

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

April 2019

Sustaining Members

Industry Exclusive
Platinum Level



Gold Level



Silver Level



Bronze Level



The Delaware Area
Chamber of Commerce
Established 1907



2019 Golf Outing

Check-in and breakfast 8:00am

Shotgun start 9:00am

\$100 per golfer

\$125 hole sign sponsorship

\$125 goody table on the hole
sponsorship

\$200 hole sign AND goody table
on the hole

\$50 skill prize sponsorship

**Deadline to register is
May 27, 2019**

[Click here to register
today!](#)

Tournament Sponsor

Country Club
Rehabilitation Campus

A Senior Health Care Community



Thursday, June 6, 2019

Kings Mill Golf Club

2500 Berringer Road
Waldo OH 43356



Breakfast Sponsor



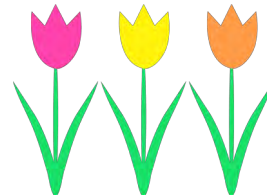
Lunch Sponsor



Drink Cart Sponsor



Spring



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[North Star Golf Club](#)

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

Keeping your Business Data Safe in a Connected World
with

Jason Comstock, [Clarity Technology Solutions](#)
and Dale Dresch, [Malony + Novotny](#)

Security threats of the day and the steps you and your employees need to take to
guard against bad actors getting funds from your company
or your critical business data.

sponsored by



Thursday, **April 18 2019**, 11:45am—1:00pm at [SourcePoint](#)

800 Cheshire Road, Delaware 43015

Cost includes a buffet lunch ~ Check-in begins at 11:45
Chamber members: \$20 ~ Non-Chamber members: \$25

Deadline to register is Monday, April 8, 2019

Cancellations after April 8 and no-shows will be charged.

[Click here to register](#) or call 740-369-6221 or email
dachamber@DelawareAreaChamber.com

2018 Board of Directors

Executive Committee

Dusty Hostutler— Chair

[Edward Jones](#)

Zach Price— Chair-elect

[TRIAD Architects](#)

Ana Babiasz— Treasurer

[Fidelity Federal Savings & Loan](#)

Glenn Marzluf— Immediate Past Chair

[Del-Co Water Company, Inc.](#)

Aric Arnett— Vice Chair

[Ohio Living Sarah Moore](#)

Todd Irion—Vice Chair

[Engineered Materials Systems Inc.](#)

Bill Morgan— Vice Chair

[2K General Co.](#)

Board Members At Large

Scott Cubberly

[Equity](#)

Shane Dawson

[Dawson & Associates, LLC](#)

Denny Frierhood

[Honda Marysville](#)

Rex Gore

[Black Wing Shooting Center](#)

Chad Hoffman

[Richwood Bank](#)

Andy Miller

[Buckeye Valley Local Schools](#)

Eric Moulton

[42 Storage & U-SELL Center](#)

Liz Owens

[Alpha Group of Delaware](#)

Scott Ruth

[Cogburn Electric](#)

Brad Schneider

[The Growth Coach](#)

Andrew Wecker

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

Staff

Holly Quaine, President

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Delaware, Ohio 43015

740-369-6221

Fax:740-369-4817

www.DelawareAreaChamber.com

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Delaware Area Chamber of Commerce

Business Education & Development Committee

presents

Steps to a More Profitable Business

You work very hard IN your business. We'll offer strategies and processes
to free up your time to work ON your business.

presented by

Andy Valley, [ActionCOACH of Westerville](#)

Thursday, April 18, 2019, 7:30 am—8:30 am at the Chamber

32 South Sandusky Street, Delaware 43015

There is no charge to attend, but reservations ARE required by April 15 to ensure
seating. [Click here to register](#)

*Attendees will be entered for a drawing for the book Pulling Profits Out of a
Hat by Brad Sugars, plus a FREE Profit Masters full access membership (\$997
USD value), giving you access to over 100 hours of videos from Brad Sugars,
Monte Wyatt, and 15 other Industry Experts and over 1,000 pages of eBooks,
white papers, and business tools*

April Business After Hours

End your day on Thursday, April 18 by networking
when the [Inn at Olentangy Trail](#) hosts the Before
Hours. Food, networking— bring lots of business cards
to share. The event is held at 36 Corduroy Road (US 23 South across from
Menards), Delaware, from 5:00-6:30pm at [Please let us know you'll be attend-
ing.](#)



Weller elected Foundation board chair

The [Delaware County Foundation](#) announced the election of Matt Weller as its 2019 Chairman of the Board of Directors. A member of the Foundation Board for seven years, Weller succeeds Skip Weiler in the position.



Weller is a partner in the law firm of Bridges, Jillsky, Streng, Weller & Gullifer, LLC, after previously serving as the managing partner of Weller, Steele, Miller, LLC for nine years.

A native of Delaware and a graduate of Rutherford B. Hayes high school, Weller received his Bachelor of Arts Degree from Miami University and his law degree from The Ohio State University's Moritz College of Law.

Weller has been involved in community activities for many years. He is serving in his third term on the Delaware City Schools Board of Education and is the current Board vice-president. With his wife, Julie, they co-chaired several school levy campaigns and have been involved with numerous school and city committees over the years.

"It takes valuable time to make such commitments to the community," says Marlene Casini, President of the Delaware County Foundation. "We are extremely fortunate to have Matt in this number one volunteer leadership position."

Also elected as officers of the Board of Directors are; Vice Chair, Geoff Kunkler, with Carlile Patchen and Murphy; Secretary, Jane Martin, Community Volunteer; Treasurer, Wayne Jenkins, Lane Alton; Assistant Secretary, Susan Hatcher, Former Educator; and Assistant Treasurer, Jim Waters, SuperKick. Skip Weiler, Robert Weiler Company serves in the role of Past Chair.



Two new members were also added to the Board. They are Jason Michaels, with Greif Corporation; and Lance Rapp with the Huntington.

Other members of the Board include: Jasmine Green, Nationwide; Rock Jones, Ohio Wesleyan University; Sue Mahler, community volunteer; Frank Reinhard, First Commonwealth Bank; and Susan Robenalt Stratos Wealth Partners.

The Delaware County Foundation is home to charitable funds entrusted to it by community members and organizations. Grants and scholarships awarded by the Foundation totaled nearly \$1 million in 2018. Since its founding in 1995, more than \$13 million has been granted to the community.

March After Hours



The March Business After Hours included a discussion of a serious issue along with networking and refreshments. [NAMI of Delaware & Morrow Counties](#) is an agency that offer support and advocacy for persons suffering



from mental illness and their families. Executive director Todd Walts

urged business owners to be aware of the signs of mental illness among their staff and in particular signs that a member of their staff may be dealing with issues of a loved one at home. Make it easy and acceptable for staff to discuss mental illness to reduce the stigma and the address stress of hiding it. And contact NAMI for resources.



Mike Dickey, CPA
Shareholder



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maloney + NOVOTNY LLC

Business Advisors and
Certified Public Accountants



Thank you to Todd for his hospitality and for allowing the discussion of this so important topic. [Click here for more photos.](#)

Delaware | 740.362.9031
Columbus | 614.781.6174

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Member named one of the best

[First Commonwealth Bank](#) has been recognized by Forbes as one of the World's Best Banks for 2019. First Commonwealth is one of 60 banks from the United States receiving this distinction and joining a total of 415 banks, from 23 countries, around the world.



In collaboration with analytics firm Statista, Forbes selected the World's Best Banks 2019 winners based on an independent survey of more than 65,000 global bank customers. The surveys were administered using a series of online access panels and sampled bank customers. Participants rated the banks utilizing the following criteria: Customer Services, Digital Services, Financial Advice, Terms & Conditions and Trust.



"As a community bank, we are truly humbled to be recognized by Forbes as one of the World's Best Banks for 2019," remarked First Commonwealth Financial Corporation CEO, Mike Price. "What makes this recognition so meaningful is the fact that it was driven by an independent customer survey. A designation like this is a testament to our customer-focused workforce and the many business, personal and community partnerships we are proud to have established."

The complete list of banks is available on Forbes website, www.forbes.com.

First Commonwealth Financial Corporation (NYSE:FCF), headquartered in Indiana, Pennsylvania, is a financial services company with 139 banking offices in 22 counties throughout western and central Pennsylvania and Ohio, as well as Corporate Banking Centers in Pittsburgh, Pennsylvania, Cincinnati, Cleveland and Columbus, Ohio. The company also operates mortgage offices in Wexford, Pennsylvania, as well as Hudson and Dublin, Ohio. First Commonwealth provides a full range of commercial banking, consumer banking, mortgage, wealth management and insurance products and services through its subsidiaries First Commonwealth Bank and First Commonwealth Insurance Agency. It is through these services that the company strives to execute on its mission to improve the financial lives of its neighbors and their businesses.

American Kayaking Association moves to Delaware

[The American Kayaking Association](#) is proud to announce the relocation of its national headquarters to Delaware Ohio in preparation for a full season of programming offered to the local community in addition to national and regional programs. While the association does not have a traditional facility, it keeps its equipment at [Preservation Parks of Delaware County](#) and works out of the Delaware location of [COhatch](#).



The AKA is a 501(C)3 non-profit organization founded in 2015 with a mission of accelerating America's growing passion for paddle sport and transforming the paddling community into an educated and connected, conservation-based culture of stewardship for our most precious resource; water. They strive to create and maintain safe access points and provide clear passage of all America's waterways through environmental stewardship, education and activism to create opportunities for all people to celebrate our country's expansive network of aquatic natural resources.

When asked about the move, Sami Spiezio, President and founder of the AKA stated: "It just makes too much sense. When we looked at how our strong partnerships with the [City of Delaware](#) and Preservation Parks has helped us to grow exponentially the past 4 years plus add in the support we were seeing from the community for our organization and our programs, I couldn't think of a better place to call home." Spiezio went on to say "With the vibrant and growing business climate in the county, I felt it important to align our organization with that strong reputation and to be a contributor to that growth."



The AKA is dedicated to providing inclusive programs & opportunities to all persons in the community by eliminating barriers to participation. These barriers can be social, economic, cultural or physical obstacles that may keep someone from exploring their natural environment. Programs focus on paddle sports safety education while kayaking on Delaware Lake and the "Crown Jewel" of the region, The Olentangy River, Ohio's 1st designated scenic water trail.

In addition to the AKA's public offerings, they will also offer corporate wellness and team building opportunities to local companies. VP of Operations, Domeinc Buccilla, stated on this topic "When Sami and I discussed the amazing growth in Delaware County is seeing in their business community, we identified a need to offer our programs and services to help these businesses recruit quality employees. All work and

no play is never good for any of us."

The AKA will offer special Chamber Member discounts on their corporate wellness and team building programs. Please visit their website for all their event listings and to inquire about private events for your business.

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Cogburn Electric recognized by AEP Ohio

[Cogburn Electric](#) was recognized by [AEP Ohio](#) Business Incentive program for their outstanding performance in 2018. They were given the award at the annual Solution Provider Kickoff meeting on January 31 for Completing the Most Projects in 2018.



Cogburn Electric assisted AEP Ohio customers in retail, commercial, and industrial settings save over 4.8 million kWh in energy savings during 2018. "Having skilled technicians ready to install smart energy choices is crucial to Cogburn Electric's success," said Melissa Litell of Cogburn Electric.

AEP Ohio's Efficient Products for Business Program offers businesses set financial incentives for the implementation of energy-efficient improvements and technologies that reduce energy consumption. The program is a simple and easy-to-use way to receive funding for common energy efficiency products such as lighting.

A few highlights of AEP's Small Business Express program include a free energy assessment of the facility, may incentivize up to 80% of total project costs, and AEP offers 12-month, interest-free financing for qualified customers. "Sixty-eight percent of adults like to do business with companies that are environmentally responsible." – "Does Green Pay Off?" A study by Co-Star and Burnham-Moores Center for Real Estate.

Cogburn Electric is a family owned and operated electrical contractor based in Marion, Ohio. Founded in 1975 by Dale Ruth, Cogburn Electric is now three generations strong and continues to incorporate L-U-V into their day to day business practices. What is LUV? We Lead with compassion and respect for others, Utilize integrity and professionalism in all we do, and Value going the extra mile for clients and team members alike.

Summer readers are a market for your business

Do you have coupons you want to share with the [Delaware County District Library](#) summer readers? We'll take them!



More than 6,000 kids throughout the county regularly participate in the summer reading club. Their goal is to read for a total of 12 hours over the course of 10 weeks throughout the summer. They have various prizes and incentives to keep reading along the way. One of which is an awesome READ bag (pictured) once they have read for 6 hours! Inside that bag, we add coupons from local businesses for readers and their families to enjoy. Generally, about 2,000-3,000 kids will earn their 6-hour prize. Kids continue to return for fun, programs, and more throughout the summer. This year's summer reading club theme is "A Universe of Stories" to celebrate the 50th anniversary of the moon landing.

The Library regularly includes coupons from local places in the prize bags. Coupons from the past have included everything from half off admission at the Renaissance Festival to a free Frosty at Wendy's.

If you'd like to be included, send paper copies to the Main Library at 84 E Winter St, Delaware, OH 43015. Approximately 2,000 paper copies are needed. Send an email to Kelly Cochran,

kcochran@delawarelibrary.org, by May 1 to indicate your participation or with any questions.

New member orientation—except it means you veteran members, too

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

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

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

Our next orientation is **Tuesday, April 23**. [Click here to register](#). We'd love to see you! It's not just for new members!

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

Member opens new style to big crowd

On March 12 the much-anticipated opening of the Panera Bread in Lewis Center was held in the sunshine. [Covelli Enterprises](#), the franchisee, was so proud to show off the new design of everybody's favorite place to hang out. The contemporary design includes touch-screen ordering, counter seating, attractive display cases with a bakery feel and softer colors.



It was SRO as guests enjoyed delights to both eat and drink and left with gift bags of goodies. Congratulations to the Covelli family and the staff of this fabulous Orange Township location, the first of its kind in Central Ohio

[Click here for more photos.](#)



Check Out the **HOT DEALS**

from Chamber Members

Posting is FREE with your membership

- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)
- [\\$500 OFF any water or mold services—Dry Patrol of Delaware](#)
- [Closeout on Revere Sandals and Therafirm Hosiery—Foot & Ankle Wellness Center](#)
- [Kona Ice Brings The Party - Kona Ice of Delaware/ Marysville](#)
- [Oak & Brazen Wine Co: Daily Deals - Oak and Brazen Wine Co.](#)

Why aren't YOU advertising FREE on the Chamber's Website???

If you're not publishing **Hot Deals** on the Chamber's home page, you're missing one of the benefits of Chamber membership and missing thousands of potential customers

HOT DEALS

- ⇒ No strings— FREE to Chamber members.
- ⇒ The Chamber's Website boasts visitors each day.
- ⇒ And your Hot Deal will be listed in the Chamber newsletter and eblasted to nearly 1,000 Chamber-member addresses
- ⇒ No limit to the number of Hot Deals
- ⇒ Do-it-yourself: get your login and password and publish Hot Deals yourself— it's faster and the independence means you can post anytime, all the time.

[Click here to find out what you're missing and for do-it-yourself instructions.](#)

And in more Foundation news....

The [Delaware County Foundation](#) hosted the March Business Before Hours at their beautiful offices in Lewis Center. Great food by [Costco Wholesale](#) and lots of good folks to network with— Thanks to



Marlene and staff for their hospitality. [Click here for more photos.](#)



Library chooses site for new branch

At the Tuesday night meeting of the [Delaware County District Library](#) (DCDL) Board of Trustees, the [Liberty Township](#) Library Building Committee gave its final recommendation for a location of the new Liberty Township Branch Library. The trustees voted to accept the committee's recommendation of property at the northwest corner of Home and Steitz roads in Liberty Township.



Acceptance of the resolution grants the Board of Trustees the ability to move forward with land procurement and to begin the bid process for architects, design development, and legal counsel of the project. A site study of the land was conducted in early March and returned with no negative findings.

The committee, consisting of Michael Butler, Neil Neidhardt and Holly Quaine, stated that after careful research of the available properties in the desired areas this location will meet the best needs of the community based on current and future population projections.

"The process has been a very positive community effort," said committee chair Michael Butler.

Selection of the new branch's location begins a timeline that will include community meetings and input for design and development, which will conclude with groundbreaking within nine-to-12 months and the branch opening in 2021.

"We made a promise to the community in our levy campaign last fall, and this is the first step in making that promise a reality," said Board President Brenda Eldridge.

With the selection of this site, the current Powell Branch Library will remain open and operational during the Liberty Township Branch construction and into the future.

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The Chamber exists for and by its members— [check here](#) before you buy.

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To learn more about all the services offered at Grady Memorial Hospital, visit OhioHealth.com/Grady.



Member celebrates grand opening

Join us on Tuesday, April 16 2019 at 11:00 am when we help [Northstar Family Dental](#) cut the ribbon on their newest location. Be there at 7740 Graphics Way, Lewis Center. (US 23 South) [Click here to tell us you're coming.](#)



Member introduces new staff member



[Artina Promotional Products](#) has brought Rebecca Brown on board as a Corporate Account Specialist. Rebecca will be responsible for assisting and servicing existing clients along with helping grow Artina's sales with new business. Rebecca grew up in Plain City and graduated from the University of Cincinnati with a BS in Communications. Rebecca and her husband Ty live in Powell with their two dogs Ivy Lu and Rusty.

Since its founding in 1967, Central Ohio-based Artina Promotional Products has grown to become one of the premier promotional products distributors in the country. Artina helps clients achieve greater success through creative promotional items and morale-boosting employee incentives. Under its second generation of family leadership, Artina provides a level of customer service that has turned more than 90 percent of its clients into repeat customers. Artina ranks in the top 4% of promotional products distributors nationally. Artina serves more than 2,500 clients across the United States. For more information, visit www.artina.com. Artina Promotional Products: Our



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More than 1000 readers at over 430 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value. All ads are in full color and should be sent electronically in either a Publisher, png, jpeg or PDF format **ONLY** by the 20th of the month for placement in the next month's edition. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!** Email your ad to hquaine@DelawareAreaChamber.com

Ad prices are for one run:

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

Our Values

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

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

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

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

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

Your online calendar displays events from other members, Chamber events, and of course, any events that you have posted. You can register online for Chamber events only; to register for another member's event, please contact that member directly. If the event you'd like to register for has a fee associated with it (for example, Third Thursday luncheon is \$15 a person), you can pay online right then and there, select to pay at the door, or let us know you'd like an invoice. [Click here for the full instructions on registering for Chamber events.](#) So, you've attended an event and you opted to be invoiced for it. You can pay that invoice online as well as ANY Chamber invoice. [Click here for instructions on how to pay invoices online.](#)

Six degrees of chamber member-to-member

The Chamber is relentless about encouraging its members to do business with other members. Do you look to Chamber members first for goods and services?

We encourage you to do business with your fellow Chamber members and to let us know about your experience. Tell us who you've done business with and send us a testimonial. hquaine@DelawareAreaChamber.com.



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Help Wanted?

Hire 16+?

Sign up for a booth at the Delaware County District Library's Teen Job Fair!

4/2 at the Orange Branch Library

For more information and to reserve your spot, please visit:

<http://bit.ly/teenjobfair19>



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Welcome New Members

The Strategy Group Company

Scott Donnelly, CFO
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Rand Guebert

Individual Member

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[Habitat for Humanity of Delaware &
Union Counties](#)
Hardscrabble Farms, Inc.
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[Homewood Suites by Hilton](#)
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[Inno-Pak, LLC](#)
[Jabtec, LLC](#)
James E. Ridge, O.D.

Kaitsa, George
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[Maryhaven](#)
[New Flyer Parts](#)
[Oakland Nursery, Inc.](#)
[OhioHealth Grady Memorial Hospital](#)
[Olentangy Local Schools](#)
[Optimal Eye Care](#)
[Oxford Automotive](#)
[PPG Industries, Inc.](#)
[Preservation Parks of Delaware County](#)
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[Smith-Feike-Minton Insurance](#)
[Spectrum](#)
[State Farm Forman Insurance Agency](#)
[Tanger Outlets Columbus](#)
[Terracon Consultants, Inc.](#)
[The Middlefield Banking Company](#)
[TRIAD Architects, Ltd.](#)
[Warehouse Italian Dinners, LLC](#)

April Calendar

HR Council

Wednesday, April 3
8:30-10:00 am
Chamber office

Safety Council

Tuesday, April 9
11:30 am—1:00 pm
[Click here to register](#)

Volunteer Recognition Reception

Tuesday, April 9
4:00-6:00
Chamber office

Are you a chamber volunteer?

[Click here to join us](#)

Leadership Delaware

Thursday, April 11
Health Care Day

Workforce Development & Education Committee

Friday, April 12
8:00am Chamber office

Infrastructure & Development Committee

Tuesday, April 16
8:00am Chamber office

Ribbon Cutting

Northstar Family Dental
Tuesday, April 16
11:00 am
[Click here to register](#)



Chamber Board Meeting

Wednesday, April 17
7:30 am, Chamber office

B.E.D. & Breakfast

Thursday April 18
Steps to a More Profitable Business
7:30—8:30 am Chamber office
[Click here to register](#)

Third Thursday luncheon

Thursday, March 21
Keeping Your Business Data Safe in a
Connected World
11:45 am SourcePoint
[Click here to register](#)

Business After Hours

Thursday, April 18
The Inn at Olentangy Trail
5:00—6:30 pm
[Click here to register](#)

New (and current) Member Orientation

Tuesday, April 23
8:00am Chamber office
[Click here to register](#)

SAVE THE DATES

Golf Outing

Thursday, June 6, 2019
Kings Mill Golf Course
[Click here to register and/or sponsor](#)

Clay Classic

Friday, October 11, 2019
Black Wing Shooting Center
Annual Dinner
Thursday, February 6, 2020
Hilton Polaris

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



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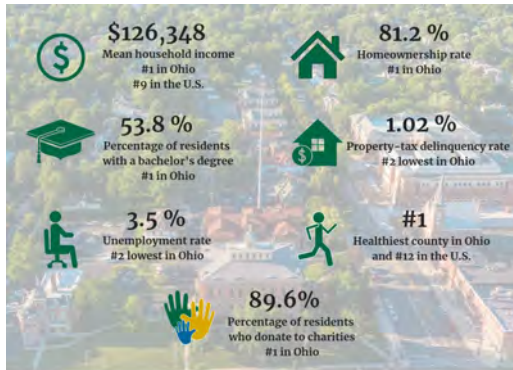
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Member FDIC

State of the County

For the 11th consecutive year, Chamber members packed the room to receive the annual State of the County. This year [Delaware County Board of Commissioners](#) president Barb Lewis was joined by county administrator Mike Frommer and economic development director Bob Lamb. While the trio updated attendees on facilities plans, 2018 accomplishments and forward-thinking economic development policy, the most telling information was that which described the county:



The statistics are staggering. In addition, population projections show no end in sight for expected growth.

Questions regarding development ceilings were correctly directed to the zoning authorities, of which there are many in the county, but not the County itself. While growth in a free market is just that, intelligent County policies and partnerships work within their legal limits to respond to ALL the demands of growth: housing, green space, maintaining agricultural space, increasing commercial/industrial tax base.

The County continues to expand the quality of life with features like Text to 9-1-1, creating specialized courts to better respond to residents' needs, and partnering with agencies and organizations in and out of the County.

Thank you to County staff and elected officials who support the Chamber and represent our community's interests with such care and diligence. [Click here for the slide presentation.](#)



REALLY good friends



At the [Delaware County District Library's](#) March meeting of the board of trustees, the Library was presented a \$25,000 donation from the Friends of the Delaware County District Library for the addition of an outdoor shade structure at the Orange Branch Library in the Imagination Garden and to support programming. The building of this space would provide a covered area to be used by the public and library staff for outdoor meetings, reading space, programs and events. Plans call for the structure to be ready in time to be used in this year's Summer Reading Club.



The [Friends of the Library](#) (FOL) serves as a support group for the DCDL system. They keep busy hosting book sales at library locations and hosting events with authors and illustrators of children's and adult books. The FOL also helps fund special activities like exhibits, holiday parties, book discussions, Summer Reading Program, and the Birthday Club.

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

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

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

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

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

Members who sign up receive a free 1/4 page newsletter ad!

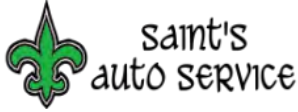
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So sign up today to make paying for your Chamber investment a snap. There are no administration or set-up fees.

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

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

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



"Todd and Hayden of [Dry Patrol of Delaware](#) did an outstanding job cleaning our duct system of our newly built home today! They were careful using their equipment and made sure things were put back the way they found them. They were very professional and let me know what they doing every step of the way. Another bonus was, they were on time! We have utilized a variety of Dry Patrol's services in our homes and at our business. We will continue to recommend them to others as everyone (Bryan, Bob, Janine and the guys) are a wonderful company to work with at a reasonable price."

Angela Linnane-CFO, [Saint's Auto Service](#)

"When I first launched my firm over a decade ago, I had a difficult time finding an accounting firm that met our needs. As a result, we moved from firm to firm to firm, until I found [Blue & Co.](#) through former partner Ken Barton. Whether it was with Ken or any of the accountants who have followed him, I've been pleased with their professionalism, responsiveness, and efficiency. Matt Dasta, Gina Grote, and Angie Justice make the unpleasant task of taxes one less concern for me."



Shane Dawson, Esquire, [Dawson & Associates](#)



"I recently had an unusual printing job that several local firms were unable to handle. At this point I remembered a Chamber member, [Mail Pro 1](#), (thank you Holly!) and contacted Susan Garrett. My discussion with Susan and her husband Larry convinced me to place my business with their team. As I worked with their folks we found that we would need a "work around" to be able to finish the job. They suggested and implemented exactly what was needed and successfully completed the task. In addition, they came in on time and on budget! I highly recommend their work."

Frank Hickman II, [Integrated Financial Network](#)



"For years I've worked with [Dusty Hostutler at Edward Jones](#). Dusty provides me financial advice related to my investments in my law firm retirement plan, as well as other financial advice. He's very smart and he's a good friend. All of the clients that I've sent to him have reported to me that they appreciate his advice and they like working with him. And, by the way, his assistant, Joyce Evanko, is absolutely delightful!"



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



"My family recently woke up to a flooded basement after our sump pump died. What a mess! It was a particular disaster, as we run our business out of our home and our office is located there. We called [ServPro of Delaware](#) and they were so quick!! A crew was out there to cleanup within two hours of my calling. They got the wet carpet removed and started the drying process in short order. They were professional and did their best to stay out of our family's way. They were flexible in scheduling dry checks to suit our schedule and helpful in removing damaged furniture etc. We had this daunting problem and ServoPro came out and basically said, "We got this." and they did. We turned it over to them and they did a great job of understanding what the problem AND the solution meant to our family and our business. We are grateful!"

Jason Comstock, [Clarity Technology Solutions](#)

"The [Foot & Ankle Wellness Center](#) proudly endorses [Richwood Bank](#). The home page of their website says it all: "People who really care about you". As a business and personal client of theirs, I can honestly say, they live up to that promise. When I walk into the bank, I am greeted by smiles, tellers who know my name. I might even get a cookie. I appreciate and support their coffee bar fundraiser and my business has benefited from their speaker series. Their partnership and commitment to helping the Delaware community grow strong is truly appreciated by all."

Dr. Jane Graebner [Foot & Ankle Wellness Center](#)



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Share YOUR story. Send your testimonials about your experience doing business with your Chamber-member peers. Email Holly at hquaine@DelawareAreaChamber.com.



Leadership Delaware Class of 2019

Law Enforcement & the Courts Day

Facilitated by Dane Gaschen '03 & Scott Wolf, '99

Newsletter Editors: Ryan Malany, Marie McCreary, Shannon Niedzwicki,
Jennifer McGowan, Shelly Stewart

The first stop for the Leadership Delaware group took us to Delaware County Probate and Juvenile Court where we met with Judge David Hejmanowski. Judge Hejmanowski provided the group with both a brief history of the court system as well as an explanation of current roles and numbers of cases heard within his courtroom. He explained the manner in which Probate Court hears cases ranging from “cradle to grave and everything in between.” Judge Hejmanowski explained the importance of having final wishes in place in order to ensure that your intentions are met.

Within the [Delaware County Juvenile Court](#), Judge Hejmanowski shared that the significant decrease in juvenile cases since the early 1990s is aligned to a national trend. While this can be attributed to a variety of factors, Judge Hejmanowski shared that there are better preventative and support interventions and treatment programs available to struggling youth now. In many ways, Delaware County is standing out as a leader in supporting these youth. Finally, Judge Hejmanowski shared the importance that he places in his role within traffic court for teenagers. He explained the gravity of making decisions regarding keeping our community’s newest drivers safe on the roads.

Continued on next page



Leadership Delaware Class of 2019

Jeff Balzer
[Delaware County Sheriff's Office](#)
Julie Bardelang Wolf
[Willow Brook Christian Communities](#)
Sarah Barr
[Syntero](#)
Ryan Belcher
[Delaware Speech & Hearing Center](#)
Tony Benishek
[Preservation Parks of Delaware County](#)
Michele Boni
[Orange Township](#)
Gorjie Christian-Colwell
[Ohio Living Sarah Moore](#)
Susan Cornett
[The Alpha Group](#)
Karen Cowan
[Friends of the Delaware County District Library](#)
Todd Daughenbaugh
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Corie Dunfee Thompson
[Delaware County Board of Developmental Disabilities](#)
Megan Edwards
[Delaware General Health District](#)
Averee Fields
[Columbus State Community College](#)
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Sharon Griner
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Mandy Henning
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Ryan Malany
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Tom Rubadue
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Melissa Schiffel
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[Sky Climber](#)
Steve Sikora
[Delaware County Dept. of Job & Family Services](#)
David Simon
Nationwide Insurance
Matt Simpson
[Preservation Parks of Delaware County](#)
Kyle Steinbauer
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Shelly Stewart
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Tracy Stojkov
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Trent Thompson
[Richwood Bank](#)
Abbey Trimble
[Delaware General Health District](#)
Julie Zdanowicz
[SourcePoint](#)

Leadership, continued

Next, we learned about the [Delaware County Court of Common Pleas](#). We walked to the courtroom and were greeted by two of the three common pleas judges: Judge David Gormley and Judge James Schuck. The court was not in session at the time, so we had the opportunity to be seated in the benches and the jury seats of the impressive courtroom. Judges Gormley and Schuck explained that the Common Pleas Court has jurisdiction over all of Delaware County; they handle adult felony criminal cases such as murders, rapes, burglaries, theft, forgeries, and serious drug offenses.

In addition, they also hear civil cases in which the claims exceed \$15,000. Examples are contract disputes, workman's comp claims, foreclosures, and tort cases. During the course of year, each judge handles a little over 100 criminal cases and about 250 civil cases. Of all those cases, an average of 5% go to trial while the rest end in a plea deal or other resolution without a trial. The cases that do go to trial usually last several days depending on their scope and complexity. Judge Schuck explained that, of the jury trials, criminal cases have a jury composed of 12 people and the civil cases have a jury of 8 people. Judge Gormley added that one such jury trial had just ended the night before, in the very courtroom where we sat!

After lunch, Police Chief Bruce Pijanowski presented on all the challenge, triumphs, and advancement of the [Delaware Police Department](#) reinforcing what we already knew— the Delaware Police Department is basically awesome! Chief Pijanowski has been in Delaware for 31 years, moving his way up throughout the department. Pijanowski discussed the budget constraints and his hopes to increase staffing by four more officers this next year. The city and county continue to grow population wise, making the ratio of officers “1.8 officers for every one thousand people”, explained Pijanowski.

Education and community outreach continue to be at the forefront of the Delaware Police Department's core values. The officers make a big impact on the community when greeting children before and after school, patrolling school zones, and getting to know the children. The officers make an extra effort being seen inside the schools, taking the lead on active shooter training.

Chief Pijanowski reminded parents about the importance of being involved, looking through their children's technology and ensuring there aren't any apps that they aren't aware their kids might hide, including the “whisper” app. The police officers tackle cases such as opioids, mental health and traffic violations, totaling over 30,000 calls for service annually. Thank you Delaware Police Department for making Delaware a safe place for our families and children!

Next, we toured the Delaware County Municipal Court and again were able to sit in a courtroom with a discussion led by Judge Marianne Hemmeter. Judge Hemmeter has been a municipal court judge since February of 2015 for Delaware County; before that, she spent many years as a prosecutor in Ohio.

The Municipal court is a limited jurisdiction court. The jurisdiction includes general misdemeanor criminal cases, traffic violations, and other minor violations.

They are able to sentence up to 1 year in jail for misdemeanor cases. They have countywide jurisdiction. In Delaware County, out of 200 cases, they have around 30 defendants actually show up for court which is not even a 50% appearance rate. One reason for that is that many cases are traffic related and are oftentimes settled before they have to go to court.

They currently have about 1,500 people on probation. The judges must reside in Delaware County and be on call after hours to issue arrest warrants, which they do on a rotation schedule. The court currently consists of 2 judges and one magistrate.

Continued on next page



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Leadership, continued

Lastly, we took the [DATA buses'](#) trolley to the Delaware County Jail. Located on US 42 North, the facility has undergone many changes throughout the years. When it was initially built in 1988, it only housed 60 inmates. Fast forward to today and through at least three expansions, the jail can now house 289 inmates. Unbelievably so, their kitchen is still equipped for feeding 60 inmates! The food is contracted out but made in the Sheriff's department kitchen. The state of Ohio requires that Monday through Friday inmates get three meals daily and two meals on the weekends but Delaware always provides three meals with thirteen officers on first and second shift and ten on third shift.



They take everything they do into consideration for the safety of the inmates and the people who work at the Sheriff's department, with every door locking before another door opens. Lock downs are mandatory while officers change shifts, and head counts are performed at each lock down, all for the safety of everyone involved.

Visitations are limited to 30 minutes through a video chat only. The only face to face visitations are with clergy and attorneys. This helps to keep confusion down during transfers. The only inmates that are allowed on the outside of the jail are work released inmates. These inmates have work privileges but must return to the jail by 4:30pm for lock down. These inmates are not housed with the general population for safety reasons.

When inmates arrive at the jail, they are booked. During booking they are fingerprinted, have their picture taken, and have a medical intake performed. An officer goes over their charges, such as how long their stay is, and if they are a repeat offender. Next, they must shower and be inspected. All their personal belongings are shrink wrapped and put in the property room. They are given their uniform based of their charges: yellow uniforms are a minimum classification, orange medium classification and black and white are maximum classification inmates.

Medical staffing is on-site 24/7 and a mental health counselor is available Monday through Friday. Inmates are given free time throughout the day to exercise, play cards, and communicate. If the weather permits, they go outside for fresh air. Inmates are checked on every hour to be sure everyone is safe and accounted for. Being booked in the jail is not cheap with a \$68.00 charge daily and the general population at the jail has a stay of 30 days. That is \$2040 for a month's stay! What a well-oiled machine the Delaware Sheriff's department runs!

The Delaware County Leadership's Law Enforcement & The Courts Day was an incredible opportunity for our 2019 class to meet the people who keep us safe every day. From the judges and their staff to the many law enforcement officers we encountered, all are exceptional human beings who play a vital role in this community. We are grateful for their compassionate service.

[Click here for more photos.](#)

Lots of "wining"....

...but zero complaining at February's Business After Hours. How can you gripe when you're networking at the [Oak and Brazen Wine Co.](#)?? One of downtown Delaware's hottest spots, attendees enjoyed the perfect combination: fabulous atmosphere, fabulous food catered by [The Greater Gouda](#)) and fabulous wine. It was shoulder-to-shoulder good times.




Thank you to owner Jeff Kirby and staff for networking excellence!! [Click here for more photos.](#)



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

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

In addition to financial protection, this innovative alternative offers:

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

Find out more about the SOCA Benefit Plan. Call 1-844-MED-OHIO or visit 844MedOhio.com, or ask your Chamber of Commerce for a referral to a participating broker.



If you read nothing else – school funding 101 and its impact on EVERYBODY’S taxes

Too often a Delaware County school district is on the ballot asking taxpayers for their support in operating the district. And too often a high-producing district finds itself defending its value. And once again it’s because the legislature’s long history of demand more meets the smoke and mirrors of funding.

What follows is an article from the Cleveland Heights–University Heights City School District that explains school funding anyone can and should understand. You’ll want to read through it twice then click on the link at the end of the article for a deeper dive. You’ll want to read that twice, as well.

As taxpayers, residents, and business owners, we should all be aware of and appalled by what you read. In the private sector, this would never happen. Imagine being the top sales producer in your organization year after year after year and instead of receiving recognition and compensation, you were not only overlooked but being forced to take a pay cut, no longer compensated for mileage or other expenses related to the work you produced. And this happened year after year as well, all while you continue to produce.

When you’re done reading you’ll want to contact Ohio legislators to communicate your outrage. While local taxpayers are expected to do their part in educating their future, the legislature is held to a different standard. Whatever your position, let your voice be heard. With districts running so lean while maintaining the high road of community engagement, heart and commitment to their charge, it’s up to all of us raise the volume.

[Ohio House committee for education and career readiness](#) chaired by Delaware County District 67 representative [Andy Brenner](#) 740-602-5033. [Senate education committee](#) chaired by Ohio Senate District 6 senator [Peggy Lehner](#) 614-466-4538. As of this writing, it’s not clear who the new chair will be.

HB 920: UNDERSTANDING SCHOOL FUNDING

No matter where you live in Ohio, regardless of whether or not you have children or whether or not they attend public schools, you will be asked to vote periodically on a local school levy. You might as well understand why.

House Bill 920, the Ohio law that outlines how public schools are funded, is complex and confusing. But it has a huge impact on all of us.

H.B. 920 was passed in 1976, during a period of unprecedented inflation. Home values were soaring every year, sometimes by double-digit percentages, and property taxes were growing at the same alarming rate. The State Legislature attempted to lessen the burden on homeowners by freezing the dollar amount paid to school districts and libraries at the 1976 level. Not at the rate or percentage, but at the actual dollar amount.

To better understand the ramifications, let’s break this down with numbers.

Imagine you own a \$100,000 house and pay 2% to your local and county government and an additional 2% to your public schools in taxes each year. After three years, the value of your house is reevaluated and determined to be \$120,000. The money that goes to your city and county automatically rises to \$2,400 from the original \$2,000 because the rate stays the same.

However, the money that goes to your public schools stays at \$2,000 because the county auditor comes in and readjusts your effective tax rate from 2% down to 1.7%, as prescribed by H.B. 920.

Now imagine that this goes on for 10 or 20 years. After a while, your house has increased in value up to \$250,000 and your local government now receives \$5,000 in taxes annually. Because your rate stays the same, cities and counties are able to go years, decades even, without asking for a tax increase.

But your *school taxes* have stayed at \$2,000, now just eight-tenths of one percent (0.08%) of the value of your home.

Meanwhile, everything from teacher salaries to textbooks to gas for school buses has gone up in cost over that twenty-year period, *but schools are not receiving a single dollar more in tax revenue*. And no matter how conservative or efficient districts are with taxpayer money, they simply cannot keep up with those day-to-day cost increases without asking for additional revenue from a levy. Jayne Geneva, a longtime Cleveland Heights resident who is also a lawyer specializing in small business and real estate law and a school-funding activist, says, “We, as a school district, cannot raise any more money if we don’t add more millage to our tax burden. The dollar amount will always remain the same. Period.” She reiterated that repeat school levies are not a sign of inefficiency, waste or lax oversight on the part of districts. They are a direct result of state law.

Related: [History of Ohio Public School Funding](#)

Source: [Cleveland Heights– University Heights City School District](#)

Did you know...

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

Connecting the dots for the bigger picture in health care

Great things often start with a simple idea, like connecting the dots. That's what [Anthem Whole Health Connection](#) approach to health care is all about.

How it works: They connect the dots in health care — medical, drug, dental, vision, life and disability. Each time a member sees a doctor or dentist or fills a prescription, it's like a dot on a page. Connecting all those dots gives us the bigger picture — a more complete health profile of the whole person.

Doctors and other caregivers can easily share this information with each other. And seeing the bigger picture early on can help doctors catch chronic diseases like diabetes, cancer or heart disease earlier. And catching diseases early can mean earlier treatments and better results.

How it saves: Connecting the dots gives better data, better insights and better outcomes.

Up to 74% lower medical costs and fewer hospital stays, when patients who have chronic disease or are pregnant treat their periodontal disease¹

\$8,000 in medical costs savings for members with a connected medical and disability plan²

More than 26,000 diabetics identified earlier through yearly routine eye exams³

How it can work for you: When you add dental, vision, life or disability to Anthem's medical benefits, you get improved health care for your employees and cost savings for your business.

That's because they connect member health records, claims and clinical data to help make sure they get better care with greater insight.

See how their products work together for a bigger, more holistic view of health care. Or talk to your Anthem sales rep.

- 1-American Journal of Preventive Medicine's Impact of Periodontal Therapy on General Health Study, June 2014.
- 2-Anthem, Inc. Productivity Solutions data study and Actuarial validation, 2015.
- 3-Anthem, Inc. data 2016.



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As a chamber member with 2-50 employees, you can get a discount on any health plan from Anthem Blue Cross and Blue Shield — including industry-leading HSAs, HRAs and HIAs.*

While your competition is busy cutting corners, you get preventive care programs, prescription drug coverage and one-stop shopping for a complete benefits package.

Call (888) 506-1574, or get a free quote online at www.chambersaver.com/cocc.

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*Discount only applies to Chamber members who do not already have Anthem insurance. Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company, An independent licensee of the Blue Cross and Blue Shield Association. ® Anthem is a registered trademark. The Blue Cross and Blue Shield names and symbols are the registered marks of the Blue Cross and Blue Shield Association. (4/17)

For a list of Anthem-authorized Chamber member agents, call the Chamber at 740-369-6221 or [Click Here](#)

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

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

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

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

Access to care that's right for your employees

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

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

Creative Financial Insurance Services Agency, Inc.

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

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

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



Your chamber membership creates value for your company.

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

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- o Administrative convenience of working with one carrier who offers a complete menu of coverage options: prescription drugs, dental, vision, life insurance, long-term and short-term disability and employee assistance programs
- o Extensive selection of providers and lower in-network costs
- o Strong local service

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

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

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

Dental

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

Blue View Vision

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

Life and Disability

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



¹ Internal data 2017

² Except when discounting of non-covered services is prohibited by state law.

Standard broker commissions apply. Offer available to Ohio-headquartered businesses adding new Anthem dental, vision, life and/or disability plans. This discount program can be changed or terminated at any time.

Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company, An Independent licensee of the Blue Cross and Blue Shield Association.

® Anthem is a registered trademark. The Blue Cross and Blue Shield names and symbols are the registered marks of the Blue Cross and Blue Shield Association.





The Delaware Area Safety Council is here to provide our community with quality programs addressing occupational safety and health, workers' compensation and risk management, education and information.

Steering Committee

Susan Garrett
[Mail Pro 1](#)
 Billy Gibson
[Del-Co Water](#)
 Larry Jones
[Liberty](#)
[Casting Company](#)
 Mark Nelson
 BWC

Monthly meetings are the second Tuesday of the month: 11:30 – 12 optional lunch, 12-1 program.

All meetings are at the Eagles Lodge, 127 East William Street Delaware, OH unless otherwise specified. Check the [Safety Council website](#) for more details.

Want more Safety Council news?

[Click here](#) for this month's Safety Council newsletter

Follow Ohio Chamber legislative updates

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



Chamber looks to revive dedicated government affairs committee

As committee leadership moved on due to changes in their careers, the Chamber board of directors is looking to restart legislative advocacy in a more formalized way and is looking for Chamber members who are tasked with external affairs in their respective industries. The GAC would focus on local, state and even federal level legislature or policy that impacts business. Ideally, the committee would be made up of at least one member of various industries: education, health care, manufacturing, small business, etc. and would serve as a watchdog for opportunities for the Chamber to be involved in, education for the membership as well as vetting and recommending support or opposition positions.

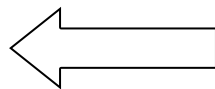
If you're that person and can commit to being actively involved, please email Holly at hquaine@DelawareAreaChamber.com.

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

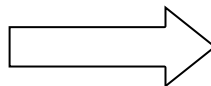
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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



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



Health and wellness programs benefit you and your employee. Here's why.

When your employees have the right tools and resources to improve their health, it helps them be more productive, and improves your bottom line.

Offering health and wellness programs to your employees can result in:

Increased engagement in their health care. 93% followed advice they got from the Anthem 24/7 NurseLine to address health issues.

Lower cost of care. Medical costs could fall \$3.27 for every dollar spent on wellness programs.

Healthier, more productive employees. Absenteeism costs fall by about \$2.73 for every dollar spent on wellness programs.

Better employee retention and recruitment. 72% of companies plan to use their wellness program as a competitive advantage in the next three years — to achieve a high-performing workforce and compete for talent.

There's a program for every employee. Here are just ten of Anthem's many health and wellness programs:

24/7 NurseLine: Access to trained registered nurses any time of the day or night for answers to health questions, to help understand symptoms, and to help decide what type of care may be needed.



Future Moms: Personalized support and guidance from registered nurses for moms-to-be to help them have a healthy pregnancy, a safe delivery and a healthy baby.

ConditionCare: Extra support for asthma, diabetes, heart disease, chronic obstructive pulmonary disease (COPD) or heart failure. A nurse coach can answer questions and help your employees reach their health goals based on their doctors' care plans.

ComplexCare: Extra care for a serious health conditions from a nurse coach who will help answer your employee's questions, work to coordinate their care, and help them effectively use their health benefits.

MyHealth Coach: One-on-one professional advice from an experienced health coach for your employee or their family. Topics range from general wellness information to more serious issues like a chronic illness or help with medications.

Healthy Lifestyles: A personalized well-being plan and custom trackers that help your employees manage their physical and mental health.

Behavioral health resources: Licensed mental health professionals are available 24/7 to help your employees deal with challenges they may be having.

MyHealth Advantage: This program looks at your employee's claims to find ways to help them improve their health and save money.

For more information about how Anthem's health and wellness programs could benefit your company and your employees, please contact your broker or Anthem account manager.

Your Chamber membership: True or False?

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