

# CHAMBER NOTES

A monthly newsletter of the  
Delaware Area Chamber of Commerce

November 2021

## Sustaining Members

Industry Exclusive  
Platinum Level



Gold Level



Silver Level



Bronze Level



The Delaware Area  
Chamber of Commerce  
Established 1907



## Gorgeous autumn day was a blast

What a beautiful, sunny day for fun with a gun. From serious shooters with custom armory to “which-end-shoots?”, [Black Wing Shooting Center](#) was the place to be on October 8 when the Chamber held its annual Clay Classic. After a yummy lunch sponsored by [Sheetz](#) and catered by [All Occasions](#), sixty-nine shooters took to the stations on a glorious autumn afternoon.

Thank you to our corporate sponsor, [Liberty National Bank](#), station sponsors, team sponsors, shooters and to Black Wing staff who always make owner Rex Gore proud.

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

Plan to shoot with us next year. Put Friday, October 14, 2022 on your calendar.

## Thank you to our station sponsors

Amanda Plumbing  
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Ohio Living Sarah Moore  
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Bodine Perry  
2K General



First Place with an average score of 34 was Team Trimble Insurance Agency. Highest score of 47 was shot by Team Phoenix Environmental's Chris Ruff and the coveted Pigeon Award for the lowest score was presented to Liberty National Bank's Mike Wadell with a score of 6.



## Chamber seeks young professionals

The Chamber is seeking input from 18-35-year-olds to determine the level of interest in creating a Young Professionals group. Interested people should email Holly at [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com).

The purpose and goals of the group will be determined in a focus group held by the Chamber in late October. The Chamber hopes that will be enough time to gather numbers sufficient enough to meet to discuss the possibility of adding a YP group to the Chamber's list of special interest groups.

If you or a member of your staff is interested in developing a YP group, email Holly today.

**2021 Board of Directors  
Executive Committee**

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[Ohio Living Sarah Moore](#)

Brad Schneider–Chair elect

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Kirt Trimble

[Trimble Insurance Agency](#)

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**facebook**

**Chamber now accepting  
2021 award nominations**

It is not too early to be thinking about award nominations. As the Chamber does every year, business awards are presented at our annual dinner in February. We are now accepting award nominations.

[Click here for a list of nominating categories, award criteria.](#)

[Click here to submit a nomination.](#) And don't hesitate to self-nominate!!

Who will be presented with these awards for 2021?

⇒ Large Business of the Year

⇒ Small Business of the Year

⇒ Quality of Life Award

⇒ Innovation in Business Award

⇒ Citizen of the Year

⇒ Corporate Citizen of the Year

⇒ Chamber Members of the Year

The Delaware Chamber's Annual Dinner and Awards is THE premier event in Delaware County, with over 400 people attending to experience the fun, awards and the famous table decorations. [Click here for photos of last year's auction, award ceremony, and amazing tables.](#)

And put **Thursday, February 3, 2022** on your calendar. Invitations are sent via email in early January to the primary representative of your company. Watch for it!

**November Business BEFORE Hours**

Start your day on Thursday, November 4 by networking when the [Olentangy River Brewing Co.](#), 303 Green Meadows Drive South, Lewis Center is our host. Our hosts are as known for their coffee as they are for their brew. Food, networking – bring lots of business cards to share. The event is held from 8:00 - 9:30 am. Please let us know you're attending. [Click here to register.](#)



**November Business After Hours a joint venture**

End your day on Thursday, November 18 by networking when David Green of [Focus CFO Group](#) and [Hennick Farm & Brewery](#) partner to host the



Before Hours. The event will be held at the much-anticipated Hennick Brewing Co. at 4380 North Old State Road, Delaware. Food, networking – bring lots of business cards to share. The event is held at 38 East Winter St., Delaware, from 5:00-6:30pm. pm at Please let us know you'll be attending.



[Click here to register.](#)

**Advertisers in this issue**

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## Marketing 101 for Small Business Six Pack Series

How do you determine what type of marketing will be effective for your business goals?

Where do you start? This series takes you from the first step of defining marketing through decision-making of where and how much to spend your marketing dollars; how to navigate your Internet presence; how to handle the press, requests for donations, your staff's role in your brand and much more.

The program includes:

- ⇒ **November 8: Marketing 101** What is Marketing? Developing a marketing strategy & plan; who are your customers & competitors? Your customer value journey.
- ⇒ **November 15: The Internet** Your website and online presence; email marketing, sales, data - What do the numbers tell you?
- ⇒ **November 22: Branding** What is branding? How can branding help your business? Design services, promotional products & apparel; brand & commercial photography; head shots & product shots.
- ⇒ **November 29: Media Relations, Community Giving & Networking** Responding to media and media interviews; managing a crisis; social media tips; establishing a giving strategy and budget; managing requests effectively. What is networking? How to work ON not just IN your business.
- ⇒ **December 6: Social Media** Yeah, you have to slay that dragon and go down that rabbit hole. We'll help.
- ⇒ **December 13: Reputation Marketing** What does the world (or your community) think of you and what can you do about it? How your reputation becomes your brand.

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 November 8. Attendees must prepay to be eligible to participate.

[\*\*CLICK HERE TO REGISTER.\*\*](#)

## Chamber announces new advertising opportunity: [website banner ads](#)

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. Advertising in our annual Community Profile and Membership Directory is another vehicle to use the your Chamber membership to reach an audience throughout the county. The beautiful, full color 64-page one-of-its-kind publication with its description of the county and Chamber membership directory is sent to new movers and distributed in public places for people to browse and learn about Delaware County featuring photos of our members and ultimately a reference guide to goods and services through the membership directory. Linked on our website, anyone searching for a profile of our community accesses the directory.

**Today the Chamber announces a third means of advertising that reaches a third type of audience: the Chamber website.** You can now 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](mailto:dachamber@delawareAreaChamber.com) or call 740-369-6221.

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## Local realtor partners with national brand and hosts networking event

In September, Toby Boyce held a ribbon cutting to celebrate his new partnership with [Coldwell Banker](#). For fifteen years Toby was in the real estate game under the name of CG Boyce. Recognizing an opportunity when they see one, Coldwell Banker courted Toby, preferring to partner with a seasoned successful professional. Partner Julie Guy is thrilled to have a Delaware presence and looks forward to community engagement by the well-known realtor.



Thank you to Julie and Toby for their hospitality and welcome to Delaware! [Click here for more photos.](#)



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## Our Values—The Delaware Area Chamber of Commerce will:

- 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.





## Chamber's 6th annual BOOs-iness After Hours Halloween party a fright

This year's Boo-siness After Hours, the Chamber's annual Halloween party whose tongue-in-cheek atmosphere was the scariest part, was held on October 21st. The fog machine from last year was dusted off and ghouls were everywhere. A special brew of adult beverage "Eyeball Punch", was back this year as was the hypodermic Jello shots and psychic entertainer Salvatore Cioppa who warned "Don't get on the plane" and "A tall handsome stranger"... This year's costume contest was won by folks from [First Citizens National Bank](#), Cheryl Mitchell and her bag of cash, Dana Polhamus.

Thank you to our Chamber Ambassador Angel Boulis, [Maloney + Novotny](#), for helping with the bartending. And a HUGE thank you to chamber office manager Sarah Yoakam for her relentless creativity and penchant for ghoulish fun!

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



### Chamber newsletter advertising a good value

More than 1200 readers at over 450 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. Contact us as [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com)

Ad prices are for one run:

Full page: 8.5 x 11 portrait	\$125
Half page: 8 x 5.25 H	\$90
Quarter page: 4 x 5.25 H	\$75
Eighth page: 4 X 2.62 H/V	\$50

### Chamber Referral Buck\$\$\$...

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

***The more we are, the stronger we are.  
Working together.... It's Good for  
Business!!***

## 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, prospective members and reps from veteran member businesses who attended the October 26 event included:

Brett Wagner, [Athletico Physical Therapy](#)  
Sierra Vandermeeden & Courtney Penix, [Bridge Credit Union](#)  
David Overcashier & Angel Fitzwater, [Delaware Building Systems](#)  
Kevin Rider, [Forensic Human Factors, LLC](#)  
Steven Hedges & Gabriela Guadalupe, [Heritage Clinic of Chiropractic](#)  
Luke Thompson, [K.N.T. Construction, LLC](#)  
Chris Bauermeister, [Liberty Sign and Graphics](#)  
Brooke Diedrich, [Snappy's Automotive](#)  
Amanda Owens, [The Modern Maid](#)

[Click here for more photos](#) [And plan to join us at our next NMO](#) on January 25, 2022.



## Popular Chamber educational series graduates

The Chamber's Supervisor Six Pack wrapped up on October 25th. The six week program is designed for the staff person who has been promoted to a management position for the first time. Taught by Brad Schneider, [The Growth Coach](#), this program is always in demand. Graduating from this year's class are:

Kelleen Porter, [Central Ohio Physical Therapy](#)  
Tony Stahl, [Clarity Technology Solutions](#)  
Shawn Tuttle, [Consolidated Cooperative](#)  
Denise Kilton, Katy Hite, Andrew Bartlett, Amanda Henning, Jenny Ho & Pam, Taylor,  
[Delaware County District Library](#)  
James Schwaderer, [Delaware Public Health District](#)  
John Bowshier, Colin Thomas, Roger Reese, & Emily Tipper, [Jegs Automotive](#)  
ShaunSlone [Liberty Casting Company](#)



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.



## 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.





## Transitional work grant update

Helping employers get their injured workers back to work as soon as safely possible, the Ohio Bureau of Workers' Compensation launched its revamped Transitional Work Grant (TWG) program June 1, offering free grants and guidance worth thousands of dollars.

To encourage participation, the agency removed its 3-to-1 matching requirement for grants as well as its one-grant-per-lifetime limit. Employers are now eligible for 100% reimbursement up to their approved grant maximum, and one grant every five years.

“Transitional work programs work – they help injured workers stay on the job or get back to work more quickly, and they save employers resources when it comes to lost production, hiring and training substitute workers, and claims costs,” said BWC Interim Administrator/CEO John Logue.

BWC also added services to the TWG program that help employers manage an injured worker’s return to work during the COVID-19 pandemic. Another service assists employers in managing their workspace for health and safety during COVID-19.

Employers with a transitional work plan actively participate in the recovery and return to work of their employees. Injured employees can resume their work functions with minimal time off, and employers are better prepared to place an injured employee in a job or given work tasks consistent with any medical or physical restrictions.

Transitional work grants are based on the employer’s number of employees and range from \$2,900 to \$6,300. To learn more, visit Transitional Work Programs on BWC’s website or email questions to TWSupport@bwc.state.oh.us.

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.

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dachamber@DelawareAreaChamber.com ~ www.DelawareAreaChamber.com

## Unemployment identity theft update

Thank you to Maria Reese, [Small Business Payroll Services](#), for sharing this important update from the Office of Unemployment Insurance Operations and the Ohio Department of Job and Family Services. Employers:

We know that identity theft and unemployment fraud continue to be challenges. Thank you for your efforts to report it to us, so that we can stop payment and take other needed actions. Please continue to follow the steps below, and remember that you also can find this information at [unemploymenthelp.ohio.gov/IdentityTheftEmployer](http://unemploymenthelp.ohio.gov/IdentityTheftEmployer).

### Step One: Report identity theft through the hotline or website.

If you receive an unemployment notification from the Ohio Department of Job and Family Services regarding someone you don't know, please notify us as soon as possible by calling our hotline at (833) 658-0394.

If you would like to report identity theft involving one or more of your employees, you can either use the hotline or [complete this secure online form](#). If you use the online form, you will be prompted to download an Excel template, enter the requested data in the template (including your employees' full Social Security numbers), and upload the file as instructed.

### Step Two: Continue to respond to any "Request for Separation Information" notices that you receive from us.

Please respond timely to these notices and write "fraud/identity theft" on them so that we can investigate the claims and take appropriate actions. The most expedient way for employers to respond to Request for Separation forms is by responding via your online account or by using the State Information Data Exchange System (SIDES) portal.

### Step Three: Share resources with your employees.

Please share the [resources for individuals](#) on this website with the employees at your organization. This web page includes a link to the IRS guidance regarding identity theft involving unemployment benefits and other measures individuals can take to protect themselves.

We recognize that reporting suspected fraud through both Step One and Step Two may be an inconvenience, but both steps are necessary to reduce the likelihood that fraudulent claims will be paid.

As a reminder, you can access the hotline number, the online reporting portal, identity theft resources, and frequently asked questions and answers at [unemployment.ohio.gov](http://unemployment.ohio.gov), by clicking on the red "Report Identity Theft" button.

### Share your news

New staff? Let us introduce them. New product line? Let's announce it. Industry recognition? Toot your horn.



Tell us what's going on in your business so that we can share it with our membership. E-mail your news to [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com).



**Mike Dickey, CPA**  
Shareholder



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# November/December

## Chamber Ambassadors Meeting

Tuesday, November 2  
4:00 pm Opa

## Marketing 101 Six Pack

Monday, November 8  
8:00-10:00 am  
Chamber office  
One of six:  
[Click here to register](#)

## Government Affairs Committee

Tuesday, November 9  
8:00 am via Zoom

## Leadership Delaware

Agriculture Day  
Thursday, November 11

## Marketing 101 Six Pack

Monday, November 15  
8:00-10:00 am  
Chamber office  
Two of six:  
[Prior registration required](#)

## Chamber Board Meeting

Wednesday, November 17  
7:30 am Chamber office

## Safety Council

Wednesday, November 17  
11:00 am via Zoom  
Bullying & Aggression in the Workplace  
[Click here to receive link](#)

## Calendar

### Business After Hours

Thursday, November 18  
5:00-6:30 pm  
Henmick Farm & Brewery/  
Focus CFO  
[Click here to register](#)

### Marketing 101 Six Pack

Monday, November 22  
8:00-10:00 am  
Chamber office  
Three of six:  
[Prior registration required](#)

### Happy Thanksgiving!

Chamber office closed  
November 25 & 26

### Marketing 101 Six Pack

Monday, November 29  
8:00-10:00 am  
Chamber office  
Four of six:  
[Prior registration required](#)

### Marketing 101 Six Pack

Monday, December 6  
8:00-10:00 am  
Chamber office  
Five of six:  
[Prior registration required](#)

### Business After Hours Annual joint event with the Powell Chamber

Wednesday, December 8  
5:00-7:00 pm  
First Citizens National Bank  
[Click here to register](#)

### Leadership Education Day

Thursday, December 9

### Marketing 101 Six Pack

Monday, December 13  
8:00-10:00 am  
Chamber office  
Six of six:  
[Prior registration required](#)

### Government Affairs Committee

Tuesday, December 14  
8:00 am via Zoom

### Safety Council

Wednesday, December 15  
11:00 am via Zoom  
Eliminating Smartphone Distractions in the Workplace  
[Click here to receive link](#)

### Ribbon Cutting

Alpha Group's  
TAG Community Living  
Wednesday, December 15  
2:00 pm  
[Click here to register](#)

### Business Before Hours Chamber Holiday Party

Thursday, December 16  
8:00 am—9:30 am  
Chamber office  
[Click here to register](#)

### December 24 Chamber office closed

### December 31 Chamber office closed

### SAVE THE DATES

Annual Dinner  
Thursday, February 3, 2022  
Golf Outing  
Friday, June 10, 2022  
Clay Classic  
Friday, October 14, 2022

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

## Share your news

New staff? Let us introduce them.  
New product line? Let's announce it. Industry recognition? Toot your horn.



Tell us what's going on in your business so that we can share it with our membership. E-mail your news to [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com).

## First for business. First for Delaware.

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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.



FirstCitizensNational.com



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.

100 North Sandusky Avenue, PO Box 299, Upper Sandusky, OH 43351

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# LEADERSHIP DELAWARE COUNTY

SINCE 1991

## Leadership Delaware County Tour Day Facilitators: Susie Bibler '11 & Brian Leach '17

Newsletter editors: Eric Barr, Andy Bartlett,  
Max Bennett, Brett Weimken

Delaware County Tour Day was the focus for the participants of Leadership Delaware at the October session. We started the day at the [Delaware County Historical Society: The Barn at Stratford](#) where we were provided an overview and tour of the Meeker House. The Forrest Meeker house was built in 1823 and the barn was built in 1848. Although the property originally served as a grist mill, it has also been a large horse farm and also an auction house. The Meeker house and barn are both listed on the National Register of Historic Places.

The Perkins Observatory was the second stop on our [Delaware County](#) tour. Don Stevens, Director of the Observatory, gave a tour of the observatory while discussing its history. The Perkins Observatory was founded in 1923 by Hiram Perkins of Ohio Wesleyan University. Today, it serves as a research and educational facility for the staff and students of the [Ohio Wesleyan](#) Astronomy Department. The Perkins Observatory also offers public programs for those individuals and groups interested in Astronomy. *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  
[Ohio Living Sarah Moore](#)  
Eric Barr  
[Delaware City Schools](#)  
Andy Bartlett  
[Delaware County District Library](#)  
Max Bennett  
[Pathways Financial Credit Union](#)  
Adonis Bolden  
[Delaware City Schools](#)  
Rachel Clukey  
[Delaware County District Library](#)  
Destiny Coleman  
[Ohio Wesleyan University](#)  
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  
[United Way of Delaware County](#)  
Andrew Gerberry  
[Del-Co Water Co.](#)  
Emily Hartley  
[Ohio Living Sarah Moore](#)  
Courtney Hendershot  
[City of Delaware](#)  
Craig Hill  
[Delaware County Board of Developmental Disabilities](#)  
Kathy Hoff  
[People In Need of Delaware County](#)  
Carrie Hunt  
[Delaware City Schools](#)  
Jill Jones  
[Delaware County Sheriff's Office](#)  
Nick Karafa  
[Delaware County Sheriff's Office](#)  
Gina Kolp  
City of Powell  
Ian Lafferty  
[Power Wellness-](#)  
[Mount Carmel fitness Center](#)  
Tyler Lane  
[Delaware County Prosecutor's Office](#)  
Rachel Layne  
[Delaware County Job & Family Services](#)  
Natalie Long  
[United Way of Delaware County](#)  
Scoot Martin  
[MP Digital, LLC](#)

Brianne McFarland  
[OhioHealth Foundation](#)  
Julie McKenzie  
[Delaware County Sheriff's Office](#)  
Kate Nelson  
[First Commonwealth Bank](#)  
Kyle Pace  
[Preservations Parks of Delaware County](#)  
Dana Polhamus  
[First Citizens National Bank](#)  
Meghan Raehll  
Franklin University  
Hunter Rayfield  
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Kevin Rider  
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Mike Ringle  
[Delaware County Auditor's Office](#)  
Chris Roshon  
[Preservation Parks of Delaware County](#)  
Jeff Sell  
[Delaware County Job & Family Services](#)  
Laura Smith  
[SourcePoint](#)  
Mikela Thomas  
[Olentangy Local Schools](#)  
Stephanie Ward  
[Fidelity Federal Savings & Loan](#)  
Jim Wasil  
[Del-Co Water Co.](#)  
Brett Wiemken  
[Orange Township](#)



## Leadership continued

On our visit Don was able to open the observatory doors to show what it would look like if they were to use the telescope. Did you know that due to Ohio's weather, they are only able to use the observatory for 30 days out of the year on average? This is vastly different to observatories in Arizona, where they average 300 days of use per year.

Our third stop was at the [Stratford Ecological Center](#). This hidden gem contained 236 acres of farmland, dedicated to their mission of preserving and educating children and adults the relationship between living things and their environment. Upon our arrival, we broke into groups and toured different areas. Throughout our visit, we toured livestock barns with goats, pigs, alpacas, sheep, and poultry, hiked along wooded trails, and explored the gift shop. Experiencing these animals up close was memorable and fun. Some members were even able to pick up chickens and take candid pictures with them. Perhaps the Stratford Ecological Center served as a stepping stone for our upcoming session next month focused specifically on agriculture.

Our fourth stop of the day was at the [Delaware County Fairgrounds](#) for lunch and to learn about the history of the Little Brown Jug. The Little Brown Jug is a harness race for three year old pacing standardbred horses, and has been held annually at the Delaware County Fairgrounds for over 70 years on the third Thursday after Labor Day. Following lunch, we had the treat of being able to visit the stables and actually see some of the horses that compete in the Little Brown Jug race. Our hosts explained to us the importance of the Fairgrounds and how heavy involvement from the 4-H community has kept them going.

At our fifth stop of the day we went to the Columbus Zoo and Aquarium and got to experience Adventure Cove. Adventure Cove was created to be able to rehabilitate and save California sea lions. Although California sea lions are not endangered, there are often sea lion pups stranded due to their mother's needing to hunt further off-shore and most of the time not returning. Adventure Cove allows these sea lion pups to prosper and put on a very interesting show for visitors. Once we arrived at Adventure Cove the sea lion trainers brought out a one year old seal to show us the type of basic commands they begin teaching the sea lions from a young age. These basic commands included having the seals go into the water, lay down, wave and dive off of a rock structure into the water. After the basic commands were shown to us, the trainers brought out more experienced sea lions that were able to touch their nose to a ball that was attached to a stick. A participant from the leadership class was asked to hold the stick above the water and we all watched as the sea lion dove into the water and launched 5 feet in the air to touch the ball with its nose. As the sea lion landed back in the water the front row of the class got splashed with water.



At our sixth stop of the day we went to Alum Creek Dam and heard from a park ranger. The park ranger explained how the Alum Creek Dam has been able to save the city of Delaware millions of dollars in property damage that would be caused by the body of water, had the dam not been built. She also went on to explain how they coordinate with the city of Columbus to know when they need to release water downstream so that water can be provided to the city of Columbus. Our bold bus driver had the opportunity to drive the bus on top of the dam, where we were able to take a collective group photo together.

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



# A Place to Call HOME

Assisted Living

Skilled Nursing

Rehabilitation



26 N. Union St. | Delaware, OH 43015  
740.362.9641 | [ohioliving.org](http://ohioliving.org)

## County offers relief programs

**Delaware County** launched an Economic Development Revolving Loan Fund application to the Delaware County business community.

Powell-based Buckeye State Bank will administer the program, which will provide loans between \$10,000 and \$25,000 over a five-year term. The loan principal can equal up to six months' of rent, mortgage and/or utility payments. The interest rate is 4 percent with a \$1,000 fee that will be added to the loan principal. Interest-only payments will be required during the first six months of repayment. Review and approval of the loan application will take no more than 10 business days. If you apply for other local loans, we will ask you to withdraw from our program, in order to give other businesses a chance to use local funds.

The fund was engineered by the Commissioner-appointed Delaware County Economic Recovery Advisory Team, a committee that was established in response to the COVID-19 pandemic. Delaware County officials, including Clerk of Courts Natalie Fravel, have contributed \$2.5 million to get the fund started. The Delaware County Finance Authority, **Orange Township** and **Liberty Township** have each contributed \$250,000. The committee continues to seek additional contributions to the fund. To apply for the loan, visit <https://BSBDeCo.com>. For more information about Delaware County's response to the economic impacts of the COVID-19 pandemic, [visit their website](#).



## State offers inclusion business grants

The JobsOhio Inclusion Grant exists to provide financial support for eligible projects in designated distressed communities and/or for businesses owned by underrepresented populations across the state.

Grant decisions are based on a number of project factors, including but not limited to company location, company ownership, jobs created and/or retained, and project fixed asset investment. Support is intended for small to medium-sized companies with annual revenues of up to \$25 million. All or most qualified projects will require a company to commit to new job and payroll growth.

[Click here to earn more about the grant eligibility.](#)



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## Take your Chamber membership to the next level by investing in a sustaining membership\*.

Join the ranks of exclusive members. Sustaining members enjoy their choice of “naming rights” that comes with an a la carte component of opportunities for more exposure. Several packages are available. All packages are renewable at twelve months.

[\\*Click here for details](#)

### Industry-Exclusive Platinum Level \$5000\*

- Recognized for twelve months as Platinum Level on Chamber website home page, newsletter, letterhead, staff email signature line, and event programs; banner ad on Chamber website home page for twelve months (\$2000 value)
- \$3000: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

*PLATINUM LEVEL: ONLY ONE PER INDUSTRY*

### Gold Level \$3000\*

- Recognized for twelve months as Gold Level on Chamber website home page, newsletter, letterhead and event programs (\$1000 value)
- \$2000: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

### Silver Level \$2000\*

- Recognized for twelve months as Silver Level on Chamber website home page, newsletter, letterhead and event programs (\$1000 value)
- \$1000: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

### Bronze Level \$1000\*

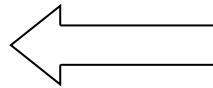
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

## Let them know you belong and support; link to Chamber log

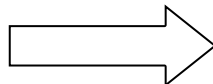
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a 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.



DELAWARE AREA  
CHAMBER OF COMMERCE



DELAWARE AREA  
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## HelpLine celebrates silver anniversary of volunteerism

**HelpLine** recently celebrated 25 years of volunteerism with [Connections Volunteer Center \(Connections\)](#), a program of HelpLine, during its 51st Annual Meeting on Tuesday, Sept. 28. In response to the ongoing pandemic, a limited number of guests attended in-person at Columbus State Community College – Delaware Campus while others watched virtually through the HelpLine page on Facebook.



The theme, “Making a Collective Difference: Celebrating 25 Years of Volunteerism,” highlighted the humble beginning of the county’s only volunteer center and the far-reaching impact of its services. Established in 2006, Connections was formed in response to a community-needs survey that identified the desire for a central clearinghouse for volunteer opportunities. Then, primary funders SourcePoint (formally Council for Older Adults) and United Way of Delaware County, leveraged the unique position and strength of HelpLine – who was the community’s only 24/7 information and referral hub – to house the program. Today, Connections bridges the gap between passionate volunteers and community needs by helping nonprofits focus on what matters most – people leading fulfilled and supported lives.

In its 25-year history, Connections has matched more than 19,000 volunteers and invested more than \$8 million dollars back into Delaware County. In addition to partnering with over 60 nonprofits and training an average of 250 social workers, clinicians, counselors and community members each year through its professional development program, the center has also seen several shifts happen most notably with the onset of COVID-19.

“The pandemic dealt a whole new playing hand to us as a volunteer center,” said Susan Hanson, Executive Director, HelpLine. “We’ve had to rethink safety, maximize protective measures of in-person volunteers, make virtual volunteering as impactful as in-person, leverage technology to find ways to market a diversity of opportunities – including professional development and all while figuring out how to continue with integrating virtual and in-person experiences.”

The longevity and sustainable nature of the center was credited to the former and current staff who were recognized during the meeting. Suzanne Pingry, Program Director, expressed gratitude to the Connections Community Engagement Coordinators, Colleen Dennis and Elaine Miller.

“We couldn’t have done anything without dedicated and devoted staff,” said Pingry. “We’re fortunate to have a team that believes in what we do and brings that mission-centric enthusiasm to work each day.”

The meeting also featured keynote speaker Deanna Brant, Executive Director, Delaware-Morrow Mental Health & Recovery Services Board, who stressed the point that behavioral healthcare is healthcare.

“Mental and physical health are equally important, said Brant. “The global investment gap in services for mental illness versus physical illness is significant; persistent gaps have existed in the access and receipt of high-quality mental health and addiction care and recovery supports.”

Brant stressed the need for financial, infrastructure, service capacity, workforce and local investment to close the gap.

The Lucille Ubben SARN Volunteer of the Year was awarded to Melinda Bodenhorn an active volunteer since 2019. Shelia Hiddleson and the Delaware Public Health District were named the Katherine Gharriy Community Service Award for their ongoing work and commitment to education and coordination throughout COVID-19. Staff awards included Kathleen Vance, Certified Hotline Resource Specialist, who celebrated 25 years of service and Community Engagement Coordinator, Colleen Dennis who achieved 10 years of service. Jamie Fairfield, Prevention Educator; Sarah Lee Jefferson, Suicide Prevention Manager; Lauren MacDade, Sexual Assault and Victim Services Director; RJ Shuman, Suicide Prevention Educator and Breana Szabo, Hotline Resource Specialist all celebrated 5-year service milestones.

The meeting culminated with the business portion which welcomed the FY2021-2022 slate of officers for the HelpLine Board of Directors: Chair, Adam Moore; Vice Chair, Jane Martin; Secretary, Julie Duhigg, Treasurer, Erik Vandeveld

To learn more about HelpLine programs and services, visit <https://helplinedelmor.org> or donate by texting [helpline50](tel:41444) to 41444. If you or someone you know needs support, information or a referral to a health or human service, contact



## Chamber recommends third party administrator; offers discount to members, Chamber Buck\$ for getting a quote

As a member of the Delaware Area Chamber of Commerce, you have access to discounted, first-rate third party administrator for your Worker's Compensation. We're so sure you'll save money and receive great service that **we're offering \$50 in Chamber Buck\$ just for getting a quote.** Just forward the email confirming your quote to [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com) and we'll send you a certificate good for \$50 off ANY Chamber invoice.



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### 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 and quality of life and the interests of business.



### 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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BELIEVE IN *WE*™  OhioHealth

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



# Welcome

## New Members

### 4 You Health

Ashley Tincer—Owner  
562 West Central Avenue  
Delaware, OH 43015  
(614) 935-0440  
[4youhealth.net](http://4youhealth.net)



*Serves as a medspa offering Botox, Xeomin, cool sculpting, CryoSkin, and dermafilters*

### Athletico Physical Therapy

Brett Wagner - Clinic Manager  
1157 Columbus Pike  
Delaware, OH 43015  
(740) 513-4595  
[athletico.com](http://athletico.com)



*Provides physical therapy services & works with patients to create a rehabilitation plan*

### Brow Innovation

Mellony Calhoon - Owner  
562 West Central Avenue  
Delaware, OH 43015  
(937) 477-2451  
[browinnovation.ink](http://browinnovation.ink)



*Offers semi-permanent makeup & microblading services*

### Creative Business Innovations, LLC

Keith Bean - Supervisor of Administration & Finance  
3785 Attucks Drive  
Powell, OH 43065  
(614) 796-4129  
[creativebillc.com](http://creativebillc.com)



*Provides staffing solutions for regular & temporary employment in a wide array of business environments*

### NovaCare Rehabilitation in Partnership with OhioHealth

Michelle Harkness - Clinic Manager/Physical Therapist  
1100 Sunbury Road, Suite 704  
Delaware, OH 43015  
(740) 369-5633  
novacare.com



*Offers a full range of physical therapy services*

# Reinvesting Members

[Comfort X-Press, LLC](#)  
[Converse & Associates](#)  
[Delaware Community Center YMCA](#)  
[Delaware County Commissioners' Office](#)  
[Delaware Public Health District](#)  
[Douglas W. Warnock Co.](#)  
[Dry Patrol of Central Ohio](#)  
[Edgerton Financial Co.](#)  
[Edward Jones - Erin Eizensmits](#)  
[Emergency Plumbing Heating & Air](#)  
[Firestone, Brehm, Wolf & Whitney, LLP](#)  
[Hughes Family Hearing Aid Center](#)  
[JEGS Automotive, Inc.](#)  
[Legacy Private Investigations, LLC](#)  
[Ohio Living Sarah Moore](#)  
[Ohio Wesleyan University](#)  
[Old Bag of Nails Pub](#)  
[Performance Printing, Inc.](#)  
[P.JL Ventures, LL](#)  
[Prism Home Decor, LLC](#)  
[Redwood Delaware](#)  
[Salvation Army Delaware](#)  
[Strand Theatre](#)  
[Syntero, Inc.](#)  
[Terracon Consultants, Inc.](#)  
[The Delaware Arts Festival](#)  
[The Hardware Exchange](#)  
[TriAd Marketing & Media](#)  
[Triple T Transport](#)

A graphic with a teal background. It features a red megaphone icon on the left. To the right of the megaphone, the words 'REFER A FRIEND' are written in large, bold, yellow and white letters. Below this, the text 'Chamber Referral Buck\$\$...' is written in yellow. At the bottom, there is a paragraph of text explaining the program and a closing sentence.

**REFER A FRIEND**  
**Chamber Referral Buck\$\$...**

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

*The more we are, the stronger we are.*

## From the Chamber's Government Affairs Committee

The Chamber's GAC will offer information to its members on current affairs that impact our community. This month's issue: **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 \(davesredistricting.org\)](http://DRA2020(davesredistricting.org)) and [Mapping Competition Winners | Fair Districts Ohio](http://MappingCompetitionWinners|FairDistrictsOhio)

Watch for updates in upcoming newsletters as the issue moves forward.



---

### 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

Rick Carfagna  
77 S. High S  
13th Floor  
Columbus, OH 43215  
Phone (614) 466-1431  
Fax (614) 719-6990  
[Email](#)

#### District 67

Kris Jordan  
77 S. High St  
11th Floor  
Columbus, OH 43215  
Phone (614) 644-6711  
Fax (614) 719-0002  
[Email](#)

#### US House

##### District 12

Troy Balderson  
[Email](#)  
**District 4**  
Jim Jordan  
[Email](#)  
**US Senate**  
Rob Portman  
[Email](#)  
Sherrod Brown  
[Email](#)



## Chamber supports local levies

At its September meeting, the Chamber board of directors voted to support the Government Affairs Committee's recommendation that the Chamber endorse three levies that voters will see on the ballot in November. All three issues were found to be sound decisions vital to maintain the quality of life we have come to enjoy in Delaware County as well as funding to support the most vulnerable population. Each of the agencies have proven to be good stewards of taxpayer dollars and all have strong visions for the future.



The [Preservation Parks of Delaware County](#) levy will enable significant land acquisition which will expand the already hearty footprint of our parks and trails.

The [Delaware-Morrow Mental Health & Recovery Services Board](#) is asking for its first increase (.5 mil) since 1984. And the [Delaware County Board of Developmental Disabilities](#) is both keeping their 2018 promise of sunseting a .56mils levy AND requesting a decrease in its 2.1 mil levy to 2mils.

*The Chamber encourages its members to review the fact sheets on the next three pages of this newsletter and to support the important work these agencies do.*

If you'd like to promote the levy with a lawn sign or other media, contact:

Preservation Parks:

[heiditomcurtin@gmail.com](mailto:heiditomcurtin@gmail.com)

Delaware Morrow Mental Health: (740) 368-1740

---

## Local agency celebrates impact

Sixty-seven years ago local resident Nancy Frankenberg started Christmas Clearing House



to provide food during the holidays for those in need. Over the years the agency evolved into what is known today as [People In Need](#). PIN's official 40th anniversary was held on October 14, celebrating 40 years of impact, though its roots go back even further.

Although PIN has become synonymous with "Holiday Clearing House", its services to our community's vulnerable population includes a food pantry, produce market and emergency utility assistance, dental and vision care and eviction prevention, help that has taken on a new urgency during the pandemic.

Thank you to director Kathy Hoff and staff for their work in the community and for their hospitality at our BAH. The Chamber was proud to present PIN with a proclamation at their celebratory event.



---

## City offers revolving loan

The [City of Delaware](#) has opened a \$300,000 revolving loan fund to bolster the city's small businesses. Any business (or business owner) within city limits is eligible to apply for the low-interest loan program. The fund will be administered by Economic and Community Development Institute (ECDI), a community microlender that is headquartered in Columbus and serves small businesses throughout the state of Ohio.



In a time when a majority of small businesses – even those with a long, stable history – are struggling due to the economic shutdown caused by COVID-19, access to capital can be a sustaining lifeline. Borrowers can request up to \$25,000 from the City of Delaware fund, and can access ECDI's portfolio of funds for additional capital up to \$350,000\* for their total loan. Funds can be used for any business purpose, including payroll, inventory, renovations or other.

Loans of 0-25K will be funded at 3% rate. Loans of 25-50K will be funded at 5% blended rate. Beyond that, your business will work with ECDI to get the best rate they can or will seek financing from other entities of your choice.



# FACTS & INFORMATION

## Nov 02 Levy Renewal General Election with a Reduction

Delaware County Board of  
Developmental Disabilities



### About DCBDD

The Delaware County Board of Developmental Disabilities (DCBDD) is a county agency primarily funded by levy dollars which provides support to people with developmental disabilities and their families in Delaware County.

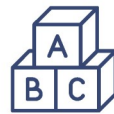
Mission: "To inspire, empower, and support people to achieve their full potential."

### Impact of DCBDD's Support

DCBDD supports the coordination of a variety of services such as:



Support to live a quality & fulfilled life



Early Intervention to enhance child development



Employment support to find & maintain a job



Connections to community resources



Assistance with daily living needs & learning new skills

### About 2.0 Mill Renewal Levy

- DCBDD is on the ballot in November for a levy renewal with a reduction (decrease) in taxes.
- Taxpayers will see a **DECREASE** in taxes because DCBDD is...
  - reducing the 2.1 mill renewal levy to 2.0 mill and;
  - not renewing our 0.56 mill levy.
- This levy will result in **no new taxes**.
- The reduced 2.0 mill renewal levy will generate an estimated \$15 million per year to support the services DCBDD provides Delaware County.

Connect With Us



740-201-3600



[www.dcbdd.org](http://www.dcbdd.org)







# DELAWARE-MORROW MENTAL HEALTH & RECOVERY SERVICES BOARD

## DELAWARE AREA CHAMBER OF COMMERCE

### 2021 LEVY INFORMATION

Every five years, the Delaware-Morrow Mental Health & Recovery Services Board asks voters to pass a property tax that provides most of our funding.

To ensure we can continue to meet the growing need for behavioral health services, the DMMHRSB is asking voters to renew our current 1.0 mill levy with an additional .5 mills added. This would cost property owners \$41.56 annually, or \$3.46 per month, for every \$100k of taxable value.



### LOCAL FUNDS = LOCAL SERVICES

With this levy, we are committing our locally collected funds into a provider network that is largely available close-to-home, instead of forcing residents to drive to other counties for treatment.

### EFFECTIVE AND EFFICIENT

# 94%

of our expenditures go to direct services for consumers. That means you get the direct benefit of your tax payment.

## NOW, MORE THAN EVER!



### GROWING POPULATION

The Census Bureau estimates that Delaware County's population will have grown by 36% by 2040. A growing population means a growing need for quality behavioral health services.



### COVID RECOVERY

The Kaiser Family Foundation reports that the number of people suffering from anxiety and depression symptoms have increased by 30% since the pandemic started. More people experiencing symptoms means there will be a higher demand for behavioral health services.



### DEFEATING THE STIGMA

More and more we are seeing people be open and honest about mental health and addiction, and with that more people are seeking services. It is essential that we continue to meet this demand and have services available for those in need.



## Preservation Parks Levy FAQ

Delaware County voters will have the opportunity to approve a 10-year, 0.4-mill (additional) levy for the purpose

of acquiring land for future parks and developing and improving park sites on November 2, 2021.

For more information about the levy, go to [preservationparks.com](http://preservationparks.com)



**PRESERVATION  
PARKS** DELAWARE COUNTY

### Why do we need it? Why now?

Rapid county population growth coupled with a fast-paced housing development market is causing available land to quickly disappear. PPDC has been presented with several new opportunities to purchase land for future parks that would help accommodate our increased park visitation—nearly 60% increase in recent years.

### How will Preservation Parks use the money from the levy?

Preservation Parks will:

- Purchase an estimated 800 acres for parks and trails while the opportunity exists. The levy will also work in tandem with the current levy dollars to accelerate the purchase of 472 acres north of Sunbury.
- Develop and open additional parks and trails and improve existing parks for public use and habitat protection. This includes having the ability to open parks more quickly such as the park north of Sunbury, McCammon Creek Park in Orange Township, and develop amenities at Hickory Woods Park in Delaware Township.

### How much will the levy cost?

The new levy will cost a homeowner \$1.16/month each year, per \$100,000 in home market value.

### How much money would the levy provide?

The land acquisition and development levy would provide \$3.7M in funding a year resulting in \$37 million over 10 years.

Land acquisition is estimated at \$24M; while park development and improvement is estimated at \$13M.

### How long will the levy last?

The ballot issue is a proposed 10-year levy, with collections to begin in 2022.

### How is this different from the current levy?

The current levy includes all park district operating costs.

The new levy seizes upon current land acquisition opportunities that are available now

and also accelerates park development. It does not include operating costs.

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



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(1951-2021)**

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Drawing By Karen Collins

## Check Out the

# HOT DEALS

from Chamber members

Posting is FREE with your membership

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- ⇒ [Join Safety Council— Delaware Area Safety Council](#)
- ⇒ [15% off Guest room Nationwide Hotel and Conference Center—Nationwide Hotel and Conference Center](#)
- ⇒ [Oak & Brazen Wine Co: Daily Deals—Oak and Brazen Wine Co.](#)
- ⇒ [SourcePoint Shares Aging Expertise via Speakers Bureau—SourcePoint](#)
- ⇒ [Exclusive discounts at Staples stores—Staples](#)

## HOT DEALS

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

- ⇒ 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 any-time, all the time.

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.

## An educational opportunity for company employees

Since 2016, [Columbus State Community College](#) and Franklin University have partnered to bring the Exact Track program to the Columbus State Delaware Campus. This business program earns students an Associate of Applied Science in Business Management from Columbus State and a B.S. in Business Administration and Management and Leadership from Franklin University. Below are the benefits of the program.

**Convenient:** Classes are automatically scheduled each semester for Exact Track students by academic advisors.

**Predictable:** Courses are held the same day and time throughout the program. You'll take two classes every eight weeks: One online class and one in-person class (Tuesday nights at Columbus State's Delaware campus)

**Collaborative:** Work with same group of peers throughout the program.

**Cost Effective:** Textbooks and parking are provided free of charge.

**Supportive:** Advisors are on hand to support you throughout your education.

**Streamlined:** Coordination between Columbus State and Franklin University means seamless transfer of admission, financial aid, and transcript information.

If you are interested in learning more about this program, you can register for one of our Exact Track info sessions. Registration Link: <https://www.csc.edu/academics/departments/exact-track/index.shtml>

Also, if any businesses are interested in having a virtual presentation for their employees, we can set that up as well.

To learn more about the program, please contact Lawrence James at (740) 203-8224 or email at [ljames6@csc.edu](mailto:ljames6@csc.edu).



# 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.

## In addition to financial protection, this innovative alternative offers:

- Competitive rates
- Fixed, predictable monthly payments
- A variety of plan designs
- Anthem's broad Blue Access PPO provider network and Essential Rx formulary
- Coverage for claims run-out/terminal liability coverage
- Expanded wellness offerings
- Specially discounted rates on SOCA-exclusive specialty products including dental, vision, life, optional life, and disability insurance

**As a member in good standing with the Delaware Area Chamber of Commerce, your business is eligible for discounted group health care *including plans for sole proprietors*, sold through our Chamber-member authorized agents.**

**Contact one of our agents to see if there's a plan that's right for you.**

### Creative Financial Insurance Services Agency

Jim Roesch

[jwroesch@discovercfi.com](mailto:jwroesch@discovercfi.com)

740-363-5433

\*Anthem Elite Certified



### Preferred Benefits Services Agency

Mark Pettitt

[mark@prefben.com](mailto:mark@prefben.com)

740-363-6028

\*Anthem Elite Certified



## Chamber website banner ads a great value

You can now place a banner ad on the Chamber's website where it will be seen via 3500 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](mailto:dachamber@delawareAreaChamber.com) or call 740-369-6221.



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

If you'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](mailto:lclark@cescu.com)  
[www.cescu.com](http://www.cescu.com)

CES Credit Union



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

# 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](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





## Your chamber membership creates value for your company.

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

- Your choice of plans, from industry-leading consumer-driven health plans to point-of-service products
- 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
- Extensive selection of providers and lower in-network costs
- 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 days<sup>1</sup>
- 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.<sup>2</sup>
- 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



<sup>1</sup> Internal data 2017

<sup>2</sup> 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

# STAY INFORMED SAFELY

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.**

“

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,  
Orville 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

”

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



## 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.

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## Are you making the most of the freebies that your Chamber membership offers?



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

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

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.](#)