamber members and the community visited with owner Dr. Naqvi, the nurse practitioners, and other team members. [Click here for more photos.](#)



Congratulations to Tom, Lisa, Dr. Naqvi and all the members of their staff. And welcome to the Chamber family.

## Chamber endorses senior levy

At its April 18 meeting, the Chamber's board of directors voted to endorse the Chamber endorses senior services levy that voters will see on the May 8th ballot. The 1.2 mil renewal plus the .01 mil will allow [SourcePoint](#) to continue services at their current level as well as provide for Delaware County's growing senior population.



From 2000-2010, the over-65 population in Delaware County grew by 83.3%. SourcePoint provides a menu of services to this population, many of which allow for seniors to remain in their own homes. A short list of their services includes providing in-home visits, transportation to medical appointments, routine home maintenance, personal care, adult day care, prescriptions access and assistance and, of course, their award-winning Meals on Wheels Program. SourcePoint allows seniors a place to create a community of friends who come together to exercise, recreate and support each other.

SourcePoint invites voters to visit them to meet the caring staff that together supports a dignified and healthy environment for the senior population in Delaware County. Passage of the levy is a good value when held to quality of life standards, something that sets Delaware County apart in the Central Ohio region and the chamber urges voters to support the levy.



**vote  
yes for  
SENIOR  
SERVICES**



**The Delaware County Senior Services  
Levy is on the ballot May 8.**

The senior services levy **helps older adults remain living safely at home, where they want to be.**

If approved, the levy will allow us to **keep pace with the rapid growth of our older population** and ensure there is **no waiting list for services.**

*Keep the care going.*

**LEARN MORE AT  
SaveSeniorServices.org**

*Paid for by the Committee to Save Senior Services,  
800 Cheshire Road, Delaware, OH 43015*

Delaware Area Chamber of Commerce ~ 32 S. Sandusky St., Delaware, Ohio 43015 ~ 740-369-6221 ~ fax 740-369-4817

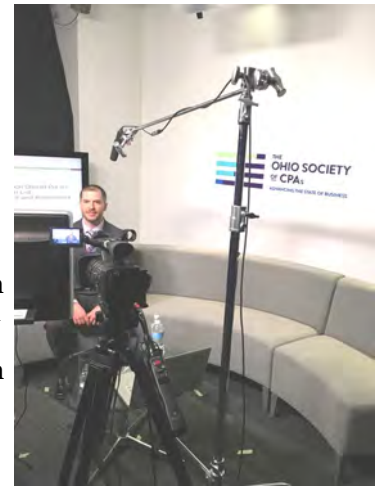


## Member tapes webinar for association

Tony LaNasa, Managing Partner of [HW&Co.'s](#) Columbus office, recently taped an online educational session on Fraud Risk Management and Assessment for the Ohio Society of CPAs (OSCPA). Tony is an expert on fraud and through the presentation viewers will understand why all organizations should manage and assess risk, including fraud risk. He covers how to recognize areas of vulnerability to fraud and how to respond, as well as proactive measures to reduce risks. Although the 90 minute webinar was done at the request of the OSCP because of his expertise in fraud and his Certified Fraud Examiner (CFE) designation, the presentation is a good one for anyone who runs a business. Tony has given a modified version of this presentation at the Chamber for the HR Council and one modified for the non-profit sector for the Chamber's non-profit CEO group.

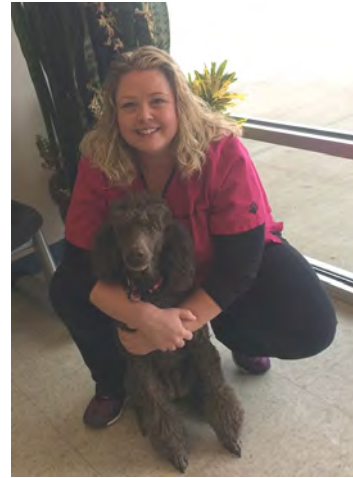
**HW&Co.**

Howard, Wershbaile & Co.



## Member welcomes new vet

[Vetcare Animal Wellness Clinic of Delaware](#) is happy and excited to introduce you to our new doctor, Dr. Missy Shardy. Dr. Missy Shardy was born and raised in Columbus, Ohio. She now lives in Grove City with her 3 children who keep her very busy. Paul, who is 11, loves Tae Kwon Do and has his first degree black belt. Macy, who is 9, participates in competition dance. Her favorite is hip hop, but also does jazz and ballet. Josie, who is 6, dances in hip hop, jazz, and tap. Her favorite is also hip hop. They have 3 cats, Holly (tuxedo), Cinnamon (Bengal), and KK (Bengal). In her free time, Dr. Shardy likes to go bowling, fishing and attend sporting events. Dr. Shardy graduated from Northland High School in 1995, got her undergraduate degree in pre-veterinary medicine in 1998 from the University of Findlay, and Graduated in 2004 from The Ohio State University College of Veterinary Medicine. Although she loves all parts of veterinary medicine, her passion is surgery and dentistry. Dr. Shardy firmly believes that client education is the key to successful treatment outcomes. Dr. Shardy is extremely



excited to meet the clients and patients of Vetcare Animal Wellness and help with keeping them happy and healthy. Welcome to your new home, Missy!



Vetcare Animal Wellness of Delaware

## Chamber hosts annual volunteer recognition reception

Each year in April in honor of annual volunteer recognition month, the chamber hosts a cocktail reception for the 100+ Chamber member volunteers who offer their time and talent to make this chamber the special organization it is. Like all member-driven organizations, paid staff administrates and does the heavy lifting but the doors close without the membership volunteering to steer the mission. The generosity and brilliance and breadth of experience of these men and women drive Chamber staff to make them proud every day to work on their behalf. Beginning on the next page you'll see a list of all the chamber members who work on behalf of the organization. This year's event was held at the [Oak and Brazen Wine Co.](#), in Downtown Delaware.



**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.**

## Chamber recognizes volunteers

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

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

April is National Volunteer Recognition month and it's a great time to highlight your fellow Chamber members who contribute their time, talent and treasure on your behalf. Like most all member-driven organizations, it is the responsibility of the membership to participate in this way, and the DACC is fortunate to have about 100 dedicated, really smart folks who bring their experience, perspective, respect for others' ideas and commitment to their organization to the Chamber and serve in many different ways.

It is the honor of the Chamber staff to be the stewards of this Chamber when so many incredible people share a passion for what Chambers do.

Thank you to everyone listed below. And, hey- there's room for *you*.

### **Elia Ali**

[Foot & Ankle Wellness Center](#)

*HR Council*

### **Aric Arnett**

[Ohio Living Sarah Moore](#)

*Board of Directors*

### **Ana Babiasz**

[Fidelity Federal Savings & Loan](#)

*Board of Directors*

*Finance & Audit Committee*

### **Jason Banium**

[Preferred Benefits Services Agency](#)

*HR Council*

### **Ken Barton**

[Minuteman Press of Dublin](#)

*Finance/Audit Committee*

*Infrastructure & Development*

*Committee*

### **Chris Bauserman**

[Delaware County Engineer](#)

*Infrastructure & Development*

*Committee*

### **Susie Bibler**

[MainStreet Delaware](#)

*Leadership Delaware Facilitator*

### **Lee Bodnar**

[Orange Township](#)

*Infrastructure & Development*

*Committee*

### **Annette Bousquet**

[Black Wing Shooting Center](#)

*HR Council*

### **Deb Bowden**

[The Bowden Group](#)

*HR Council*

### **Dan Boyssel**

[Consolidated Cooperative](#)

*Infrastructure & Development*

*Committee*

*Annual Dinner*

### **Deeana Brant**

[Delaware-Morrow Mental Health &](#)

[Recovery Services Board](#)

*Non-Profit CEO Group*

*Workforce Development & Education*

*Committee*

### **Mitchell Briant**

[Big Brothers/Big Sisters of Central Ohio](#)

*Non-Profit CEO Group*

### **Jack Brickner**

[Planned Communities](#)

*Infrastructure & Development*

*Committee*

### **Eric Bull**

[Elford, Inc.](#)

*Infrastructure & Development*

*Committee*

### **Casey Converse**

[Cassandra Converse American Family](#)

[Insurance Agency](#)

*Annual Dinner "Diva"*

### **Mark Cooper**

*Big Walnut Local Schools*

*Leadership Delaware Facilitator*

### **Mel Corroto**

[Andrews House](#)

*Non-Profit CEO Group*

### **Cathy Courtis**

[LSS Delaware County Food Pantry](#)

*Non-Profit CEO Group*

### **Paul Craft**

[Delaware City Schools](#)

*Workforce Development & Education*

*Committee*

### **Shane Dawson**

[Dawson & Associates](#)

*HR Council*

### **Chelsea Dean**

[Delaware County Sheriff's Dept.](#)

### **Tony Dial**

[OhioHealth](#)

*Safety Council Steering Committee*

### **Melinda Draper**

[Delaware County Board of](#)

[Developmental Disabilities](#)

*HR Council*

### **Brad Ebersole**

[Consolidated Cooperative](#)

*Infrastructure & Development*

*Committee*

### **Stacia Edwards**

[Columbus State Community College](#)

*Workforce Development & Education*

*Committee*

### **Tony Eyeran**

[Evans Farm Land Development](#)

[Co.](#)*Infrastructure & Development*

*Committee*

### **Jessica Feller**

[City of Delaware](#)

*HR Council*

**Continued on next page**



## Volunteers continued

### **Bill Ferrigno**

[City of Delaware](#)

*Infrastructure & Development  
Committee*

### **Denny Frierhood**

[Performance Chrysler Jeep Dodge Ram  
Delaware](#)

*Board of Directors  
Workforce Development & Education  
Committee*

### **Mary Beth Freeman**

[Delaware Area Career Center](#)

*Workforce Development & Education  
Committee*

### **Janis Frey**

[Willow Brook Christian Communities](#)

*HR Council*

### **Mike Frommer**

[Delaware County](#)

*Infrastructure & Development  
Committee*

### **Don Gaiten**

[Terracon Consultants](#)

*Board of Directors  
Infrastructure & Development  
Committee*

### **Susan Garrett**

[Mail Pro 1 LLC](#)

*Safety Council Steering Committee*

### **Dane Gaschen**

Bricker & Eckler, LLC

*Leadership Delaware Facilitator*

### **Jeff George**

[Berkshire Township](#)

*Infrastructure & Development  
Committee*

### **Rex Gore**

[Black Wing Shooting Center](#)

*Board of Directors  
Infrastructure & Development  
Committee*

### **Carrie Grogan**

[Delaware City Schools](#)

*Leadership Delaware Facilitator*

### **Joey Grossman**

[Creative Foundations](#)

*HR Council*

### **Gina Grote**

[Blue & Co., LLC](#)

*Annual Dinner "Diva"*

### **Wes Hall**

[CT Consultants](#)

*Infrastructure & Development  
Committee*

### **Sue Hanson**

[Helpline of Delaware & Morrow  
Counties](#)

*Non-Profit CEO Group*

### **Pam Hawk**

[Consolidated Electric Cooperative](#)

*HR Council*

### **Lona Helfrich**

Ohio Dept JFS

*Workforce Development & Education  
Committee*

### **Chad Hoffman**

[Richwood Bank](#)

*Board of Directors*

*Finance/Audit Committee*

### **Dusty Hostutler**

[Edward Jones - Dusty Hostutler](#)

*Board of Directors*

*Finance/Audit Committee*

*2018 Nominating Committee*

### **Amy Howerton**

[Country Club Rehabilitation Campus at  
Delaware](#)

*Annual Dinner "Diva"*

### **Dave Huddler**

[Recreation Unlimited](#)

*Non-Profit CEO Group*

### **Matt Huffman**

[Liberty Township](#)

*Infrastructure & Development  
Committee*

### **Sean Hughes**

[City of Delaware](#)

*Infrastructure & Development*

*Committee*

*Leadership Delaware Facilitator*

### **Dawn Huston**

[Delaware County](#)

*HR Council*

### **Warren Hyer**

[Central Ohio Symphony](#)

*Non-Profit CEO Group*

### **Todd Irion**

[Engineered Materials Systems](#)

*Board of Directors*

*Infrastructure & Development*

*Committee*

*2018 Nominating Committee*

### **Jenna Jackson**

[Delaware County](#)

*Leadership Delaware Facilitator*

### **Larry Jones**

[Liberty Casting Company](#)

*Safety Council Steering Committee*



### **Dee Ketterling**

*Workforce Development & Education  
Committee*

### **Stacy Knight**

[Domtar Personal Care Division](#)

*HR Council*

### **Kent Kramer**

[Richwood Bank](#)

*Infrastructure & Development  
Committee*

### **Bob Kuederle**

[American Structurepoint](#)

*Infrastructure & Development  
Committee*

### **Sandy Kuhn**

[Delaware County Fair](#)

*HR Council*

### **Bob Lamb**

[Delaware County](#)

*Infrastructure & Development  
Committee*

### **Teresa Lambert**

[Salvation Army Delaware](#)

*Annual Dinner "Diva"*

### **Patti Laney**

[Delaware Creative Housing](#)

*Non-Profit CEO Group*

### **Mark Lasure**

Employment Solutions

*Safety Council Steering Committee*

### **Jennifer LaPointe**

[The Kleingers Group](#)

*Infrastructure & Development  
Committee*

### **Brian Leach**

[Del-Co Water Company](#)

*Leadership Delaware Facilitator*

### **Peggy Leach**

[PJL Ventures LLC](#)

*Annual Dinner "Diva"*

### **Marsha Link**

[Delaware Area Career Center](#)

*Annual Dinner "Diva"*

**Continued on next page**



## Volunteers continued

### **Tim Long**

[Long Economic Development Advisors](#)  
Infrastructure & Development  
Committee

### **John Longo**

[Buckeye Valley Local Schools](#)  
Workforce Development & Education  
Committee

### **Barb Lyon**

[United Way of Delaware County](#)  
Leadership Delaware Facilitator

### **Tiffany Maag**

[Delaware County Regional Sewer  
District](#)  
Infrastructure & Development  
Committee

### **Mason Malcolm**

[The Kleingers Group](#)  
Infrastructure & Development  
Committee

### **Glenn Marzluf**

[Del-Co Water Company](#)  
Board of Directors  
Infrastructure & Development  
Committee

### **Ann McKenzie-Teague**

[Liberty Community Center](#)  
Non-Profit CEO Group

### **John Meegan**

[MKC Architects](#)  
Infrastructure & Development  
Committee

### **Maribeth Meluch**

[Isaac, Wiles, Burkholder & Teetor, LLC](#)  
Board of Directors  
HR Council  
Workforce Development & Education  
Committee

### **Donna Meyer**

[Delaware County Historical Society](#)  
Non-Profit CEO Group

### **Andy Miller**

[Buckeye Valley Local Schools](#)  
Board of Directors  
Workforce Development & Education  
Committee

### **Todd Miller**

[Habitat for Humanity of Delaware  
& Union Counties](#)  
Non-Profit CEO Group

### **Paul Monks**

[Evolution Ag LLC](#)  
HR Council

### **Bethany Moore**

[Delaware Speech & Hearing](#)  
Leadership Delaware  
Non-Profit CEO Group

### **Bill Moore**

[Oberfield's LLC](#)  
HR Council

### **Bill Morgan**

[2K General](#)  
Board of Directors  
Infrastructure & Development  
Committee

### **Gary Must**

Finance/Audit Committee

### **George Needham**

[Delaware County District Library](#)  
2018 Nominating Committee

### **Shannon Neidzwicki**

[Marion Technical College](#)  
Workforce Development & Education  
Committee

### **Mark Nelson**

Ohio BWC  
Safety Council Steering Committee

### **Liz Owens**

[Alpha Group of Delaware](#)  
Board of Directors  
Annual Dinner "Diva"

### **Tracey Peyton**

[Strand Theatre](#)  
Non-Profit CEO Group

### **Suzanne Pingry**

[Helpline of Delaware & Morrow  
Counties](#)  
Leadership Delaware Facilitator

### **Zach Price**

[TRIAD Architects](#)  
Board of Directors  
Infrastructure &  
Development  
Committee

### **Linda Reay**

[Alpha Group of  
Delaware](#)  
HR Council

### **Frank Reinhard**

[First Common-  
wealth Bank](#)  
Infrastructure &  
Development  
Committee



### **Lisa Marie Reinhart**

[Delaware Area Career Center](#)  
Workforce Development & Education  
Committee

### **Devon Reynolds**

[Domtar Personal Care Division](#)  
HR Council

### **Jen Rose-Caudill**

[Emergency Plumbing Service](#)  
Workforce Development & Education  
Committee

### **Alan Rothermel**

Village of Sunbury  
Infrastructure & Development  
Committee

### **Scott Ruth**

[Cogburn Electric](#)  
Workforce Development & Education  
Committee

### **Brad Schneider**

[The Growth Coach](#)  
Board of Directors

### **Judd Scott**

[V & P Hydraulic Products](#)  
Infrastructure & Development  
Committee  
Workforce Development & Education  
Committee

Continued on next page



**DAWSON**  
& ASSOCIATES LLC  
Attorneys and Counselors at Law

Representing businesses in  
Delaware County and across Ohio  
in workers' compensation and  
employment defense since 2007

134 Northwoods Blvd., 2nd Floor  
Columbus, Ohio 43235  
614.748.0123 – [www.DawsonLawLLC.com](http://www.DawsonLawLLC.com)  
SHANE M. DAWSON, ESQ.  
[sdawson@dawsonlawllc.com](mailto:sdawson@dawsonlawllc.com)



## Chamber award recipient hosts networking event

**Recreation Unlimited** hosted the April Business Before Hours to show off their latest project and demonstrated why they were the 2017 recipient of the Chamber's Quality of Life Award. The Greif retreat House, named for its major donor, Grief, Inc. is a 10,000 square foot addition to the campus of the 60-year old organization whose mission is "...to provide year-round programs in sports, recreation and education individuals with disabilities and health concerns, while building self-confidence, self-esteem and promoting positive human relations, attitudes, and behaviors." The \$5.5m project, with **Elford, Inc.** as its lead contractor, was completely funded through donations and provides yet another building on RU's stunning campus for campers for summer programs, respite and outside agency lease use.

Executive director Paul Huttlin's pride in the new facility is evident when he describes the care and deliberation that went into planning what he calls *RU* ADA accessible— that is, more accommodating than the standards set by the ADA. The dormitory boasts 12 bathrooms, a library, two lounge areas, an outside living space with a fire pit and a view of "Mt. Paul" and its surrounding wooded area and is connected by path to the rest of *RU*'s campus.

Thank you to Paul and his right hand— Dave Huddler—and the rest of *RU*'s staff, for the morning feast and beautiful venue for networking in the morning.

[Click here for more photos.](#)



for



### Volunteers continued

**Laura Scott**

[V & P Hydraulic Products](#)

2018 Nominating Committee

**Darren Shulman**

[City of Delaware](#)

Annual Dinner

Leadership Facilitator

**Jay Shutt**

[CT Consultants](#)

Infrastructure & Development  
Committee

**Athena Sidenstricker**

[OhioHealth](#)

Leadership Delaware Facilitator

**Sarah Stevenson**

[Delaware Area Career Center](#)

Workforce Development & Education  
Committee

**Jerry Stewart**

[Delaware City Schools](#)

HR Council

**Trevor Thomas**

[Emergency Plumbing Service](#)

Workforce Development & Education  
Committee

**Tracey Thompson**

Ohio BWC

Safety Council Steering Committee

**Michael Tucker**

[Friends of CASA of Delaware](#)

[and Union Counties](#)

Non-Profit CEO Group

**Joe Uher**

[Delaware City Schools](#)

Leadership Development Facilitator

**Cindy Violet**

[Pregnancy Resources of](#)

[Delaware County](#)

Non-Profit CEO Group

**Donna Warbel**

[Acloche' Staffing](#)

Safety Council Meetings

Welcome

**Teresa Watkins**

Leadership Development Facilitator

**Andy Wecker**

[Manos, Martin, & Pergram](#)

Board of Directors

Infrastructure & Development

Committee

Workforce Development & Education

Committee



**Dan Weng**

[Huntington Bank](#)

Infrastructure & Development  
Committee

**Pat Wherry**

[Del-Co Water Company](#)

HR Council

**Amy Whitney**

[Delaware General Health District](#)

**Scott Wolf**

[Firestone, Brehm, Wolf, Whitney &  
Young](#)

Leadership Development Facilitator

Whew!!! Thank you all!!!

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.

OhioHealth Grady Memorial Hospital

# Quality medical care serving the Delaware community.



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

BELIEVE IN *WE*™  OhioHealth

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



## Visitors Bureau kicks-off tourism season with new brand

A rebranding of the [Delaware County Convention & Visitors Bureau](#) debuts with the start of the 2018 tourism season. The CVB will now be conducting business as Destination Delaware County Ohio as indicated by their new brand logo. “The economic impact generated by visitor spending plays an important role in economic development for the County,” said Deb Shatzer, Executive Director. According to the “Visitors Matter” brochure the organization developed for use with economic development, the latest study indicates visitor spending in Delaware County generated an economic impact of \$1.3 billion dollars, putting Delaware County in the top quintile for tourism in Ohio. \*



*Destination*  
**DELAWARE**  
C O U N T Y O H I O

“We are excited about the new name and brand,” Shatzer said. “When the CVB Board of Trustees was presented with the opportunity to rebrand the organization, they opted to adopt a logo that complemented the new logo developed for Delaware County.”

Destination Delaware County Ohio launches our dynamic and exciting new tourism marketing campaign for 2018. New print ads are already promoting Destination Delaware County. “A new geo-targeted digital marketing campaign runs May through August in our overnight driving markets, including Indianapolis, Detroit, Lansing, Chicago, and Pittsburgh,” Shatzer said. “And, watch for a revised Facebook page, complete with upcoming news feeds and a new digital ad campaign targeted for specific Facebook audiences,” Shatzer continued. The 2018 Visitors Guide sports the new Destination Delaware County Ohio campaign and brand.

Working with an innovative Central Ohio agency, Destination Delaware County Ohio developed new advertisements which juxtapose attractions in an interesting and almost quirky way. For instance, Surf and Turf is water and golf. The ads also indicate there is so much to explore in Delaware County, but you don’t have to choose between attractions. They encourage visitors to stay over and do them both. Or, stay longer and do them all! Destination Delaware County is proud to promote the many things there are to explore and experience when visitors come to Delaware County.

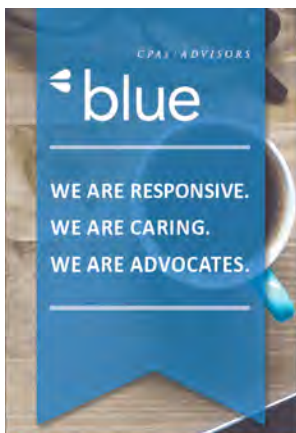
Tourism Ohio Day will be held on the Statehouse Lawn Wednesday, May 9, 11am-2pm during National Tourism Week. “We are looking forward to introducing our new brand and promoting Delaware County tourism along with 80 of our Ohio tourism partners. Our exhibit table will have a new hunter green logoed cover, and we are hoping for a sunny day so our banner stands can also be displayed,” Shatzer said. Destination Delaware County will have a prize wheel and give away small items and a chance to win a larger tourism package. The wheel was a big hit at Tourism Ohio Day last year.

The organization is in the 22nd year for promoting tourism in Delaware County. “With all the great things to see and do here, we never lose our enthusiasm or run out of fresh ideas to promote our destination.”

## 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](#)



### SERVICE OVERVIEW

- Estate Planning
- Estate Tax Planning
- Agreed-Upon Procedures
- Mergers and Acquisitions Consulting
- Forecasts and Projections
- Employee Benefits Administration
- Employee Benefits Plan Design
- Outsourced Accounting Solutions
- Audits, Reviews, and Compilations
- Due Diligence
- Tax Return Preparation
- Tax Projections and Planning
- Family Office
- Retirement Planning
- Cost Segregation
- Payroll Services
- R&E Tax Credit
- Property Tax Return Preparation

8800 Lyra Drive, Suite 450 | Columbus, OH 43240  
Gina Grote, Senior Manager | 614.340.6798 | ggrote@blueandco.com



**Glenn Bertrand**  
Manager  
NMLS # 1486526

33 London Road  
Delaware, Ohio  
740.363.8118

FOR OVER 60 YEARS,  
CES CREDIT UNION  
HAS BEEN HELPING  
THE COMMUNITIES IT  
SERVES SEE FINANCES  
DIFFERENTLY. STOP IN  
TODAY TO LEARN  
MORE.

**CES Credit Union**



## After Hours trivia

Guests at the April After Hours earned tee shirts for offering the correct(-ish) answers to [Delaware County Fair](#) and the Jug trivia questions. Librarians and Leadership Alum who got more than one answer correct “donated” their second shirt to other attendees. Director Sandy Kuhn and members of the Fair board greeted guests with yummy food and adult beverages. They learned about the Jug past and present, and got the inside scoop on planned



improvements to the fairgrounds. The bed tax approved by voters in 2015 that provides a specific revenue stream to the fairgrounds is making it possible to make much-needed improvements to just about every part of the fairgrounds. From restrooms to 4-H buildings, the to-date approximately \$3M collected is being spent in a manner designed to be careful and strategic. Understanding that being a steward of those funds and getting it right are priorities for the Fair board.

And, of course, Chamber members enjoyed networking at the cozy Log Cabin, surrounded by photos of past Jug winners.

Thank you to Sandy and her staff for their hospitality and if you see Chamber members in brown tee shirts you'll know they were there! [Click here for more photos.](#) And put September 15 -22 on your calendar and plan to join us at the Fair!



Ladies, it's time to get together and enjoy the shooting sports!

# Black Wing Ladies Club



Safe and fun pistol, rifle & shotgun range activities for all experience levels! Firearms available free of charge with purchase of ammo.

*Snacks and beverages will be available.*

**\$20 +  
ammo**



Follow Us:   

PRE-REGISTER AT [www.BlackWingSC.com](http://www.BlackWingSC.com)

3722 Marysville Rd. Delaware OH 43015 • 740.363.7555



## New member orientation

Each quarter the Chamber hosts an event to welcome new and prospective members (or new representatives from current members) to the organization. It starts with an informal reception attended by several board members and continues with a presentation of benefits and services that come with being a member of the Chamber. New members, one prospective member and reps from veteran member businesses who attended the April 24 event included:

Tracey Cugini, [Arbors at Delaware](#)

Tina Smith & Ginny Berry, [Delaware Area Transit Agency DATA](#)

Dr. Syed Naqvi, [Family Urgent Care](#)

Jeff Kirby, [Oak and Brazen Wine Co.](#)

Emily Hatfield, [Olentangy Local Schools](#)

Tony Benishek, [Preservation Parks of Delaware County](#)

Tracy Brannon, Polaris Retirement Community

Andy Horne, [Sims Bros., Inc.](#)

Kasey Galentine & Christ Short, [The Law Office of Brian Jones](#)

Welcome to the Chamber!

[Click here for more photos](#) and plan to join us at our next orientation on [July 24, 2018](#).



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



**Conversations That Change Everything<sup>SM</sup>**



[www.hwco.com](http://www.hwco.com)  
877.FOR.HWCO

**HW & Co.<sup>®</sup>**

CPAs & Advisors


Cleveland | Columbus | Mentor

**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.



[www.rxcut.com/URX12124](http://www.rxcut.com/URX12124)

## PRESCRIPTION SAVINGS CARD

**FAMILY COVERAGE**

Member ID: URX12124


RxGroup: URX12124

RxBIN: 013824


RxPCN: RXCUT

Helpdesk: 1-800-808-1213

THIS IS NOT INSURANCE – VOID WHERE PROHIBITED BY LAW



**DELAWARE AREA**  
CHAMBER OF COMMERCE





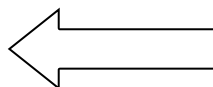
**Looking for product or service? Look to your fellow Chamber members first. The Chamber exists for and by its members— [check here](#) before you buy.**

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

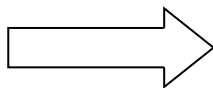
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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



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





# Welcome New Members

## Leaf Chiropractic & Wellness Center

Brian Leaf - Chiropractor  
3030 Wilson Road  
Sunbury, OH 43074  
(740) 363-9705

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

*Provides chiropractic, massage, clinical nutrition, corporate wellness & rehabilitation services*

## Reinvesting Members

[Absolute Impressions Inc.](#)  
[All Occasions Catering](#)  
[Amanda Plumbing Sewer & Drain](#)  
[American Electric Power](#)  
[American Structurepoint](#)  
[Andrews House, Inc](#)  
[Austin Manor](#)  
[Big Brothers Big Sisters](#)  
[Bill Kistner & Company LLC](#)  
[Black Wing Shooting Center](#)  
[Buckeye Valley Local Schools](#)  
[Bun's Restaurant](#)  
[Burgess & Niple, Inc.](#)  
[Byers Delaware Auto](#)  
[C.G. Boyce Real Estate Co.](#)  
[Chiller Ice Rinks](#)  
[City of Delaware](#)  
[Columbus Zoo and Aquarium](#)

## Olentangy Local Schools

Mark Raiff - Superintendent  
7840 Graphics Way  
Lewis Center, OH 43035  
(740) 657-4035

[www.olentangy.k12.oh.us](http://www.olentangy.k12.oh.us)

*Serves as a K-12 public school system in Delaware County*



## Roosters Men's Grooming Center

Tom Quick - Owner  
2764 Jewett Road  
Powell, OH 43065  
(740) 549-4247

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

*Provides an authentic barbershop experience in a modern, upscale & unpretentious environment*

[Creative Foundations, Inc.](#)  
[Cross Creek Resort, Ltd.](#)  
[Cutting Edge Supply Company](#)  
[Delaware Christian School](#)  
[Delaware County Board of Developmental Disabilities](#)  
[Delaware County Historical Society](#)  
[Delaware Family Eyecare](#)  
[Engineered Materials Systems, Inc](#)  
[Focus CFO](#)  
[Foot & Ankle Wellness Center](#)  
[Garth's Auctions, Inc.](#)  
[Greif, Inc.](#)  
[Habitat for Humanity of Delaware & Union Counties](#)  
[Hardscrabble Farms, Inc](#)  
[Hilborn Insurance](#)  
[Jabtec, LLC](#)  
[Janet L. Phillips, Attorney at Law](#)  
Ketterling, Dee  
[LSS Delaware County Food Pantry](#)

[Manos, Martin, & Pergram Co., LPA](#)  
[Modern Office Methods](#)  
[MT Business Technologies, Inc.](#)  
[Oakland Nursery, Inc.](#)  
[Oberfields LLC](#)  
[Office City Express](#)  
[Oxford Automotive](#)  
[Pacer Inn & Suites Motel](#)  
[Phoenix Environmental, LLC](#)  
[Salvation Army Delaware](#)  
[Servicemaster Janitorial by Faith](#)  
[SleepOutfitters](#)  
[Tanger Outlets Columbus](#)  
[The Delaware County Community Market Corporation](#)  
[Trident Security, LLC](#)  
[Trimble Insurance Agency, Inc.](#)  
[Valley Title & Escrow Agency, Inc.](#)  
[Wesbanco Bank](#)

## May Calendar

### Supervisor Six Pack

Session 3: Common Purpose  
Monday, April 30 8:00-10:00 am  
Chamber office

### Business Before Hours

Thursday, May 3  
8:00- 9:30 am  
First Commonwealth Bank  
[Click here to register](#)

### Supervisor Six Pack

Session 4: Communicating for Understanding  
Monday, May 7 8:00-10:00 am  
Chamber office

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

### Safety Council

Tuesday, May 8  
11:30 am-1:00 pm  
[Click here to register](#)

### Leadership Delaware

Thursday, May 10  
Economic Development Day

### Supervisor Six Pack

Session 5: Dealing with Conflict  
Monday, May 14  
8:00-10:00 am  
Chamber office

### Infrastructure & Development Committee

Tuesday, May 15  
8:00 am Chamber office


### Chamber Board Meeting

Wednesday, May 16  
7:30 am Chamber office

### Third Thursday luncheon

Thursday, May 17  
11:45 am SourcePoint  
5g & Economic Development  
[Click here to register](#)

### Business After Hours and Ribbon Cutting

Thursday, May 17  
5:00-6:30 pm   
Willow Brook at Delaware Run  
[Click here to register](#)

### Supervisor Six Pack

Session 6: Planning Work & Activities  
Monday, May 28  
8:00-10:00 am Chamber office

### Memorial Day

Monday, May 28  
Chamber office closed

## Keep it in the family– use a Chamber member first and tell us about it

The Chamber is relentless about encouraging its members to do business with other members. Do you look to Chamber members first for goods and services? We'd like to hear from you. Tell us who you've done business with and send us a testimonial. [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com).

"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."



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

"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](#)



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".



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](mailto:hquaine@DelawareAreaChamber.com).**

**Together we're stronger...together we're smarter...together we make a difference. It's Good for Business!**

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.



## County economic development department seek input

In partnership with Columbus 2020, [Delaware County](#) is kicking off their annual Business Retention and Expansion outreach effort. The purpose of this effort is to learn more about the existing business community, gauge the climate of our local economy, and strengthen relationships with the business community.



We want to encourage the business community to fill out the survey. Your response will enable us to identify ways in which Delaware County Economic Development can work with their various community partners to support your company. Responses that qualify as a “trade secret” under the Ohio Revised Code section 1333.61 will remain confidential and exempt from disclosure.

The county appreciates your time and valuable feedback. [Click here for the survey.](#)

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

- [FREE 6 Month HULU Subscriptions when you SWITCH your Number to Boost and get a Samsung Galaxy J7 Perx! - Boost Mobile Cellulations, LLC](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)
- [GPS Advertising - NorthStar Golf Club](#)

### 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.](#)

The advertisement for Maloney + Novotny LLC features a teal and green background. On the left, there is a portrait of Mike Dickey, a man with glasses wearing a suit and tie. To the right of the portrait, the text reads "maloney" in a large, white, serif font, with "maloney + NOVOTNY LLC" in a smaller, white, sans-serif font below it. Underneath, it says "Business Advisors and Certified Public Accountants" in a white, sans-serif font. At the bottom, contact information is provided for Cleveland, Canton, Delaware, Elyria, and Worthington, along with the website maloneynovotny.com.

maloney  
maloney + NOVOTNY LLC  
Business Advisors and  
Certified Public Accountants

Mike Dickey, CPA  
Shareholder

Cleveland | 216.363.0100  
Canton | 330.966.9400  
Delaware | 740.362.9031

Elyria | 440.323.3200  
Worthington | 614.781.6174  
maloneynovotny.com



**HETTER**  
HEATING & COOLING  
Since 1963

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

4780 KENNY ROAD  
COLUMBUS, OH  
**(614) 784-9200**

Franklin/Delaware Counties

OH Lic. #18098



**BEST  
TIME TO BUY  
IS NOW!**

# TIME TO START THINKING ABOUT AIR CONDITIONING

- 2016 Recipient Better Business Bureau of Central Ohio Torch Awards for Ethics
- Financing Available
- We Install HUMIDIFIERS and AIR CLEANERS

**TEMPSTAR**  
Heating and Cooling Products

*Be Comfortable With Us!*



We started the day with breakfast and community project discussion. We then had many speakers including:

- Anna Hensley, Chief Operating Officer, [OhioHealth](#) Grady Memorial and OhioHealth Dublin Methodist hospitals, who shared a healthcare overview of the patient journey. OhioHealth is a nonprofit and takes all patients. They gave \$270 million to the community last year, of which \$187 million was in unreimbursed Medicaid programs. Grady is one of the largest employers in Delaware. Anna gave an overview of OhioHealth and shared general trends like the increasing difficulty for smaller hospitals to stay stand-alone without being a part of a member system.



- OhioHealth's goal is to provide affordable and easy to access healthcare. They want to keep care as local as possible. They are also looking to increase their footprint/coverage area and have care points that associates at all local businesses can access.
- The hospital system runs like a business. Based on the reimbursement pay structure, there is an incentive to be efficient and release patients from the hospital within 48 hours (the two-midnight rule) unless longer care is needed. 80% of dollars that come in are from outpatient services. There is currently a shortage of primary care physicians and psychiatrists in Delaware so they've added some remote services to help with coverage in these areas

*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  
[Edward Jones, Dusty Hostutler](#)  
Kelly Cochran  
[Delaware County District Library](#)  
John Coady  
JP Morgan Chase  
Clare Edwards  
[SourcePoint](#)  
Heidi Hackworth  
[Delaware County Board of Developmental Disabilities](#)  
Melissa Henry  
[Richwood Bank](#)  
Ashley Holtzlander  
[Ohio Living Sarah Moore](#)  
Tom Karn  
[Maloney +Novotny](#)

Jeff Kauffman  
[Del-Co Water Co.](#)  
Lissie Krull  
[Delaware General Health District](#)  
Angie Linnane  
[Saint's Auto Service](#)  
Lori MacKay  
[First Commonwealth Bank](#)  
Anne Miller  
[Delaware County Board of Developmental Disabilities](#)  
Josie Montgomery  
[Willow Brook Christian Communities](#)  
Bonnie Muncey  
[Fidelity Federal Savings & Loan](#)  
Suzie Orahood  
Ohio Board of Nursing  
Tracy Pabst  
[Sam Dong Ohio](#)  
Ben Powers  
Family Promise of Delaware County  
John Regalsky  
[Willow Brook Christian Communities](#)  
Mike Rhinehart  
[Blue & Co.](#)  
Jenn Rose Caudill  
[Emergency Plumbing Service](#)  
Kim Saunders  
[Ohio State University](#)  
[Wexner Medical Center-](#)  
[CarePoint Lewis Center](#)

Kim Schuette  
[SourcePoint](#)  
Kelsey Scott  
[City of Delaware](#)  
Adrienne Selsor  
Time, Talent & Treasure, LLC  
Mark Smiles  
[The Greater Gouda](#)  
Pam Steurer  
[Delaware City Schools](#)  
T. Thomson  
[Delaware County Agricultural Society](#)  
Mary Van Haafan  
[Preservation Parks of Delaware County](#)  
Randy Van Tilburg  
The Mannik & Smith Group  
Chase Waits  
[Delaware County Board of Developmental Disabilities](#)  
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

- Prescription pain medication tends to be a gateway to addiction so they are also working with physicians to only prescribe what is needed. OhioHealth is running a pilot in two local communities struggling with addictions - Mansfield and Athens - to distribute Narcan.
- Laura Bergman, physical therapist, who shared *Stretching Exercises for Busy Business People*. She talked about somatic awareness and getting in touch with your feet, crown (your golden cord), and lengthening your spine. She also talked about the importance of the breath and not holding stress in your jaw. She walked us through the following exercises: Alternative Nostril Breathing, The Breath of Joy and The Wood Chopper.
- Deanna Brant from **Delaware-Morrow Mental Health & Recovery Services Board** (DMMHR SB) who talked about behavioral healthcare. They are a safety net for uninsured Ohioans needing behavioral health services and receive 80% of their funding from a local property tax levy. Behavioral healthcare is now operating under Episode-Based Payments like other medical fields, meaning if you come for one issue and come back again for the same issue, they are not paid again for your treatment.



Many Boards nationally focused on Core Treatment Services but to effectively fight the opioid crisis we need 10-15 years and to focus on long-term vision and funding the continuum of services from prevention and screening through aftercare and recovery housing, which is what DMMHRS does. They are working on adding intermediate intervention levels to keep people out of ERs and jails. The goal is that no one waits more than a week for routine care unless they choose to but there is a shortage of therapists, especially for children.

Some of the things driving increased mental health needs include addiction rates, increase in trauma, and multi-generational issues.

Mental health treatment often combines medication (for 18 months to two years) in conjunction with attending treatment which greatly decreases death rates. Patients are most likely to die of an overdose after being in treatment because their tolerance has gone down and they take more than their body can handle.

Key takeaway messages include: stigma is often why people don't seek treatment, prevention & early intervention improves the outcome, get care when you need it, outreach is everything, and everyone deserves respect, dignity and hope.

- Adam Howard with the **Delaware General Health District** presented an overview of the many public health services they provide to the community. His fisherman story analogy made the point that the District's focus is the prevention of people getting sick. The District provides many services including: health fairs, immunizations, food inspections, plumbing inspections, pool inspections, mosquito control, litter control, WIC, new born visits, car seats, obesity and emergency response. Further, the district provides vital statistics including birth certificates, death certificates and conducts communicable disease outbreak investigations. As a result of their efforts, Delaware County was named the 12th healthiest county in the US for 2018. The district is funded by a property tax levy and was described as a quasi-state agency serving most of Delaware County (not served by another health district) and reports to The Board of Health. It currently has approximately 75 employees.

A Panel of Clinical and Operational Leadership presented including:

Jeff Kassler, Director of Government Relations for OhioHealth

Lynn Feldman, Director of Surgical and Cardiovascular Services at Grady

Erin Neiset, Director of Care Management at Dublin at Grady

Dr. Ray Fuller, General Surgeon at Grady

Mike Mesewicz, Director of Business Services

Top legislation currently maintaining or increasing access to quality care for patients. Currently, Medicaid is top of mind because it may mean patients losing access. Federally, repealing or replacing the Affordable Care Act has been something they've been watching too. Dramatic reform of Medicaid was proposed to change to a block grant which would mean some people losing Medicaid access. The panel reiterated the shortage of medical staff all around. They are working on helping patients navigate the medical system and also electronic records which help coordinate patient care.



In the afternoon, we were treated to a tour of the newly renovated hospital, including a visit to one of the operating rooms where we put on scrubs, hair nets & shoe covers and felt grateful for the surgeons, doctors, nurses, and staff who are there for us when we need them.

Thank you to OhioHealth and particularly to Athena for an amazing day!

## Alphabet soup and economic development

What do TIFs, TIDs, SIDs, JEDDs, PACE, NCAs, and M-O-U-S-E have in common? All but one (take a guess) They're all acronyms for tools used to attract and retain economic development. April's Third Thursday luncheon, presented by David Rogers and Emmett Kelly of the law firm Frost Brown Todd, addressed the myriad of tools when, used responsibly and creatively, can incentivize development within a community.

David and Emmett explained the difference between tax deferment and tax abatement and how the incentives work. But first came the question of "why?". Why incentivize? Incentives should be considered as a strategy to inspire smart growth and development and job creation, pay for environmental remediation, site preparedness, or acquisition of land & buildings. Cost/benefit need to be evaluated and, school districts as the most vital recipient of property tax revenue, need to be at the table.

Rogers and Kelly dispelled myths about developers being given a pass on the payment of taxes (they don't), schools losing their funding (they don't, either) and private improvements being except from these tools (they're not).

Public/private partnerships (3P) is defined as cooperation between township and other governments to allow private sector participation in building, financing and operating infrastructure. More and more this kind of approach to projects is finding a footing. Delaware County's Finance Authority is probably the most familiar local vehicle used in this approach.

Using these tools and layering them creatively requires teamwork and professionals with experience. Delaware County is lucky to have all that both within its many local jurisdictions, ED staff and relationships with the consultants like Frost Brown Todd.

[Click here for slides of the presentation.](#)

Thank you to our  
luncheon sponsor



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.

**Soar to new heights.**

At Village Academy, we offer the most flexible and enterprising approach to personal achievement. By focusing on a child's unique skills and passions, our **Advancement through Mastery** philosophy has proven to help students achieve their highest dreams.

**Village Academy**  
PRE-KINDERGARTEN - GRADE 12

284 S. Liberty St. Powell, Ohio 43065 • [VillageAcademy.org](http://VillageAcademy.org)

CALL TODAY TO SCHEDULE YOUR PERSONAL TOUR | 614.841.0050



## FY18 Steering Committee

Susan Garrett

[Mail Pro 1](#)

Larry Jones

[Liberty](#)

[Casting Company](#)

Mark Nelson

*BWC*

Tracy Thompson

*BWC*

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.

## Sponsored by



## 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.

**Remember that you must register by EOB the Wednesday prior to the meeting to reserve your lunch. Prepaying for your lunches does not mean you have registered for that month's lunch.**

## Safety Council basics:

- ⇒ Don't forget to sign in at every meeting and check the box if you are a CEO
- ⇒ Up to two of your 10-meeting requirement can be substituted by external trainings. Plan ahead for the year now and schedule your classes with BWC. [Click here](#) for a list of courses offered in Columbus for FY18
- ⇒ [Click here to go to the BWC monthly newsletter.](#)

## Safety Council

### Calendar

#### FY18 Meeting #11 May 8

Annual BWC Awards– Glennross Golf Club



#### FY18 Meeting #12 June 12

BWC Updates/Semi-Annual Reports

### Business + Pleasure = Your Event

**ANNUAL MEETINGS**

**NETWORKING EVENTS**

**STAFF RECOGNITION EVENTS**

**AWARD CEREMONIES**

**CLIENT APPRECIATION DINNERS**

**CORPORATE FUNDRAISERS**

**RETREATS**

You get all of these up-to-date amenities plus the rustic charm of our authentic 1840s barn:

- Seating for up to 250 people
- Digital A/V equipment • WiFi
- Sound system • Bistro lighting
- Catering available for snacks, meals, or buffet
- Prep kitchen • Climate controlled



2690 Stratford Road • Delaware, OH 43015

Call for a quote or to arrange a tour.

**Ph: 844-369-2276**

[www.BarnAtStratford.org](http://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.



## Delaware County Transit Board honors outstanding employees of the year

At the regular meeting of the [Delaware County Transit Board](#) held Wednesday, April 18th, 2018, the Board was honored to recognize four DATA Bus employees for outstanding performance. This is the second year that the transit system has formally recognized their employees for exceptional performance and the award is especially meaningful because award recipients are selected by their own peers. The winners are Kathy Laughlin for Best Customer Service, Rodney Roof for Goes Above and Beyond, Connie Kidd was voted Strong Leader and Carolyn Roshon won the Safety Conscientious award.

Executive Director, Denny Schooley stated that DATA Bus is fortunate that all DATA Bus employees demonstrate a commitment to the community and the passengers through the service they provide on a daily basis. I am pleased that these four employees were recognized by their peers for their outstanding performance in these key areas. DATA Bus provides much more than transportation. We provide opportunities to the people we serve to access their community and it's gratifying that our employees are committed to this responsibility with such passion.



---

## Our Values

- We will treat all of our relationships with honesty, respect and fairness;
- We will be actively involved in our community and will be leaders in identifying and addressing issues of community; and regional concern;
- We will foster partnerships to improve the economic well-being and quality of life in the community;
- We will hold the business needs of our membership to be our highest priority;
- We will remain committed to fostering a rich sense of community and an unrivaled quality of life;
- We will stay connected to our membership - communicating information and opportunities to our members, public policy leaders, and the residents of the greater Delaware community;
- We will be an inclusive organization, sustaining a diverse membership by welcoming all interested parties to become involved and encouraging a variety of thoughts and view points; and
- We will be trustworthy and responsible stewards of the Chamber's funds, seeking to direct resources with wisdom and integrity.

---

## Chamber newsletter advertising a good value

More than 900 readers at over 400 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value. All ads are in full color and should be sent electronically in either a Publisher, png, jpeg or PDF format **ONLY** by the 20th of the month for placement in the next month's edition. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!** Email your ad to [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com)

Ad prices are for one run:	Full page: 8.5 x 11 portrait	\$125	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

---

## Did you know...

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

---

## Our Guiding Principle

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

## 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 disease<sup>1</sup>

\$8,000 in medical costs savings for members with a connected medical and disability plan<sup>2</sup>

More than 26,000 diabetics identified earlier through yearly routine eye exams<sup>3</sup>

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

201 Pennsylvania Avenue, Delaware

### Preferred Benefits Services Agency, Inc.

Mark Pettitt  
[pettitt@prefben.com](mailto:pettitt@prefben.com)  
740-363-6028  
[www.prefben.com](http://www.prefben.com)

611 South Sandusky Street, Delaware