

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

April 2022

Sustaining Members

*Industry Exclusive
Platinum Level*



Gold Level



Silver Level



Bronze Level



2022 Annual Dinner Corporate Sponsors

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Annual dinner preparations continue

You know by now that the annual dinner has been moved to May 3rd. The Chamber is still looking for table decorators and silent auction donations. Please help your event be a success. Contact Sarah today and tell her your business can help.

dachamber@DelawareAreaChamber.com or 740-369-6221.

[And make your reservations here.](#) Don't miss out on the return of the annual dinner!

New member orientation—welcome or brush up

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

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

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

Our next orientation is **Tuesday, April 26**. [Click here to register.](#) We'd love to see you! It's not just for new members!





DELAWARE AREA
CHAMBER OF COMMERCE



LAST CALL!!

HR Six Pack Series Returns

Are you or one of your staff performing the HR functions in your business?

Are you responsible for only HR but aren't up-to-date on the changing labor laws?

Even a small business without a dedicated HR professional– ESPECIALLY a small business without a dedicated HR professional– needs to understand the current laws, best practices and advice regarding your relationship and responsibilities as an employer.

This program offers a well-rounded exercise in how HR function can prevent expensive issues.

The program includes:

- ⇒ Hiring: applications, interviews, ADA, I9, reference checks, tests and assessments, avoiding pitfall questions you think is innocent small talk; medical marijuana in the workplace
- ⇒ Employment manuals: policies, content, required postings, NLRB guidelines for social media, confidentiality; non-competes and non-disclosure agreements, protecting trade
- ⇒ Leave: sick leave, drug rehab programs, EAPs, ADA accommodations, absenteeism
- ⇒ Non-discrimination: medical exams, more ADA, religion, race, national origin, gender, age, LGBT– (restrooms and health care provisions), establishing a culture to avoid unintentional insensitive comments that can cause big issues
- ⇒ Regulatory: wage and overtime, commissions, OT exemptions, record-keeping, OSHA, Whistleblower, HIPAA, time-keeping, email and smart phone issues, unemployment compensation
- ⇒ Discipline: progressive discipline, best practices, termination, severance agreements, more ADA, employment references, documentation, process of termination, workplace violence resulting from termination

This program is available for \$250 per Chamber-member participant. (\$325 for non-members) **The program will run from 8:00-10:00am for six consecutive Monday mornings beginning April 4 at the Chamber office.** Attendees must prepay to be eligible to participate. [CLICK HERE TO REGISTER.](#)

As it always is, the series will be facilitated by our brilliant attorneys Maribeth Meluch, [Kohrman, Jackson & Krantz, LLP](#), and Shane Dawson, [Dinsmore Shohl, LLP](#), who, between them, have over 50 years' legal experience.

**2022 Board of Directors
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**DELAWARE AREA
CHAMBER OF COMMERCE**

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

ODOT District 6 Update

with

Thom Slack, District 6 Administrator of Capital Programs
sponsored by



Thursday, April 21, 2022, 11:45am—1:00pm at [**Brookshire Banquet**](#)

405 Greif Parkway, Delaware 43015

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

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

Deadline to register is Thursday, April 7, 2022

Cancellations after April 7 and no-shows will be charged.

[Click here to register](#)

April Business BEFORE Hours

Start your day on Thursday, April 7 by networking when

[**Snappy's Automotive**](#), 320 London rd., Suite 404,
Delaware, hosts the Before Hours. Food, networking—
bring lots of business cards to share. The event is held
from 8:00—9:30 am. Please let us know you'll be attending. [Click here to
register.](#)



April Business After Hours

End your day on Thursday, April 21, by networking
when [**Fidelity Federal Savings & Loan**](#), 60 N.

Sandusky St., Delaware, hosts the Before Hours. Food,
networking— bring lots of business cards to share. The
event is held from 5:00-6:30 pm. Please let us know you'll be attending.
[Click here to register.](#)



New member, new business

Join us on Thursday, April 28 at 12:00 pm as we cele-
brate the grand opening and ribbon cutting of one of Delaware's newest
businesses. [**Delaware Northwest Veterinary Clinic**](#), 109 West Lincoln
Ave., Delaware. The Chamber welcomes Dr. Joey Abbruzz-
ese, DVM and her staff to the Chamber and the neighbor-
hood. Bring a friend— two-legged or four-legged! [Click here
to let us know you're coming.](#)



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Chamber accepting Leadership Delaware program applications for class of 2023

Leadership Delaware is now accepting applications for the class of 2023. This prestigious program has become a must-have experience for emerging leaders in Delaware County. Through Leadership Delaware, class participants learn first-hand about the challenges and opportunities facing the community. Participants are exposed to people and places they could not on their own and discover a perspective unavailable in the normal course of their work. Even participants who've lived their entire lives in Delaware County are amazed at what they learn.



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

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

Over 800 Delaware County professionals have graduated from the program since its inception in 1992. These alumni serve on local boards and committees helping to shape the future of the Delaware area.

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

**LAUGH & LUCK
REVERSE RAFFLE**

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APRIL 22, 2022 • 6:00 PM - 9:30 PM
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Second Runner-up \$500

YOU DON'T HAVE TO BE PRESENT TO WIN.

> REGISTER NOW

Event Emcee - Dave Holmes, WBNS, 10tv

Moody McCarthy, Comedian.
Performed on Jimmy Kimmel Live, Conan, and Late Night with David Letterman

Chamber's advertising opportunities a great value

Advertising in the Chamber newsletter has always been a great deal. With its distribution list of over 1200 Chamber members and its archival on our website, your ad has a long shelf life. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!**

Full page: 8.5 x 11 portrait \$125 per run

Quarter page: 4 x 5.25 H \$75 per run

Half page: 8 x 5.25 H \$90 per run

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

You can also place a banner ad on the Chamber's website where it will be seen via 3600 viewers per month on the website pages that get the most attention: Website's home page, any calendar event, any business search, Hot Deal search, any Job search, and Member Login. That's hundreds of combinations of searches that expose your ad. And just like our newsletter ad pricing, banner ads will come in a one-month run or discounted multi-month run. In addition, if you choose the multi-month option, you can choose the three months or run them consecutively. And just like the newsletter multi-run option, you can change up your banner at any time.

Banner ads will be \$125 for one month or \$300 for three months. Questions?

Contact Sarah at dachamber@delawareAreaChamber.com or call 740-369-6221.



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Networking event surprises superintendent with award

The [United Way of Delaware County](#) hosted the March Business After Hours and used the occasion to surprise [Delaware City Schools](#) superintendent Heidi Kegley with a very special award.



United Way
of Delaware County



The United Way and its many partnership programs are located in the (DCS) Willis Admin Building. By sharing the same roof as the school district, the agency has the advantage of being able to interact every day through their Strengthening Families initiative with the students in the district who most need their services. And while the United Way's impact is no less anywhere in the county, executive director Brandon Feller and his amazing staff get to interact with Heidi every day.

To know Heidi is to admire this extraordinary woman, and the networking event

was the perfect atmosphere in which to recognize the superintendent with the April Nelson Award.

The April Nelson Lifetime Achievement Award was established in 2015 by United Way of Delaware County to recognize extraordinary service to the community over many years. The award's namesake, April Nelson, exemplifies service and community advocacy and has been a United Way volunteer for more than 15 years.

April was on hand at the March Chamber After Hours event to present the April Nelson Lifetime Achievement Award to Heidi Kegley on behalf of United Way in recognition of her significant service to the community, students and families and United Way programs. Anyone who has worked with Heidi knows her passion for serving others with empathy and respect and that she routinely goes well above what is commonly expected. She is a community treasure and so deserving of this award!

Heidi's recognition only added to the networking event where Chamber members and guests enjoyed meeting in person on a lovely spring afternoon. Thank you to Brandon and his staff for their hospitality.

[Click here for more photos](#)



Your Chamber membership: True or False?

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



Member welcomes new leadership

[United Church Homes – The Polaris Community](#), a new independent living retirement community, recently opened its doors and a new leadership team is now leasing luxury one and two-bedroom apartments.

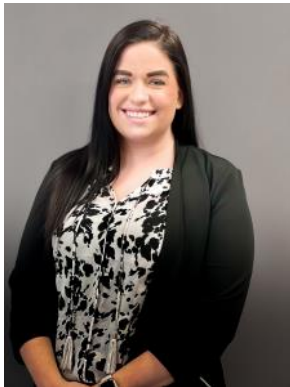


Kim Bowyer, Executive Director and Christy Babcock, Sales Counselor, recently joined United Church Homes as the on-site operations and leasing team for The Polaris Community, offering an all-inclusive and convenient lifestyle for older adults, right in the heart of the popular Polaris shopping and dining district.

As executive director, Kim Bowyer will oversee day-to-day operations for the community which offers active living, on-site programs and supportive services for those who may need them. “Kim brings a wealth of knowledge to the organization with more than thirty years’ experience in healthcare. She is passionate about customer service and treating people with respect and dignity,” said Sean Riley, Director of Senior Living Operations for United Church Homes, a faith-based senior living provider based in Marion, Ohio.



Kim is excited to begin building local relationships and partnerships in the community that will make The Polaris Community a good Delaware County neighbor and benefit residents who live there. “I am thrilled to be part of the team! I look forward helping older adults in central Ohio live their best life,” said Bowyer.



Babcock began her role with the organization as Sales Counselor in early January. She will help individuals find an apartment that best suits their active lifestyle and fits their unique budget. With more than ten years in the hospitality industry, Babcock enjoys helping people live every day to their fullest. “I have a passion for helping people live the life they’ve always dreamed of,” said Babcock.

The Polaris independent senior living community for individuals 55 and older has 136 one-

and two-bedroom apartments and a variety of community spaces such as a theater, pub, Inspiration Studio for cooking demos, paint ‘n’ sip events and more. The community is UCH’s first senior independent living community in central Ohio with a unique menu of services focusing on community, connection and wellbeing.

UCH also operates three other communities in central Ohio: St. Michael’s Community in Delaware, Columbus Colony for Elderly Care and Columbus Colony Housing 1 in Westerville, Canal Village and David’s Way in Canal Winchester.

For more information regarding United Church Homes – The Polaris Community, visit: polariscommunity.org or visit 9180 Antares Avenue, Columbus Ohio for a personalized tour.

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.

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OUR TEAM: LOCALS BORN AND RAISED

You’ve probably seen us at Chamber functions, supporting Main Street Delaware, or any number of community events over the years. We care deeply about our community and that pride shows through in everything we do.

To learn more about what we can do for your business, call 740-914-8774. We’ll be glad to meet in person or virtually.



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L-R: Misty Hayden, VP of Business Development; Todd Everingham, Financial Advisor*; Kevin Smith, Regional President – Marion; Frank Reinhard, Regional President – Delaware; Stacy Webb, VP – Branch Operations.

Annual county update returns in person

Nearly one hundred Chamber members and guests attended the annual Delaware County Update luncheon when it returned in person on March 17. Presenting were Barb Lewis, president of the [Delaware County](#) commissioners, Tracie Davies, county administrator, and Rob Platte, county economic development administrator.

For most in the room it was their first introduction to the county's new administrator. Ms. Davies, a long-time Delaware County resident, was named to her post last November. She brings experience from the city of Columbus and Union County and is very development-focused. Also joining the discussion was county engineer Chris Bauserman who came as a guest but nevertheless is always prepared to answer transportation questions.

Commissioner Lewis shared the efforts the county took during the pandemic to assist both business and residents, in partnership with local agencies. She also lauded the renovation of the historic courthouse that is now home to the commissioners. Progress on the Bixby Campus is moving along and, fingers crossed (think supply chain and construction challenges) the facility will be home to several new county departments next summer.

The news from the economic development department was, as expected, more about growth. Chamber members are accustomed to conversations about the county's growth but a specific project outside the county is going to have a big impact on Delaware. The announcement of Intel's facility in Licking County will effect our community in the form of the trickle-down of business and residents that comes with such major development. One of the ways the county is preparing for Intel and its long reach is working with the city of Delaware to expand service at the municipal airport. The airport boasts an unusually long runway for an airport of its size and will benefit from the kind of users this amenity attracts.

The County also partnered with the clerk of courts, the finance authority and Orange and Liberty townships to seed a \$3.5 million revolving loan fund, providing low-interest loans to small business. Expanding broadband is also a significant area of importance to the county and it is working with providers and pursuing grant dollars to bring this vital service to the more rural areas of the county.

Thank you to the County, its leadership and staff for sharing its busy and important work with us. And welcome, Tracie!
[Click here for the slide presentation.](#)

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FAMILY OWNED AND OPERATED



Member welcomes new staff

Dr. Ron & Leslie Gaudio, [Delaware Vision Care](#), are pleased to welcome the latest member of their staff. J. Bradley Oatney, OD has joined Delaware Vision Care! Dr. Oatney graduated with honors from The Ohio State University College of Optometry in 1987. He is a longtime friend and classmate of Dr Gaudio. Dr Oatney has taken care of patients for over thirty years in private practice and provided eye care in nursing homes and hospitals. He enjoys lecturing around the country on new contact lenses technology, as well as, being a mentor and life coach for high school and college students. Dr Oatney and his wife, Ellen, have 3 grown children. Welcome Dr. Oatney!

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

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

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

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

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

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

* Don't know the month in which your renewal is due? Email dachamber@DelawareAreaChamber.com.



Follow Ohio Chamber legislative updates

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



Contact your legislator:

Ohio Senate District 19

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

Ohio House District 68

Shawn Stevens
77 S. High St
13th Floor
Columbus, OH 43215
Phone (614) 466-1431
Fax (614) 719-6990

District 67

Kris Jordan
77 S. High St
11th Floor
Columbus, OH 43215
Phone (614) 644-6711
Fax (614) 719-0002
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US House District 12

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250 East Wilson Bridge Rd.,
Suite 100
Worthington, OH 43085
Phone: (614) 523-2555

[Email](#)

District 4

Jim Jordan
[Email](#)

US Senate

Rob Portman
[Email](#)

City and County partner to move project forward

[Delaware City](#) Council recently voted to enter into a contract with the [Delaware County](#) Finance Authority to issue bonds valued at nearly \$7.5 million.

The funds will be used for improvements at “The Point,” the east side bottleneck where U.S. Route 36 and state Route 37 enter from the east and split at the railroad bridge. The plan calls for widening the road and replacing the bridge.



Construction on the project is expected to begin in 2023. The city will issue the bonds late next year.

“This is a great deal for the city of Delaware,” said Mayor Carolyn Riggle. “This gives us the funds to keep moving forward with this important project. We are grateful to Delaware County Treasurer Donald E. Rankey Jr. and the Delaware County Finance Authority for creating and administering a bond

fund that keeps our dollars local and benefits all the taxpayers of the county.”

Rankey announced the creation of the Delaware County Bond Fund in July. The fund was created to give local governments in Delaware County the ability to issue bonds for capital projects at a lower interest rate than they can get on the open market. Conversely, the bonds return a higher interest rate to the county than available with traditional investments. The project was launched in conjunction with the Delaware County Finance Authority, which acts as the administrator and issuer for the bond fund.

Under the terms of the resolution:

- The city will issue bonds totaling \$7,464,674
- The bonds will be issued for 10 years at 1.75% interest
- There will be a 1% origination fee of \$74,647

“I never get tired of saying this: It’s a win-win for both sides,” Rankey said. “The bond fund is able to assist the city of Delaware in a very important project. In return, the taxpayers of Delaware County will get a better return on their money.”

Delaware County Finance Authority Treasurer David Stadge noted that the cooperation between Delaware County and the City of Delaware provides significant financial benefits to both parties without impairing the county’s ability to borrow to finance projects. Coupled with previous agreements between the Delaware County Finance Authority and Liberty Township and the Tri-Township Fire District, the bond fund demonstrates the need of the county to provide improved access to capital markets.

Bill Bishop, chairman of the Delaware County Finance Authority, said the bond fund is doing exactly what it was created to do.

“The bond fund is putting Delaware County dollars to work in Delaware County,” Bishop said. “This fund is such a great resource for our townships, villages and cities. I expect to see more and more governmental subdivisions take advantage of this fund.”

The DCFA is a political subdivision created by the Delaware County Board of Commissioners to assist in economic development and job creation in Delaware County. The DCFA offers numerous incentive programs and has the ability to issue tax-exempt and taxable bonds for business, developer, nonprofit and governmental projects. The DCFA works in partnership with traditional lending institutions and its public partners to provide the most advantageous financing for projects that benefit the community

Source: [The Delaware Gazette](#)



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.

April/May

Calendar

HR Six Pack

One of Six
Monday, April 4
8:00– 10:00 am
[Click here to register](#)

HR Council

Wednesday, April 6
8:30 am Chamber office

Business Before Hours

Thursday, April 7
8:00–9:30 am
Snappy's Automotive
[Click here to register](#)

HR Six Pack

Two of Six
Monday, April 11
8:00– 10:00 am
Prior registration required

Government Affairs Committee

Tuesday, April 12
8:00 am via Zoom

Safety Council

BWC Mega Meeting
Wednesday, April 13
11:00 am
[Click here to join the meeting](#)

Leadership Health Care Day

Thursday, April 14

HR Six Pack

Three of Six
Monday, April 18
8:00– 10:00 am
Prior registration required

Chamber Board Meeting

Wednesday, April 20
7:30 am Chamber office

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

Third Thursday Luncheon

ODOT Update
Thursday, April 21, 11:45–1:00
Brookshire Banquet
[Click here to register](#)

Business After Hours

Thursday, April 21
5:00-6:30 pm
Fidelity Federal Savings & Loan
[Click here to register](#)

HR Six Pack

Four of Six
Monday, April 25
8:00– 10:00 am
Prior registration required

New Member Orientation

Tuesday, April 26
8:00 am Chamber office
[Click here to register](#)

Ambassadors

Tuesday, April 26 4:00 pm
TBD

Ribbon Cutting

Thursday, April 28 12:00 pm
Delaware Northwest Veterinary
[Click here to register](#)



HR Six Pack

Five of Six
Monday, May 2
8:00– 10:00 am
Prior registration required

Annual Dinner

Tuesday, May 3, 2022
Hilton Polaris
[Click here to register](#)

Business After Hours

Trimble Insurance Agency
Thursday, May 5, 5:00– 6:30 pm
[Click here to register](#)

HR Six Pack

Six of Six
Monday, May 9
8:00– 10:00 am
Prior registration required

Leadership Economic Development Day

Thursday, May 12

Leadership Delaware Graduation Luncheon

Tuesday, May 17 Noon
Willow Brook at Delaware Run

Chamber Board Meeting

Wednesday, May 18 7:30 am
Chamber office

Safety Council

Wednesday, May 18, 11:00 am
BWC Super Meeting
[Click here to join live](#)

Business Before Hours

Thursday, May 19 8:00–9:30 am
Richwood Bank
[Click here to register](#)

Third Thursday Luncheon

State of the Townships
Thursday, May 19, 11:45–1:00
Brookshire Banquet
[Click here to register](#)

Ambassadors

Tuesday, May 24, 4:00 pm
TBD

HR Council

Wednesday, June 1, 8:30 am
Chamber office

SAVE THE DATES

Golf Outing
Friday, July 15, 2022
Clay Classic
Friday, October 14, 2022

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LEADERSHIP
DELAWARE COUNTY
SINCE 1991

Leadership Delaware Law Enforcement & the Courts Day Facilitator: Eric Penkal '20

Newsletter editors: Rachel Layne, Scott Martin, Brianne McFarland



March 10th was one of those perfect days in Central Ohio, and Law Enforcement & the Courts Day Leadership Delaware County delivered high marks.

We got started with a robust round of speed dating monitored by our fearless leader Holly Quaine. Holly even learned a couple of new sayings such as, "That's lit or Fire", "Dope", "That's P" and recalled one from her past, "Cool Beans". Max Bennett stole the show telling us all about the Squatty Potty and even demonstrated, probably sharing too much. He was heard saying, "Chris Stapleton makes me cry". Speed dating was wrapped up with monikers of potential witness protection names, somehow Adonis Bolden made the list. We suspect, Dr. Bolden is a little too famous for a witness protection name.

Continued on next page

Leadership Delaware Class of 2022

Beth Anderson
[Delaware-Morrow Mental Health & Recovery Services Board](#)
Mike Augenstein
[Marion Technical College](#)
Amanda Bacon
[Delaware County Board of Developmental Disabilities](#)
Andrea Banks
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Max Bennett
[Pathways Financial Credit Union](#)
Adonis Bolden
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Rachel Clukey
[Delaware County District Library](#)
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Chris Conrad
[Elford, Inc.](#)
Cathy Courtice
[Willow Brook](#)
[Christian Communities](#)
Lisa Dooley
[Delaware-Morrow Mental Health & Recovery Services Board](#)
Mollie Driscoll
[Delaware County Board of Developmental Disabilities](#)

Dave Erickson
[United Country Real Estate & Auction Services](#)
Todd Everingham
[First Citizens National Bank](#)
Cheyenne Fletcher
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Andrew Gerberry
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Emily Hartley
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Courtney Hendershot
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Rachel Layne
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Leadership continued

Our fantastic group moved on to the community discussion project lead by Chris Roshon and Kyle Pace both of [Preservation Parks of Delaware County](#). Our plan is to plant trees in early April at Shale Hollow. Chris and Kyle have selected two large areas for us to plant trees. We will be able to hike a portion of the park to get to the planting area. Let's pray for good weather. Chris and Kyle warned us to wear rubber boots and clothes that we don't care if they get dirty. Holly gave our group a gold star stating that we are the first group to ever agree on our project in February.

The facilitator for the day was Eric Penkal, Assistant Delaware County prosecuting attorney. He introduced what we would experience and shared his insights, and perspective. It was noted that Mr. Penkal sounds much like Delaware's Chief of Police Bruce Pijanowski. Our first stop of the day was to Judge David Hejmanowski's courtroom to learn about the many programs that the Court of Common Pleas, Juvenile Division provides to support children and families in [Delaware County](#), starting with Franklin the therapy dog. Franklin made his way around the room while Judge Hejmanowski shared that Delaware County is in a unique position in the State of Ohio. Delaware County is in the sweet spot where services are available and mostly open to the people who need them. It is a good place to be and makes Delaware County a very desirable place to live and grow a family. Judge Hejmanowski shared a highlight of his job is finalizing adoptions. He mentioned that the oldest person he ever finalized an adoption for was in his 60s.



Judge Randy Fuller, Judge David Gormley, and Judge James Schuck provided some fantastic insight into the Delaware County Court of Common Pleas. The goals they share are:

- Run a fair and efficient court
- Become active on the state level
- Create new programs for the people going through the courts

Each of the Judges agreed that the current state of Common Pleas in Delaware is achieving those goals. Judge Fuller likes to ask, "What is the best outcome for the family". The Domestic Relations Courts look for settlements, but what is better is to teach people how to improve their lives and have a positive impact on kids. Co-parent coaching is now available in Delaware County courts system. The idea is to create better communication so the children can thrive. In the end the judges are looking for a neutral evaluation, so an outcome is good for all parties.

Before our lunch break, we had a robust conversation with a panel of law enforcement, judges, and prosecutors. Captain Adam Moore Delaware Police, Amelia Bean-DeFlumer [City of Delaware](#) prosecutor, City of Powell Police Chief Steve Hrytzik, Melissa Schiffel Delaware County Prosecutors Office, Village of Shawnee Hills Police Chief Russel Baron, and Sheriff Russ Martin Delaware County Sheriff's Department. They began with funny stories from their experiences as officers. Captain Moore shared a story about when they were called to a local bar. They left their cruiser out front of the bar and when they came back out, a couple of 19-year-old girls that had secured fake IDs decided it would be funny to get in the back of the cruiser and take selfies. What they didn't consider is there is no handle to exit the back seat of a cruiser, making the arrest much easier. That got a good laugh from the group.

Much of what law enforcement deals with is mental health issues. The schools deal directly with law enforcement, the courts system, and health care organizations. Captain Moore reminded us that mental health services are provided primarily from 8am – 5pm. After 5pm and before 8, the police are asked to be mental health practitioners. They are consistently asked to do more, and their training has evolved over time to help them with that difficult task. Sheriff Martin had an excellent response to the notion of defund the police, "law enforcement is the thin blue line between chaos and order".

The question was asked about their diversity and inclusion training. Sheriff Martin stated they have been doing diversity and inclusion training for years and these trainings continue to be a focus for the department. During that conversation, he mentioned they struggle to recruit and hire diverse candidates.

Continued on next page

Leadership continued

The panel also shared the important programs and services available for our community:

- Programs for parents dealing with challenging children
- Missing children programs
- Coffee with a Cop
- Explorers
- Walk a Mile
- Citizens Police Academy

To learn more about the programs available, go to www.delawareohio.net/government.

After lunch Captain Adam Moore gave a presentation about the Delaware Police Department and shared that 90% of police functions is to patrol. This puts the police in the view of the public allowing them to do their job. He told us that police officers in the schools are experts in many areas.

- Law Enforcement
- Teaching
- Serving the student population
- Mental health



Officer Moore spoke about the misconceptions of police officers. He shared an example of when you see an officer speaking to a gas station staff person. Often people think the officer is lazy or wasting the taxpayer's dollars by taking too many breaks. However, if they have good relationships with the local businesses, it can help with investigations. They are talking to the staff to try to find information about a current case.

He also shared information about the hiring process to become an officer. Let's be honest, none of us must go through anything near that to be hired for our jobs. The hiring process for an officer can take from 6 to 18 months depending on the situation. He stated that all departments are short staffed, and hiring is an ongoing issue. Anyone want to change careers?

After Captain Moore's presentation, we headed over to the Municipal Court. Judge Marianne Hemmeter shared her experiences as a judge in Delaware County. She stated pre-covid, they were holding about 26,000 cases. There has been a significant drop post-covid. She talked a lot about specialized dockets such as the veteran docket and how they are proactive not reactive. That spoke volumes about our court system and their goal to help people. At this point in the day there was a ground swell of support that Eric Penkal may indeed be Chief Pijanowski's long lost brother. We may never know.

After Municipal Court, we hopped on a bus to tour the Delaware County Jail. For many of us, this was our first time inside a jail. This tour was very educational. During the tour we were able to meet some of the "trustees" that due to their good behavior had more freedom and were able to hold special jobs at the jail. Our tour guide stated that she gives a pizza party to the trustees on occasion to celebrate their hard work and their favorite pizza is Little Caesars.

During the tour, the leadership of the jail shared the great programming they have available for the inmates. Their goal is to help and make sure they don't end up back in jail. They work hard to provide rehabilitation programming to help them land on their feet and be successful in their journey to be productive citizens.

In the end, the thing we were most struck by was the amount of rehabilitation programs offered in all aspects of the Delaware County law enforcement and court system. Delaware County is in the business of helping people get back on their feet. From veteran programs to drug rehabilitation to family counseling. It is impressive how much our county really cares about our people, and it is truly a great place to live. Thank you Delaware County law enforcement!

[Click here for all the fun photos.](#)



Member launches apprenticeship program

[Emergency Plumbing Heating & Air](#) announces the launch of their in-house training program, Professional Training Facility, an apprentice program aimed at providing the right tools to develop and grow in the industry. This allows Emergency to train and develop plumbing & HVAC apprentices in conjunction with their available state licensed formal apprentice program. A combination of online classes and on-the-job training are required but at a comfortable pace to complete these classes within the time allotted in the program (1 year). Participants receive hourly pay while accruing on-the-job training hours,

which are recorded and documented.

Successful graduates of the program can grow within Emergency; they have the opportunity to be promoted to a position in their own truck, which increases earning potential. They also offer the necessary training to become a Journeyman Plumber. Emergency Plumbing Heating & Air is an all-inclusive, non-discriminatory, equal employment opportunity business. This program is designed for students just entering the workforce or folks looking for a change. Interested parties should call or text Jessica L at 740-548-5453.



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PPP update and message from the government affairs committee

Unprecedented action resulted in Section 1103 of the 2.2 trillion dollar CARES Act creating the Paycheck Protection Program, commonly referred to as the “PPP Loan”. PPP loans were created to provide relief for small businesses affected by COVID – 19 for the purpose to maintain their business and workplace. Under section 1106 of the CARES Act, if the loan was utilized for permitted purpose such as payroll, mortgage interest, rent, utilities and other approved expenses the funds received were deemed forgivable by the federal government under the review and management of the Small Business Administration (SBA). As members of the Delaware Chamber, I am sure many of you received benefit from this program.

The first round of the program closed on August 8, 2020; with the second round opening on January 11, 2021 and subsequently closing last year in May. At this juncture financial institutions who engaged in distributing PPP Loans are now working in earnest with recipients in administration of the “Forgiveness” Component of the Cares Act.

The SBA website states that \$789,776,462,485.00 in dollars of loans were issued consolidating all rounds, with currently \$700,000,000,000.00 in process of forgiveness. **“BIG NUMBERS”**. It was stated by the SBA that 82% of small business that qualified applied for funds, with subsequently 77% receiving all of the funding they were mathematically destined to receive. As you can see above there is a “GAP”. That “GAP” may be what many will call, and the history books write about the true cost of the PPP program. As we move into the accounting phase of the program, I offer some information regarding the dollars represented in the “GAP” referenced above.

Ever since the Congress passed the 2.2 trillion dollars CARES Act in March 2020 the Department of Justice (DOJ) has been seeking out and cracking down on COVID- 19 related fraud schemes. As of the end of last year a surprising 500 defendants are being publicly charged with fraud.....*120 specific to the “PPP” program*. The DOJ has reported that said cases represent approximately *570 million dollars of attempted loan fraud of the federal government*. As the program comes to a sun down, there will be focus on the negative which is human nature. Yes there is evidence of fraud and misrepresentation. Clearly a few new cars and possibly a boat or two were “perhaps” purchased with funding that was defined for other purpose.

However, I would like to end on the positive effects the program has had on our society, right here in Delaware. I have engaged as also my contemporaries in other financial institutions throughout the past two years with our neighbors and business community members that without the program we would not see on the road to recovery today. Furthermore, we would not have community service organizations like the Central Ohio Symphony Orchestra based right here in Delaware performing live again.....an example of the other benefits the CARES Act enabled.

As business professionals we all know that nothing is perfect in our world. We can make the best laid plans; however we are all subject to uncontrollable elements be them local competition based, health oriented black swans like COVID -19 or as we experience today geopolitical disruption. As a banker for over 35 years in my professional opinion the “PPP” Program will be proven to be widely successful in accomplishing its goals and objectives. Furthermore, I can state that I have never seen the government work as fast and efficient in deploying a program like “PPP” in my career. The Central Ohio SBA office did an extraordinary job helping citizens at their most critical time. In the end, this program will be studied and Harvard Business Review cases will be written for students to evaluate and learn from.

Chuck Moore is president, Central Ohio – Middlefield Bank and a member of the Chamber’s Government Affairs Committee.

MANOS, MARTIN & PERGRAM CO., LPA Attorneys at Law



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Drawing By Karen Collins

An update from the Chamber's Government Affairs Committee

In the November, 2021 Chamber newsletter, the GAC published the following article by way of educating the membership on the issue of Ohio's redistricting efforts. Here we'll reprint that article and at the end you'll find an update as our way of trying to keep you updated on this very moving (yet ironically NOT moving) target.

Here's what we published in November: **Redistricting: the Law and the Practice**

"Redistricting", the process of re-defining legislative districts every 10 years (based on the new U.S. census numbers), is ongoing right now. Up first in Ohio are the state House and Senate districts, with U.S. House districts to follow. (The entire redistricting process is behind schedule because of COVID-caused delays in the census.)

Historically, redistricting has been controversial because lawmakers in power notoriously practiced "gerrymandering" they would "pack" opposing voters into one district or "crack" them (diluting them into opposing-party districts), or draw district boundaries that were wildly contorted for the governing party's benefit. (Ohio has some notoriously gerrymandered districts, as a look at the current Ohio House maps easily reveals.)

Voters in 2015 and 2018 approved, by large margins, Constitutional amendments that changed the composition of the seven-member commission charged with drawing the districts (state and congressional), requiring two members to be from the minority party. Also, districts are now required to be more bipartisan and compact, and are subject to rules and guidelines aimed at making partisan gerrymandering more difficult.

If the proposed maps do not get the support of the minority party members, the maps will be good only for 4 years, not 10. The draft maps currently submitted for Ohio House and Senate districts do not have that bipartisan support, rather are alleged to have been created to favor one party. Maps drawn and submitted by citizens are, it is argued, far more simple and compliant with the legal requirements.

In addition, the voter-approved amendments require the commission to "attempt to draw" a map that over all closely corresponds to the statewide preferences of Ohio voters, currently about 54% Republicans and 46% Democrats. The maps in litigation would create significantly more Republican-favored districts, (indicating 70% republican voters instead of the 54% of actual registered Republican voters) giving them a veto-proof majority in the Ohio House.

Lawsuits are pending in the Ohio Supreme Court.

Meanwhile, the map-drawing for U.S. Congressional districts still has to be done. Because of U.S. population shifts, Ohio will lose one congressional district, so that process will be controversial. The requirement about district maps that correspond to statewide preferences will again apply.

Two great websites that make the redistricting visual: [DRA 2020 \(davesredistricting.org\)](https://davesredistricting.org) and [Mapping Competition Winners | Fair Districts Ohio](https://www.fairdistrictsohio.com)

And here's where we are as of March 18: Ohio's state redistricting committee is compromised of seven members – five Republicans and two Democrats.

After preparing the first go round map, which passed 5/2 in Committee, it was rejected by Supreme Court 4/3 with Chief Justice O'Connor casting the deciding vote. The second go-round of maps was again approved by the Committee, 5/2 and sent to the Supreme Court; the outcome was the same. The Court sent the maps back to the Committee for revisions. Again, on 3/17/2022, but the Supreme court has denied the maps, even noting they were worse than maps previously submitted. The committee was given until 3/28/2022 to revise maps again and they must be resubmitted to Supreme Court on 3/29/2022.

Now it's time to tackle the map for US Congress. It has been submitted. At this time a theory called "independent state legislature doctrine" is being tossed around. This proclaims that the federal elections clause of the US Constitution states that legislatures are the sole power-holders when it comes to federal elections, i.e, US representatives and US Senators. This theory has been rejected by the US Supreme court in cases regarding North Carolina and Pennsylvania. Several lawsuits are pending on the illegitimacy of the submitted House of Representatives map.

This process is more contentious than it has to be. Further delays will apparently delay our Primary election. (It should be noted, however, that we have voted in the Primaries in June previously.) Twice Ohio residents voted to mandate fair, unbiased maps for our elections. The second passage even required it be amended to the constitution. It doesn't have to be this much of an ordeal. There are several independent map making institutions that can do this easily.

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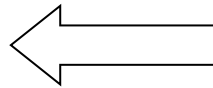
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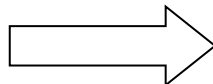
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Our Vision

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



Our Mission

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



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new sustaining member**

Bronze Level



**The Chamber thanks and recognizes
renewing sustaining member**

Bronze Level



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



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



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

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

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

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



Your online calendar displays events from other members, Chamber events, and of course, any events that you have posted. You can register online for Chamber events only; to register for another member's event, please contact that member directly. If the event you'd like to register for has a fee associated with it (for example, Third Thursday luncheon is \$20 per person), you can pay online right then and there, select to pay at the door, or let us know you'd like an invoice. [Click here for the full instructions on registering for Chamber events.](#) So, you've attended an event and you opted to be invoiced for it. You can pay that invoice online as well as ANY Chamber invoice. [Click here for instructions on how to pay invoices online.](#)

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



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

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

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

Access to care that's right for your employees

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

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

Creative Financial Insurance Services Agency, Inc.

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

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

Mark Pettitt
pettitt@prefben.com
740-363-6028
www.prefben.com
611 South Sandusky Street, Delaware



Your chamber membership creates value for your company.

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

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

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

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

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

Dental

- Industry-leading local and national networks with deep discounts, saving members an average of 34% on covered services when they visit an in-network provider
- No waiting periods for major services with employer-paid plans
- Flexible plan designs and optional benefits like annual maximum carryover and brush biopsy
- A dedicated dental service department that provides fast and accurate claims processing that beats the industry average, with the average claim paid in less than 3 days¹
- Expanded care with our clinically integrated program, Anthem Whole Health Connection, is included at no extra cost. This includes additional dental services for members with certain health conditions.

Blue View Vision

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

Life and Disability

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



¹ Internal data 2017

² Except when discounting of non-covered services is prohibited by state law. Standard broker commissions apply. Offer available to Ohio-headquartered businesses adding new Anthem dental, vision, life and/or disability plans. This discount program can be changed or terminated at any time.

Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company. An independent licensee of the Blue Cross and Blue Shield Association. ®Anthem is a registered trademark. The Blue Cross and Blue Shield names and symbols are the registered marks of the Blue Cross and Blue Shield Association.





Program assistance
 OSHA compliance
 Accident prevention
 Leadership
 Health & wellness

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Ohio employers small and large know Ohio Safety Councils offer convenient and affordable access to occupational safety education, resources and networking.



Learn among your business and community peers. **Contact your local safety council today and get involved to proactively prevent injuries, control costs and benefit your workforce.**

[Safety council locations | Bureau of Workers' Compensation \(ohio.gov\)](#)



Incidents and accidents do not pause for a pandemic. Taking a year off of Safety Council never crossed our mind.

~ Ryan Mathys,
*Preferred Airparts, LCC,
 Orrville Area Safety Council*

Webinars kept the life blood pumping in our safety veins.

~ Kent Sherry,
*Bryce Hill Inc.,
 Springfield-Clark County Safety Council*

Even though the meetings are virtual now, it is still beneficial to meet, to talk, to share, & to learn with other members to continue to get the support we all need.

~ Jim Stephen,
*Zemba Bros., Inc.,
 Zanesville-Muskingum County
 Safety Council*



Who we are

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

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

What we do

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

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

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

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

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

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



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.



DELAWARE AREA
CHAMBER OF COMMERCE



If you're thinking

I need a better bank

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



Lisa Clark, Manager

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

740.363.8118
lclark@cescu.com
www.cescu.com

CES Credit Union



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