



2020 ANNUAL REPORT



**MADISON COUNTY
CHAMBER OF COMMERCE
AND MADISON COUNTY FUTURE, INC.**

www.madisoncountyohio.org

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Message from Leadership

The year 2020 came as a complete surprise. It was during the week of our 2020 Madison County Chamber of Commerce Annual Meeting that COVID-19 interrupted our lives and took us on a tailspin of emotions and frustrations. We will always remember it as a year of change. It changed how we operate both our businesses and our personal lives for both the near and long-term futures.

Through all of the uncertainty and stress brought by COVID-19, we saw greatness within the community. There were many instances where we saw businesses supporting each other and members of the community making a strong push to support local businesses. The Chamber of Commerce was able to support local businesses affected by COVID-19 in a number of ways, including holding educational sessions, distributing PPE kits to local businesses and providing information about funding and resources.

Although we need to acknowledge what has happened in 2020, we must look forward. The Chamber of Commerce and Madison County Future, Inc. are excited for 2021. While we still have to deal with the effects of COVID, we speak confidently about Madison County continuing to grow in 2021. The interest from builders to build homes in Madison County has never been stronger. The amount of industrial square footage available for users has never been greater. You can drive around our community and see new commercial spaces being built and existing commercial space being filled. It is very exciting to see, and it truly is a great time to be in Madison County.

It is with great pleasure that we present the 2020 Annual Report for the Madison County Chamber of Commerce and Madison County Future, Inc. to the businesses, residents, community leaders and investors of Madison County.

MISSION STATEMENT OF MADISON COUNTY CHAMBER OF COMMERCE:



The Madison County Chamber of Commerce has the mission to enhance the economic, civic and cultural growth of Madison County and act as a “voice of the business community.” This mission will be accomplished through the development and support, including both participation and financial commitment of the membership. We serve the businesses, communities and residents of Madison County.

Chamber Board Members:

President:Steve Lelonek
First VP:Ashley Winebrenner
Second VP:Susan Thompson
Third VP:Amy Rees
Financial Secretary:Jim Christel

Samantha Wilkins, Patrick Closser,
Greg Finchum, Brian McMahon, Kathy Henry,
Cindy Stout, Emmy Beeson, Kevin Henry,
Bob Patterson, Chris Knight, Jim Christel,
Rob Slane, Donna Brown-Thompson,
Amanda Montgomery, David Beickman

MISSION STATEMENT OF MADISON COUNTY FUTURE, INC.:

Madison County Future, Inc. is a collaborative economic development organization dedicated to supporting growth for the benefit of businesses and people of Madison Count

MADISON COUNTY FUTURE, INC. BOARD MEMBERS:

President: Mark Bennett
Vice President: Mark Forrest
Secretary: Patrick Closser
Treasurer: Kevin Wood

Ray Martin, Dusty Parker, Jeff Pfeil,
Josh Cross, John Rucker, Lou Kramer,
Ben Johnson, Marci Darlington

MADISON COUNTY FUTURE, INC. INVESTORS:

Madison County Commissioners
City of London
Village of West Jefferson
Village of Plain City
Village of Mt. Sterling
Jefferson Township
Deercreek Township

First Energy/Ohio Edison
London City Schools
IBI Group
Bennett & Williams
Centerpoint Development
Dusty Paker
Lehman Daman



2021 CHAMBER GOALS

Goal 1: Due to in-person meeting restrictions, transition monthly programming series to virtual format for 2021

- Offer diverse programming centered around, non-partisan legislative updates, education, networking and community involvement to enhance the value of a chamber membership
- Through surveys and one-on-one discussions with members, continue to identify areas of improvement for the Chamber and utilize tools or programs to improve the organization

Goal 2: Increase chamber member benefits by 3 new benefits

- Grow the three member benefit programs created in 2020 while creating 3 new benefits
- Explore new opportunities for programs through partnerships with other Chambers of Commerce
- Analyze best practices of other Central Ohio Chambers to understand programs they offer and determine what could work in Madison County

Goal 3: Increase membership by net 10 members

- Increase and enhance communication with current members and prospective members via direct contact, social media and newsletters
- Strategically identify and engage prospective members for membership recruitment through Chamber and community programs
- Work with “champions” of the Chamber of Commerce to recruit new members



MADISON COUNTY FUTURE, INC. GOALS 2021

Goal 1: Execute 15 Business Retention and Expansion Visits in 2021

- Meet with executives at local Madison County employers virtually or in-person
- Document and follow up on both growth opportunities and challenges
- Use information gathered to help update 3-year strategic plan

Goal 2: Secure \$5,000 in private investment into Madison County Future, Inc.

- Create a list of all developers, service providers, brokers, and other professional service orgs that receive benefit from MCFI
- Develop a tiered investment program based on benefits they have or will receive
- Identify opportunities for invested funds to be used to enhance Madison County
- Secure funds for 2-3 years

Goal 3: Finalize an updated 3-year strategic plan for MCFI that focuses on needs and opportunities in Madison County

- Use feedback from business retention and expansion visits to identify needs of local employers
- Document significant needs and opportunities for local communities and the County and use them to develop strategic plan
- Present strategic plan to MCFI board and investors



**MADISON COUNTY
FUTURE, INC.**



WHY JOIN THE CHAMBER?



**MADISON COUNTY
CHAMBER OF COMMERCE**

**BECOME A PART OF SOMETHING
BIGGER**

- **SAFETY COUNCIL**

Earn up to a 3% rebate on workers comp insurance

- **NETWORKING**

Free monthly educational session geared towards strengthening your business

- **FREE MARKETING ASSISTANCE**

Become a recognizable face in the community by enhancing your online presence through social media and google analytics and utilizing the expertise of Chamber staff for marketing collateral

- **NETWORK OF RESOURCES**

Utilize Chamber to solve issues and problems your business is facing by utilizing staff knowledge, connections and network of resources

- **CREDIBILITY**

Create a professional image by being a part of a community-driven organization

- **RIBBON CUTTINGS AND BUSINESS PROMOTION**

Increase publicity through email newsletters, photo ops, and social media

- **PRIVATE INSURANCE DISCOUNTS**

Take advantage of the Anthem Blue Cross and Blue Shield Multiple Employer Welfare Arrangement (MEWA) program through the Southern Ohio Chamber Alliance

2020 CHAMBER EVENTS



GOLF OUTING

The 2020 Chamber Golf Outing was an exciting event for our members and the organization. Twenty teams from across the Columbus Region registered for the event and it was viewed as a very fun and positive experience, especially with the COVID-19 restrictions in place for events. The Coughlin Automotive Team took home the best score of the day with a 56. The Chamber was able to raise over \$12,000 through the event, and those resources were put back into the organization to assist our members. We look forward to hosting another fun, exciting golf outing for our members in 2021.

BONANZA

Typically, Chamber members and the Madison County community look forward to the annual Bonanza event held every October. It is one of the most attended events in the County and it serves as the largest fundraiser for the Chamber. The Chamber was unable to hold the in-person event at Lake Choctaw Lodge in 2020. However, the Chamber improvised and worked with the Health Department to ensure we had a Virtual Bonanza. Chamber staff and volunteers streamed the event with a silent auction, bourbon auction and reverse lottery game via Facebook Live. The event raised nearly \$18,000, which the Chamber will use to enhance the organization for our members.



MCC

MADISON COUNTY
CHAMBER OF COMMERCE



NEW JOBS

committed from 2018-2020:

6,000+



McMahon Trucking – New Location in Madison County
(Existing Facility)

Vander Haag’s, Inc. – New Location in Madison County
(Existing Facility)

Fyda Freightliner – New Facility in Madison County

Torrid DC – New Location in Madison County
(Existing Facility)

Medline DC – New Facility in Madison County

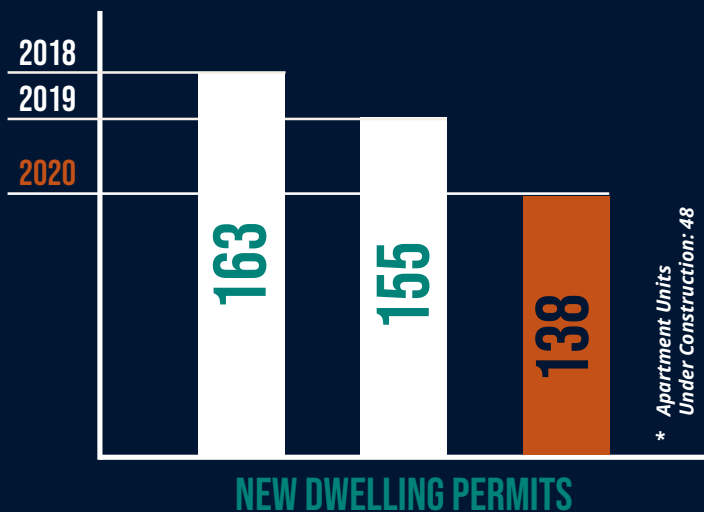
Amazon DC – New Facility in Madison County

Ace Hardware DC – Expansion in Madison County

HOUSING DATA

Despite the hardships we all experienced due to COVID-19, Madison County continues to have a healthy number of new dwelling home permits and strong interest from builders.

Plain City continues to lead Madison County with new single-family homes built, but other communities in Madison County continue to experience activity and strong interest from single family and multi-family home builders. Chamber of Commerce and Community Improvement Corporation staff continue to meet with single family and multi-family builders and developers to discuss opportunities in Madison County; London, West Jefferson, Plain City and Mt. Sterling are all being considered by builders and developers for immediate and future opportunities. While promoting sustainable, controlled growth, we are confident to say that Madison County is in growth-mode and will experience a number of positive changes in the upcoming years.



NEW DWELLING PERMITS

COVID-19 Relief

While we did experience growth in 2020, our community had to also be strong and come together in order to respond to COVID-19. We saw businesses supporting each other and the community making a strong push to support local businesses. The Chamber of Commerce was able to support local businesses affected by COVID-19 in a variety of ways, including holding educational sessions and providing information about funds and resources. Soon after the announcement of the Payroll Protection Program, the Chamber worked with the SBA to educate the local business community on how to apply for and receive funds. In 4Q 2020, the Chamber worked with the state of Ohio to distribute information and educate small business about new small business relief programs. The following are final funding numbers for two programs in Madison County:

**Small Business Relief
Grant Funding**
(\$10,000 per business):
17 businesses

**Bar and Restaurant
Assistance Fund**
(\$2,500 per business):
17 businesses



WORKFORCE DEVELOPMENT

36 STUDENTS

36 students earned the Madison County Workforce Readiness Credential in 2019.

130 STUDENTS

have earned the Credential since the program's inception.



Participation in the Madison County Workforce Readiness Credential continues to grow.

Thirty-six students earned the credential in 2019; 130 students have earned the credential since its creation in 2015. Madison County Future, Inc. and the Madison County Chamber of Commerce continues its partnership with the Ohio Department of Education to incorporate the OhioMeansJobs Readiness Seal with the Madison County Workforce Readiness Credential. The OhioMeansJobs Readiness Seal is a recognized pathway a student can take towards high school graduation. Now, within Madison County, students can earn two credentials by completing one document.



Madison County Speakers Bureau.

The Madison County Speakers Bureau, created in January 2019, is a program available to local school districts in Madison County. Working with the Madison County Chamber of Commerce and Madison County Future, school teachers can request business leaders come to their classrooms to discuss their occupation, employer, career pathway and industry. Employers participating in the Speakers Bureau include Bluebird Retirement Community, Ace Hardware Distribution Center, Nissen Chemitec America, Target Distribution Center, Wincup, The Tech Support Center, Elford Construction and Casey's Carryout.



Madison County Internship Program

Created in 2019, the Madison County Internship Program has twenty local businesses and 19 students from within Madison County schools participating in the program. The program has grown significantly since it was created and both Madison County Future, Inc. and the Madison County Chamber of Commerce are committed to growing the program more within the County. Participating businesses and schools include:

BUSINESSES

Adept Products
 Bluebird Retirement Community
 Buckeye Ford
 Casa Enterprises
 Direct Mechanical
 Dixon Concrete
 Green & Sons LTD
 Iron Clad Ag, LLC
 James Peart State Farm Insurance
 MH-Eby
 Mount Sterling Community Center
 Nissen Chemitec
 Proctor Conference Center
 Rails Edge Horse Farm
 Ready FM
 Richmond Kennels
 WinCup
 Wilson Printing and Graphics

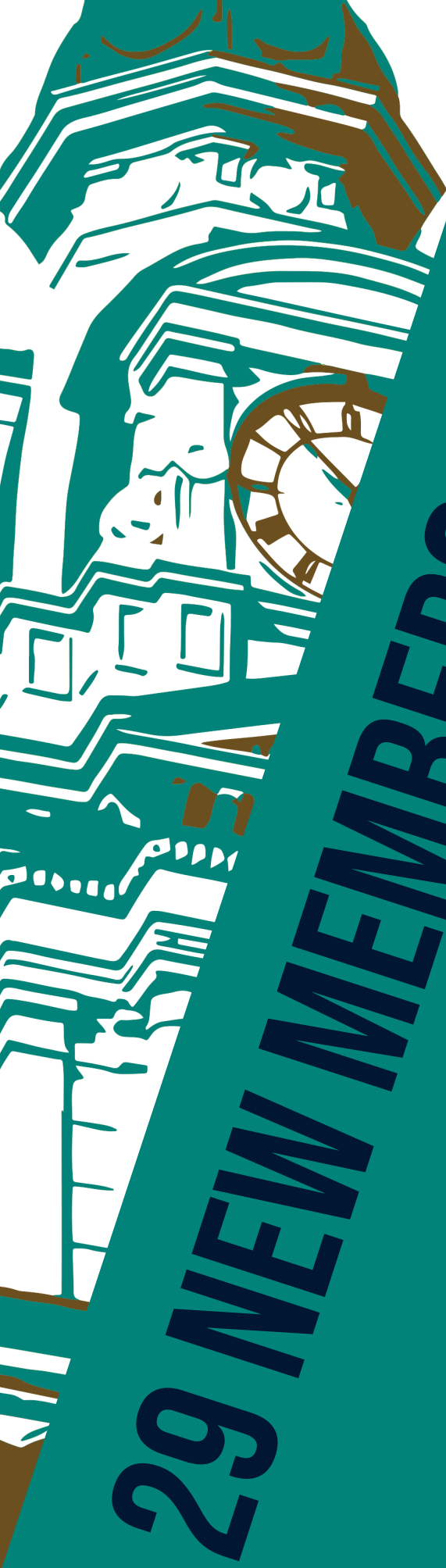
SCHOOLS

Tolles Career and Technical Center
 West Jefferson
 Madison-Plains
 Jonathan Alder
 London



Madisoncountycareers.com

Madison County Future, Inc. identified an opportunity to create a website that could be a go-to resource for individuals looking for employment and resources in Madison County. Madisoncountycareers.com was developed in 2019 and went live in January 2020. Individuals can visit the site to learn about job opportunities, learn about training and education resources and inquire about available jobs in Madison County.



29 NEW MEMBERS

Casa Enterprises
Coughlin Automotive
Creative Haze Design
Direct Auto insurance
Direct Mechanical
DQ Grill and Chill
Emmanuel Christian
Environmental Ease
First Solar
Geenex Solar
Home Instead Senior Care
Hudson's Edge Catering
J-Beck Workforce Development
Joslyn Law Firm
Lynch Family Funeral Home
Main Street Deli
McMahon Truck Center Columbus
Madison Garden Center
Madison Tree and Landscape
Mental Health Recovery Board
of Clark and Madison Counties
MKSK
Payroc
Peerro
Peters Photography
Premium Contractor Solution LLC
Rent to Own
Scheiderer Transport Inc.
Studio 254
Whiteside Auto