

# COLUMBUS BUSINESS FIRST

T H E L I S T

## Central Ohio financial planners

We track the top firms by assets managed for clients. **ROBIN SMITH, PAGES 39, 40**

### COVER STORY

# HOSPITALS BRACING FOR THE STORM

Central Ohio's health systems are collaborating to prepare for the waves of Covid-19 patients who have overwhelmed healthcare facilities in New York and elsewhere as the coronavirus pandemic worsens.

**CARRIE GHOSE,  
PAGE 4**



**Dr. Bradley D. Raetzke and RN Lavinia Dela Cruz  
outside OhioHealth Riverside Methodist Hospital.**

MADDIE MCGARVEY FOR ACBJ

### NEWSMAKER

## Bob Lorimer on the wisdom of Arnold



Despite big losses from the Arnold Sports Festival this year, he says staying positive is paramount.

**HAYLEIGH  
COLOMBO,  
PAGE 10**

### SENIOR HOUSING

## How one company is protecting its clients

National Church Residences is working to stay ahead of the coronavirus to keep residents safe.

**TRISTAN NAVERA, 12**

### SPECIAL SECTION

# POWER 100

2020

We highlight the community's  
most-influential leaders, including  
one very deserving late addition.

**PAGES 20-38**

### IN THE NEWS

## North Market adapts to survive pandemic

Despite some merchants closing, the historic market downtown pivots to stay open for customers.

**DAN EATON, 14**

## Foundations keep donations flowing

Nationwide's philanthropic arm is among many organizations providing funds during this time of need.

**HAYLEIGH COLOMBO, 18**

## Battelle gets approval to help clean masks

Push by Gov. DeWine and President Trump got FDA to speed up review of much-needed technology.

**CARRIE GHOSE, 16**



**COLUMBUS  
BUSINESS FIRST**

April 3, 2020  
Vol. 36, No. 31, \$4.99

300 Marconi Blvd.,  
Suite 105  
Columbus, Ohio 43215



**Breaking news online**

ColumbusBusinessFirst.com



**On Twitter**

@ColumbusBiz1st



**Daily email updates**

ColumbusBusinessFirst.com/email

## READER GUIDE

## ▶ COMING UP

## THE LIST

- ▶ **April 10:** Private schools
- ▶ **April 10:** Public school districts
- ▶ **April 17:** Most educated ZIP codes
- ▶ **April 24:** Golf courses
- ▶ **May 1:** CRE developers
- ▶ **May 8:** CRE brokerages
- ▶ **May 8:** Residential real estate agencies
- ▶ **May 15:** Insurance agencies and brokerages
- ▶ **May 22:** Commercial construction companies
- ▶ **May 29:** Central Ohio craft brewers
- ▶ **May 29:** Ohio craft brewers
- ▶ **June 5:** LGBTQ-owned businesses
- ▶ **June 5:** Business advocacy orgs.

## EVENTS

Columbus Business First hosts networking, awards and educational events throughout the year. View our schedule and register for events at [ColumbusBusinessFirst.com/event](http://ColumbusBusinessFirst.com/event).



- ▶ **Pride in Columbus List nominations:** April 9 deadline.
  - ▶ Help us recognize the top LGBTQ-owned businesses in the region: [bizjournals.com/columbus/nomination/85236/2021/pride-in-columbus](http://bizjournals.com/columbus/nomination/85236/2021/pride-in-columbus)
  - ▶ **Small Business Expo:** POSTPONED
  - ▶ **CIO Tomorrow:** POSTPONED
  - ▶ **40 Under 40 Awards gala:** POSTPONED
- Note: Business First will announce new dates for events postponed because of the coronavirus pandemic as soon as they are set.*
- ▶ **Corporate Citizenship Awards reception:** June 17
  - ▶ **C-Suite Awards gala:** Oct. 1

## ▶ CONTACT US

## ADVERTISE

For advertising rates, editorial calendar and production specs, contact Steve Hewitt at 614-220-5440 or [shewitt@bizjournals.com](mailto:shewitt@bizjournals.com).

## NEWS TIPS

For news tips, contact Editor Doug Buchanan at 614-220-5448 or [dbuchanan@bizjournals.com](mailto:dbuchanan@bizjournals.com).

## SUBSCRIBE

To subscribe to Columbus Business First, go to our website: [bizjournals.com/columbus/subscribe](http://bizjournals.com/columbus/subscribe)

## NEWSLETTERS

To receive our free daily newsletters, sign up at our website: [bizjournals.com/account/columbus/newsletters](http://bizjournals.com/account/columbus/newsletters)

## REPRINTS

For reprints, e-prints, plaques and more, call 877-397-5134 or go to [bizjournals.com/reprints](http://bizjournals.com/reprints)

## ▶ CORRECTIONS

We will promptly print corrections of substantive errors. If you believe incorrect information has appeared in Columbus Business First, please contact Editor Doug Buchanan.

**PUBLISHER:** Nick Fortine

614-220-5416, [nfortine@bizjournals.com](mailto:nfortine@bizjournals.com)

**EDITOR IN CHIEF:** Doug Buchanan

614-220-5448, [dbuchanan@bizjournals.com](mailto:dbuchanan@bizjournals.com)

**MANAGING EDITOR:** Mark Somerson

614-220-5460, [msomerson@bizjournals.com](mailto:msomerson@bizjournals.com)

**DESIGN EDITOR:** John Lauer

614-220-5480, [jlauer@bizjournals.com](mailto:jlauer@bizjournals.com)

**ASSISTANT MANAGING EDITOR:**

Eleanor Kennedy

614-220-5456, [ekennedy@bizjournals.com](mailto:ekennedy@bizjournals.com)

**ADVERTISING DIRECTOR:** Steve Hewitt

614-220-5440, [shewitt@bizjournals.com](mailto:shewitt@bizjournals.com)

American City  
BUSINESS JOURNALS

COLUMBUS BUSINESS FIRST is a publication of American City Business Journals, 120 W. Morehead St., Charlotte, N.C. 28202  
Whitney Shaw, CEO; Ray Shaw, Chairman (1989-2009)

© 2020 COLUMBUS BUSINESS FIRST, ALL RIGHTS RESERVED.

**POSTMASTER:** Please send address changes to Columbus Business First, 300 Marconi Blvd., Suite 105, Columbus, Ohio 43215, (614) 461-4040

COLUMBUS BUSINESS FIRST (USPS 749630) (ISSN 0748-6146) publishes a weekly print edition available at \$140 a year for print and digital access. Digital-only access costs \$115 a year. Business First of Columbus, 300 Marconi Blvd., Suite 105, Columbus, Ohio 43215. Periodicals postage paid at Columbus, Ohio. Back issues are available for \$6.00 each prepaid (mailed), \$4.99 each prepaid (picked up) and \$2.50 each if more than 50 are ordered.

# MORE THAN JUST AN INSURANCE BROKER



One of the fastest growing property and casualty insurance agencies in Central Ohio, Overmyer Hall Associates prides itself on its big broker experience delivered by a community-oriented, family-owned business.

**OH A**  
**OVERMYER HALL**  
ASSOCIATES

BUSINESS INSURANCE • SURETY BONDING • HOME & AUTO

614.453.4400 [oh-ins.com](http://oh-ins.com) [info@oh-ins.com](mailto:info@oh-ins.com)

# Liquor sales up as Ohio hunkers down

FIRST MONTH OF COVID-19 STAY-AT-HOME ORDER LEADS TO HIGHER ALCOHOL SALES

BY DAN EATON  
deaton@bizjournals.com

It seemed likely Ohioans would stock up on spirits as they hunkered down at home during the coronavirus pandemic.

That's exactly what they did.

According to data provided by the Ohio Division of Liquor Control, the state saw 1.38 million gallons of spirits sold from March 1 to 29.

That's a 23.7% increase from 1.11 million gallons sold in the same period in March 2019.

Just to show that the gain isn't the natural flow of spirits sales, the gallonage sales increase from 2018 to 2019 was just 0.8%.

Gallonage is the most apples-to-apples measure because it takes out any price variations.

But the dollar sales tell a similar story. Ohio's state liquor agencies sold \$123 million of spirits from March 1 to 29, according to the Division of Liquor Control. That was a 26% increase over the \$97.9 million sold in the same period in March 2019.

Again, looking back to the 2018 sales



JEFFREY GREENBERG | GETTY IMAGES

The first full month of liquor sales during the coronavirus shutdown showed Ohioans are buying more alcohol.

shows the increase isn't a normal progression. Sales by dollars increased just 4.7% from 2018 to 2019.

Consumers were projected to stock up on beer and liquor (as well as food and toilet paper) in the past several weeks

as Ohio instituted increasingly restrictive limitations on business and socializing as a means to curb the spread of the coronavirus.

Local distilleries, however, have turned attention from production of

spirits toward making sanitizer that can be utilized by first responders and others in need.

Breweries, meanwhile, have pivoted to starting delivery operations and trying to survive on carryout business. Those that package their products have the added capability to push more beer into cans and bottles and out to stores rather than into kegs, since bar business has been barred.

One local beer retailer, however, has chosen to close for good. Mike Troy decided to close his two Crafted Draft stores at 5245 N. Hamilton Road near Gahanna and 4485 Cemetery Road in Hilliard rather than attempt to weather the shutdown and reopen.

Looking at the business and the prospect of a prolonged decline in sales and closing for good made the best sense.

"I like the (Small Business Administration's) concepts, but you're still getting a loan on top of a loan. Your bills are still going to be due at some point," he said. "That's not the best decision for everybody. This is the right call for us. That sucks, because I'd like to continue. But it didn't make sense to further leverage myself."

PAID ADVERTISING

## PEOPLE ON THE MOVE

PROMOTION



### James O'Connor

President and CEO  
Commercial Works

Commercial Works is pleased to announce that our Executive Vice President, Jim O'Connor, has been promoted to President and CEO

of Commercial Works Moving and Storage and Commercial Workplace Interiors. Jim joined Commercial Works in 2018 and brings 28 years of leadership experience with various organizations holding multiple key decision making positions, including General Manager, Vice President, and Executive Vice President. Over the years, Jim has grown his expertise in managing multi-site organizations, creating efficiency and eliminating waste, impacting profitability and growth. Jim will be focusing on new sales initiatives, and expanding Commercial Works geographical markets. He will continue to grow the Company's Corporate Social Responsibility through volunteerism with our community charitable and non-profit organizations.



PROMOTION



### Courtney Walker

Executive Director  
Lutheran Social Services

Courtney Walker will be the executive director of HandsOn Central Ohio, which joined the Lutheran Social Services Network of Hope March 1. Before the merger, Walker served as director, information & referral at HandsOn since 2017. Walker is a

management professional with skills in grants management, quality assurance and program development. As executive director, Walker will be responsible for the direction of all HandsOn programs, as well as operations and ensuring a positive client experience.

NEW HIRE



### Lee Martin

Principal Consultant  
Rimkus Consulting Group, Inc.

Lee Martin, AIA has joined Rimkus Consulting Group, a world leader in forensic engineering and consulting. Mr. Martin's duties involve case management, mentoring younger experts, and assisting in regional business development. His 30 plus years of experience allow him to assist clients in a wide variety of matters not limited to claims, and legal disputes as well as project planning, construction administration, A/E professional liability, premises safety, and other proactive risk services.

PROMOTION



### Jeffrey Sikkenga

Executive Director  
Ashbrook Center

Jeffrey Sikkenga, Ph.D., a prominent political scientist, has been named executive director of the Ashbrook Center at Ashland University. Sikkenga, who has been affiliated with the nonprofit educational organization for more than 20 years, had been serving

as Ashbrook's interim director. Prior to that, he served as co-director of Ashbrook's top-rated undergraduate program and assistant chair of Ashland University's Department of History and Political Science.

Promote  
employees and  
highlight your  
company's  
success.

SUBMIT YOUR INFORMATION

[bizj.us/1px8ff](http://bizj.us/1px8ff)

Sean Burns

sburns@bizjournals.com | 614.220.5420



## FINANCIAL HEALTH

Hospitals around the state have seen 30% of revenue evaporate due to the suspension of elective procedures. Franklin County's hospital systems have widely different financial cushions – assets they hope never to have to dip into:

**TRINITY HEALTH**  
(parent of Mount Carmel Health System)

187

days cash on hand as of 12/31/19

**\$818,000**

Cash and unrestricted assets (Mount Carmel) as of 6/30/19

**OHIOHEALTH CORP.**

480

days cash on hand as of 12/31/19

**\$5.367B**

Cash and unrestricted assets

**OSU WEXNER MEDICAL CENTER**

170

days cash on hand as of 3/30/20

**\$1.82B**

Cash and unrestricted assets as of 12/31/19

**NATIONWIDE CHILDREN'S HOSPITAL**

410

days cash on hand as of 3/30/20

**\$2.69B**

Cash and unrestricted assets as of 12/31/19

Sources: Audits, systems

### COVER STORY

# OHIO HOSPITALS BRACE FOR THE COMING STORM

Under the guidance of the state, Central Ohio health systems are working together to prepare for a tidal wave of Covid-19 patients

BY CARRIE GHOSE | cghose@bizjournals.com | 614-220-5458 | @CGhoseBiz1st

Before Central Ohio hospitals start sending an overflow of Covid-19 patients to the Greater Columbus Convention Center, they are converting every inch of potential space for care within their own walls. Health systems are collaborating to an unprecedented degree as the historic coronavirus pandemic threatens a wave of as many as 10,000 new infections a day in Ohio – some 2,000 of those needing hospitalization, and requiring longer stays.

Meanwhile, those same hospitals have seen one-third of monthly revenue evaporate. Some in the state are furloughing workers and skating on razor-thin margins at the same time they're needed most.

"No hospital system in this world has ever faced what we're facing around the world with coronavirus," said Dr. Amy Acton, director of the Ohio Department of Health. "We are never going to work together quite the same, to be honest."

Hospital systems are collaborating to create a "master system," Acton said. And Ohio is coordinating with neighboring states.

"We think about all community health issues in the same way," said Dr. Bruce Vanderhoff, OhioHealth's chief medical officer. "This one is forcing us to think in real time."

Eight regions across the state submitted their plans to the state this week.

They've also merged into super-regions: The Central Ohio Trauma System is coordinating more than 40 hospitals in central, south and southeast Ohio, planning for when patients might have to be transferred to Columbus.

"That's not something we've ever had to do before," said Dr. Andy Thomas, chief clinical officer of Ohio State University's Wexner Medical Center.

Rural hospitals still need to handle their own surges to save capacity at their large urban counterparts, but lack their financial reserves and equip-



WEXNER MEDICAL CENTER

Ohio State University's Wexner Medical Center staff conduct drive-up Covid-19 testing in a parking lot near its Crane Sports Medicine Institute.

ment, said Jack Janoso, CEO of Lancaster-based Fairfield Medical Center.

"We are the first line of defense," he said. "If we can't meet demand, it's going to spill over, and that's not going to be a good thing."

Managing regional movement of supplies and patients is similar to air traffic control, Thomas said.

"We're managing the flow of patients across the entire region, across hospitals that aren't owned by each other or affiliated with each other," Thomas said.

"As Covid-19 volume increases, there's going to be a new kind of super-

structure put in place above all those referral patterns ... to put the right patient in the right setting, for what they and all other patients need.

"We're making sure we're providing the support for those hospitals in small towns and rural areas."

The federal Centers for Medicare and Medicaid Services on Monday lifted a wide range of restrictions on where care can take place and what licensed medical professionals can do during the public health emergency. It also agreed to pay for several more types of telehealth services.

Covid-19 forced a rapid evolution of



MADDIE MCGARVEY FOR ACBJ

Registered Nurse Lavinia Dela Cruz and Dr. Bradley D. Raetzke are among many healthcare professionals preparing for the expected surge in admissions from people sickened by Covid-19, the disease caused by the novel coronavirus. They work at OhioHealth Riverside Memorial Hospital.

pandemic planning that dates back to the H1N1 epidemic. And hospital leaders have been talking since early January, when it became clear the novel coronavirus was spreading beyond China.

“We train and practice for short-term events – tornados, floods, fires,” Janoso said. “This is the first time in history we’re talking about a long-term event that will tax our organizations to the max.”

#### Preparing for the peak

Epidemiologists project 40% to 70% of the population eventually will contract the illness – humans have no immunity, Acton has said.

“No one has an accurate handle on how widespread the cases actually are,” Vanderhoff said. “We are seeing influenza decline rapidly in our community. (But) we continue to see respiratory illness on an outpatient basis.”

Ohio needs to double its capacity of ICUs, Acton has said. A ban on elective procedures has occupancy down to 54% from the average 70%.

About 30% of the state’s ventilators are currently in use, but at the peak, the state could need to double its entire supply.

That peak is projected to come in mid to late April, and Acton said the hope is the clampdown on mass gatherings and stay-home order can push that to early May, buying time and lowering the number of infections at once.

Here’s what that difference can look like: Mardi Gras revelers filled the streets of New Orleans in late February. At the beginning of March, Ohio asked all returning travelers to self-isolate and canceled most of the Arnold Sports Festival, with a closing night crowd of 4,000 instead of the usual 250,000 spread over several days.

“That seemed like a radical decision a few weeks ago. Now the entire state is closed down,” Thomas said. “Those are not easy decisions to make.”

On March 9, Ohio reported its first three cases confirmed by testing. At the

same time, Louisiana reported a single presumptive case.

Within days, both states started limiting public gatherings. As of March 30, the death toll had risen to 65 in Ohio and 273 in Louisiana – 10 times Ohio’s deaths per 100,000 population.

Compare the preparation to nailing plywood over windows ahead of a hurricane, Thomas said.

“The thing that is so different about this storm coming is the actions we take between now and when the storm truly comes,” he said. “It’s given us the gift of time.”

#### The need for more space

Acton and Gov. Mike DeWine often use analogies to war, and in the fight against the virus, the state has indeed called up the Ohio National Guard.

Reservists are helping with distribution at food banks and now are working on hospital capacity, converting unused state facilities.

And they could build new structures if needed, said Maj. Gen. John Harris Jr., adjutant general.

“We are turning over every rock possible; we are innovating as much as possible,” Harris said. “You’re going to see service members in your community in uniform doing things.”

The state is looking at reopening recently closed hospitals and using dorms, hotels and convention centers – even if it’s not for patients but for healthcare workers worried about exposing their families, Acton said.

“We’d rather have people in bricks and mortar than tents,” Acton said, other than for tests and triage.

Health systems are taking step-by-step approaches.

Fairfield Medical has converted its observation unit to take Covid-19 patients. Plans progress through five phases of converting space, floor by floor.

“We have enough square footage in the hospital to accommodate sick patients if we need to,” Janoso said.

Mount Carmel Health System’s four

hospitals include its specialty orthopedic and neurological surgical hospital in New Albany, which doesn’t have an emergency room or other features of a full-service hospital. Its volumes have been impacted by the state ban on non-essential procedures.

“All inpatient beds in our hospital system are being considered in our surge planning,” the system said in response to questions from *Columbus Business First*.

And Mount Carmel is trying to group coronavirus patients by unit to reduce the need for protective gear.

OhioHealth wants to keep patients as close to home as possible, Vanderhoff said. It can aggregate patients by diagnosis in units within one facility, but also move patients around its 12 hospitals so Covid-19 patients access the greatest critical care capacity at Riverside Methodist Hospital and Grant Medical Center.

Ohio State has reduced surgeries by more than 60%, which makes it odd to see empty hallways while knowing what’s coming, Thomas said.

Its approach is to max out routine care areas, including grouping patients by condition.

Next is to start converting other spaces such as surgical recovery or endoscopy rooms into inpatient care areas.

The third level is going outside the hospitals to such places as the convention center.

Central Ohio’s systems agreed early that it wouldn’t make sense to start three separate alternate care sites.

For now, Nationwide Children’s Hospital isn’t expected to need the convention center.

Worldwide, pediatric patients have not become as severely ill as the elderly, but infants have been among the deaths.

The Columbus hospital has an infectious disease unit with the needed ventilation that draws air out of the room

*“We train and practice for short-term events – tornados, floods, fires. This is the first time in history we’re talking about a long-term event that will tax our organizations to the max.”*

– JACK JANOSO, CEO of Lancaster-based Fairfield Medical Center

*“The thing that is so different about this storm coming is the actions we take between now and when the storm truly comes. It’s given us the gift of time.”*

DR. ANDY THOMAS, chief clinical officer of Ohio State University’s Wexner Medical Center

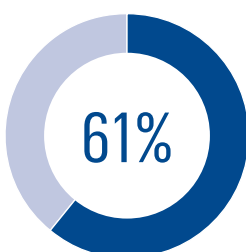
# Hospitals have never faced anything like this pandemic

## CLEARING THE WAY

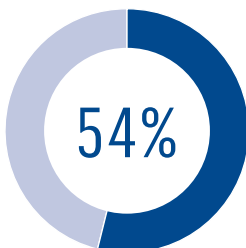
Ohio's hospitals have freed capacity in rooms and equipment since stopping all non-essential procedures, hoping not to become overwhelmed by a surge of coronavirus patients.

PERCENTAGE IN USE AS OF MARCH 31

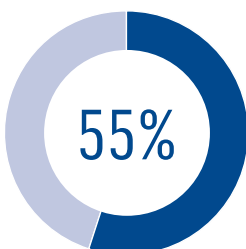
### ICU BEDS



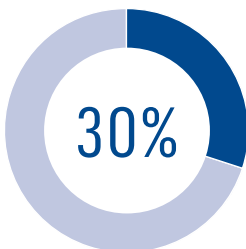
### ISOLATION ROOMS



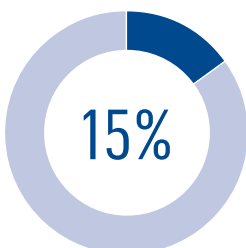
### MEDICAL/SURGICAL BEDS



### VENTILATORS



### HEART-LUNG MACHINES



Note: The Ohio Department of Health publishes data gathered by the Ohio Hospital Association, which contractually does not disclose the raw numbers of its members' resources.

Source: Ohio Department of Health

CONTINUED FROM PAGE 5

to be treated before it flows outside.

The three acute care systems will share some resources such as staff catering but each are planning how to deploy their own electronic records, pharmacy and lab services to the building.

"It will not be your typical hospital experience," Thomas said.

### The need for more equipment

Ohio received its allotment from the federal stockpile of protective equipment for healthcare workers including masks, gloves and gowns.

It's not enough.

DeWine has called on manufacturers to switch to production of critically needed protective gear, and many from fashion retailers to esports equipment makers have heeded the call.

Physicians, dentists, veterinarians and other industries including construction have donated supplies.

"They've been doing a tremendous job helping us," Acton said.

The problem was exacerbated when production shut down across China, where the pandemic began.

Indications are that suppliers are coming back online, Thomas said.

Hospitals have been experimenting with converting anesthesia equipment, or use extra tubing to attach two patients to a single ventilator, Acton said.

"Some of that contingency planning is planning we hope never to have to activate," Vanderhoff said.

"We're looking at interventions we can put in place well before that."

For example, he said, there are positive reports from the United Kingdom about using C-PAP machines for Covid-19 patients.

Mount Carmel said it also is able to draw on support from its parent company, Michigan-based Trinity Health, which is redistributing equipment across operations in 22 states.

And on March 29, the U.S. Food and Drug Administration approved technology invented by Battelle and tested on OhioHealth equipment to decontaminate form-fitted N95 respirators for as many as 20 uses apiece.

One machine can treat 80,000 masks a day.

That's "a huge step forward," Thomas said. "We're in a better spot than we were a week ago, but we're not out of the woods yet."

### Healthcare workers at risk

The virus doesn't spare the healthcare workforce fighting it. The state reported the death of an emergency nurse this week, and Ohio State confirmed the death of its director of imaging services.

Some openings are on hold for now, but hospitals are hiring for clinical and

nonclinical positions.

They're also retraining workers affected by the ban on elective procedures.

Surgeons are learning nursing care, Acton said. A Fairfield physical therapist volunteered to switch to the cleaning staff.

Medical and nursing schools are graduating classes early, Acton said, and hospitals are calling back retirees.

"Our physicians will jump in whenever they can," Janoso said. "We're looking to repurpose anyone and everyone we can."

"If we lose access to our workforce, we have no way to sustain an event if we need to."

### The financial hit

Collectively, hospitals statewide are being hit with \$1.2 billion monthly in lost revenue and additional expenses, the Ohio Hospital Association reported.

ary spending, paused equipment and construction spending (except what's needed for the virus), eliminated "premium time" such as overtime, and for now has reduced nursing staffing according to patient population.

OhioHealth had 480 days' cash on hand at year's end.

"We never know what the storms will be, but we've known storms will come," Vanderhoff said.

Organizations without those kinds of reserves will need help.

"It's very alarming," Janoso said. "We're going to be burning millions of dollars in cash every month just to keep our doors open and care for our community."

"This is a threshold moment in healthcare, particularly for institutions like us."

### What the future holds

Some healthcare responses forced by the pandemic could turn into new

*"It's very alarming. We're going to be burning millions of dollars in cash every month just to keep our doors open and care for our community."*

JACK JANOSO, CEO of Lancaster-based Fairfield Medical Center

The federal coronavirus stimulus package includes \$100 billion in grants and \$50 billion in increased payments from Medicare and Medicaid. Depending on how it's allocated, those funds could be needed to keep some systems from going under, Janoso said.

"These are very real, very hard realities," Acton said. "They all understand this is a war against a silent enemy, even though it does hit their bottom line."

Meanwhile, the stock market decline has cut into a main source of cash and short-term reserves.

By last fall, Ohio State had built its cash reserves to cover more than 200 days of expenses. That's down to about 170 days now, CFO Mark Larmore said via email.

The overall negative impact from the surge could be \$200 million to \$300 million, effectively wiping out the system's budgeted surplus for the year.

"We're updating our financial forecasts daily," Larmore said.

Children's had 490 days' cash at year's end, but the crisis has cut that by an estimated 80 days, it said in a written response. The final construction projects in a years-long expansion are affected.

Ohio State has reduced discretion-

norms.

For example, OhioHealth has greatly increased virtual visits to save protective equipment, including sending nearly 500 smart tablets to hospital rooms for patients confirmed or suspected to have the virus.

It's also released mobile technology and increased video visits for patients of its home health services and primary care practices.

"It enables us to maintain a level of connection and intimacy with our patients," Vanderhoff said.

Doctors say they're actually talking more with patients than they could by visiting in person.

Nurses in critical care units have moved IV pumps outside of critical care rooms, so they can make adjustments without entering a room and having to change protective gear.

"We're going to continue doing a lot of that virtual work because we're discovering it's better care," Vanderhoff said. "It's more efficient, it's more effective."

The lull before the surge is the final chance to refine skills and build confidence in plans.

"This is our opportunity to catch our breath before we jump into the game," Vanderhoff said. ❧



**YOU KNOW WHAT  
IT TAKES TO RUN  
A BUSINESS.**

**And we're here to help make  
it happen.**

Whether you're a company of one or a large scale operation, running a business is no small task. It takes passion, drive and dedication. As your business evolves, we're here to offer experienced guidance and dedicated support to help you.

**[53.com/CommercialBank](https://www.53.com/CommercialBank)**



**FIFTH THIRD BANK**

**Fifth Third Means Business**



# WORKING IN THE AGE OF CORONAVIRUS

Part of an ongoing series

## DIAGNOSIS: POSITIVE

Has the coronavirus hit your staff? Here's what employers need to know.

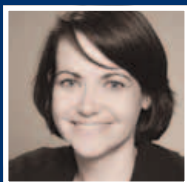
BY CAROLYN M. PROCTOR

### WHAT SHOULD YOU DO IF ONE OF YOUR EMPLOYEES HAS COVID-19?

And how would you even find that out in the first place?

We sought the answers to these questions – top of mind for any employer today – from legal, human resources and crisis communications experts, along with the latest health authority guidance, to learn the best practices should a person on your payroll test positive for the novel coronavirus.

### MEET THE EXPERTS



**ELIZABETH CHOLIS**  
Managing director,  
FTI Consulting crisis comms team



**ALICIA HASELL**  
Managing partner,  
Boyden



**LYMARI MARTINEZ CROMWELL**  
Counsel,  
Bass, Berry & Sims PLC



**ANDREW SHERROD**  
Partner,  
Hirschler Fleischer

What you should do ...

### LEGALLY

Many may think the Health Insurance Portability and Accountability Act, or HIPAA, protects employee health information, but that pertains to health providers. For employers, the Americans with Disabilities Act, as enforced by the Equal Employment Opportunity Commission, protects the privacy of a worker's health records and information. So under that law, can employers ask employees if they tested positive for the coronavirus? "They absolutely can't," said Lymari Martinez Cromwell, an employment and health care attorney and counsel at Bass, Berry & Sims PLC in Nashville, Tennessee. The responsibility falls to employers to stay abreast of new federal guidance, including from the Centers for Disease Control and Prevention. "The rules of the road are changing, at times, by the hour," said Andrew Sherrod, a partner with Hirschler Fleischer in Richmond, Virginia. Below are what companies can do.

► **Take an employee's temperature:** And we mean that literally. The EEOC allows you to get thermometer readings given the potential direct threat to others who could be exposed to the virus. But "treat this like a real medical test," Cromwell said. Go to a private room to take someone's temperature and keep results completely confidential in that employee's medical file.

► **Screen new hires for symptoms of COVID-19:** This is permissible only after you make a conditional job offer, so long as it's done for all candidates. The CDC permits employers to withdraw a job offer if the person either has a positive diagnosis or currently is showing symptoms of the virus.

► **Create a mandatory work-from-home policy:** Don't have anyone come into the office if they don't need to. If a small group must report to your office, Cromwell suggests closing off break rooms to discourage people from congregating and spacing out cubicles or other workspaces more than usual.

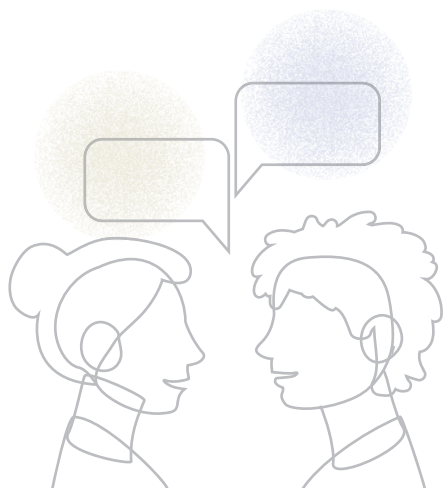
► **Inform certain clients or partners of the diagnosed person:** This may not always be possible, but if the diagnosed person met one-on-one or up-close with specific, easily identifiable people, then they should be notified. Again, you cannot name the diagnosed person, but you can tell those clients and others they "may have come into contact with an employee infected with the virus."

► **Ask about related symptoms:** If someone appears ill or says they're sick, you can ask, "Do you have a fever?" "Are you experiencing shortness of breath?" If anyone in the workplace is having any symptoms related to COVID-19, they should be sent home immediately at the very first signs. Again, any records about this employee's health must be kept confidential.

► **Quarantine employees with potential exposure from the workplace:** You can't force anyone to stay inside their homes. But you can tell them they can't come to the workplace for at least 14 days if they traveled to a high-risk area or came into contact with someone who was sick.

► **Inform coworkers of potential exposure:** You can't ever identify a diagnosed person, per ADA law. But you should inform those who worked directly with that person that they may have been exposed and should self-isolate. If they learn that elsewhere, you may lose their trust and heighten fears.

ILLUSTRATION BY STEPHANIE REDDING / WBJ; GETTY IMAGES



### THE COMMUNICATION PLAN

An employer's response must adhere to more than the law, of course. Overcommunication is key in a crisis situation. And the topmost message must be that the health and safety of staff, partners and clients are of highest concern, said Elizabeth Cholis, managing director at FTI Consulting's crisis communications practice in D.C. Alicia Hasell, managing partner at executive search and leadership consulting firm Boyden in Houston, agrees. "Make sure that everyone is getting the same message, that we as the employer have their best interest at heart," she said. Here's what else they suggest.

► **Approach everything factually** in your messages to employees. Don't insert your opinions on the state of health care. Highlight the safety precautions you're taking for sick employees and for the rest of the team.

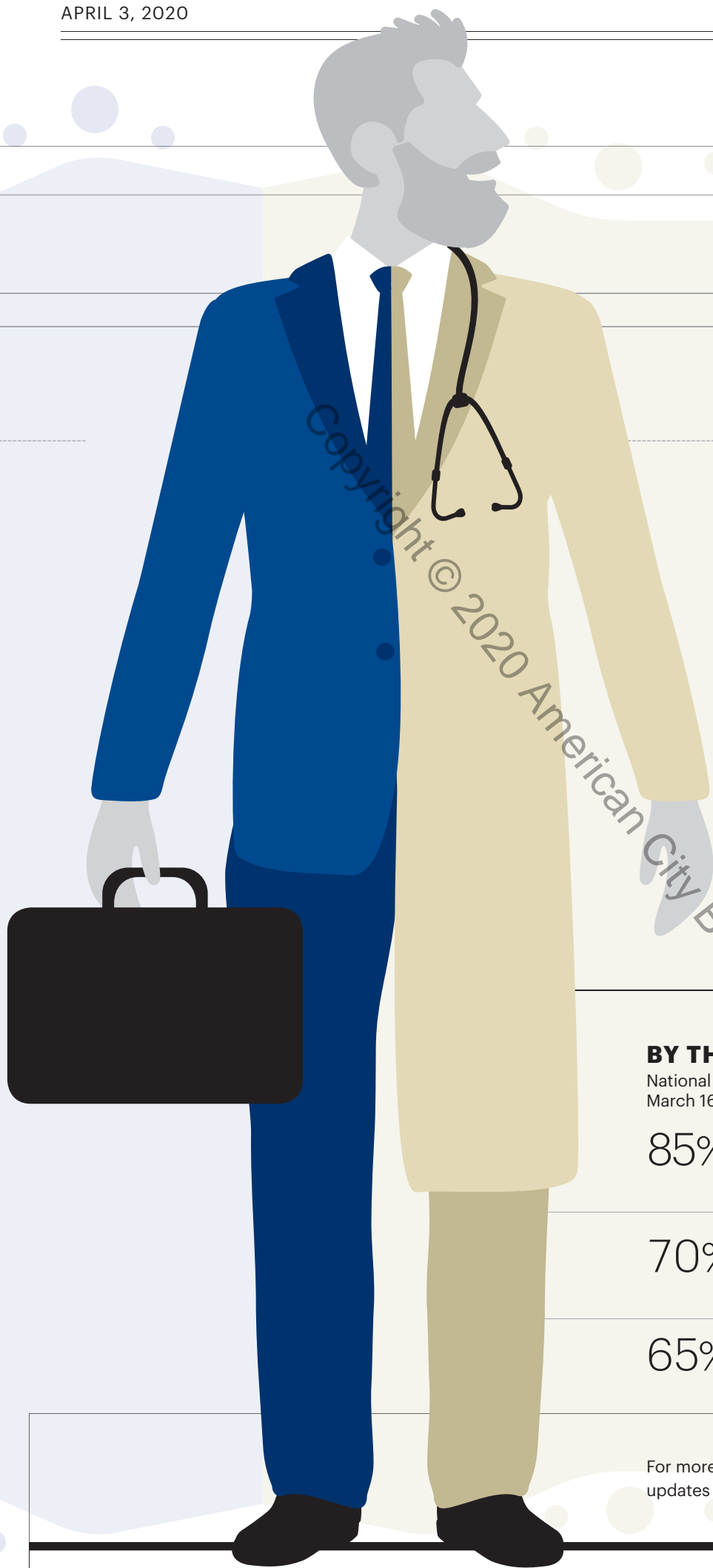
► **Review business continuity plans.** Review all emergency or succession plans for the business, making sure everyone in the leadership team knows his or her roles and actions, should this persist well into the future.

► **Be flexible.** "Realize that everyone's typical routine has been thrown into the fan. This isn't business as usual," Hasell said. That also means knowing what work can realistically be done from home.

► **Keep training going.** Don't give up on professional development for your staff during this time if you can help it. Just look for online offerings. Your staffers will notice that you're still investing in them.

► **Show compassion** to those who fall ill. "It's indiscriminate. Have sympathy. Attribution and blame should not be part of the equation," said Hasell, speaking from her experience living through Hurricane Harvey in Houston.





## MEDICALLY

First and foremost, this is a global health emergency, and everyone's safety must be the highest concern, including for employers. The CDC has posted its interim guidelines online, routinely updating them. The agency recommends employers take these steps if they find that an employee has been diagnosed with COVID-19.

- ▶ **Make sick employees self-isolate at home immediately** —and don't punish them for it in any way. Employees must notify a supervisor if they have a fever and cough or shortness of breath, then opt to stay at home. Per CDC guidelines, the same goes for employees with a sick family member at home. Any employers that don't currently offer sick leave should create a nonpunitive "emergency sick leave" policy now.
- ▶ **Disinfect all affected work areas.** After a diagnosed or sick employee goes home, isolate their work area for as long as possible — 24 hours or, preferably, longer. Then clean it thoroughly, first with detergent or soap and water, and then with a bleach or alcohol solution, while wearing protective disposable gloves. Wash hands immediately after removing the gloves.
- ▶ **Inform the infected worker's fellow employees** about their possible exposure, following ADA compliance. That's a legal and medical mandate.
- ▶ **Do not require doctor's notes or test results.** Health care providers may be too overwhelmed to provide either of these in a timely manner right now.

## BY THE NUMBERS

National law firm Seyfarth Shaw LLP surveyed more than 550 clients about their COVID-19 response as of March 16. Here's what the respondents said.

**85%** were encouraging employees to work from home

**70%** still required doctor's notes to return to work, despite CDC guidelines

**65%** were allowing employees to work from home who couldn't before

### BENEFITS

- ▶ **40% were providing** regular salary continuation for quarantined employees
- ▶ **28% were providing** unpaid leave or less than regular wages for quarantined employees
- ▶ **14% were providing** additional benefits to the quarantined

### THE MASK

- ▶ **30%** allowed employees to wear N-95 respirators to work
- ▶ **30%** did not
- ▶ **30%** had not considered this at all

For more guidance, talk to your physician and local health departments. The CDC also regularly updates COVID-19 information: <https://www.cdc.gov/coronavirus/2019-nCoV/>

## UH-OH, NOT FEELING WELL?

If you start to come down with typical COVID-19 symptoms — a fever and dry cough or shortness of breath — then firstly, don't panic. Most who have the virus are able to recover at home. Take these next steps, as per CDC guidelines.

- ▶ **Call your doctor and tell them.** Your doctor may have a test available, or if there is still a shortage of tests in your area, they may tell you to just stay home, monitor your symptoms and call them or a hospital if you have trouble breathing.
- ▶ **Stay at home.** That means avoiding all travel, all public transportation or ridesharing, and completely self-isolating for 14 days.
- ▶ **Call before going to a hospital** or even your own doctor's office. If your situation worsens and you need

medical care, call ahead to make sure you can be seen and treated at that location.

- ▶ **Stay away from others,** including your own family. As much as possible, avoid contact with all people, even those living with you. If you can stay in a separate room and even use a different bathroom, that is best.
- ▶ **Wear a face mask** if you must be around others, including with a medical practitioner or with a caregiver. Your caregiver should wear the mask if you can't. Improvise with

a scarf or bandana if you don't have a mask on hand.

- ▶ **Cover coughs and sneezes** with a tissue, discard that tissue into a lined trash can, and wash your hands right after.
- ▶ **Wash your hands** as often as possible, for at least 20 seconds, and avoid touching your face.
- ▶ **Don't share personal items** or anything you touch in your household.
- ▶ **Clean frequently,** especially high-touch surfaces, with disinfectant.

## WHEN CAN YOU GO BACK TO WORK?

**If you can be tested:** Your doctor will likely test you twice to see if you're still contagious. You're good if you no longer have a fever without the use of any drugs, your other symptoms have improved, and you've received two negative tests in a row, 24 hours apart.

**If you can't be tested:** Then the CDC says to wait until your fever abates for 72 hours without the use of drugs, your other symptoms improve and seven days have passed since your symptoms first appeared.

"It's either positive or negative. It's your choice the way you want to look at it. The government didn't do this. The virus didn't do this. It's nobody's fault."

IN DETAIL

BOB LORIMER

Title: President, Arnold Sports Festival

Education: Franklin University 1990-91

Experience: Co-owner, Metro Fitness gyms

Residence: Worthington

Family: Single



JEFFRY KONCZAL FOR ACBJ



proudly supported by:



Politics, Reality TV, and Polite Conversation (Livestream)

Wednesday, April 8, 2020 • 12-1:15 p.m.

Social media and the intersection of news and entertainment leave us dizzy with an abundance of information and views, and at a loss for how to discuss it. Featuring Jerry Springer, American television host, former mayor of Cincinnati; Thomas Suddes, associate professor, Ohio University; and Ted Celeste, Director State Programs, National Institute for Civil Discourse, former Ohio House of Representatives. Hosted by Jo Ingles, journalist, Ohio Statehouse News Bureau.

This forum was originally presented and recorded on August 26, 2016.



Ted Celeste



Jo Ingles



Jerry Springer



Thomas Suddes

Forums are now live-streamed via YouTube and Facebook, free of charge.

Hear the story behind the music.

MUSIC JOURNEYS

WITH MIKE FOLEY

LISTEN AT WCBE.ORG

90.5 WCBE.ORG

A WCBE PODCAST EXPERIENCE PRODUCTION

## NEWSMAKERS

# What Arnold taught Bob Lorimer about keeping a positive attitude

SPORTS FESTIVAL ORGANIZER ALREADY THINKING AHEAD TO 2021 EVENT

BY HAYLEIGH COLOMBO  
hcolombo@bizjournals.com

The scaled-down Arnold Sports Festival in early March feels like it took place a year ago.

But it served as a canary in the coal mine for how life was about to change in Ohio because of the coronavirus pandemic.

And although organizer Bob Lorimer estimates the organization lost more than \$2 million when Gov. Mike DeWine partially canceled the event, the man behind the festival is looking ahead to next year's extravaganza.

"It's better to be out of business than dead," Lorimer said. "A lot of businesses are going to suffer because of this. As long as you don't have total destruction, that's a good thing."

Like others, Lorimer is heeding the governor's instructions, even though he and others in his organization didn't agree at first with the state's demand to shut down the event's expo, which draws 250,000 visitors.

"Who knows how long this will last, but I have to agree with Arnold Schwarzenegger saying that if everybody participates and stays home, this thing can have a real chance of dying down. The whole country needs to work together."

In 2015, Lorimer took the reins of the festival from his father, Jim Lorimer. He said it's hard to pull just one lesson from this year's Arnold, which celebrated its 32nd year. But one would be to "work together and stick

together." Another, "don't be mean and nasty toward others." And finally, you have a choice in how you size up a situation.

"It's either positive or it's negative," Lorimer said. "It's your choice the way you want to look at it. The government didn't do this. The virus didn't do this. It's nobody's fault."

"It's just one of those things to get through in life. You just have to do your best."

The Arnold Sports Festival is the ultimate family business. Jim Lorimer and Schwarzenegger started it in 1989. Then, it was known simply as the Arnold Classic, and focused solely on men's and women's bodybuilding.

Now, Bob leads the organization and his sister Kathy runs the fitness expo.

There are hundreds of sports represented during the festival, and thousands of athletes from around the world participate.

Lorimer said that throughout this year's ordeal, he has taken lessons in leadership from both Schwarzenegger and his father, whose relationship began in 1970 when the elder Lorimer organized the World Weightlifting Championships in Columbus. Schwarzenegger competed in the event and took home the championship trophy, too.

Lorimer said he considers both men his mentors - although they have different styles. For example, Schwarzenegger is unflappable, Lorimer said.

"You cannot get to Arnold," Lorimer said. "He's untouchable when it comes to looking

at things negatively. He doesn't look at it like, 'How does this affect me today?'

"He sees things five years down the road."

Lorimer said his father is more anxious about how the organization will weather this year's losses.

"At 93, you hate to see your legacy go to heck when you've been doing so well," he said. "This is our life. He doesn't want to see his children hurt at any point. He wants it to go on."

And it will go on, Lorimer said.

He said his philosophy has been the same since he took over the leadership of the festival: "Don't mess with success."

"I'm extremely proud of my father," Lorimer said.

"He's had one hell of a career. He just retired from being vice mayor of Worthington after 52 years.

"It's hard to find someone do anything for 52 years. He just gives back. I just try and stick to that (example) if I can."

Despite the monetary losses this year, Lorimer said he is optimistic about the festival's future.

"It's self-destructive to worry yourself to death," he said. "Everybody bounces back. You just have to work together and look at the bright side and pull together to get through this."

"I think you'll see us come back faster than we've seen anyone come back before. There's nowhere to go but up."

614-333-0780

CBUSOZFunds.com

**CBUS OZ FUNDS**  
**NOW ACCEPTING INVESTORS**

**Columbus Opportunity Zone Real Estate Investment Fund Specializing in Urban Housing  
Redevelopment. Earn a Great Return While Investing in the Growth of Columbus!**



## HOUSING / RETAIL

Tristan Navera covers real estate, retail, finance and energy.

TRISTAN NAVERA

TNAVERA@BIZJOURNALS.COM

614-220-5450

@TNAVERABIZ1ST

# STAYING AHEAD OF THE PANDEMIC

Here's what National Church Residences is doing to protect the 20,000-plus seniors at its facilities

The coronavirus pandemic has put senior care companies on their heels, and National Church Residences is no exception.

The chain of senior care communities has between 20,000 and 25,000 seniors living in its properties at any one time across 25 states and in eight different care settings, a mix of independent living, assisted living, memory care and other kinds of properties.

In Ohio and other states, restrictions to protect these seniors amid the coronavirus pandemic have been quick and stringent.

"The first week of this has really just been a matter of reacting to a lot of changing conditions," said Michelle Norris, NCR's executive vice president of external affairs and growth strategies. "The shutdown of the country has hap-

pened in fits and spurts, and we're trying to stay ahead."

The company is giving its 2,800 workers a raise; front-line staff are receiving a \$5-an-hour pay boost through the end of April as well as a "crisis compensation payment" of \$250 for full-time and \$125 for part-time workers.

Any coronavirus tests will be processed at no cost to employees and they have access to telemedicine and two weeks of paid leave.

CEO Mark Ricketts sent messages to residents and their families this month stating that the company is following Centers for Disease Control and Prevention guidelines and local policy, so the specifics of what each community is doing will change.

But it's encouraging seniors to stay home and shelter in place, while direct-

ing communities to have as few visitors as possible. A physician-led task force meets every day to determine how to best adjust service for such a rapidly evolving situation, Ricketts said.

National Church Residences has had to be cautious to avoid outbreaks in its facilities, as several of these have already taken place in other senior care communities nationwide.

Norris said the standard procedure especially in higher care settings was to stop congregate meals in favor of delivering meals door-to-door while also limiting outside traffic. Some of Ohio's first guidance was for residents to get no more than one visitor a day.

And staff have had to shift their roles, too. As Gov. Mike DeWine closed adult day centers, including several National Church Residences properties, the com-

pany redirected that staff to a new help desk. It's also staffing with the expectation that people will be cautious and take time off if they even think they are at risk for coming down with coronavirus.

The social aspect of shelter-in-place orders is difficult for seniors as well so communities are organizing "buddy systems" with residents checking on each other every day, and virtual care coordinators to contact them regularly to make sure they have the food and medicine they need.

And the company is connecting with churches in areas where lockdowns are the most stringent.

"You see a lot of new business ideas popping up, especially around how we can deliver care virtually and in creative ways given our current limitations," Norris said.

## L BRANDS

# As company stock slumped, so did Les Wexner's pay

As L Brands Inc. has struggled in recent years, its founder's salary has gone down nearly 90%.

In 2019, Les Wexner made about \$3.8 million in total compensation, including salary, incentives and stock options, according to information filed with the Securities and Exchange Commission. That's a far cry from the \$27.16 million in total compensation he saw in 2015, when the business was surging and its stock was trading for \$100 a share.

The company has struggled for several years with sinking sales at Victoria's Secret, its largest brand, even while Bath & Body Works has grown. That includes last year, when net sales dipped to \$12.914 billion compared to \$13.237 billion in 2018.

The company's stock fell 15% over one year and 73% over five. Before the coronavirus-related Wall Street rout, L Brands had been trading around \$24.15.

Wexner's compensation, which is heavily tied to performance incentives, is down 20% over one year and 87% over five. In 2019, Wexner's base salary was \$900,000, down from \$1 million in 2018 and \$2 million in 2017. He also received \$794,107 in stock awards, \$126,676 in stock options, \$1.032 million in incentives, \$676,394 non-qualified deferred compensation earnings, plus \$253,744 in other compensation last year, according to the filing.

Wexner's total compensation was \$4.55 million in 2018 and \$5.70 million in 2017.

Working with consultant Willis Towers Watson, the

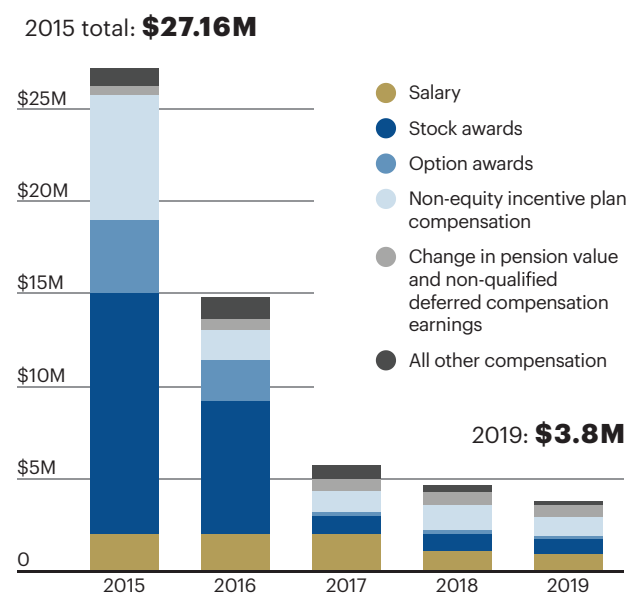


Les Wexner

## LES WEXNER'S COMPENSATION

### L BRANDS CEO'S PAY TIED TO PERFORMANCE

Wexner's total compensation has fallen since 2015.



Source: L Brands

company's compensation committee - which consists of board members Michael Morris, E. Gordon Gee and Bob Schottenstein - has redesigned the company's long-term performance-based equity incentive pro-

gram. It now awards a mix of 50% performance stock units tied to performance, 30% time-vested restricted stock units and 20% stock options.

"At L Brands, we recognize that our business is the ultimate change business," the company said in the filing. "Our focus is on speed and agility, responding to change. Our compensation program reflects this philosophy, rewarding strong performance and significantly reducing compensation when performance does not meet our high expectations."

CFO Stuart Burgdoerfer and the company's three other highest-paid executives - COO Charles McGuigan, Chief Human Resources Officer Shelley Milano and President of Real Estate James Bersani - all saw their compensation reduced from 2018, too.

Wexner, Ohio's richest man, derives much of his wealth from his 17.4% stake in L Brands. He holds 48.12 million shares as of the filing.

But the value of those holdings has taken a substantial hit with the value of the stock deteriorating - Forbes estimates his net worth is currently \$4.2 billion, down from \$7.7 billion in 2015.

L Brands is set to sell Victoria's Secret to a New York-based private equity firm, at which point Wexner will step down from the CEO role. The company hasn't yet entered into a severance agreement with Wexner, nor has it indicated the plan for how its new leader will be paid, but it said it will take into account the roiling uncertainty of coronavirus.

Bath & Body Works COO Andrew Meslow will take on the role of L Brands CEO once the Victoria's Secret deal closes, which is expected to happen in the first half of the year.

# Legal Connections



LEGAL EXPERTISE FOR THE BUSINESS COMMUNITY

APRIL 3, 2020

Consult a Columbus Bar lawyer about how new laws emerging out of the COVID-19 pandemic affect your business: [directory.cbalaw.org](http://directory.cbalaw.org)

**Jill Snitcher McQuain, Esq.**  
Executive Director  
[jill@cbalaw.org](mailto:jill@cbalaw.org)



## RESOLUTION THROUGH MEDIATION

Settling a dispute can be one of the most frustrating experiences of a person's life. Whether the dispute is related to a family or civil lawsuit, taking the matter to court can be an expensive, time consuming and ultimately unsatisfactory experience. Mediation helps resolve disputes by working with all sides to reach an agreement that meets everyone's needs. It is a positive alternative to litigation.

There are many benefits to mediation. In addition to the financial benefits, mediation is positive and collaborative, leading to far less contentious outcomes as well as a positive model for communication should new issues need to be resolved at a later date.

**Mediation is Cost and Time Effective**  
One of the main benefits of mediation is its cost effectiveness. Since disputing parties have more control over the outcome than they do in litigation, they are also better able to control the costs. Mediation often



**ALYSON B. MILLER AND EIMEAR BANNION**  
Legal Alternatives, LLC

takes less time and requires less negative energy from those involved. In some cases, mediation makes it possible to resolve an issue in just a matter of hours. Therefore, unlike the litigation process, mediations are often completed within a few sessions, potentially saving tens of thousands of dollars. By including a neutral third party, such as a mediator, disputes can be resolved in a more effective, timely, productive and civil manner.

**Mediation begins with "Me" - Mediation Puts Control in the Hands of the Disputing Parties**

An extremely appealing benefit of mediation is the control it gives to the disputing parties to resolve their issues. When a dispute is argued in a courtroom, the fate of all participants is decided by strangers – a magistrate, judge or a jury. Often, this means unsatisfactory, upsetting outcomes for both parties. Mediation makes it possible to craft unique and mutually agreeable outcomes for all involved. In fact, mediation is only considered successful when all parties accept and commit to final resolutions. Ensuring that everyone is satisfied with an outcome increases the probability that those involved will abide by their agreed-to obligations and resolutions.

**Mediation Makes it Possible to Continue a Relationship**

Litigation often destroys the relationship of those involved in a dispute. Disputes typically arise from an existing relationship that at one time was mutually beneficial (e.g., a spouse and their spouse, an insurance provider and the insured party, a

## EDUCATION & EVENTS

**Webinar: Microsoft Powerpoint Tips for Legal Users**  
Thursday, April 16 • 2 – 3 p.m.  
Free and exclusive to CBA members

All classes listed are offered at the Columbus Bar Association offices, 175 S. Third St. Ste. 1100. To register, call 614-221-4112 or enroll online at [www.cbalaw.org](http://www.cbalaw.org).

business owner and a vendor or client, etc.). There were many aspects of the original relationship that eroded due to a dispute. Mediation is a problem-solving process that attempts to bring out the best in everyone involved. The participants are able to resolve issues because of what they learn during the mediation process. In many cases, mediation settles the dispute at hand and allows the participants to continue their relationship. This is particularly important in family disputes when children are involved and parents must learn to work together. ■

NEED TO COMPLETE YOUR CLE HOURS? CHECK OUT THE CBA'S COMPREHENSIVE ONLINE CLE CATALOG TODAY: [CBALAW.ORG](http://CBALAW.ORG)

## THE BUSINESS SUCCESSION MATRIX

Business succession is a complex interplay of perceived feasible alternatives and the perceived costs and benefits of each alternative. After hundreds of transactions and even more presentations to company owners, one of the most effective decision making tools seems to be an interactive business succession matrix, both as an information device and to facilitate informed self-selection by business owners. The Matrix is variable and flexible in terms of transaction alternatives including, but not limited to, third party sales (stock or asset and financial or strategic), internal



**TIM JOCHIM**  
Walter | Haverfield LLP

buyouts (management or cross purchase), employee stock ownership plans (ESOPs) and transfers by trusts (family or charitable).

In turn, each transaction alternative is assessed by the perceived benefits and costs by the user on a "Scorecard" spreadsheet, subject to certain market parameters. By way of example, a company owner

may seek a strategic buyer because of the perceived high level of price and liquidity and a relatively low need to manage the business or maintain the company culture after the transaction. In this instance, perceived costs would

include loss of control and company culture as well as transaction costs associated with retaining qualified sell-side advisors. The company owner has the ability to weight each benefit and cost within the parameters of known market data. For example, given known market information, it would not be realistic to expect a profitable mid-market commodity widget company to be sold with no tax consequences at 10 times EBITDA and with less than one percent in total transaction costs.

Again, subject to known market parameters, the company owner can weigh the relative importance of each perceived cost and benefit resulting in numerical scores. Most of the perceived

costs, as noted above, are known, but, as to ESOP transactions, a regulatory risk factor has been introduced.

Over the past 10 years, the U.S. Department of Labor has initiated numerous complaints against ESOP trustees and selling company owners alleging overstated and defective valuations and unfair insider benefits at the expense of the ESOP and its participants. Nearly all of these complaints involved leveraged ESOP transactions structured by investment banking firms—which have no liability for the transactions. The Matrix provides guidance on minimizing this regulator risk and on solving the business succession enigma. ■

**THE COLUMBUS BAR KNOWS COLUMBUS LAWYERS**

We'll help you find the **right lawyer** for your legal issue

For over 70 years, we've been helping central Ohioans find the right lawyer. Search for an attorney on our website or call the Lawyer Referral Service.



Columbus Bar Association • 175 S. Third St., Suite 1100 • Columbus, OH 43215  
Search our comprehensive directory of local attorneys at [directory.cbalaw.org](http://directory.cbalaw.org)

**FIND A LAWYER:**

[directory.cbalaw.org](http://directory.cbalaw.org)

(614) 221-0754



## FOOD & DRINK

Dan Eaton covers restaurants, craft brewing, manufacturing and the automotive industry.

DAN EATON

✉ DEATON@BIZJOURNALS.COM

📞 614-220-5462

🐦 @DANEATONBIZ1ST

# 'We survived the Spanish flu'

## HOW THE NORTH MARKET IS ADAPTING TO STAY AFLOAT DURING PANDEMIC

On one recent day, the North Market shipped out 55 bundles of produce, cheese, meat and other provisions to customers.

That's \$1,600 of found sales that weren't coming through the front door to its tenants, as Ohioans have been told to stay home as much as possible to slow the spread of coronavirus.

The deliveries are through the market's new Fresh Delivery Bundles program, which launched last month. Orders placed by Tuesday afternoon are delivered Thursday. Participants from the market have included produce provider Mini-Super, Penny's Meats and Black Radish Creamery.

"That's in one day of notice," Executive Director Rick Harrison Wolfe said of the initial demand. "(Those) sales ... wouldn't have happened otherwise."

Credit goes to Coastal Local Seafood, which will be a tenant at the new North Market Bridge Park, which started its Seafood Stimulus delivery program this

week as well.

When Wolfe saw Coastal Local's plans, he called owner Ian Holmes and asked if North Market tenants could piggyback on his deliveries.

In one day, Wolfe had seven North Market businesses assemble packages that could be ordered and are being delivered.

"We're excited to see what we can do with a full week," he said.

It's one of the ways the historic public market is adapting to the current moment. While the market is facing plenty of challenges, Wolfe is drawing on its long history to inspire confidence.

"We opened in 1876. We survived the Spanish flu, World War I, World War II," Wolfe said. "We'll survive this. We'll figure it out."

Public hours have been reduced – the market is now open from 11 a.m. to 5 p.m. Wednesday through Saturday. Parking now is free.

Roughly half of the market's 34 ten-

ants have decided to close amid the coronavirus restrictions.

Wolfe said others have limited hours, like Park Street Poultry and Game, or in the case of the Mini-Super grocery, are delivery-only.

On any given day in the first week, there were 10 to 18 businesses open. Those still open include several of the grocery providers like Omega Artisan Baking, The Fish Guys and Penny's Meats.

"We have more meat in the case than some of the groceries," Wolfe said. "We have provisions. And you're buying from folks who really need your support."

Among the in-market changes, there are employees on the market floor full-time both keeping watch on the crowd and wiping down surfaces and door handles, in addition to conveying sanitizing expectations to vendors.

"People have been pretty good. I feel good that we're not crowded," Wolfe said. "That means people are listening

to the governor."

Like every business, though, the market also has to look at longer-term concerns. The North Market is a nonprofit and the vast majority of its funding is at risk.

Wolfe expects there will be some form of rent relief for tenants, but specifics haven't been determined. Rent accounts for half the market's income, with fundraising at 30% and parking at 20%.

He said the federal stimulus package should provide help to vendors. The market's board is also working on ways to assist them.

The good news is that the market entered this time with full capacity and on a multi-year run of overall record sales.

"That's hit a dead stop, but there was a nice runway up until this point," Wolfe said. "It's taken us seven years to get to this point."

"We want everyone to stay here. Losing one vendor is too much."

### STAY-AT-HOME ORDER

## Survey: Ohio restaurants report almost \$700M drop

Ohio restaurants lost nearly \$700 million in sales in March.

The Ohio Restaurant Association and National Restaurant Association have begun to quantify the impact of coronavirus-related restrictions on the industry, having surveyed more than 4,000 owners and operators across the country.

The restaurants in Ohio are reporting a loss of \$698 million in sales and more than 100,000 jobs cut as of March 22 with 87% of respondents in the state reporting a decline in year-over-year sales from March 1 to 22.

The average sales decline for restaurants in the state was 45%.

It's an indiscriminate blow, impacting restaurants both small and big, such as Cameron Mitchell Restaurants, which laid off 4,500 employees and closed all 60 of its locations.

Last week, Columbus' Ambrose & Eve decided to close down operations after initially trying to stay open by offering takeout. They were the subject of last week's *Business First* cover story.

The clock is ticking for many restaurants as they wait on federal stimulus support and try to make a living off delivery and/or carryout business, while

dealing with existing costs like loans, rent and other expenses.

There isn't much wiggle room for some – 9% of respondents said they expect to permanently close within the next 30 days.

The number of Ohio respondents in the national survey was not disclosed.

In addition to the National Restaurant Association results for the state, the Ohio Restaurant Association conducted a separate poll with 308 respondents and released those results.

That survey asked operators about their business from March 8 to 14. Though specific companies were not cited, the ones with flat or improved sales are believed to be restaurants that already had a strong carryout or delivery businesses such as pizza places.

The association did note that, given the environment, it expects future results to be more severe.

"These survey results are staggering and we are doing everything we can to advocate for relief and to ease the hardships Ohio restaurants are facing during this terribly difficult time," ORA President and CEO John Barker said in the release.

### STAYING IN

## SALES DROP DURING CORONAVIRUS PANDEMIC

The Ohio Restaurant Association surveyed its members to quantify losses.

**\$698M**

Sales loss of Ohio restaurants as of March 22

**100,000**

Job cuts at Ohio restaurants as of March 22

**9%**

of respondents said they expect to permanently close within the next 30 days.

**87%**

of respondents in Ohio reported a decline in year-over-year sales from March 1 to 22.

**45%**

average sales decline for Ohio restaurants.

**47%**

reported closed locations.

**44%**

saw a year-over-year sales decrease of between 20% and 50% for the week in question.

**It also turned up some positives including:**

**30%**

saw sales remain flat or increase up to 20%

**4%**

saw a more than 20% sales increase.

**67%**

of operators laid off employees.

**36%**

anticipate additional layoffs.

**65%**

cut employee hours.

**65%**

reduced hours of operation.

**29%**

temporarily closed their restaurant.

# Employers display creativity in addressing opioid crisis

**T**here is no silver bullet for curing the opioid epidemic that is ravaging communities and impacting employers, but some central Ohio businesses are finding creative solutions to help address the issue from within their own organizations.

A year ago, Encova Insurance was hesitant to take up the cause, but today the Columbus-based insurer is a member of the Ohio Opioid Education Alliance and has introduced a variety of programs to assist employees. Ralph Smithers, Jr., Encova's associate vice president for diversity and community relations, recalls an early introductory meeting with founding members of the Ohio Opioid Education Alliance.

"Being candid, I wasn't sure if I should take the meeting," Smithers said. "But as I learned more and more about the issue, especially how it impacts areas not only where we are here in Columbus but where we do business — in Ohio and West Virginia, which are two of the top states for the opioid crisis — it just became more and more obvious that this is something we should look into."

Encova started out simply by bringing a taboo topic out into the open, so employees felt comfortable discussing the epidemic.

"The first thing is just to talk about it," Smithers said. "Our colleagues find out we're involved with the 'Don't Live in Denial' commercials and they're excited — it's a great conversation starter."

The opioid crisis was chosen as the topic of discussion for a recent meeting of Encova's Working Parents Resource Group. Leading up to the event, employees shared information over the internal social media platform Yammer, helping to form a dialogue before gathering in person. When it came time for the lunch-and-learn session, group



The opioid crisis a huge issue, not only for central Ohio, but also for the state and the nation as a whole.

members were served pizza during a panel discussion presented by the Ohio Opioid Education Alliance, focusing on the Denial, OH campaign which covers the topics of opioid misuse and abuse prevention, how to dispose of medications and how to talk to kids about the issue.

The session was broadcast live via video conference to a group of about 50 employees in Illinois holding their own pizza luncheon and the panel recording has been made available to all employees, Smithers said.

"We jumped in with both feet and I'm really excited to see how this all plays out, and to see if we can't make a dent in this crisis," he said

The Columbus Metropolitan Library (CML) is another major Columbus employer thinking critically about the issue, having witnessed visitors overdosing inside their public libraries.

"One thing that we bring to the table as

the public library is a strong virtual and physical network where the community gathers," CEO Patrick Losinski said. "The question becomes, how can we leverage those public resources in the best fashion to support such an important public initiative?"

As a member of the Ohio Opioid Education Alliance, the Columbus Metropolitan Library devoted space on its website to the "Don't Live in Denial" campaign, as well as the Drug Enforcement Agency's twice-a-year National Prescription Drug Take Back Day. Considering the library website receives more than 9 million visits a year, the efforts are viewed widely.

The Alliance also designed a bookmark for CML, available for customers at each of the 23 locations, with Denial, OH messaging: "One in three teens say they have a close friend who abuses prescription medications. The opioid crisis can affect any kid, anywhere. But when you talk to your kids about drugs, they are up to 50% less likely to misuse

or abuse them."

"We just look at this as an important public service participation by the library," Losinski said. "It's a huge issue not only for central Ohio but for our entire state and nation, and when we see the death caused by the crisis, you just try to do your best to get involved and help where we can." ■



*The Ohio Opioid Education Alliance is a coalition of business, education, nonprofit, civic and government organizations formed by the Alcohol, Drug and Mental Health (ADAMH) Board of Franklin County to educate and prevent young Ohioans from misusing and abusing opioids. The Alliance's primary purpose is to promote and amplify the Denial, OH, campaign.*

# Dispose of your leftover pills.

[DontLiveinDenial.org](http://DontLiveinDenial.org)



Ohio  
Opioid  
Education  
Alliance



## HEALTHCARE / TECH

CARRIE GHOSE

✉ CGHOSE@BIZJOURNALS.COM

📞 614-220-5458

🐦 @CGHOSEBIZ1ST

# After DeWine and Trump push,

## APPROVAL LETS COLUMBUS-BASED RESEARCH GIANT DECONTAMINATE SAFETY MASKS

**B**attelle started decontaminating used protective masks for health-care workers treating coronavirus patients, after receiving the go-ahead late Sunday from the U.S. Food and Drug Administration for its newly developed technology.

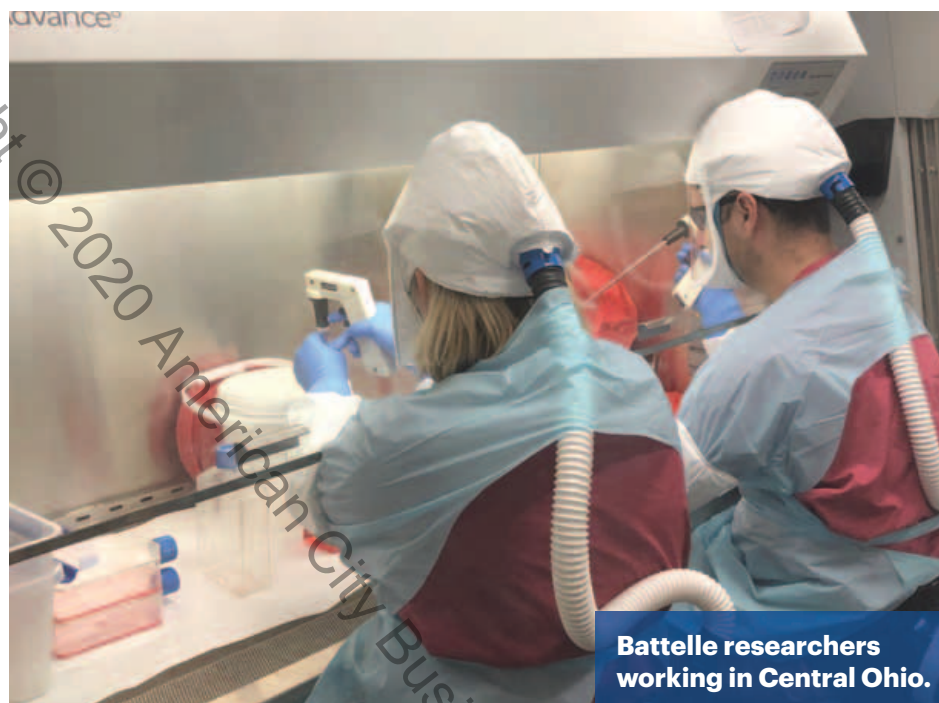
Ohio Gov. Mike DeWine enlisted the help of President Donald Trump and the Ohio Congressional delegation to speed approval after an initial limited OK curtailed the system's capacity.

"I want to thank the FDA team for their professionalism and help in authorizing the use of our technology at this critical moment for our nation," Battelle CEO Lou Von Thayer said in a statement after the approval was announced.

"Everybody who has worked on this project shares the same goal of protecting first responders and healthcare workers," he said.

Based on more than five years' research, each machine can treat 80,000 N95 respirators daily, possibly scaling to more.

There are two operating in the Columbus nonprofit's West Jefferson biotech facility, with machines in transit or in



**Battelle researchers working in Central Ohio.**

BATTELLE

place in the Covid-19 hot spots of New York and Seattle. Others are going to Chicago and Washington, D.C.

FDA had initially limited the use to 10,000 masks per day, and only in Battelle's Central Ohio facilities.

Amendments added to the approval late Sunday lifted the geographic restrictions and clarified that the limit was for 10,000 "per chamber" - there are multiple chambers that can run three cycles daily.

"Lives are literally at stake," DeWine had said during a Sunday afternoon news conference. "I don't call the president very often."

Calling into that press conference, Von Thayer had said he believed it was a matter of quickly explaining to the FDA the equipment's ability to reach larger scale. The emergency approval had compressed a weeks-long process into days.

"In defense of (the FDA) they're trying to make sure things are safe. I get that," DeWine said.

"Sometimes you just have to rattle it. This is really important. We have to protect the people on the front line."

Battelle had already planned to start treating supplies from Ohio hospitals that next day.

The system works only on N95 respirators, although the institute is exploring how it could be applied for other gear.

"Our team is on a war footing," Von Thayer said earlier Sunday. "We've been working around the clock for the past month."

Every Battelle division has worked extended hours and weekends to increase manufacturing and operation of

### COVID-19 IMPACT

## Alliance Data CEO still confident despite shutdowns

Alliance Data Systems Corp. is better prepared for the coronavirus pandemic's effect on retailers than it was for the 2009 recession, and should emerge stronger, its new CEO said.

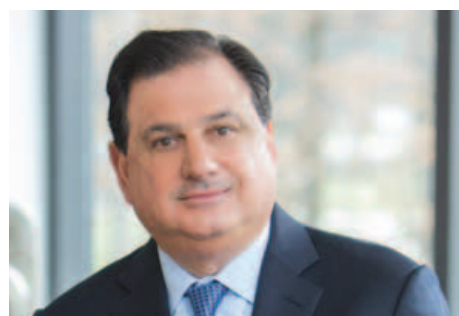
Upcoming cost savings should help even more, including a plan to move 600 employees from a Westerville call center to the Columbus headquarters in the Easton area, the company confirmed.

It's also saving on real estate costs by permanently shifting more workers to work-from-home.

"Alliance Data is financially sound, and our business is fully operational," CEO Ralph Andretta said in a recent conference call with analysts.

"We are in a stable position and we are focused on the future. I am confident that Alliance Data will weather this storm."

Alliance Data manages branded credit cards for retailers and operates loyalty programs such as airline miles - two sectors getting hammered as stores close and air travel slows to a trickle to slow



ALLIANCE DATA SYSTEMS CORP.

*Alliance Data CEO Ralph Andretta says the company "will weather this storm."*

the nationwide spread of Covid-19.

But the company has \$1 billion available immediately from cash and a revolving loan, Andretta said, and its nearest debt maturity is three years away.

"We have adequate time for the world to normalize before we need refinancing," Andretta said.

Through job cuts and other expense reductions last year, combined with lower interest payments because of rate cuts,

overhead costs have declined to \$270 million yearly, he said.

The company could see its typical \$400 million cash flow decrease by 30% and still meet its obligations.

The company modeled a 12-month drop in retail suspending and sustained 10% loss rate on its credit cards, and projected still having a positive cash flow.

Alliance Data is working with cardholders on delayed payment plans to prevent write-offs.

While March activity showed "softness," the company said, there has been a jump in online orders. In previous pandemics, such as SARS, consumer spending recovered quickly.

"This occurred in a matter of months, not years," Andretta said. "We believe there are parallels to the Covid-19 situation. We expect pent-up demand to be significant once things normalize."

Economic recovery "could be well underway" in the second half of the year, he said.

Alliance Data is not damaged even if

some of its retail partners go out of business. For the short-term, the wind-down period is profitable because the company is collecting payments while consumers aren't making new purchases for the time being.

"We do not lend to the retailer, we lend to the customer," he said. "The customer remains the responsible party."

Since the recession, the credit card business has diversified its portfolio and signed "more durable" retailers, he said.

Andretta also has identified \$100 million in additional savings goals, including bulk purchasing, introducing more efficient technology such as digital self-service and standardizing card agreements.

Besides Westerville, it's saving on real estate since moving 220 employees of its Cincinnati call center to at-home work, and subletting half of its Denver office.

Remaining Central Ohio locations are: Easton headquarters, 3075 Loyalty Circle; call center, 4590 E. Broad St. in Columbus; and processing center, 6939 Americana Pkwy. in Reynoldsburg.



Carrie Ghose covers technology, entrepreneurship, venture capital, health care, City Hall and the business of marijuana

# Battelle tech OK'd

the system, said a statement from Matthew Vaughan, senior vice president of the contract research organization.

It depends on partnerships with Central Ohio hospitals for testing.

Care for a single coronavirus patient requires the use of 13 N95 masks (as well as gowns, goggles and other equipment) in 24 hours, according to the Ohio Department of Health.

The peak surge in the state is currently projected at 6,000 to 10,000 new cases a day in mid-April to early May – although the vast majority of those infected ride the disease out at home, and about 20% are hospitalized.

Battelle manufactures the Critical Care Decontamination System in Columbus and had tested the first units in its West Jefferson facility on previously worn equipment sent from OhioHealth Corp., which helped work out operations of the system and logistics for statewide hospitals to ship their masks.

Battelle also will treat masks at first from three other “major” systems that it could not yet identify.


Other Ohio companies helping with logistics include Cardinal Health Inc., a Dublin healthcare manufacturer and distributor, and Steris Plc, a Mentor maker of infection prevention products and services.

The Battelle technology exposes used masks to a concentrated vapor of hydrogen peroxide for 2.5 hours, which kills contaminants including the novel coronavirus.

The FDA said it could be used 20 times per mask.

Each will be marked and bar-coded so any given hospital receives back its own supply.

Ohio's confirmed total of Covid-19 infections represents a sliver of the total Covid-19 infections, because testing is limited and the disease has been spreading since early February at least.



**Commercial Workplace Interiors**  
Your vision realized

**Commercial Works Moving & Storage**  
Moving you forward

**The places we work matter more than ever.**  
We take the worry out of your workplace requirements. Whether you are local or spread across the country, our global reach commitment ensures a consistent experience wherever your team is located.

**Let's move your vision, forward.**  
**(614) 851-4333**  
**[wearecommercial.com/vision](http://wearecommercial.com/vision)**

**COLUMBUS  
BUSINESS  
FIRST**

**LEADERSHIP  
TRUST**

**Grow your network**  
with Columbus' leading  
business community.

**Share your insights**  
with Columbus' largest  
business audience.

**Make an impact**  
on your business,  
career and city.

Columbus Business First Leadership Trust is a new community for the region's most influential business decision makers, with benefits designed to increase your exposure, build your connections and advance your work.

Find out if you qualify and  
begin an application at

**[columbusbusinessfirst.com/trust](http://columbusbusinessfirst.com/trust)**




## NONPROFITS

Hayleigh Colombo covers higher education, the business of sports, the arts, and travel and tourism

HAYLEIGH COLOMBO

 HCOLOMBO@BIZJOURNALS.COM

 614-220-5470

 @HAYLEIGHCOLOMBO

### GIVING

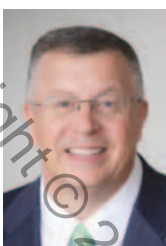
# Foundation donates \$5M to charities

Nationwide's philanthropic arm announced it will donate \$5 million to local and national charities responding to the coronavirus pandemic.

The Nationwide Foundation will give \$1 million grants to the American Red Cross, Feeding America and the United Way. Its board also approved up to \$2 million to be "distributed to communities where Nationwide companies operate to assist them in responding to Covid-19."

"Finances, staffs, programs and resources are being stretched as these nonprofits not only serve their communities but feel the impact themselves," Nationwide CEO Kirt Walker, who is also chairman of the Nationwide Foundation, said in a news release. "During these challenging times, we each have a responsibility, when we can, to lift those around us."

The \$2 million in unspecified donations will go to the foundation's "existing nonprofit partners," according to the foundation.



Kirt Walker



Chad Jester

"We are facing unprecedented, extraordinary times that call for immediate action," Nationwide Foundation President Chad Jester said in the release. "The Nationwide Foundation is proud to be able to take this step to support the communities where we operate and the nation as a whole."

The foundation also announced that it will donate medical supplies, including masks and surgical gloves,

to Nationwide Children's Hospital and OhioHealth in Columbus, along with Mercy One and UnityPoint hospitals in Des Moines, Iowa.

"Nationwide operates occupational health clinics at its major facilities in both cities and had limited supplies in place for use during influenza season," the release says.

"Given the company's quick transition to a work-from-home posture in the past few weeks, the decision was made to donate these supplies to key, front-line health care facilities."

### RELIEF EFFORTS

## COMPANIES STEP UP DURING PANDEMIC

Nationwide joins other organizations and corporations pitching in to the relief effort. Some recent updates include:

The **American Electric Power Foundation** is donating \$1.5 million in emergency funds, including nearly \$500,000 in Ohio, to "support basic human needs" and support customers.

The **Columbus Foundation** also announced that its new Covid-19 emergency response fund has received \$500,000 donations from the **Haslam Sports Group** and **Diamond Hill Capital Management**.

**United Way of Central Ohio's** response fund has received more than \$440,000 in donations, activating another \$220,000 in matching funds.

# At your service.

At *Columbus Business First*, we are continuing our mission to bring local business leaders the news and information that impacts their business. Because the coronavirus is having a dramatic impact on the way we all do business, we will be constantly seeking ways to provide resources for small business owners in Central Ohio.

To that end, we have developed a digital **Small Business Resource Guide** which provides federal, state and local government coverage of business resources:

- Continually updated information on federal level efforts to support local businesses
- State and local level guides that compile these initiatives as they are announced

COLUMBUS  
BUSINESS FIRST

**Small Business  
Resource Guide**

# CCAD's spring art fair will go online

EVENT ORGANIZERS SAY THEY HOPE PEOPLE BUY WORKS TO SUPPORT LOCAL ARTISTS

The Columbus College of Art and Design is taking its popular spring art fair online as a result of the coronavirus pandemic.

The fair, which typically brings out about 2,000 attendees from the community, will now take place online from April 10-12.

The fair is an important event for the college and for the incomes and awareness of local artists. Last year the fair generated \$70,000 in sales of student and alumni art work that goes directly to the artists, said Jordan Bell, CCAD's assistant director of career services.

"We can't put 2,000 people in a building right now," Bell said.

"Our website (will be) the building. The artists' tables are their individual websites. We're going to be the marketplace where you find them."

This is the first time CCAD has attempted to do an online art show, spokeswoman Kim Schuette said.

But she said one benefit is that this year, the audience for the art show is already spending a lot more time online.

"Everyone's getting Amazon delivered," Schuette

said. "They're online already.

"We've got a great community that we hope comes and supports this."

*"We can't put 2,000 people in a building right now. Our website (will be) the building. The artists' tables are their individual websites. We're going to be the marketplace where you find them."*

- JORDAN BELL, CCAD's assistant director of career services

Though it's not the experience that students were expecting, it's an important learning opportunity for students who will likely need to learn how to sell art on

an online marketplace in their careers, Bell said.

"This is a great opportunity to sell online for the first time," Bell said. "Being able to be on campus and practice sales skills is an important skill. It's a little bit harder to do online but it's definitely doable. They might not know how to process a transaction or have shipped something before. We're going to work them on how to do that.

"They'll have to do it eventually so they're kind of being forced into it now."

The art fair includes everything from fine arts pieces like paintings, glasswork, and sculpture to items like pins, prints, illustrations, jewelry and housewares.

"It will feature stickers that are 50 cents and beautiful ceramic pieces that are \$1,000," Bell said. "There's something at every price point."

CCAD has also canceled its in-person Chroma: Best of CCAD event and moved it online. Student work will be shared via an online exhibition.

The 2020 CCAD fashion show is also canceled, but fashion design senior students will have their work shown online.

PAID ADVERTISING

## BIZSPOTLIGHT

IN CENTRAL OHIO

### ENGINEERING

General News

#### Dynamix Engineering Ltd.

855 Grandview Ave 3rd Floor  
Columbus, OH | 614-443-1178  
www.dynamix-ltd.com



### Insightful Engineering Has Strengthened Building Infrastructure for COVID-19 Patients

WEST COLUMBIA, SC. -- In 2014, the Lexington Medical Center (Lexington) partnered with Dynamix Engineering (Dynamix), as part of their \$400 million expansion and renovation project to create an industry-leading facility. During the design phase of the project, the hospital was insistent on going beyond industry best practices to build a facility that was ready to deal with modern problems. Lexington was focused not just on today, but what may happen tomorrow. That vision for the future gave Dynamix Engineering the flexibility to design an HVAC system that was up to the challenge. This expansive project added 250 beds, including 60 dedicated

to critical care and 100 stepdown, to the hospital and renovated many existing structures. This has given Lexington incredible flexibility to respond to the outbreak of COVID-19. Because the air itself is often a vector for disease transmission, the design of Lexington's HVAC system plays a critical role in helping to mitigate risk. For surgical and critical-care patients, this takes the form of Positive Pressure rooms. By using the HVAC system to supply slightly more air to a room, it creates a slightly higher pressure inside than in the halls around it. This results in the air from outside being unable to migrate into areas with high-risk patients.

TO VIEW FULL LISTINGS VISIT [COLUMBUSBUSINESSFIRST.COM/PRESS-RELEASE](http://COLUMBUSBUSINESSFIRST.COM/PRESS-RELEASE)

To submit your information: <http://bizj.us/1pyo7v>

Sean Burns | [sburns@bizjournals.com](mailto:sburns@bizjournals.com) | 614-220-5420

## HORIZON HOSTED VOICE

## COMING SOON



**Unified Communications** – Integrates desktop, handsets and mobility devices under one platform.

**Feature Rich** – More than 100 IP calling features, plus robust Auto Attendant functionality.

**Portals for Self-Management** – Users and Administrators can adjust features quickly and easily.

**Competitive Call Plans** – Rates that allow you to stay connected to your vendors and clients.

**Cloud-Based Implementation** – Reduces capital and maintenance expenses.

Learn More About Horizon Hosted Voice!

Contact your fiber account executive today.



Robust Cloud Voice Services over Horizon's Fiber Network.

[horizonconnects.com](http://horizonconnects.com) | 866.418.8126 | [f](#) [t](#) [in](#)



JEFFREY KONCZAL FOR ACBJ

## Nick Akins

CEO | American Electric Power Company Inc.

American Electric Power continues to invest in power infrastructure, and Akins has led the company through continued growth. In addition to investing billions in energy infrastructure across North America, AEP has embraced new workforce strategies that will help refill many of the 17,000 expected to open in coming years.

Akins carries big a big presence in both the local business scene and the national energy industry. He serves on the executive committee of the Columbus Partnership, as well as many corporate boards, including Fifth Third Bancorp, OhioHealth and the Columbus Downtown Development Corp.



RICK TITUS

## James Flynn

Managing partner, Bricker & Eckler

Flynn took over the managing partner role at Bricker & Eckler in 2018, leading Central Ohio's second-largest law firm. He's regarded as a leading adviser in healthcare law and is a member of several healthcare and legal industry groups.

Outside of his industries, Flynn is co-founder and past president of Columbus Christmas in April, which is now called Rebuilding Together Columbus. He's a member of the professional work-study program committee for Cristo Rey Columbus High School and a former board member, as well as president and treasurer of the Alzheimer's Association of Central Ohio.

**SPECIAL SECTION**

**POWER 100**

**2020**

Highlighting the community's most-influential leaders.

**PAGES 20 - 38**

**FROM THE EDITOR**



Doug Buchanan

It feels like eons ago when we put together this year's Power 100 list of Central Ohio's top influencers and decision-makers.

We began soliticing nominations in the newsroom for this year's group in January, or roughly two months B.C. – before coronavirus began shutting down the city in March.

When we were discussing the candidates in February, it was in the context of who would be best positioned to take advantage of a booming economy that was extending the unprecedented expansion that stretched back to the end of the Great Recession, a more than 10-year streak that had broken all previous records since tracking began back in the 1850s.

But that was then.

By the time we announced the 2020 Power 100 the first week of March, it was becoming clear that the novel coronavirus was shaping up to be a major disruption of our lives and the local economy.

It was March 3 when Ohio Gov. Mike DeWine, acting on the advice of Ohio Department of Health Director Dr. Amy Acton and public health professionals, ordered the Arnold Sports Festival to cancel its enormously popular expo and curtail spectator access to the event.

Since then, DeWine and Acton have become a regular presence in our lives with increasingly stringent recommendations and orders to enforce social-distancing to combat the spread of Covid-19 disease.

Their daily press conferences have been appointment television for Ohioans working from home and hungry for information on the virus and what our role is in keeping it from spreading even further.

Acton in particular has been an influential voice, expertly explaining the public health rationale for the measures that have shut down large swaths of the economy. Her emphasis on data and the research behind the decisions have been impactful in convincing Ohioans to take the coronavirus threat seriously. And her calm, assured tone has helped assuage fears in

# The Power 101: Late addition



Dr. Amy Acton and Gov. Mike DeWine during one of the daily briefings they've been holding to update Ohioans on the spread of the coronavirus pandemic.

ERIC PORTER, STATE OF OHIO

# honors influence of Dr. Acton

the face of this deadly pandemic.

In short, Dr. Acton is the right person at the right time to help lead Ohio through this crisis.

She has the combination of competence, diligence, empathy and humility that has distinguished many Ohioans before her. It's one reason why our state has produced so many successful inventors, scientists, physicians, astronauts and even

presidents.

And it's why, when it came time to publish our special section commemorating the 2020 Power 100 this week, it was clear that leaving her off would be a great oversight.

We have a long way to go in this fight against the coronavirus, unfortunately, but I think you'll agree that we have the right person in position to lead us.



BATTELLE

## Lewis Von Thayer

CEO, Battelle

Von Thayer leads Columbus-based research giant Battelle, one of Central Ohio's largest employers with more than \$5 billion in annual revenue. Lately it's been getting a lot of attention as Battelle steps up to use its technology to help healthcare workers stay protected against Covid-19 by decontaminating protective masks.

In addition to his day job, Von Thayer has one of the most important side gigs in town. He's a trustee at Ohio State University, and is in charge of the search to find a replacement for outgoing President Michael Drake. His role as the search's leader will have a major impact on the future of Ohio State.



CAMERON MITCHELL RESTAURANTS

## Cameron Mitchell

Founder, Cameron Mitchell Restaurants

Mitchell's empire stretches to include three dozen restaurants in 12 states, spread across 15 varied brands, and the Cameron Mitchell Premiere Events catering business has multiple venues of its own. While his restaurants are closed during the coronavirus pandemic, plans were to open the Budd Dairy Food Hall later this year in Italian Village.

Mitchell's reach now extends beyond the walls of the restaurants. This year saw the opening of legacy-building Mitchell Hall at Columbus State Community College, a \$2.5 million donation to support the culinary arts students of the future.



SPONSORED BY





CAMPUS PARTNERS

## Amanda Hoffsis

President, Campus Partners for Community Urban Redevelopment

With efforts underway to create a new front door to Ohio State University at the intersection of 15th Avenue and High Street, Hoffsis is in charge of the ambitious project as director of Campus Partners. It's a big role that includes executing the school's vision for the east side of High Street and the neighborhoods around campus.

The new 15+High project will include mixed-use retail and office buildings and a \$29 million building that will serve as the new headquarters for WOSU Public Media. The project will include a new public square to offer a better connection to the Oval and OSU's new Arts District.



## Michael Copella

Managing director, CBRE Columbus

Overseeing Central Ohio's largest commercial real estate brokerage, Coppella is one of the most plugged-in people in Central Ohio's booming real estate scene.

As CBRE's market leader for Central Ohio, Coppella is directing the brokerage at a unprecedented time when the region's economic expansion is prompting companies nationwide to look for real estate here while a sustained development boom is adding capacity.

Outside investors also are taking a heightened interest in the region's expanding office and warehouse properties, keeping a leader such as Coppella plenty busy.

JEFFRY KONCZAL FOR ACBJ



COCIC

## Curtiss Williams

CEO, Central Ohio Community Improvement Corp.

Williams' role gains prominence as the region battles a critical affordable housing shortage. The collaboration of Franklin County and Columbus land banks created economic impact of \$180 million in five years through preserved property values, land sales and investment. COCIC removes and restores blighted homes and helps rehab usable but outdated commercial space.

Williams also oversees the new city-county land trust, designed to keep housing affordable through future sales even as property values increase in a neighborhood, and to work with for-profit housing developers instead of only nonprofits.



DAN TRITTSCHUH FOR ACBJ

## Brian Yeager

CEO, The Champion Cos.

Yeager leads a company with many superlatives, including one of the fastest-growing private companies in Central Ohio for several years in a row, one of the region's largest residential property management companies, and a multiple-year honoree as one of *Business First's* Best Places to Work in Central Ohio.

The Champion Cos. owns and manages more than 5,000 apartments throughout the region.

Yeager serves on the board of Big Brothers Big Sisters of Central Ohio and is a veteran of Operation Iraqi Freedom. He served in the Ohio Army National Guard from 1999-2007.



DAN TRITTSCHUH FOR ACBJ

## Megan Kilgore

Auditor, City of Columbus

In office two years, Kilgore has modernized the office's technology and expanded the scope of its duties, aiming to use policies to further social good. The core duties are plenty big – collecting taxes, telling the mayor and City Council how much revenue to expect for the coming year's budget and protecting Columbus' gold-plated debt rating.

Kilgore continues to deploy creative financing packages for private developments while limiting public exposure to risk, and hasn't shied from questioning incentives or sounding the alarm about the need for better-paying jobs in a city that relies on income taxes.



JEFFRY KONCZAL FOR ACBJ

## Andrew Ginther

Mayor, City of Columbus

Ginther has continued to push for Columbus' growth, but has kept a steady focus on issues that could impact the city in the long run, including equity, inclusion, mobility and affordable housing. He works with business leaders, neighborhood advocates and other area governments to get things done.

The former City Council president and school board member took office in 2016 and began pushing for a living wage, a reduction in infant mortality, increased diversity and bigger investments in long-neglected neighborhoods.

He also was instrumental in efforts to keep Columbus Crew SC in Columbus.



JEFFRY KONCZAL FOR ACBJ

## John P. McConnell

Owner, Columbus Blue Jackets; CEO, Worthington Industries

McConnell is the CEO of one of Central Ohio's largest employers, global metals manufacturing company Worthington Industries, which has 1,735 area employees and more than \$2.5 billion in revenue.

But the larger source of his power is the other organization he leads. The son of Worthington Industries founder and Columbus Blue Jackets founder John H. McConnell, John P. McConnell is the majority owner and governor of Central Ohio's NHL team.

He also serves on the board of directors for OhioHealth, and is chairman emeritus of the Columbus Blue Jackets Foundation.



COLUMBUS CHAMBER OF COMMERCE

## Don DePerro

CEO, Columbus Chamber of Commerce

DePerro has revitalized the Columbus Chamber of Commerce in his four years at the helm, leading the business advocacy organization to a dramatic increase in members after it had seen its membership rolls decline in the years before he took over. At its annual meeting in February, the Chamber reported 2,125 members, a 65% increase from 2016.

The Chamber is a critical cog in the economic development machine in Central Ohio, working with the Columbus Partnership and One Columbus to promote the region as a great place to do business.

Cardinal Rule #4

# Great relationships are built on trust, not transactions.



**Jenny Saunders**  
President

**We work hand-in-hand with our customers** to understand the unique aspects of their financial needs. FCBank builds not only customized solutions for your business, but also long-term trust. Our focus is on growing and supporting your business while meeting the needs of our community. At FCBank, we're doing our part in helping to make our region a better place to live and work. Come join us.

## Business banking designed around you.

Call us to talk about your business needs  
or visit [FCBank.bank](http://FCBank.bank) to learn more.

Member FDIC



*Business*  
Experience better banking

**Congratulations to all Power 100 Nominees!**

### Corporate Headquarters

6600 North High Street • Worthington, OH 43085  
Phone **(614) 438-5858** • [FCBank.bank](http://FCBank.bank)



DAN TRITTSCHUH FOR ACBJ

## Shannon Hardin

President, Columbus City Council

Hardin started 2020 by being reelected president of Columbus City Council, keeping him in charge of the legislative body he's led since 2018.

A native of Columbus' south side, Hardin is focused on key issues of equity amid Columbus' economic growth, including affordable housing and mass transit. He co-chaired the Insight2050 Corridor Concepts Initiative, which crafted a report identifying how Columbus can best organize its growth along key corridors in the coming years.

Hardin is a frequent advocate for LGBTQ issues, criminal justice reform and helping black youth in the city.



RICK TITUS | CBF

## Steve Lyons

Chief business officer,  
Columbus Crew SC

Lyons joined Columbus Crew SC in 2019 with a critical mission for the sports team that almost left Columbus: increasing corporate partnerships and ticket sales.

Lyons joined the Crew after a long career as executive vice president and chief counsel for the Columbus Partnership, which was heavily involved in the effort to save the Crew.

Lyons' leadership already has led to a few key wins: the Crew signed a multi-year deal with Nationwide Insurance to be its jersey sponsor, including a one-year deal gifting the naming rights to Nationwide Children's Hospital. And OhioHealth has signed on to sponsor its training facility.



RICK TITUS | CBF

## Pete Edwards

Co-owner, Columbus Crew SC

Edwards was a leading force behind saving the Columbus Crew SC, along with his family members and Cleveland Browns owners Jimmy and Dee Haslam.

Now that the team is staying in Columbus, Edwards remains the local face of the team, and he's one of the key leaders in charge of its next act, which involves building a new \$300 million stadium in the Arena District and a \$30 million training facility and community sports park near the site of their current Mapfre Stadium.

Edwards also is a board-certified orthopedic surgeon and partner at Columbus-based Orthopedic One, the largest physician-owned orthopedic surgery practice in Ohio.



JEFFERY KONCZAL FOR ACBJ

## Guy Worley

CEO, Columbus Downtown  
Development Corp.

Columbus Downtown Development Corp. has been leading plans for construction of the \$250 million first phase of the Scioto Peninsula project – the latest transformative project to be overseen by the CDDC, which has also served as master developer of the Columbus Commons project.

Other huge projects in Columbus include the redeveloped Lazarus Building and the creation of the National Veterans Memorial and Museum, among other notable efforts.

As the CEO of the organization behind these city-changing projects, Worley yields great influence over Columbus' present and its future.



JEFFERY KONCZAL FOR ACBJ

## Pat Losinski

CEO, Columbus Metropolitan Library

Losinski oversees a library system that has been undergoing significant transformation. One of its signature projects was the main library's \$35 million, 16-month renovation that created new views of downtown, a two-story grand reading room and new technology to enhance the customer experience.

Since 2014, 10 branches have been renovated or rebuilt and four more are in the planning phases. All the while, Losinski and the library have seen growing membership and circulation. Last year, the system had a circulation of 15.1 million; 5.5 million in-person visits; 9.2 million web visits; 61,000 Summer Reading Challenge participants; and 86,000 Homework Help Center visits.



**Doug Kridler** CEO, The Columbus Foundation

Kridler leads Central Ohio's largest foundation, which with more than \$1.7 billion in assets and total annual revenue of \$269 million, also ranks as one of the largest community foundations in the nation. Under Kridler, the foundation has spearheaded many important community initiatives and conversations, from affordable housing to transportation, early education and more. Key programs include The Big Table community conversation, The Big Explore, The Big Give and its new Human:Kind initiative.

Kridler also serves as a director of Nationwide Mutual Funds, and is a member of the business advisory council of the Federal Reserve Bank of Cleveland.

JEFFERY KONCZAL FOR ACBJ



THE COLUMBUS PARTNERSHIP

## Alex Fischer

CEO, The Columbus Partnership

If there is a physical embodiment of the "Columbus Way," Alex Fischer might be it. As the leader of the Columbus Partnership since 2009, he's the man who makes the calls and takes the calls from the region's more than 70 top executives on matters of growth and leadership.

Along with partners including One Columbus, Fischer has helped attract more than 150,000 net new jobs and more than \$8 billion in capital investment – goals laid out by a Columbus 2020 plan that were achieved well before this year.

Fischer also is board chairman of Nationwide Children's Hospital, director at Advanced Drainage Systems, a trustee at Ohio State University and a member of several other boards.



CRAA

## Joseph Nardone

CEO, Columbus Regional  
Airport Authority

Nardone is in charge of the entity that operates John Glenn Columbus International, Rickenbacker International and Bolton Field airports, which means he is charged with management of the airports as well as growing air service for the region.

Nardone started in Columbus in early 2018, coming from the airport authority that operated Detroit Metropolitan Airport.

Nardone's role is important as top Columbus leaders say that bolstering air service, through expanded nonstop destinations and more frequency, is important to sustaining the Columbus region's economic growth.



# Making It All Work

Thompson Hine takes pride  
in being a leading provider of  
innovative, business-focused legal solutions  
to companies around the world.

THOMPSON  
HINE

Always Innovating



*A Smarter Way to Work – predictable,  
efficient and aligned with client goals.*

[ThompsonHine.com /locations/columbus\\_ohio](https://ThompsonHine.com/locations/columbus_ohio)



JANET ADAMS | CBF



JEFFRY KONCZAL FOR ACBJ



COLUMBUS URBAN LEAGUE



CONNECT REAL ESTATE



JIM SHIVELY

## Linda Logan

Executive director, Columbus Sports Commission

Logan's job involves promoting the city of Columbus as a great destination for sporting events, which supports Columbus' tourism scene and bolsters the city's reputation as a top Midwest destination.

The city of Columbus is a finalist once again to host the NCAA Women's Final Four in 2025 or 2026.

Logan and her staff also recently announced they have submitted 53 bids for events to the NCAA for the 2022 through 2026 bidding cycle. That includes 25 championship events for 13 sports, including new events such as the Division II fall festival, which includes six championship events in one week.

## David Harrison

President, Columbus State Community College

Harrison has high expectations for the approximately 45,000 students that enroll in any given year at Columbus State Community College. That means not just getting them jobs, but helping them stay in college, earn a credential and find a meaningful career.

Harrison is on a mission to scale up and replicate successful employer partnerships that he has forged, including with Huntington Bank, JPMorgan Chase, Nationwide Insurance, Nationwide Children's Hospital and more. Those partnerships are part of Harrison's long-term strategy for solving Columbus' workforce challenges.

## Stephanie Hightower

CEO, Columbus Urban League

Hightower is the eighth president and the first woman to lead the 100-year-old Columbus Urban League, which strives to help individuals and families overcome poverty and achieve self-sufficiency with three core strategies: to empower the community and drive economic transformation, foundational education and family stabilization.

She has worked to boost the local group's visibility and has strived to help grow African American leaders in Columbus.

Hightower was a legendary track and field athlete at Ohio State University and a 1980 Olympian.

## Brad DeHays

President, Connect Real Estate

Perhaps no developer is more prolific in reviving large-scale, complex historic properties and preparing them for re-use than DeHays.

He has many successes under his belt already, while continuing projects include the rehabilitation of the Municipal Light Plant in the Arena District, the old Standard Building in downtown Columbus' Long Street Corridor and the redevelopment of the Electric Trolley Barn complex, which will bring a new attraction to the Near East Side.

DeHays' work is known for its creativity: he's developed micro-units for downtown living and office space in an old power plant, among other notable efforts.

## Frank Kass

Chairman, Continental Real Estate Cos.

Kass has been one of the giants in the local real estate development community for decades, these days serving as chairman of the company he co-founded, Continental Real Estate Cos., and leading its development, acquisitions and sales efforts.

Continental continues to make its mark in Central Ohio, with its \$100 million Arlington Gateway project proposed along Lane Avenue in Upper Arlington, the continued expansion of the Westar complex in Westerville, and the new AC Hotel by Marriott near the North Market, among other projects.

The company develops projects in the hospitality, retail, housing, industrial, office and multifamily sectors.

# NEW ALBANY GETS BUSINESS.

When it comes to business site selection, location planning and expansion, the City of New Albany knows what it takes to get and keep business. We thank Community Development Director **Jennifer Chrysler** for her leadership in helping to attract and retain a remarkable caliber and range of businesses, and we congratulate her on being named to the *Columbus Business First* 2020 Power 100!



## Jennifer Chrysler

Community Development Director  
2020 POWER 100 HONOREE





**Joanna Pinkerton** CEO, COTA

COTA's ridership grew to 19.1 million last year, the highest since 1988, as its still relatively new CEO aims to make the agency a nimble collaborator with regional employers, municipalities and complementary transportation services. Planners are encouraging employers to concentrate development along five key corridors to increase access to jobs. Downtown property managers are listing the C-pass program as a perk with lease. COTA has launched more suburban shuttles from the end of its lines to major employers, and as the Smart Columbus grant winds down, the agency will evaluate whether to carry forward initiatives such as the Linden self-driving shuttle.

JEFFRY KONCZAL FOR ACBJ



COVERMYMEDS

### David Holladay

President, CoverMyMeds

Holladay was an insurance executive in the early days of creating high-deductible plans and implementing the Medicare Part D prescription benefit, so he's seen from the inside many of the drug coverage problems that CoverMyMeds is trying to fix. With the company two years, he succeeded co-founder and CEO Matt Scantland in January.

CoverMyMeds is rocketing to become one of the region's largest employers - 1,400 today between Columbus, Cleveland and remote - and radically reshaping west Franklinton with its \$240 million headquarters under construction along the Scioto River.



CRABBE BROWN JAMES

### Larry James

Managing partner, Crabbe Brown James LLP

James remains a force in Columbus politics and philanthropic causes after more than 30 years as a leading voice of the city's African American community and one of Columbus' top litigators and advisers.

He has served on more than 20 boards and commissions over the years, and currently serves on the board of trustees at Kenyon College.

He is co-founder of the African-American Leadership Academy and was the founding president of the Lincoln Theatre, whose redevelopment in 2009 sparked a revival of the King-Lincoln/Bronzeville neighborhood on the Near East Side.



*Congratulations*  
**JOANNA M. PINKERTON**  
*COTA President and CEO*





JEFFERY KONCZAL FOR ACBJ

## Tanny Crane

CEO, Crane Group

It's more than business for Tanny Crane. Beyond her family's diverse holdings, which started in plastics and today include home renovation, mining equipment, pet care and more, the third-generation leader backs education and workforce development ventures, including the Reeb Avenue Center and the Crane Center for Early Childhood Research and Policy.

The company's investment arm, meanwhile, backs other businesses via venture capital and/or real estate investment.

Crane sits on boards including Huntington Bancshares, the Columbus Partnership, the Fisher College of Business, Ohio Business Roundtable, the Ohio State University Foundation and OhioHealth.



CRAWFORD HOYING

## Brent Crawford

Principal, Crawford Hoying

Crawford Hoying's prominent developments across Central Ohio are transforming the region's urban centers. The developer's \$500 million Bridge Park – its most transformative effort yet – is seeing its final blocks prepare for more development. The project has attracted new companies to Central Ohio and is making space for hundreds of new residents, while also adding amenities such as the soon-to-open suburban North Market outpost.

Other projects driven by Crawford and his team include developments headed to Lane Avenue in Upper Arlington and South High Street in downtown Columbus.



JEFFERY KONCZAL

## Bob White Jr.

President, Daimler Inc.

White leads a company that is consistently one of Central Ohio's busiest developers and builders, overseeing all new business development and marketing efforts, client relationships and other tasks.

Daimler's fingerprints are all over Central Ohio as the company is active in office, industrial, retail, education, healthcare and other markets.

It is one of the developers involved in the ambitious redevelopment of the Scioto Peninsula.

White serves on the board of the Ohio State University Comprehensive Cancer Center and James Foundation, the Upper Arlington Community Foundation and others.



DONATOS

## Jane Grote Abell

Chairwoman, Donatos Pizza Inc.

Grote Abell helps lead the restaurant business her father founded back in 1963 during one of its most important eras, thanks to geographic expansion into Florida and a 100-restaurant partnership with Red Robin Gourmet Burgers.

Outside of the business, Grote Abell's family has invested more than \$2 million into redevelopment in the South Parsons corridor, where Donatos was born, and she herself is a sought-after mentor, board member and community contributor. She also co-founded the Reeb Avenue Center, which houses a number of education and workforce development focused nonprofits.



MADDIE MCGARVEY FOR ACBJ

## Mark Kvamme

Partner, Drive Capital

Kvamme reluctantly left Silicon Valley to work for former Gov. John Kasich. He didn't stay in the job long, but he did choose to permanently relocate to Columbus and bring a tectonic shift to startup investing in the Midwest.

Drive Capital LLC, the venture capital firm he founded in the Short North with fellow Sequoia Capital veteran Chris Olsen, has more than \$1.2 billion under management upon January's close of a \$650 million fund to invest in both early and more mature technology companies.

One particular success is portfolio company Root Insurance, which has the largest valuation of any Ohio startup at \$3.65 billion.



VILLAGE COMMUNITIES

## Tré Giller

CEO, DRK & Co.

Responsible for the overall direction of DRK & Co., Giller has overseen the developer's strategy in Central Ohio – and that strategy has been “build, build, build.”

The affiliates of DRK & Co. Realty have been responsible for transforming many parts of suburban Columbus, primarily building large residential developments along the outerbelt. With the city experiencing a sustained population boom, the developer's influence isn't likely to change.

Giller has also been an active part of many of the region's local and state trade organizations and for a time served on the Ohio Real Estate Commission Board as well.



CITY OF DUBLIN

## Colleen Gilger

Director of economic development, City of Dublin

With Dublin for two decades, Gilger has pursued a strategy of diversifying development and industries in the city – exemplified by Bridge Park, a 30-acre mixed-use neighborhood that is bringing high-paying jobs and housing density.

In recent years, Nationwide, JPMorgan Chase and Verizon moved jobs out of Dublin but the city grabbed the opportunity to pitch new tenants, attracting growth from big employers such as Cardinal Health, United Healthcare and others.

Last year, income taxes in Dublin hit a record \$93 million, up nearly 40% from a decade ago.



## Sandy Doyle-Ahern

President, EMH&T Inc.

Doyle-Ahern has led Central Ohio's largest engineering firm since 2012, leading it to consistent growth and to be several times named one of *Columbus Business First's* Best Places to Work. EMH&T is licensed throughout the Midwest and Southeast, with hundreds of employees in offices in Columbus and Charlotte.

In the community, Doyle-Ahern serves on the boards of YWCA Columbus, the Nature Conservancy of Ohio, and the Childhood League Center. She's also a member of the Columbus Partnership and an outspoken advocate for affordable housing issues in the community.

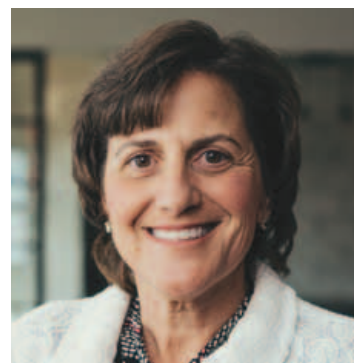


**Brian Ross** CEO, Experience Columbus

Ross is tasked with nurturing Columbus' growing reputation as a top Midwest destination for conventions, trade shows, conferences and tourism. As the CEO of Experience Columbus, he leads the group's efforts to "sell, market and promote" the destination of Columbus to visitors.

The tourism industry is a big and growing business here in Columbus. Bed tax revenues collected from hotels and motels in Columbus reached \$49.7 million in 2019. And in 2019, Ross' group booked 477,456 room nights for future years. Ross will be particularly called on in 2020 and beyond to lead the industry back after the coronavirus pandemic.

JANET ADAMS | CBF



JEFFREY KONCZAL FOR ACBJ

**Francie Henry**

Regional president, Fifth Third Bank

Henry has a front seat to the transformation of the financial services industry as regional president at Fifth Third, the fourth-largest bank in Central Ohio. Fifth Third has been growing its Central Ohio deposits and investing in technology to make banking more interactive and more tech-forward for its customers.

Henry is extensively involved in Central Ohio.

For example, she was instrumental in the development of the Jeanne B. McCoy Community Center for the Arts in New Albany and has served on several area boards, including Ohio State's Arthur G. James Cancer Hospital and the Ohio Foundation of Independent Colleges.



FILE PHOTO

**Jim Schimmer**

Economic development director, Franklin County

Schimmer has been a key part of the local economic development community for most of the past 25 years, starting as the downtown development manager for the city of Columbus and, since 2006, as director of economic development and planning for all of Franklin County.

He has played an integral role in the county's new economic development strategic plan unveiled last year, which includes new recommendations for affordable housing policies, as well as implementation of the SmartWorks investment programs that target everything from infrastructure and energy to workforce initiatives.



FRANKLIN COUNTY

**Kenneth Wilson**

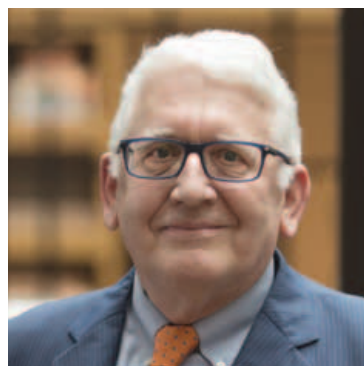
County Administrator, Franklin County

Wilson directs 14 county agencies with more than 1,400 employees and oversees the county's annual \$1.4 billion budget.

He was hired in 2005 as director for the county's Office of Management and Budget and was elevated in 2010 to the role of deputy county administrator for Resource Management.

Since taking over as administrator in 2015, Wilson has worked to streamline the county's finances, has pushed to boost its role in regional economic development and has promoted innovation at all county departments.

At the same time, he has been an outspoken advocate for county residents living in poverty.



DAN TRITTSCHUH FOR ACBJ

**Don Brown**

Executive director, Franklin County Convention Facilities Authority

Brown is the man in charge of keeping the lights on at some of the most important places in downtown Columbus: the Greater Columbus Convention Center, Nationwide Arena, the downtown Hilton and several downtown parking facilities.

Brown became executive director in 2015, overseeing the expansion and renovation to the convention center. He's also overseeing the Hilton's expansion, which when complete in 2022 will create the first 1,000-room hotel in the state of Ohio.

That will allow the city to host more and even bigger conventions, which could help grow the region's booming convention industry.



JANET ADAMS | CBF

**Darci Congrove**

Managing director, GBQ Partners LLC

Congrove is closing out a decade at the helm of GBQ Partners, Central Ohio's largest locally based accounting firm. And she's starting out the year expanding, with a deal to acquire a firm in Toledo, adding to GBQ's satellite offices in Cincinnati and Indianapolis.

GBQ is also consistently voted by its employees as one of Columbus Business First's Best Places to Work.

In the community, Congrove serves on multiple boards, including the Columbus Chamber of Commerce, the Columbus-Franklin County Finance Authority, Committee4Children and the German Village Society.



JEFFREY KONCZAL FOR ACBJ

**Tom Katzenmeyer**

CEO, Greater Columbus Arts Council

Katzenmeyer holds the purse strings for Columbus' creative community as the leader of central Ohio's main agency supporting local arts and culture projects, including \$9.1 million spent in 2019 on local grants, projects, programs, festivals and more.

Katzenmeyer is active on a variety of local boards, including Experience Columbus, the Columbus Clippers, Mid-Ohio Foodbank, YMCA of Central Ohio, the Columbus Metropolitan Club, Campus Partners, and the Columbus Metropolitan Library, and serves as a trustee of the Crane Family Foundation at the Columbus Foundation.



JEFFREY KONCZAL FOR ACBJ

**Scott McComb**

CEO, Heartland Bank

If you want to start a small business in Columbus, Scott McComb is one of the first people you'll want to talk to.

As leader of Heartland Bank, McComb has helped many of Central Ohio's new companies and social spots get off the ground.

What's more, McComb has remained active in many other ways, including through his involvement in the Republican Party and with his podcast *Driving the Cbus*, in which he chats with area movers and shakers.

On the business side, McComb's bank is expanding its reach to Cincinnati, most recently with a \$41.1 million acquisition.



HOMEPORT

## Bruce Luecke

President, Homeport

Luecke guides Homeport, a Columbus-based nonprofit that since 1987 has worked to provide affordable housing to people in need. The organization has helped thousands of residents through new and renovated homes that are meant to spark neighborhood revitalization in places such as Linden, Whitehall and Franklinton.

In the past year or so, Luecke has pushed the focus to the development of affordable housing in the suburbs, with multiple projects in cities outside the core.

Luecke tirelessly works with multiple partners – public and private – to make affordable housing a priority across Central Ohio.



JANET ADAMS | CBF

## Steve Steinour

CEO, Huntington Bank

Steinour is leading Huntington Bank through major changes as the region's largest hometown bank transforms in the face of a changing economy and evolving consumer preferences. It has invested in new technology, trimmed branches around its Midwestern footprint and left some markets while going deeper in others.

Steinour serves on the boards of the Federal Reserve Bank of Cleveland, L Brands Inc., Exelon Corp. and the Financial Services Roundtable. He's a trustee of Ohio State University's Wexner Medical Center, a member of the Columbus Partnership and vice chairman of the Columbus Downtown Development Corp.



ICE MILLER LLP

## Michael Coleman

Partner, Ice Miller LLP

Coleman was the longest-serving mayor in Columbus' history, leaving office in 2015 after 15 years in the post. Since leaving public service, he's used his years of experience and Rolodex at Ice Miller to continue his advocacy for economic development and neighborhood revitalization.

As partner-in-charge of the law firm's government law group, he's lobbied for a range of development projects across the city as well as public clients, including the Columbus Regional Airport Authority, the Franklin County Convention Facilities Authority and the Columbus Downtown Development Corp. He even had his hands in the Columbus Crew stadium deal.



DOUG BUCHANAN | CBF

## Jeff Edwards

CEO, Installed Building Products Inc.; President, Edwards Cos.

Edwards is part of the family that co-owns Columbus Crew SC, and he leads Installed Building Products, a fast-growing \$1.3 billion building materials company that has been expanding its footprint to a number of cities across the country through acquisitions of complementary firms.

The company now is in more than 175 locations and has more than 7,700 employees nationwide.

Last year, Installed Building Products launched a nonprofit foundation that was designed to support workforce training for its employees, emergency housing needs and matching grants for employee philanthropy.



JLL

## Dan Wendorf

Managing director, JLL Columbus

Wendorf is not just the managing director for JLL's Central Ohio operation – he's also one of the firm's most prolific brokers.

The firm's expansion into a new Arena District office reflects the changing times for the active commercial real estate scene, with Wendorf and his staff seeing substantial activity across a region that has been drawing interest from buyers and investors from across the country.

Wendorf's 13 years with the firm put him front and center as Columbus recovered from the Great Recession and emerged as a prominent real estate market. He'll be deeply involved in the recovery from the coronavirus pandemic as well.

# Congratulations to all The Power 100: Columbus' Most Influential Leaders Award Honorees



**NATIONWIDE  
CHILDREN'S**

*When your child needs a hospital, everything matters.*

The Ohio Capital Corporation for Housing staff and board congratulate our **President and CEO, Peg Moertl**, on her second Power 100 recognition!



*The mission of Ohio Capital Corporation for Housing is to advance the preservation, production, and management of affordable housing through collaborative partnership and innovative thought leadership.*

88 East Broad Street  
Suite 1800  
Columbus, Ohio 43215  
614.224.8446 | www.occh.org



**OCCH**  
OHIO CAPITAL  
CORPORATION  
FOR HOUSING



**Corrine Burger** Columbus location leader, JPMorgan Chase & Co.

Burger oversees one of the largest workforces in Columbus. JPMorgan employs more than 18,000 people in Central Ohio, enough to make it the region's fourth-largest employer.

As location leader, Burger is responsible for oversight of the sizable workforce, in addition to a bevy of other responsibilities with the New York-based financial giant. Morgan's sizable team could get even bigger in years to come, as news reports indicate JPMorgan is considering shifting more jobs from pricey New York to more affordable sites such as Columbus. Burger also is a member of the Columbus Partnership.



JOHN LAUER | CBF

### Brett Kaufman

CEO, Kaufman Development

Kaufman has spearheaded some of the most interesting projects in Central Ohio of late, including the growing Gravity site, which is changing Franklinton.

The \$120 million second phase of the project has started and it signed its first tenant – an OhioHealth primary care center. Kaufman also teamed with Daimler Group on 80 on the Commons, adding new spaces for residents and offices downtown.

Kaufman also is creating a dialogue in town about mental health, recently telling his own deeply personal story in front of more than 1,000 attendees of the Columbus Chamber of Commerce's annual meeting.



KEYBANK

### Melissa Ingwersen

Central Ohio district president, KeyBank

Ingwersen has been the central face of KeyBank for a decade, and the bank has seen many changes in that time.

The bank is the region's sixth-largest and also one of its largest financial planners, mortgage lenders and SBA lenders.

Its culture has focused on social issues in the city, too. It is among the companies with the most inclusive LGBTQ policies and is a booster for initiatives that bridge the region's inclusion gap in IT.

Ingwersen, a Bexley native, serves on the board of Columbus Downtown Development Corp. and is a member of the Columbus Partnership.



614-824-4500

[schiffcapital.com](http://schiffcapital.com)

## PROUD TO SERVE

the Central Ohio business community during these challenging times. Congratulations to all of the Power 100 honorees and a special thanks to the amazing Schiff Capital Group team.





RICK BUCHANAN FOR ACBJ

## Les Wexner

CEO, L Brands Inc.

Much is unknown about how 2020 will shape up for Wexner, who announced in February that he will step down as CEO of the company he founded in 1963 once the spinoff of Victoria's Secret is complete.

What is certain is that Wexner will remain one of the most influential people in the city, thanks to a pledge that he will continue to be active in the Columbus Partnership and, of course, his philanthropic generosity.

The billionaire has given hundreds of millions of dollars to causes around the region over the years and his legacy of giving to the community shows no signs of abating.



JEFFRY KONCZAL FOR ACBJ

## Donna James

Managing director, Lardon & Associates

James has been a valued executive and adviser for many businesses and nonprofit organizations in Columbus for years, most recently as founder and managing director of business and executive advisory firm Lardon & Associates.

She has also been a mentor and inspiration for rising stars in the community, most notably as co-founder of the African American Leadership Academy, which has graduated more than 200 fellows since its start in 2005.

James also serves on the boards of L Brands, OhioHealth, Boston Scientific. She was inducted into the Columbus Hall of Fame last year.



JEFFRY KONCZAL FOR ACBJ

## Bob Schottenstein

CEO, M/I Homes

With the national housing market growing and regions such as Central Ohio seeing huge growth, Schottenstein's role as CEO of one of the nation's major homebuilders places him in the center of the discussion about housing policies.

While the company has seen prolific growth in its home market, its continued growth in metro areas in Florida and Texas has driven M/I to break just about every company record it could in the past year.

Schottenstein also has found himself an advocate for denser development and for building lower-market homes that are affordable to a new generation.



MORPC

## William Murdock

Executive director, Mid-Ohio Regional Planning Commission

The Midwest's fastest-growing region expects a 50% population increase – 1 million people – by 2050, with livelihoods and lives at stake. Murdock leads the association of 70 local governments and regional organizations preparing for demands on infrastructure, housing and transportation.

Last year, MORPC released a study recommending concentration of denser commercial and residential development along five key corridors. It's soon to release an affordable housing strategy to guide millions and is leading the effort to land a hyperloop route traversing five states.



TRISTAN NAVERA | CBF

## Jonathan Moody

CEO, Moody Nolan Inc.

Moody is coming full circle this year. He grew up watching his father, Curt Moody, grow and lead one of the largest African American-owned architecture firms in the nation and Columbus' largest such business, a job he now holds as Moody Nolan Inc.'s new CEO.

In this new role, he plays a crucial role in envisioning the future of Columbus through a wide range of significant architecture projects across the region, and a dozen more cities nationwide.

Moody's role also will help him connect the local booming construction business to many other growing metros.



NAI OHIO EQUITIES

## Michael Simpson

President, NAI Ohio Equities

Simpson has led NAI Ohio Equities since 2014, but his 30 years of experience in commercial real estate has seen him through much of its history as well as the growth of Central Ohio itself.

As the largest locally-based brokerage, NAI has long been a key player in the city's real estate scene.

Simpson himself has played a significant role in Central Ohio's office and retail environments, before and after taking over NAI's top job from his father, who remains chairman. Simpson also is an active community member around his hometown of Bexley.



TOM GRIFFIN

## Kirt Walker

CEO, Nationwide

As Central Ohio's private companies go, Nationwide Insurance remains in a category of its own. The Fortune 100 insurance and financial services giant has seen great change in recent years. With the retirement of Steve Rasmussen last year, Walker took over the top job and was charged with charting a long-term course for the company.

Nationwide and its 10,000 Central Ohio employees continue to change the region both as the company pivots to a more diverse financial services group and as its Nationwide Realty Investors Ltd. real estate affiliate continues transforming the Arena District and Grandview Heights with Grandview Yard.



## Scott Sanchez

Chief innovation officer, Nationwide

It might be a Fortune 100 company, but Nationwide is thinking a lot like a startup these days. As leader of the company's innovation efforts, Sanchez is responsible for a change in thinking at the company, which this year opened its new innovation center in the Arena District.

That's one of a few projects under the leadership of Sanchez. The company's \$100 million venture capital arm also is investing in new insurance and financial services technologies, while the company has embraced technology via new apps such as debt guide Nimbl, insurance platform Spire and a partnership with Amazon for Echo Auto devices.





**Tim Robinson** CEO, Nationwide Children's Hospital

Robinson took the helm of the Columbus pediatric hospital in July. With the opening of the \$159 million Big Lots Behavioral Health Pavilion, he raises its national voice. Nationwide Children's hopes its first-of-its-kind comprehensive facility and improved care coordination in the community can make behavioral care more efficient and effective for children and teens. The hospital also created a for-profit spinoff to build a manufacturing facility for genetic material used in clinical trials by researchers and pharmaceutical companies – including the hospital's gene therapy spinoffs. It'll create 170 high-paying jobs and attract more biotech to the region.

JEFFRY KONCZAL FOR ACBJ



DOUG BUCHANAN | CBF

**Brian Ellis**

President, Nationwide Realty Investors Ltd.

Ellis oversees the real estate arm of the city's largest private company, which continues to play a significant role in Central Ohio's growth and evolution.

Nationwide Realty has helped pump billions of dollars into the Arena District and Grandview Yard, both of which have created new ways for people to live, work and play in areas north of downtown. Both areas continue to evolve.

Ellis and Nationwide Realty are overseeing the Arena District expansion, including a new Chipotle office building; the Parks Edge condominiums expansion, and, of course, sold the land on which the new Crew SC stadium will rise.



NEW ALBANY

**Jennifer Chrysler**

Director of community development, New Albany

New Albany's going data center boom – Facebook, Amazon, Google and several Fortune 500 companies are building massive complexes on former farmland – is just one example of how the master-planned suburb racks up business attraction wins.

Chrysler leads the latest plan for the entire city, now 16.7 square miles after annexations increased its land by 25% since 2016. She's also attracting companies to a now 5,000-acre business park. Revenue from income, property and alternative tax payments has nearly tripled since 2009, even after incentive packages.



JEFFRY KONCZAL FOR ACBJ

**Bill Ebbing**

President, New Albany Co.

Ebbing and his team have not let up in their efforts to continue developing New Albany, Central Ohio's fastest-growing city.

New Albany Co.'s Market Square development, already the "axis upon which city life revolves," is getting an additional 79,000 square feet of commercial space. The company also is bringing two new food options downtown: an 8,000-square-foot Harvest X Three Tigers, a collaboration between the Harvest restaurant chain and Three Tigers Brewing Co., and a Katzinger's Delicatessen.

And it continues to expand the New Albany Business Park, home to a growing number of distribution sites and data centers.



MADDIE MCGARVEY

**Rick Harrison Wolfe**

Executive director, North Market

Already a huge draw for both locals and visitors, the influence and impact of the North Market only is going to grow in the coming years. Wolfe is at the center of that, thanks to both the day-to-day operations of the city's oldest and largest public market, but also its high-profile expansion to Dublin's Bridge Park, which will open this year.

Meanwhile, plans are advancing for the North Market tower, an undertaking intended to solidify the market for generations to come. But beyond big expansion, the market's mission remains to identify, incubate and accelerate small businesses that go on to have major impacts.



MARK BOWEN

**Peg Moertl**

President, Ohio Capital Corporation for Housing

Moertl is in her second year leading an agency that will have a significant say in how Central Ohio meets the growing shortage of affordable housing in the region.

The veteran banker and economic development official leads a nonprofit that facilitates financing for affordable housing projects in the region and operates Community Properties of Ohio, which provides affordable housing apartment communities across the city.

Its Ohio Capital Impact Corp. affiliate also provides millions of dollars in grants to nonprofits that provide support services in the neighborhoods where it operates.



KATIE COULTER

**Bill Baumel**

Managing director, Ohio Innovation Fund

With at least \$40 million under management, Baumel brings Silicon Valley experience to technology investments focused on his native Ohio.

Backed by three public universities, including Ohio State University and Ohio University, the Ohio Innovation Fund was dormant for four years until hiring Baumel at the start of 2016. Now it has 18 portfolio companies in Ohio or with companies that have ties to the state, and Baumel's team is hands-on with strategy and customer introductions.

With more than 20 years in VC, his investments have resulted in four IPOs, nine acquisitions of \$100 million to \$800 million and a private company valued at \$1.2 billion.



OHIO STATE UNIVERSITY

**Trudy Bartley**

Associate vice president for local government and community relations, Ohio State University

Bartley's reach spreads far beyond the confines of Ohio State University, even as her role overseeing economic and community development projects and special initiatives within the institution gives her plenty of reach.

Her resume includes leadership positions in both state and county governments as well as at area nonprofits and development organizations, building her roster of powerful connections.

She's now been tasked with turning the tide of poverty in Franklin County, as one of the leaders of the county's Rise Together anti-poverty initiative.



OHIO STATE UNIVERSITY

## Gail Marsh

Chief strategy officer, Ohio State University

Marsh's experience at Ohio State stretches three decades, from her start as an undergraduate student studying health information management to her rise to senior associate vice president in the Office of Health Sciences.

There might be no one more familiar with OSU to serve as its first chief strategy officer, a role she was named to about two years ago and involves helping to implement its "Time and Change" strategic plan.

Marsh also is charged with leading Wexner Medical Center's comprehensive strategy. And she serves as president of Ohio State Health Inc. and Ohio State Health Network.



JEFFRY KONCZAL FOR ACBJ

## Gene Smith

Athletics director, Ohio State University

Smith has served for about 15 years as athletic director, overseeing one of the largest and most powerful collegiate athletics programs in the country.

OSU ranked in the top three for largest athletic department budgets nationwide in 2018, and revenues only grew in 2019, bringing the school to \$210 million in operating revenue.

Smith also is heavily involved and influential in one of the most prominent debates in collegiate sports right now: whether athletes should be compensated for the use of their name, image and likeness.

He is leading a National Collegiate Athletic Association working group to study the issue.



DAN TRITTSCHUH FOR ACBJ

## Harold Paz

Executive vice president and chancellor for health affairs, Ohio State University; CEO, OSU's Wexner Medical Center

Paz returned to academic medicine from the insurance industry for the newly created role that adds oversight of seven health sciences colleges to running a \$4 billion health system and physician group.

The former chief medical officer of Aetna Inc. says OSU can define the next century of medical care through research and public health initiatives that take on social determinants of health.

Besides being responsible for more than half of the university operating budget and leading the group choosing the next medical school dean, he's overseeing a huge construction portfolio.



JEFFRY KONCZAL FOR ACBJ

## Keith Myers

Vice president of planning and real estate, Ohio State University

Myers oversees more than \$2.4 billion in development at Ohio State University over the next five years alone.

That includes a new inpatient hospital and ambulatory center that would be the largest single facility project ever undertaken at Ohio State.

The school also is developing a new Arts District, a west campus outpatient care center, an interdisciplinary research facility and much more.

That comes on top of an already active tenure for Myers, who joined the university in 2013. OSU's six largest construction projects alone from 2010 to 2019 totaled nearly \$1.9 billion.



OHIOHEALTH

## Stephen Markovich

CEO, OhioHealth Corp.

Markovich started July 1 as CEO of Central Ohio's largest and the state's third-largest health system, with \$4.3 billion revenue from 12 hospitals and a growing outpatient network – as well as the region's second-largest employer.

He has been with the system since before it was a system, starting with his medical residency in 1993 and rising through the ranks.

Markovich, a former fighter pilot, expects to continue efforts to increase patient access and affordability amid ongoing nationwide uncertainty about how healthcare is paid for.



## Kenny McDonald

CEO, One Columbus

When the private economic development organization for the region was established in 2010, it set three goals: add 150,000 net new jobs, drive capital investment of \$8 billion and increase per-capita income by 30%. Having hit those goals early, the organization has rebranded and set a new sky-high goal: make Central Ohio "the most prosperous region in the United States."

That means McDonald and his team are turning their focus to more than just growth, recognizing the role affordable housing and income equality can play in a community's true economic vitality.

DAN TRITTSCHUH FOR ACBJ



PARK NATIONAL BANK

## Matt Miller

President, Park National Bank

Park National Bank has seen explosive growth in a changing banking industry, with the Newark-based company expanding into three new states in the past few years.

Miller has been directing that change.

The bank has acquired Charlotte-based NewDominion Bank; CAB Financial Corp. of Spartanburg, South Carolina; and opened a new office in Louisville, Kentucky.

Its strategy has been mostly to let small-town banks keep their local name and face, a mission that is meaningful to Miller, a native of a small town in Ohio.

His first year leading the bank also has been marked by continued strong financial growth for Park.



PIZZUTI COS.

## Joel Pizzuti

President, Pizzuti Cos.

Pizzuti Cos. develops just about every kind of real estate, putting Joel Pizzuti at the heart of many of the city's building fronts.

His company this year is overseeing multiple mixed-use projects near the main branch of the Columbus Metropolitan Library along with warehouse developments around the region's outer ring, furthering the local logistics and transportation business.

Pizzuti oversees all of this activity as president of the company, and his efforts have expanded the developer nationwide to cities such as Nashville and Orlando.



**Robert Tannous** Managing partner, Porter Wright Morris & Arthur LLP

The leader of Central Ohio's third-largest law firm this year has moved into more of a strategic growth focus, after turning day-to-day operations over to the firm's new chief operating partner. That strategy has included acquisitions for the firm, which in the past five years has added two new markets – Pittsburgh and Chicago – and grown its partner ranks by 30%. Porter Wright has 223 lawyers between its eight offices.

Outside the firm, Tannous' work includes serving of the board of United Way of Central Ohio, the national council for OSU's Michael E. Moritz College of Law, the Ohio Business Roundtable, the Columbus State Community College Foundation and BalletMet.

PORTER WRIGHT MORRIS & ARTHUR



JEFFRY KONCZAL FOR ACBJ

**Tom Walker**

CEO, Rev1 Ventures

With about \$100 million under management, the "investor startup studio" advises, trains and invests in entrepreneurs – so pretty much anyone looking to build a high-growth technology business in Central Ohio first calls on Walker and his team.

The Columbus nonprofit reports \$2.4 billion in cumulative economic impact from revenue and outside capital to some 100 portfolio companies. Walker enlists established businesses to support startups as customers, mentors and investors.

Rev1 has fresh funding from Ohio Third Frontier, a new office in Gateway University District that frees space in its incubator, and a possible role in OSU's Innovation District.



ROBERT WEILER CO.

**Skip Weiler**

President, Robert Weiler Co.

Robert Weiler Co. has for years been one of the larger real estate names in the region, and Skip Weiler is leading the firm to continued prominence in the city's surging real estate scene.

The president of the family-owned company has been in the local real estate brokerage and development scene since 1985 and has touched every part of Central Ohio's development scene, including, residential, commercial, industrial and institutional building.

Weiler's leadership has extended to just about every real estate professional organization with a Columbus chapter, and into many community boards across the city as well.



CHRIS WALKER

**Jim Merkel**

CEO, Rockbridge

Merkel's firm has a hand in some of Central Ohio's most closely watched projects. The hotel developer, financier and owner is part of the team behind the \$192 million North Market tower, which will include a 210-room boutique hotel. It's also involved in the \$250 million first phase of the Scioto Peninsula project, where its planned 180-room hotel would complement office, residential and retail space.

Merkel is among the largest individual fundraisers for Big Brothers Big Sisters of Central Ohio and through his leadership, Rockbridge has raised more than \$5 million for Pelotonia and is consistently Central Ohio's most-generous philanthropic company for its size in *Business First's* annual rankings.



JEFFRY KONCZAL FOR ACBJ

**Alex Timm**

CEO, Root Inc.

Timm started at his dad's Worthington insurance business at 14. At 31, he's the youngest member of the Columbus Partnership, employing 850 at Central Ohio's fastest-growing insurer and highest-valued tech startup statewide.

Three-year-old Root Insurance is active or about to launch in 38 states and sold \$307 million in direct written premiums for the first nine months of 2019, nearly triple 2018's total.

He and co-founder Dan Manges grasped that the digital revolution – one-click ordering, seamless online customer service and rapid iteration in response to data – would disrupt the \$250 billion auto insurance industry if they got in first and moved fast.



RICK TITUS | CBF

**Michael Schiff**

CEO, Schiff Capital Group

Schiff has bankrolled several of the city's most impactful developments, especially in downtown and the Short North, including redevelopment of the Atlas Building and the LeVeque Tower.

But his biggest and potentially most compelling work is ahead of him in his role as a partner in the skyline-changing, \$192 million North Market tower project.

Schiff, whose training under the Schottenstein family prepared him for a long career in real estate, has been a big connector in both the real estate and financial sectors as both surge in Central Ohio and transform the region's growing economy.



DAN TRITTSCHUH FOR ACBJ

**Bob Loversidge**

CEO, Schooley Caldwell

Schooley Caldwell named a new president in 2019, but Loversidge retains his role as CEO. Beyond that, he remains a giant in the local architectural scene.

One of the longest-serving members of the Columbus Downtown Commission, Loversidge has seen and helped control enormous change in the city center and nearby areas such as the Arena District and East Franklinton.

The architect has been a specialist in re-imagining historic structures and his expertise has been called upon at the Ohio Statehouse and many other buildings of architectural significance around town, and historic buildings nationwide.



DAN TRITTSCHUH FOR ACBJ

**Collin Castore**

Co-owner, Seventh Son Brewing Co.; president, Ohio Craft Brewers Association

Craft beer is an increasingly important part of the Columbus identity, both as a gathering spot for local individuals and groups and as a tourism driver.

Castore was on the forefront of the local movement (not to mention the redevelopment of Italian Village) with Seventh Son, which opened in 2013. The sour beer-focused Antiques on High opened in 2018, again staking out an innovative space.

Beyond his own business, Castore has industrywide importance as well. As president of the Ohio Craft Brewers' Association, he leads the charge for national and state regulatory changes.



JEFFRY KONCZAL FOR ACBJ

## Alex Shumate

Managing partner, Squire Patton Boggs

Although he recently announced plans to hand over the top job at his law firm's Central Ohio office to a successor, Shumate remains a legal power player in Central Ohio and beyond.

Following his transition from managing partner at the end of the year, he's shifting into a new position as Ohio strategic relationship partner. And while he just wrapped up his tenure as an OSU trustee, Shumate's unprecedented three terms on that body have helped him forge connections with some of the state's most powerful people.

Shumate's influence also extends to corporate boards; he serves as a director for the J.M. Smucker Co. and CyrusOne.



JEFFRY KONCZAL FOR ACBJ

## Yaromir Steiner

CEO, Steiner + Associates

More than 20 years in, Easton Town Center is as vibrant as ever. It's in the midst of a \$500 million expansion that's added new names and new concepts.

Easton is co-developed by Steiner, Georgetown Co. and L Brands Inc., but the founder and CEO of Steiner + Associates is the man with the day-to-day sway and the drive to continue to find new-to-market shopping and dining for the more than 30 million visitors who come to Easton annually. That makes that area a hub of both tourism and sales dollars. The company also manages the ever-evolving Gateway University District, among other projects across the nation.



## AJ Casey

Executive director, Stonewall Columbus

As the leader of Central Ohio's LGBTQ+ community center, Casey is charged with boosting the voice and inclusion of a huge and growing community within Columbus. Since being named to the role at the end of 2018, Casey also has grown the annual Pride Festival and Parade. More than 12,000 people attended the 2019 parade compared to 8,000 in 2018.

Casey, who has expertise in professional development and executive coaching, served on the Stonewall board and assisted with its capital campaign. Columbus also holds the role of being a top U.S. destination for Pride events as well as tourism for the LGBTQ+ community.

RICK TITUS | CBF



RICK TITUS | CBF

## Ben Blanquera

Co-founder, TechLife Columbus; Vice president for client success and experience, Columbus Collaboratory

The effervescent convener-in-chief has connected IT pros and amplified the work of tech startups for nearly two decades.

He was part of the group that formed TechColumbus, now Rev1 Ventures. He and his wife, Sandy, started TechLife Columbus and he curates Columbus Startup Digest.

The Columbus Collaboratory has him working alongside the region's seven largest employers that founded it. He's on a technical working group for Smart Columbus and the board of innovation nonprofit OhioX. "At heart I'm a geek," he says.



DAN TRITTSCHUH FOR ACBJ

## Mark Wagenbrenner

Principal, Thrive Cos.

Wagenbrenner Development rebranded to Thrive Cos. this year, but Wagenbrenner remains a prominent part of the business, which this year is undertaking work on half a dozen major developments.

Specializing in redeveloping brownfield sites, the developer has worked on huge projects such as Jeffrey Park and Founders Park.

More names will be added to that list as projects including Marble Cliff Quarry and Grandview Crossing get started. Thrive's efforts bring in thousands of housing units and commercial space, and fill in the gaps in the urban fabric of neighborhoods near downtown.



JEFFRY KONCZAL FOR ACBJ

## Lisa Courtice

CEO, United Way of Central Ohio

Since taking the helm of United Way of Central Ohio in 2017, Courtice has transformed the agency, utilizing experience gained during her more than 25 years in the nonprofit sector to lead an organization with more than \$32 million in annual revenue.

The organization's goal is to mobilize Central Ohio to reduce poverty, and under Courtice's tenure it has embraced creative moves, including putting more emphasis on data-driven thinking and focusing on strategic partnerships.

Courtice also serves on the Ohio United Way board and the Workforce Development Board of Central Ohio. She also serves on the Columbus City Council's Commission on Black Girls.



GETTY IMAGES

## Jay Schottenstein

Chairman, Value City Furniture/Designer Brands Inc./Schottenstein Stores Corp.; CEO, American Eagle Outfitters Inc.

Schottenstein is one of the most prominent members of a historic Columbus family. He's active in an array of businesses, from the more than 100-store Value City/American Signature Furniture chain to American Eagle.

Beyond that, he has leadership roles with the DSW chain and retail liquidator SB360 Capital Partners. He chairs Schottenstein Property Group and its extensive retail and real estate holdings.

Beyond business, he's a frequent contributor to causes and organizations through his family foundation.



VORYS SATER

## Michael Martz

Managing partner, Vorys Sater Seymour and Pease LLP

Martz took the reins of Central Ohio's largest law firm in 2018. His expertise spans many of the region's key industries, including retail, restaurants, financial institutions and manufacturing.

He's been involved in notable licensing deals, including ones involving powerhouses including Ohio State University, Nike, Scotts Miracle-Gro, the National Football League, Major League Baseball and 50 colleges and universities.

He is a board member of the Columbus Chamber of Commerce, the Upper Arlington Community Foundation and the Columbus Museum of Art, and is involved with community and business organizations.



WEXNER FAMILY FOUNDATION

## Abigail Wexner

Founder, Wexner Family Foundation

The dramatic expansion of Nationwide Children's Hospital continues along Livingston Avenue, transforming the neighborhood and bringing greater attention to Columbus as the hospital's reputation grows. Wexner has had a major hand in guiding its increased ambitions as both a long-time board member and a major donor.

She also serves on the board of L Brands Inc., which is undergoing major changes this year as it sells off Victoria's Secret and deals with the fallout from her husband's pending retirement. Wexner is on the board of Ohio State University as well and remains active with the Columbus Partnership.



DAN TRITTSCHUH FOR ACBJ

## Lisa Ingram

CEO, White Castle System Inc.

It's easy to think of White Castle as old – it will, after all, mark 100 years of business next year – but new has been the defining characteristic of the 400-restaurant chain of late.

The company's new headquarters overlooking downtown Columbus is open and soon will be surrounded by additional offices and retail as well as a new event space.

Ingram, a fourth-generation leader for the iconic fast-food chain, also is an adviser to other area businesses and restaurants while serving on the boards of groups such as OhioHealth, United Way of Central Ohio, the Columbus Partnership and the National Restaurant Association.



WELD

## Barb Smoot

CEO, Women for Economic Leadership and Development

Smoot has long been passionate about advancing women in the Central Ohio economy – and now her work is catching on nationally. The nonprofit she heads is becoming a national organization, offering advocacy and training for women's career enhancement, with active chapters in Cleveland, southern Ohio, Pittsburgh and Charleston.

Smoot also is a member of the Columbus Women's Commission, which has taken the lead in gender equity work, getting more than 250 employers to sign its pledge to work toward pay equity. It has also worked to reduce and prevent evictions in Columbus.



JEFFRY KONCZAL FOR ACBJ

## Kelley Griesmer

CEO, The Women's Fund of Central Ohio

Griesmer took over as CEO of the Women's Fund in December 2018, leading an organization in which she had served a decade on the board.

The Women's Fund is the largest nonprofit foundation for women and girls in Columbus, with a mission of "igniting social change for the sake of gender equality." It affects change through grants, events, research and advocacy.

Griesmer also is on the board for the Center for Healthy Families that supports parenting teens and previously was on the board of the region's Choices Shelter for Victims of Domestic Violence.



DAN TRITTSCHUH FOR ACBJ

## Mark Wood

President, Wood Cos.

The Short North is one of the hottest neighborhoods in the country, and Wood can take plenty of credit for that.

The developer is responsible for many of the mixed-use developments that continue to change that neighborhood's fabric, bring in new businesses and attract millions of visitors every year.

While work on many Short North projects continues today for Wood Cos., the developer has recently extended his reach into the Arena District, where he is one of the partners of the massive \$192 million North Market development that will change the Central Ohio skyline and the area.

Great leaders think outside the hexagon.

When you spend your days making a difference, people notice. Sue Zazon, Central Ohio Regional President, and the Central Ohio team congratulates everyone named to the *Columbus Business First* "Power 100." Thank you for inspiring us to look out for each other, our customers, and our communities every day.

Member FDIC. ®, Huntington® and ® Huntington. Welcome.® are federally registered service marks of Huntington Bancshares Incorporated. ©2020 Huntington Bancshares Incorporated.





WORTHINGTON INDUSTRIES

## Cathy Lyttle

Chief human resources officer,  
Worthington Industries Inc.

Lyttle plays a key leadership role at Worthington Industries, one of Columbus' largest public companies, but her influence extends behind the manufacturer's C-suite.

She serves as chair of the Columbus Blue Jackets Foundation and the Experience Columbus board of directors.

She's also on the board of Columbus State Community College and has held leadership roles with the boards of the Franklin Park Conservatory, the Columbus Chamber of Commerce, the McConnell Arts Center, Lifecare Alliance, the Columbus Sports Commission and Leadership Columbus.



RICK TITUS | CBF

## Tony Collins

CEO, YMCA of Central Ohio

Collins joined the YMCA at a pivotal time. Just like the Columbus region, the YMCA of Central Ohio is experiencing a growth spurt. Collins, who started in 2019, is embarking on a "smart growth" strategy for the organization that includes partnerships and colocating with similar-minded organizations such as OhioHealth.

Since coming on board, Collins has made key real estate decisions, including announcing plans to shutter the downtown YMCA and putting a 56-acre park near Rickenbacker International Airport up for sale. The YMCA is one of the region's largest nonprofit organizations. It has a budget of about \$57 million and more than 2,200 employees.



## Christie Angel

CEO, YWCA

Angel is focused on living out the mission of the YWCA: to empower women and eliminate racism. It's a tall order, but one that has plenty of relevance as Columbus grapples with questions of equality amid growth, and one that Angel is well-suited to pursue. She previously worked with former Mayor Michael Coleman and has worked in the private sector, including a half dozen years at telecom giant AT&T. A little more than two years into her tenure as YWCA chief, she's drawing on her experience and connections to ensure the organization has a seat at the table for all the important conversations in the city.

JEFFRY KONCZAL FOR ACBJ

COLUMBUS  
BUSINESS FIRST

NOW ACCEPTING NOMINATIONS



# 2020 DIVERSITY IN BUSINESS AWARDS

Columbus Business First proudly presents an exclusive awards program that honors the remarkable work of inclusive organizations and individuals in Central Ohio. The awards cover excellence in all areas of diversity, including age, disability, gender, sexual orientation, race and religion, as well as highlighting diverse organizations and individuals across a wide variety of industries.

NOMINATE TODAY

<http://bizj.us/1q2q6v>

Nomination deadline - May 1, 2020

**T H E L I S T**

Compiled by Robin Smith  
614-220-5444  
rlsmith@bizjournals.com

# FINANCIAL PLANNERS – FEE AND COMMISSION

RANKED BY ASSETS UNDER MANAGEMENT BY LOCAL PLANNERS

	Business name Website	Address Phone	Regulatory assets under management, 2019 <sup>2</sup>	Certified financial planners <sup>3</sup>	Minimum portfolio, individual <sup>4</sup>	Top local executive <sup>5</sup>
1	<b>Robertson Group at Morgan Stanley</b> fa.morganstanley.com/therobertsongroup	41 S. High St. 27th Fl. Columbus, OH 43215 614-460-2754	\$4.89 billion	3	\$500,000	Thomas Robertson, thomas.g.robertson@ms.com
2	<b>UBS Private Wealth Management</b> ubs.com/team/teg	5007 Horizons Dr. Columbus, OH 43220 614-442-6263	\$3.41 billion	10	NA	Leslie Lauer, leslie.lauer@ubs.com
3	<b>Fortis Group at Morgan Stanley</b> fa.morganstanley.com/fortis	4449 Easton Way #300 Columbus, OH 43219 614-269-3401	\$2 billion	5	\$1 million	Michael Beers, fortiswm@morganstanley.com Peter Risch Jonathan Young
4	<b>Edwards Group at Morgan Stanley</b> fa.morganstanley.com/theedwardsgroups	4449 Easton Way #300 Columbus, OH 43219 614-473-2401	\$1.5 billion	3	NA	Brian Edwards, brian.j.edwards@morganstanley.com
5	<b>Chornyak &amp; Associates</b> chornyak.com	716 Mount Airyshire Blvd. #200 Columbus, OH 43235 614-888-2121	\$1.2 billion	4	\$250,000	Joseph Chornyak Sr., chornyak@chornyak.com
6	<b>Ascend Advisory Group LLC</b> ascendadvisory.com	6760 Perimeter Dr. Dublin, OH 43016 614-784-6000	\$1.1 billion	5	\$50,000	Chris Bardos Anthony Reilly
7	<b>Northwestern Mutual-Kemelgor Financial Group</b> columbus.nm.com	800 Yard St. #300 Columbus, OH 43212 614-221-5287	\$1.02 billion	26	NA	Troy Kemelgor
8	<b>Hyzdu Wealth Management Group at UBS Financial Services</b> ubs.com/team/hyzdu	5007 Horizons Dr. Columbus, OH 43220 513-792-2101	\$605.7 million	5	\$1 million	Michael Hyzdu Jr.
9	<b>Gerber LLC</b> gerberclarity.com	580 N. 4th St. #400 Columbus, OH 43215 614-431-4343	\$561.93 million	2	\$0	Randall Gerber
10	<b>Bibler Finney Panfil Private Wealth Management Group</b> bfppwmg.com	380 Polaris Pkwy. #250 Westerville, OH 43082 614-825-4304	\$558 million	3	\$250,000	Vincent Finney, vince.finney@wellsfargoadvisors.com Ryan Bibler, ryan.bibler@wellsfargoadvisors.com Joseph Panfil, joseph.panfil@wellsfargoadvisors.com
11	<b>Wealth Management Solutions LLC</b> wmsllc.net	575 Charring Cross Dr. #100 Westerville, OH 43081 614-942-1300	\$520 million	3	\$0	Richard Detillio, rdetillio@wmsllc.net Angela Berry, aberry@wmsllc.net
12	<b>Mercer Advisors<sup>6</sup></b> merceradvisors.com	1429 King Ave. Columbus, OH 43212 614-486-0691	\$480 million	6	\$350,000	James Ryan, jryan@firstohiofinancial.com Jamie Stone Tracey Turko Lucas Schwaller
13	<b>McCarthy &amp; Cox Retirement and Estate Specialists LLC</b> mccarthyandcox.com	127 W. 5th St. Marysville, OH 43040 937-644-0351	\$464.09 million	6	\$250,000	Jim Cox, jim@mccarthyandcox.com Thomas McCarthy, tom@mccarthyandcox.com
14	<b>Logan Financial Group LLC - Raymond James</b> raymondjames.com/loganfinancialgroup/	3100 Tremont Rd. #210 Columbus, OH 43221 614-442-0214	\$368 million	2	\$100,000	Whitney Logan, whitney.logan@raymondjames.com
15	<b>Investment Partners LTD</b> invp.com	5775 Perimeter Dr. #110 Dublin, OH 43017 614-761-9087	\$284 million	3	NA	Doug Feller Steve Frank
16	<b>Gloeckner Green McCabe Financial</b> ggmfin.com	3600 Olentangy River Rd. Bldg. 501 Columbus, OH 43014 614-310-2400	\$275 million	2	NA	Gwen Gloeckner, gwen@ggmfin.com Brady Green, brady@ggmfin.com Matthew Collins, matt@ggmfin.com John McCabe, john@ggmfin.com
17	<b>Hyre Personal Wealth Advisors</b> hpwealth.com	2074 Arlington Ave. Columbus, OH 43221 614-225-9400	\$268 million	NA	\$250,000	Jim Hyre, jhyre@hpwealth.com
18	<b>Merkel Financial</b> merkelfinancial.com	1901 Northwest Blvd. Columbus, OH 43212 614-481-4455	\$248.94 million	2	NA	Michelle Merkel, michelle@merkelfinancial.com
19	<b>FPL Financial Strategies LLC</b> fplfinancial.com	7795 Walton Pkwy. #150 New Albany, OH 43054 614-573-0130	\$245.15 million	4	\$50,000	David Alspach Rodney Friedman Michael Leonard
20	<b>Keeler &amp; Nadler Family Wealth</b> keelernadler.com	485 Metro Pl. S #100 Dublin, OH 43017 614-791-4123	\$227.06 million	4	NA	Andrew Keeler, andy.keeler@keelernadler.com
21	<b>Future Finances Inc.</b> futurefinances.com	100 Northwoods Blvd. #B Columbus, OH 43235 614-888-7526	\$204.19 million	2	\$500,000	Max Larsen, max@futurefinances.com Bradley Huffman, brad@futurefinances.com
22	<b>FlahertyColvin</b> flahertycolvin.com	577 Office Pkwy. #A Westerville, OH 43082 614-891-4844	\$191 million	4	\$10,000	Stewart Flaherty, stew@flahertycolvin.com Tami Colvin, Tami@flahertycolvin.com
23	<b>Schneider Downs Wealth Management Advisors LP</b> sdwealthmanagement.com	65 E. State St. #2000 Columbus, OH 43215 614-621-4060	\$180 million	2	\$1 million	David Brinkman, dbrinkman@schneiderdowns.com Kyle Zeller, kzeller@schneiderdowns.com
24	<b>Lucas Financial Services Inc.</b> lucasfinancialservices.com	947 Worthington Woods Loop Rd. Worthington, OH 43085 614-840-9770	\$85 million	2	NA	Scott Lucas, scott@lucasfinancialservices.com
25	<b>Level Partners Management Inc.</b> levelpartners.com	600 Morrison Rd. Gahanna, OH 43230 614-855-9980	\$10 million	1	\$50,000	Christopher Henneforth

<sup>1</sup> Also referred to as fee based.  
<sup>2</sup> As of Dec. 31, 2019.

<sup>3</sup> NA-Not available.  
<sup>4</sup> NA-Not answered or not applicable.

<sup>5</sup> May be partial list due to space considerations.  
<sup>6</sup> Formerly First Ohio Planning LLC.

**CLOSER LOOK**

**\$20.9B**

Total regulatory assets under management by listed fee and commission planners.

**TOP FEE AND COMMISSION FIRMS BY TOTAL CENTRAL OHIO EMPLOYEES**

Northwestern Mutual-Kemelgor Financial Group	162
Ascend Advisory Group	19
McCarthy & Cox Retirement & Estate Specialists	18
Fortis Group at Morgan Stanley	15
Gerber	15

**NOTE**  
Fee and commission financial planners (also referred to as fee-based) are generally compensated through a combination of fees and commissions. Some firms in this section might offer fee-only planning to individual clients and another form of planning to corporate clients. Firms are ranked by regulatory assets under management by Central Ohio offices as of Dec. 31, 2019. Firms that do financial planning but do not manage client assets or function differently from the major categories listed are not included.

**ABOUT THE LIST**  
Information on The List was supplied by individual firms through questionnaires and could not be independently verified by Columbus Business First. Only firms that responded to our inquiries were listed.

Assets of more than \$1 million are automatically rounded; however, rankings are based on unrounded numbers. In case of ties, firms are listed alphabetically.

**SUBSCRIBERS CAN ACCESS LISTS ONLINE**  
Subscribers can access all lists online. Sign in at ColumbusBusinessFirst.com and choose "Lists & Leads" in menu near top of the page to access online lists.

Let's make a difference together.

cmafohio.org

Let's create change.

The CMAF focuses its unrestricted resources on specific priority areas to improve the health of Central Ohio residents. Together we coordinate healthcare for our vulnerable population, we educate the next generation of physician leaders and we ensure the safety of Central Ohio through emergency and disaster preparedness. CALL ON US, **DONATE TODAY.** [CMAFOhio.org/donatenow](http://CMAFOhio.org/donatenow).



**Columbus Medical Association Foundation**

1390 Dublin Rd. | Columbus, OH 43215 | 614.240.7420

# THE LIST

Compiled by Robin Smith  
614-220-5444  
rlsmith@bizjournals.com

## FINANCIAL PLANNERS – FEE ONLY

RANKED BY ASSETS UNDER MANAGEMENT BY LOCAL PLANNERS

	Business name Website	Address Phone	Assets managed, 2019 <sup>1</sup>	Certified financial planners	Minimum portfolio, individual <sup>2</sup>	Top local executive <sup>3</sup>
1	<b>Budros Ruhlin &amp; Roe Inc.</b> b-r-r.com	1801 Watermark Dr. #300 Columbus, OH 43215 614-481-6900	\$2.9 billion	20	\$0	Scott Rister
2	<b>Hamilton Capital LLC</b> hamiltoncapital.com	5025 Arlington Centre Blvd. #300 Columbus, OH 43220 614-273-1000	\$2.82 billion	32	\$250,000	Matthew Hamilton, rmh@hamiltoncapital.com
3	<b>Summit Financial Strategies Inc.</b> summitfin.com	7965 N. High St. #350 Columbus, OH 43235 614-885-1115	\$1.37 billion	20	\$300,000	Samantha Macchia, samantha.macchia@summitfin.com Brian Sutliff, brian.sutliff@summitfin.com
4	<b>Windsor Advisory Group</b> windsoradvisorygroup.com	300 Marconi Blvd. #304 Columbus, OH 43215 614-545-0300	\$1.3 billion	2	\$10 million	Trey Dye, hdye@wag-llc.com Jon Eesley, jeesley@wag-llc.com
5	<b>Johnson Investment Counsel</b> johnsoninv.com	50 W. Broad St. #1130 Columbus, OH 43215 614-365-9103	\$1.23 billion <sup>4</sup>	4	\$1 million	Daniel Gusty, dgusty@johnsoninv.com Michelle Stroh, mstroh@johnsoninv.com
6	<b>Gryphon Financial Partners</b> gryphonfp.com	325 John H. McConnell Blvd. #425 Columbus, OH 43215 614-929-2880	\$1.18 billion	3	\$1 million	Joel Guth Catherine Cory
7	<b>Meyers Wealth Management</b> meyerswealthmgmt.com	4100 Horizons Dr. #101 Columbus, OH 43220 614-442-6787	\$816.44 million	3	\$0	Robert Meyers, robert@meyerswealthmgmt.com Matthew Meyers, matthew@meyerswealthmgmt.com Martin Meyers, martin@meyerswealthmgmt.com
8	<b>PDS Planning Inc.</b> pdsplanning.com	2200 W. 5th Ave. #200 Columbus, OH 43215 614-481-8449	\$682.21 million	5	\$0	Rita Itsell, ritself@pdsplanning.com Jamie Menges, jmenges@pdsplanning.com Kurt Brown, kbrown@pdsplanning.com
9	<b>Joseph Group Capital Management</b> josephgroup.com	300 Marconi Blvd. #106 Columbus, OH 43215 614-228-4300	\$508 million	6	\$500,000	R. Upton B. Mizer, scott.mizer@josephgroup.com
10	<b>Waller Financial Planning Group Inc.</b> waller.com	941 Chatham Ln. #212 Columbus, OH 43221 614-457-7026	\$448.43 million	5	\$0	Jason Eliason, jeliason@waller.com Jason Farris, jfarris@waller.com Christopher Olsgard, colsgard@waller.com
11	<b>Trinity Financial Advisors LLC</b> tfadvisors.com	760 Communications Pkwy. #200 Columbus, OH 43214 614-848-7667	\$263.63 million	2	NA	Geoffrey Biehn, gbiehn@tfadvisors.com
12	<b>Fullen Financial Group Inc.</b> fullenfinancial.com	3720 N. High St. Columbus, OH 43214 614-372-5430	\$165.42 million	2	NA	Milton Fullen, milt@fullenfinancial.com
13	<b>Collaborative Financial Partners LLC</b> collaborativefp.com	2875 W. Dublin-Granville Rd. Columbus, OH 43235 614-799-2900	\$165 million	2	\$5,000	Christopher Johnson, Chris@CollaborativeFP.com
14	<b>Vawter Financial</b> vawterfinancial.com	1161 Bethel Rd. #304 Columbus, OH 43220 614-451-1002	\$137 million	3	\$500,000	Gary Vawter, gary@vawterfinancial.com
15	<b>Swisher Financial Concepts</b> swisherfinancial.com	612 Office Pkwy. #B Westerville, OH 43082 614-890-1930	\$129.05 million	3	\$0	Dan Wolford, dan@swisherfinancial.com
16	<b>Nvest Wealth Strategies Inc.</b> nvestwealth.com	10268 Sawmill Pkwy. Powell, OH 43065 614-389-4646	\$108.2 million	3	\$250,000	William Henderly
17	<b>Lynch Financial Group LLC</b> lynchfinancialgroup.com	5880 Sawmill Rd. #204 Dublin, OH 43017 614-791-8884	\$79.67 million	2	\$500,000	Douglas Lynch, dlynch@lynchfinancialgroup.com John Lynch, jlynch@lynchfinancialgroup.com
18	<b>Alpha Financial Planning Inc.</b> alphafinancial.com	6241 Riverside Dr. Dublin, OH 43017 614-384-0499	\$70 million	3	\$1,000	Steve McElroy, steve@alphafinancial.com
19	<b>Libertas Wealth Management Group Inc.</b> libertaswealth.com	5003 Horizons Dr. #200 Columbus, OH 43220 614-543-1350	\$68.29 million	1	\$250,000	Adam Koos, akoos@libertaswm.com
20	<b>Alexander Financial Planning Inc.</b> alexanderfinancialplanning.com	1621 W. 1st Ave. Grandview Heights, OH 43212 614-538-1600	\$60.56 million	2	\$0	Teri Alexander, talexander@afp-advisors.com
21	<b>Beacon Hill Investment Advisory</b> beaconhilladvisory.com	5500 Frantz Rd. #153 Dublin, OH 43017 614-469-4685	\$48 million	5	\$400,000	Clint Edgington, clint@bhadvisory.com Mark Fissel, mark@bhadvisory.com
22	<b>Sherrington Group</b> sherringtongroup.com	1328 Dublin Rd. #410 Columbus, OH 43215 614-485-2000	\$92,606	4	\$0	Joel Oles, joles@oles-cpa.com Richard Caw, rcaw@sherringtongroup.com

<sup>1</sup> As of Dec. 31, 2019.

<sup>2</sup> NA-Not answered or not applicable.

<sup>3</sup> May be partial list due to space considerations.

<sup>4</sup> Central Ohio office's portion of firm's total.

### ► CLOSER LOOK

## \$14.54B

Total regulatory assets under management by listed fee-only planners.

### TOP FEE-ONLY FIRMS BY TOTAL CENTRAL OHIO EMPLOYEES

Hamilton Capital	70
Budros Ruhlin & Roe	50
Summit Financial Strategies	29
Joseph Group Capital Management	18
PDS Planning	13

### NOTE

Fee-only financial planners are compensated based on an hourly rate, a flat rate or a percentage of assets and/or income, not by commissions. Firms in the fee and commission section of this List might also offer fee-only planning to clients, often to individuals.

Firms are ranked by regulatory assets under management by Central Ohio offices as of Dec. 31, 2019. Firms that do financial planning but do not manage client assets or function differently from the major categories listed are not included.

Note that not all banks are required to file a Form ADV showing the regulatory assets under management figure requested from other types of planning firms. Bank assets may include different assets than fee and commission or fee-only planners.

### ABOUT THE LIST

Information on The List was supplied by individual firms through questionnaires and could not be independently verified by Columbus Business First. Only firms that responded to our inquiries were listed.

Assets of more than \$1 million are automatically rounded; however, rankings are based on unrounded numbers. In case of ties, firms are listed alphabetically.

### SUBSCRIBERS CAN ACCESS LISTS ONLINE

Subscribers can access all lists online. Sign in at ColumbusBusinessFirst.com and choose "Lists & Leads" in menu near top of the page to access online lists.

### WANT TO BE ON THE LIST?

If you wish to be surveyed when The List is next updated, or if you wish to be considered for other Lists, email your contact information to Robin Smith at rlsmith@bizjournals.com.

## FINANCIAL PLANNERS – BANKS

RANKED BY ASSETS UNDER MANAGEMENT BY LOCAL PLANNERS

	Business name Website	Address Phone	Assets managed, 2019 <sup>1</sup>	Certified financial planners	Minimum portfolio, individual <sup>2</sup>	Top local executive
1	<b>Fifth Third Bank</b> 53.com	21 E. State St. Columbus, OH 43215 614-744-5909	\$1.4 billion	8	NA	Francie Henry
2	<b>KeyBank - Key Private Bank</b> key.com	88 E. Broad St. 2nd Fl. Columbus, OH 43215 614-365-3365	\$596.17 million	1	\$1 million	Melissa Ingwersen, melissa_ingwersen@keybank.com
3	<b>First Commonwealth Advisors</b> fcbanking.com	110 Riverbend Ave. Powell, OH 43065 800-711-2265	\$317 million	4	NA	Jason Baker, jbaker@fcbanking.com Susan Wolf, swolf@fcbanking.com
4	<b>Heartland Bank</b> heartland.bank	430 N. Hamilton Rd. Whitehall, OH 43213 614-337-4600	\$123.87 million	4	NA	G. Scott McComb, mccombs@heartlandbank.com

<sup>1</sup> As of Dec. 31, 2019.

<sup>2</sup> NA-Not answered or not applicable.





Copyright © 2020 American City Business Journals - Not for commercial use

# LIVING THE GOOD LIFE

*isn't just about the numbers.*

You need an advisor who will help you transform your money into the things that mean the most to you. Someone who is independent, fee-only and a true fiduciary. At Budros, Ruhlin & Roe, we put you first — every time.

1801 Watermark Drive, Suite 300, Columbus, OH 43215 | (614) 481-6900



**BUDROS RUHLIN ROE**  
WEALTH MANAGEMENT

*Building money towards meaning.*

B-R-R.com



**LEADS**

Park LLC, on property at Tracts A/B, Book/Page 0038964, 03/18/20.

**Claimant: Sherwin-Williams Co.**, Contractor: Tall Oaks Apartments (foreign-Clermont County Ohio), \$15,869, Owner: Tall Oaks Realty LLC, on property at Lots 4/5/6 National Diversified Corp. Subd., Book/Page 0038962, 03/18/20.

**Claimant: TG Plumbing and Mechanical Inc.**, Contractor: Ruscilli Construction Co. Inc., \$46,739, Owner: Blacklick Crossing Homes LLC, on property at 6940 E. Livingston Ave., Reynoldsburg 43068, Book/Page 0039670, 03/19/20.

**Claimant: Quaker Window Products Co.**, Contractor: Brackett Builders Inc. (foreign-Cuyahoga County Ohio), \$176,689, Owner: CHY Hotel LLC, on property at Bridge Park E., Dublin 43017, Book/Page 0039638, 03/19/20.

**MORTGAGES**

**RESIDENTIAL DELAWARE COUNTY**

**B.M.I. Federal Credit Union to Gregory T. Gordon Trustee/Desiree B. Gordon Trustee**, property at 5005 Sunbury Rd., Westerville 43082, Lot 1281 Bowsers, \$510,000.

**B.N.C. National Bank to Gina and Garrett Dunham**, property at 9942 Macdonald Dr., Dublin 43017, Lot 6358 Tartan Fields, \$502,500.

**Citizens Bank NA to John Fulton and Wendy Beth Hedge**, property at 5746 Evans Farm Dr., Lewis Center 43035, Lot 8529 Evans Farm, \$612,000.

**First Commonwealth Bank to Dillon S. and Bridget O. Keane**, property at 506 Lackey Old State

Rd., Delaware 43015, Lot 1908 Ranbroad Ravines, \$537,600.

**First Commonwealth Bank to William and Traci Devoe**, property at 124 Valley Run Dr., Powell 43065, Lot 1009 Deer Run, \$644,000.

**Independent Bank to Patrice A. Bellanti/Daniel Z. Adams**, property at 5745 Evans Farm Dr., Lewis Center 43035, Lot 8533 Evans Farm, \$835,905.

**Intercontinental Capital Group Inc. to Arju P. Nagra/Sara B. Nagra**, property at 7311 Big Walnut Rd., Galena 43021, 4.095 Acres Lot 8 Sec. 02 02 17 ID 317-240-03-012-000, \$549,180.

**JP Morgan Chase Bank NA to Jeffrey R. and Noelle E. Lagusch**, property at 1946 Woodlands Place, Powell 43065, Lot 2998 The Woodlands at Loch Lomond, \$721,000.

**The Equitable Mortgage Co. to Sean P. and Jill C. McNally**, property at 5492 Berwanger Dr., Powell 43065, Lot 4634 Wedgewood Park, \$510,400.

**The Equitable Mortgage Corp. to Adam J. Borchers**, property at 10036 Sylvian Dr., Dublin 43017, Lot 4514 Glen Erin Concord, \$510,400.

**WesBanco Bank Inc. to Lincoln and Kathleen H. Davies**, property at 1837 Liberty Bluff Dr., Delaware 43015, Lot 5893 Liberty Bluff, \$791,000.

**FRANKLIN COUNTY**

**First Financial Bank to Robert L. and Michelle M. Hilbert**, property at 2566 Bryden Rd., Bexley 43209, Lot 223 Bexley Park, \$584,000.

**N.F.M. Inc. dba N.F.M. Lending to Kurt M. Stuckembrock**, property at 194 Berkshire Rd., Columbus 43221, Lot 35 Block 136 Upper Arlington, \$510,400.

**REAL ESTATE**

The following information is available on disk or via e-mail. Call 877-593-4157.

**COMMERCIAL TRANSACTIONS DELAWARE COUNTY**

**Cleveland Avenue Valley Equity Group LLC to DOC-465 N. Cleveland Ave. MOB LLC**, 465 N. Cleveland Ave., Westerville 43082, 3.285 acres ID 31844401003006, \$10,682,858.

**Dai Tien Lam/Loan Thanh Nguy to Joan Hemingway LLC**, 750 W. Central Ave., Delaware 43015, Lot 11015/Part Lot 5125 Buehlers Subdivision ID 51934203019003, \$940,000.

**Wedgewood LP I to Wedgewood 28 LLC**, 10600 Sawmill Pkwy., Powell 43065, Lot 5317 Wedgewood Commerce Center ID 31934405010011, \$650,000.

**FRANKLIN COUNTY**

**Northland-4 LLC to RM Cherry Way LLC/KR Cherry Way LLC/Gorgan Development LLC**, 1341 Cherry Way Dr., Gahanna 43230, Part Lot 1 Sec. 01 01N 17W (metes and bounds) ID 025-010026-00, \$2,000,000.

**Prime Investments II Ltd. to Focus-ED Investment Ventures LLC**, 1880 E. Dublin-Granville Rd., Columbus 43229, 0.051 Acre Tract of Land ID 010-005801, \$1,770,000.

**RAW RE LLC to Adams Pointe LLC**, 6057 Taylor Rd./985 Taylor Station, Gahanna 43230, Sec. 03 01 16 (metes and bounds) ID 170-000814-00, \$1,268,000.

**1535-45 Refugee Road LLC to Scorpio Warehouse LLC**, 1535-1545 Refugee

Rd., Columbus 43207, Lot A Mellman Industrial Park ID 010-183424, \$900,000.

**KC Propco LLC to SOI Properties #18 LLC**, 4960 Park Center Ave., Dublin 43017, Lot 1 Tuttle Crossing ID 273-005812-00, \$750,000.

**NJT Co. to Bradenton Property Owners LLC**, 490 Colonial Pkwy., Columbus 43214, Lot 3 Reserve C ID 010-178557-00/010-178556-00, \$600,000.

**W. On Main LLC to Atcheson Place Lofts LP**, Atcheson St., Columbus 43203, Parcel 2 Mount Vernon Urban ID 010-086574-00, \$450,000.

**Legacy Village Condominiums LLC to LGR Investments Ltd.**, 2991 Bernard View Ln., Columbus 43209, #2991 Legacy Village Condominium ID 010-299784, \$449,000.

**UNION COUNTY**

**Lewco Properties LLC to Grove Street Center LLC**, 165 Grove St., Marysville 43040, 5.00 Acres (metes & bounds) ID 2900063090000, \$787,000.

**Myung Hyun International Inc. to Furama LLC**, 160 Emmaus Rd., Marysville 43040, 0.500 Acres (metes & bounds) ID 2900190758000, \$525,000.

**RESIDENTIAL TRANSACTIONS DELAWARE COUNTY**

**Barry H. Wolinetz Trustee to Courtney K. Moore/Michael Chi Gong**, 859 Creek Bend Ln., Powell 43065, \$1,100,000.

**Lewis P. Pierotti/Ruth A. Pierotti to Gregory T. Gordon/Desiree B. Gordon**, 5005 Sunbury Rd., Westerville 43082, \$740,000.

**Reece A. Prather/Ande Prather to Paul Amato/Lynne Amato**, 3779 Carters

Corner Rd., Sunbury 43074, \$730,000.

**Amy R. Moberger to Adam J. Borchers**, 10036 Sylvian Dr., Dublin 43017, \$655,000.

**Fischer Homes Columbus II LLC to Timothy C. Raines/Lisa R. Raines**, 5427 Holiston Ct., Galena 43021, \$599,273.

**Sara W. Tate/Jeffrey L. Tate to Anthony Mark Botos/Maureen A. Botos**, 4737 Sibel Ct., Powell 43065, \$555,000.

**Rajmony S. Pannu/Sonal Pannu to Giovannie Lujan/James Lujan-Reese**, 356 Partridge Bend, Powell 43065, \$552,000.

**Paul J. Tanzillo Trustee/Susan R. Tanzillo Trustee to Darlene A. Phillips/Mark E. Phillips**, 5319 Medallion Dr. E., Westerville 43082, \$550,000.

**Epon Properties Inc. to Alexander H. Teliak/Diana M. Teliak**, 3972 Bradford Ct., Powell 43065, \$547,250.

**Angela M. Williams/Edwin J. Williams Jr. to Oliver Howitt/Anita Howitt**, 1946 Ford Rd., Delaware 43015, \$525,000.

**Maureen E. Stubbs to Alex Gerhart/Zachary Willard**, 5125 Highland Lakes Ave., Westerville 43082, \$510,000.

**Epon Lewis Center LLC to Richard S. Combs/Brenda S. Combs**, 348 Valley Mist Crossing, Lewis Center 43035, \$498,205.

**Ryan Sevey/Leah Bloom to Eric Barney/Alison Barney**, 7559 Adcock Rd., Westerville 43082, \$480,000.

**Maronda Homes Inc. of Ohio to Maryann K. Bennett/Erick G. Bennett**, 7263 Kerfield Dr., Galena 43021, \$478,100.

**Epon Muirfield LLC to Charles P. Swanic/Carol R. Swanic**, 10736 Killaloe Dr., Dublin 43017, \$467,750.

**Santosh Sahoo to Bipin Sathwani/Renu Sathwani**, 7744 Overland Trl., Delaware 43015, \$448,000.

**Gary J. Ross/Vicky D. Ross to James R. Burton/Tracy R. Meinen**, 3706 Pine Bank Dr., Powell 43065, \$444,900.

**Martin J. O'Malley/Whitney R. O'Malley to Ryan J. Graham/Melissa B. Graham**, 6659 Lilac Ln., Powell 43065, \$440,000.

**Blue Ladder LLC to Jeremy L. Smith/Alyson L. Webb**, 4771 Riverside Dr., Delaware 43015, \$430,000.

**Jason W. Sherman/Sharlee R. Sherman to Darren J. Oshea/Megan A. Oshea**, 9278 Lerwick Dr., Dublin 43017, \$429,000.

**M/I Homes of Central Ohio LLC to Katherine L. Sprinkle/Matthew S. Sprinkle**, 3410 Whispering Pines Loop N., Delaware 43015, \$427,065.

**Ralph J. Laspina Jr./Meg E. Laspina to Matthew Enders/Amber Enders**, 776 Cliff View Dr., Galena 43021, \$425,000.

**Pulte Homes of Ohio LLC to Ravindra J. Shah/Jagruati R. Shah**, 694 Flintlock Dr., Galena 43021, \$424,326.

**Uday Sankar Nori/Geetha Nori Trustees to Mario Proccichiani/Lize Proccichiani**, 4158 Landhigh Lakes Dr., Powell 43065, \$420,000.

**Jade C. Perry/Lisa L. Perry to Craig T. Donahue/Lauren Donahue**, 416 Tipperary Loop, Delaware 43015, \$420,000.

**Equity Creation LLC to Reece A. Prather/Ande E. Prather**, 6685 Condit Rd., Centerburg 43011, \$415,000.

**Jonathan D. Kruger/Suzanne C. Kruger to Kevin M. Burns/Rebecca Burns**, 3134 Alum Trail Place, Lewis Center 43025, \$414,900.

**NVR Inc. to Shubha Keskar/Subodh Keskar**, 907 Blackmore Dr., Delaware 43015, \$412,010.

**Joseph O. Stoutenburg to Zhe Xu/Meina Zu**, 10767 Brettridge Dr., Powell 43065, \$412,000.

**Schottenstein Homes LLC to Dean F. Connors/Mary Connors**, 6101 Heather Ridge Dr., Delaware 43015, \$410,000.

**FRANKLIN COUNTY**

**Eloise K. and John Dipietra to Kelly R. and Michael J. Platte**, 7820 Ackerly Loop, New Albany 43054, \$1,111,000.

**730-748 N. Nelson LLC to Crimson Seahorse Property Holdings LLC**, 730-748 N. Nelson Rd., Columbus 43219, \$1,060,000.

**2018 Elmwood Properties LLC to Eli Beracha and Francis Paloumbis**, 1532-1538 Waltham Rd., Upper Arlington 43221, \$730,000.

**Brett Febus to Narender and Sheela Rao**, 5778 Glendavon Place, Dublin 43016, \$668,000.

**M/I Homes of Central Ohio LLC to Kyle and Megan Denmink**, 876 Memories Ln., Westerville 43081, \$624,000.

**Bhavna and Abhijit Vasasni to Jacqueline N. and Paul A. Olayiwola**, 8960 Gilg St., New Albany 43054, \$560,000.

**Michael M. Roberts to Patricia A. and Thomas M. Heuer**, 6559 Carinlough Place, Dublin 43016, \$550,000.

**Laurence A. Gilbert Successor Trustee to Cory E. Bennett and Matthew Zimmer**, 2824 Elm Ave., Columbus 43209, \$520,000.

**Romanelli and Hughes Building Co. to Shalu Tandon**, 6765 Lloyd Ln., Dublin 43017, \$508,000.

**B.A. Walker Family LLC to Oliver Navarro**, 2734 Indianola Ave., Columbus 43202, \$455,000.

**Ronald L. and Jodi L. Wallace to HP Hayden Run Enterprises LLC**, 6488 Hayden Run Rd., Hilliard 43026, \$445,000.

**Laverne B. Fudge and Archie Williamson to Michael T. Buell and Patricia Conley Buell**, 4859 Sloane Place, New Albany 43054, \$440,000.

**Heather E. Luiz to Pankaj Shah and Harini Shah**, 7008 Waters Edge Dr., Dublin 43016, \$439,000.

**Romanelli and Hughes Building Co. to Cole S. Griffin**, 6173 Kenzie Ln., Dublin 43017, \$435,000.

**Schottenstein Homes LLC to Allen S. Turpin**, 6995 Foreland Ln., Dublin 43016, \$427,000.

**Todd M. Langley to James V. and Brenda J. Zeigler**, 349 E. Jenkins Ave., Columbus 43207, \$400,000.

**LGJ Properties LLC to Kevin R. and Joan M. Herneke**, 49 E. Park St., Westerville 43081, \$395,000.

**Fischer Homes Columbus II LLC to Larry D. and Debra L. Swanner Trustees**, 6147 Dietz Dr., Canal Winchester 43110, \$390,000.

**Sherman B. Everett Trustee to Phil and Lauren Champ**, 621 Sycamore Place, Columbus 43230, \$389,000.

**Kevin Johnson to Ray W. Patering and Barbara A. Madden-Patering**, 4159 Rowanne Rd., Columbus 43214, \$385,000.

**Yesid and Amy Ochoa to Ericka and Curtis Jacob Duron**, 1276 Dobbins Dr., New Albany 43054, \$377,000.

**Ed Krimmer and W. Karen Krimmer nka Karen W. Krimmer to Robert Ghazoul and Lindsey Johnson**, 5429

**BUSINESS MARKETPLACE** For information on advertising contact: **614.220.5440** **COLUMBUS BUSINESS FIRST**

**JOB OPPORTUNITIES**

**SOFTWARE ENGINEER**

Westerville, OH. Participate in production deployment, operations oversight, & develop support for applications related to the software layer. For reqs. & to apply, visit <http://careers.jpmorgan.com> & apply to job #:200025353. EOE, AAE, M/F/D/V. JPMorgan Chase & Co. All rights reserved. [www.jpmorgan.com](http://www.jpmorgan.com).

**SOFTWARE ENGINEER**

Columbus, OH. Work with various teams across the enterprise to ensure that technical solutions are thoroughly developed & align w/ estab. strategic goals. For reqs & to apply, visit <http://careers.jpmorgan.com> & apply to job #:200025603. EOE, AAE, M/F/D/V. JPMorgan Chase & Co. All rights reserved. [www.jpmorganchase.com](http://www.jpmorganchase.com).

**SOFTWARE ENGINEER**

Columbus, OH. Gather bus reqs, perform in-depth req analysis, & define technical project scope & assumptions for assigned tasks. For reqs & to apply, visit <http://careers.jpmorgan.com> & apply to job #:200025690. EOE, AAE, M/F/D/V. JPMorgan Chase & Co. All rights reserved. [www.jpmorganchase.com](http://www.jpmorganchase.com).

**SOFTWARE ENGINEER**

Columbus, OH. Develop front end apps for Javascript, Nodejs, & BowerJS. For reqs & to apply, visit <http://careers.jpmorgan.com> & apply to job #:200025327. EOE, AAE, M/F/D/V. JPMorgan Chase & Co. All rights reserved. [www.jpmorganchase.com](http://www.jpmorganchase.com).

**SUBSCRIBE TO BE IN THE KNOW.**

**COLUMBUS BUSINESS FIRST**

[bizjournals.com/columbus/subscribe](http://bizjournals.com/columbus/subscribe)

**Promote employees and highlight your company's success.**

SUBMIT YOUR INFORMATION [bizj.us/1px8ff](http://bizj.us/1px8ff)

Sean Burns  
sburns@bizjournals.com | 614.220.5420





# BUSINESS MARKETPLACE

For information on advertising contact: 614.220.5440

COLUMBUS  
BUSINESS FIRST

▶ COMMERCIAL REAL ESTATE

**THE HADLER COMPANIES**  Contact Leasing: 614-545-6222  
leasingbf@hadler.com  
Hadler.com 



**AVAILABLE**

**RETAIL SPACE FOR LEASE**

**WESTERVILLE SQUARE RETAIL SPACE:**

- 1,000 SQ. FT. AVAILABLE
- POPULATION: 200,000+ WITHIN A 5 MILE RADIUS
- CLOSE PROXIMITY TO I-270
- CORNER OF E. SCHROCK AND STATE ST.
- END CAP ON SHOPPING CENTER

**For Sale!**

**Prime Location!**  
Downtown Delaware, Ohio



**Delaware General Health District**  
Dedicated to your health.

Visit <http://bit.ly/39TW0dx> or email [dknowlton@delawarehealth.org](mailto:dknowlton@delawarehealth.org) for more information

**Important OHIO LAND AUCTION**

Thursday, April 30 AT 11:00AM  
at Fayette County Fairgrounds (Mahan Building) • Online Bidding Available

**3131 US 62 SW, WASHINGTON COURT HOUSE**

**516± acres** FAYETTE COUNTY, UNION TOWNSHIP  
**OFFERED IN 9 TRACTS**  
Ranging from 6± to 123± acres  
**430± FSA TILLABLE ACRES**

- Large Fields for Ease of Farming Operation
- Quality Soils in Top Agricultural Area
- GREAT LOCATION! Only 1 Mile South of the US 35 / US 62 Interchange
- Abundant Frontage on (3) Roads
- (4) Homes Including Picturesque Farmstead w/Barns
- 37,000 Bushel of Storage w/Nice 60' x 80' Machine Shed
- Potential Wooded and Open Land Building Tracts

**2020 Crop Rights Available to Buyer!**

**OWNER:** Duff Farm Company LTD

**INSPECTION DATES:** Meet a Schrader Representative on Tract 6.  
Wed, April 8, 15 & 22 • 10am-Noon or call for private showing!



The auction will be offered in individual tracts, combinations of tracts and as a whole.

**Auction Managers** Andy Walther • 765-969-0401  
Travis Kelley • 740-572-1525

Call for more information!

#63198513759, #57199875479  
**SCHRADER** 800-451-2709  
Real Estate and Auction Company, Inc. **SchraderAuction.com**

**THE ROBERT WEILER COMPANY**     
Appraisal Brokerage Consulting Development **614-221-4286**  
[www.rweiler.com](http://www.rweiler.com)

**Dublin Land Opportunities!**



**Emerald Pkwy & Parkwood Pl**

- Office Users! "Flex" Users! Institutional Users!
- Parkwood Place - 16.6 acres zoned PCD for Sale
- Emerald Parkway - 16.2 acres zoned PCD for Sale
- Ideal location! Close to I-270! IN DUBLIN!

**Contact: Skip Weiler • 614-221-4286 ext. 102**

**Anchored Strip Center Spaces For Lease!**



**Consumer Square West**

- 5 Units ranging 3,000SF - 5,000SF
- Anchored by Kroger & Planet Fitness
- In an Opportunity Zone
- Minutes from Hollywood Casino/I-270/I-70

**Contact: Ty Patillo at 440.339.6001**

▶ COMMERCIAL REAL ESTATE

**NOW LEASING** STEEMER PROFESSIONAL PARK SR 161 & I 270



- 12,765 SF available
- Contact agent for more information and pricing

Contact Paul Bloomfield  
614-255-4375  
pbloomfield@krgre.com  
Rob Gillie  
614-255-4369  
rgillie@krgre.com  
[www.krgre.com](http://www.krgre.com)

**KRG**  
Kohr Royer Griffith  
Commercial Real Estate Services

**One ad reaches top CEOs ALL YEAR LONG.**

**BOOK of LISTS**

Contact advertising director Steve Hewitt  
[shewitt@bizjournals.com](mailto:shewitt@bizjournals.com) or 614.220.5440 to learn more.



▶ JOB OPPORTUNITIES

**SOFTWARE ENGINEER**

Columbus, OH. Collaborate with the business team to understand requirements & validate stories in JIRA to reflect the correct requirements. For reqs & to apply, visit <http://careers.jpmorgan.com> & apply to job #:200025598. EOE, AAE, M/F/D/V. JPMorgan Chase & Co. All rights reserved. [www.jpmorganchase.com](http://www.jpmorganchase.com).

**SOFTWARE ENGINEER**

Columbus, OH. Design, analyze, develop, review, test, debug, deliver, and support software and new products to satisfy business requirements for large projects. For reqs. & to apply, visit <http://careers.jpmorgan.com> & apply to job #:200025589. EOE, AAE, M/F/D/V. JPMorgan Chase & Co. All rights reserved. [www.jpmorgan.com](http://www.jpmorgan.com).

**ASSOCIATE, DATABASE MANAGEMENT**

Columbus, Ohio. Work with digital application development and application support teams to support, maintain, and ensure reliability of applications. For reqs. & to apply, visit <http://careers.jpmorgan.com> & apply to job #: 200025304. EOE, AAE, M/F/D/V. JPMorgan Chase & Co. All rights reserved. [www.jpmorganchase.com](http://www.jpmorganchase.com).

## MORNING RUN

# Why we all desperately need a daily dose of Dr. Amy



Mark Somerson

I don't know Dr. Amy Acton. Never met her. But I can't wait to hear her talk live every afternoon from the Statehouse. Her voice is like a soft, warm blanket on a cold,

windy and wet day.

And I look forward to wrapping myself in that warm blanket and shaking off some of the paranoia and angst that covers me like a frost on some days during this coronavirus pandemic.

We've all been there, people. This is a weird, weird time in our lives.

Like many of you out there, I am growing increasingly freaked out by this thing.

The numbers are super scary.

Look at Seattle. Look at New York. Look at Italy.

*Mucca sacra! Queste notizie stanno davvero iniziando a spaventarmi.*

All day, every day, I read stories about Covid-19. Some are written by

the *Columbus Business First* staff. Some are by *The Washington Post* and *The New York Times*.

The news is not good.

People are sick. People are dying. People are scared.

But Dr. Acton is calm. So calm.

She knows what she is talking about, is armed to the teeth with science and speaks clearly about a tough topic.

She was made to do this.

Sure, she says scary things – we are going to see 6,000 to 8,000 new cases a day in a couple of weeks – but she says them in a way that makes me feel OK.

That we will get through this if we just heed her words.

And heed them I shall.

If Dr. Amy tells me to stay at home, I stay at home. If she tells me to wash my hands, I wash my hands. Again and again.

And I love the fact that she has become an inspiration to young girls.

I can't wait until this is over and I can someday meet Dr. Amy. When that day comes, I will thank her for being the voice that kept Ohio sane.

And if she says it's OK, I'll shake her hand.

## Beer delivered to your door

On a Tuesday afternoon, I stood at the front door, peeked outside and scanned my street for signs of life.

With every car that zipped by, I got more and more excited.

Kind of like the proverbial kid at Christmas (if this was December and I was a Christian child, which it isn't and I'm not).

Nevertheless, let me tell you that what was going down that afternoon is pretty much the highlight of my WFH experience ever since the coronavirus pandemic blew into town and painted everything in a thick coat of sadness and anxiety.

Sure, my wife's birthday two weeks ago was a hoot, but this was different.

Ladies and gentlemen, I ordered beer on my laptop from a local brewery and it was being delivered to my house.

Yes! That's a thing now!

As much as I hate this pandemic, it has created this service and each and everyone of us must do our part to keep these small businesses afloat.

For the record, I actually ordered the beer Monday morning and stood at the front door that afternoon. It took

a while, but I finally realized I chose Tuesday's date for delivery.

I really have no idea what day it is.

Anyway, I got a text at 1:40 p.m. on Tuesday that said this: "Hello! This is Andy from Wolf's Ridge Brewing! I am on my way with your beer delivery!"

Within minutes, a pickup truck pulled into my driveway. I flung open the door and there was Andy and a bag full of beer.

(I swear I could sort of make out a faint halo just above the beanie he wore on his head.)

I gave Andy a tip, we said our goodbyes and the pickup took off to make someone else's afternoon.

I don't know how long we are going to be stuck in our houses, but until Dr. Amy tells me I am safe to leave these four walls, I will continue to take advantage of this magnificent bit of forced commerce.

And you should, too.

*Mark Somerson is managing editor at Columbus Business First. His column appears in the Morning Edition newsletter. Sign up at [bizjournals.com/account/columbus/newsletters](http://bizjournals.com/account/columbus/newsletters).*

## FROM THE PUBLISHER

# We're all in this together and we'll be here for you



Nick Fortine

It seems like an eternity ago that Gov. Mike DeWine ruled that spectators and exhibitors would not be permitted to attend the Arnold Sports Festival.

That was just one month ago and served as Ohio's wake-up call to the deadly serious nature of the coronavirus pandemic.

Since that time, we've witnessed a surreal series of events straight out of a science fiction novel as many of our lives have turned into a virtual reality.

My deepest sympathies to those who have lost loved ones and friends. For those suffering from this insidious disease or on the front lines of the battle, know your community is here and pulling for you.

To the tens of thousands of workers who have lost their jobs or been furloughed, to the business owners who have had to shutter their doors and to the business and community leaders who have had to make the

toughest decisions of their careers, we feel your pain and are with you.

The headlines coming out of *Columbus Business First* have been startling to say the least. With few exceptions, our coverage over the past month has been connected to one underlying story.

Our commitment to our readers and the community is to continue to bring you the very latest news on this evolving story and its impact on the Central Ohio business community. We are your eyes and ears, your advocates and your neighbors.

And we're not going anywhere.

Our team of reporters and editors has and will continue to work around the clock to keep you up to date with the latest breaking news. We'll also continue to do what you tell us we do best – tell the stories behind the story.

We'll be tracking developments to learn how Central Ohio businesses are managing through this unprecedented time. We'll continue to shine a light on the companies, people and happenings that make this city a great one.

We're also your source for the

most up-to-date information about the federal, state and local resources available for businesses and employees.

So many of our readers and clients have reached out to us over the past month to check in on how we're doing and to thank our news team for their coverage. On behalf of all of us at *Business First*, thank you for your support.

We are, indeed, all in this together.

Thank you also for reading. In March alone, our online traffic to [ColumbusBusinessFirst.com](http://ColumbusBusinessFirst.com) surged by nearly 80% over March 2019. This reflects the important role *Business First* plays in providing our valued audience with the very latest news impacting our community.

About half of our subscribers to the Friday print edition have it delivered to their home. If you're not one of those and would like to switch delivery of from your office to your home, give us a call at 866-853-3661 and we'll get you set up. As always, subscribers can access a PDF version of the most recent edition as well.

We've moved two of our events to the second half of the year. Our

annual CIO Tomorrow conference is now scheduled for Aug. 27 at the Hyatt Regency Columbus and our annual 40 Under 40 Awards Gala is now scheduled for Sept. 3 at the Hilton Columbus Downtown.

Other than that, our editorial calendar remains the same.

To our clients, we're open for business and our audience is as engaged with us as they've ever been. Feel free to reach out to your *Business First* sales consultants or to me directly if you'd like assistance with amplifying your company's brand and messaging during these trying times.

It has been quite a month and the future is still quite uncertain. The Columbus Way will be tested like no other time in our city's history.

I'm confident that our business and civic leaders will help navigate us through these dark days and to the other side. I am proud to be part of the Central Ohio business community and look forward to what we can do together to get back on our feet again.

*Nick Fortine is president and publisher of Columbus Business First.*

# VIEWPOINT

Columbus Business First welcomes letters to the editor

Send letters to Columbus Business First  
300 Marconi Blvd., Columbus Ohio 43215, Suite 105  
columbus@bizjournals.com

## POPULAR POSTS ONLINE

1 Husted: Battelle awaiting FDA approval to deploy mask-sterilizing technology

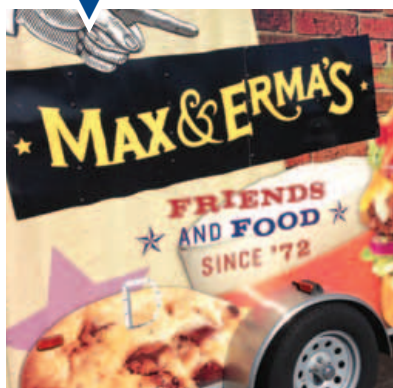


VICTOR J. BLUE | GETTY IMAGES

2 DSW parent places 80% of workforce on unpaid leave

3 Hot Chicken Takeover, other Central Ohio restaurants opt to shut down rather than continue with carryout

4 This Max & Erma's location is closing for good



DOUG BUCHANAN | CBF

5 Dr. Acton's Epidemiology 101: Why Ohio's Covid-19 case count is likely to keep rising

6 DeWine responds to Trump on coronavirus: Protecting economy depends on



CARRIE GHOSE | CBF

## FROM THE EDITOR

# Coronavirus storm coming and we're burning daylight



Doug Buchanan

One endearing quirk of Dr. Amy Acton as she tries to get Ohioans to follow her recommendations for combatting the coronavirus is her colorful use of language to highlight the seriousness of what we're facing.

In Tuesday's press briefing, she referenced the Six Degrees of Kevin Bacon parlor game to show us how quickly the coronavirus can spread without social distancing. One person can spread the disease to 406 people in 30 days if we all went about our lives normally, she said, versus just 15 people under social distancing guidelines.

Acton is also fond of weather metaphors by warning us that a storm or hurricane is coming with the rising number of cases predicted to overtake Ohio's healthcare system in the coming weeks.

And she has used John Wayne's famous line in *The Cowboys* to express the urgency of the situation, warning that "we're burning daylight" and can't waste more time.

I think the storm metaphor is particularly effective because it calls attention to a pernicious attitude I keep sensing from too many of our fellow citizens - that they don't see anybody sick so they're not taking social distancing seriously.

It's the equivalent of looking up and seeing blue skies and not

believing that a storm is imminent, even though radar clearly shows a front approaching.

The radar in this case is the modeling that public health officials have been relying on to show how the coronavirus spreads. I'm not sure why weather radar is widely believed but data modeling is not, but it's clear in looking at online comments about the lockdown - and in the behavior of people still congregating closely - that many don't believe the threat we're facing.

Unfortunately, this is more akin to drunken driving than not wearing your seat belt. In other words, if you're ignoring the social distancing guidelines, you're not just putting yourself at risk. You are endangering others.

For skeptics, I implore you to take under consideration that we can forecast the path of this disease because at this point it's not theoretical. We have examples from China, Italy, Spain, South Korea and other nations and cities that confirm the modeling. The pandemic's path is as predictable as a storm's.

I wrote a few weeks ago that Gov. Mike DeWine faces a Y2K problem because if the measures he has put in place work well, then it will look like he over-reacted. I remain hopeful that the post-pandemic debate will be on those grounds, and not a look back on unheeded warnings before a storm's devastation.

Doug Buchanan is editor in chief of Columbus Business First.

## WHAT THEY'RE SAYING

*"That's the bread and butter for some of these agencies. They need those dollars."*

**MICHAEL COREY**, executive director of the Human Service Chamber of Franklin County, commenting on the impact of canceled spring fundraisers for the region's nonprofits.



*"No hospital system in this world has ever faced what we're facing ... with*

*coronavirus. We are never going to work together quite the same, to be honest."*

**DR. AMY ACTON**, director of the Ohio Department of Health, in our cover story talking about how the area's hospitals are coming together to meet the challenges presented by the coronavirus pandemic.



*"Everybody bounces back. You just have to work together and look at the*

*bright side and pull together to get through this."*

**BOB LORIMER**, president of the Arnold Sports Festival, who is looking ahead to the 2021 event rather than focusing on losses from the restricted event this year.

## EMBATTLED INDUSTRY

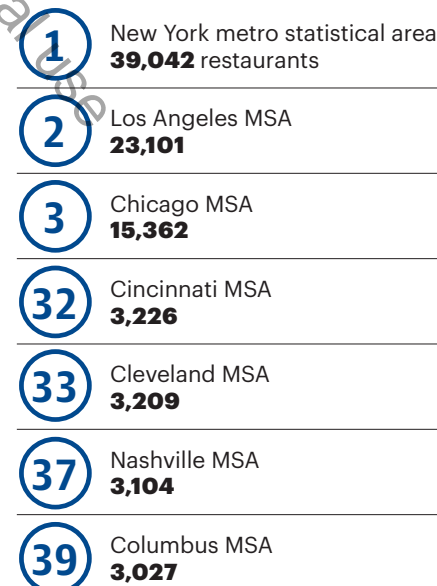
### WHAT'S THE CORONAVIRUS RISK TO COLUMBUS RESTAURANT WORKERS?

Before the spread of coronavirus forced the state's eateries to close or pivot to carryout and delivery service only, Central Ohio's restaurant payroll was \$3.14 million a day - not including tips.

It's anyone's guess as to what that figure will be on the other side of the coronavirus crisis, but the impact is expected to be sizable. Ohio already is beginning to tally some of the loss - nearly \$700 million in lost sales and more than 100,000 eliminated jobs as of March 22, according to a National Restaurant Association survey.

The Columbus area's 3,027 restaurants, according to U.S. Census data, rank 39th nationwide. It employ 71,780 with a total annual payroll of \$1.14 billion. See the chart at right for how Columbus compares to other cities for the number of full- and limited-service establishments.

- Craig Douglas and Dan Eaton



Source: U.S. Census

The rest of the story: [bizjournals.com/columbus/news/2020/03/31/whats-the-coronavirus-risk-to-columbus-restaurant.html](https://bizjournals.com/columbus/news/2020/03/31/whats-the-coronavirus-risk-to-columbus-restaurant.html)

# WE BELIEVE IN THE STRENGTH OF OUR COMMUNITY

Our doctors, nurses and other healthcare providers have dedicated their careers to taking care of others – especially in crisis situations. And that’s what we’re doing now with the COVID-19 outbreak. Working with our fellow health systems, our government leaders and our communities, we are here for you. This is new for all of us. Together we are writing history. We understand that well-being goes beyond just treating disease, so we’ve prepared resources to help you avoid it. And resources to help with your mental health, too.

- We’ve created a digital toolkit full of trusted information to help put your mind at ease
- We’ve also compiled some of our favorite apps to help you find a sense of calm during these uncertain times
- You can find this information and more at: **OhioHealth.com/COVID**
- Download the OhioHealth app for convenient management of your health needs

Your friends, neighbors and  
caregivers at OhioHealth

