

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

December 2019

Sustaining Members

Industry Exclusive
Platinum Level



Gold Level



Silver Level



Bronze Level



The Delaware Area
Chamber of Commerce
Established 1907



Chamber now accepting 2019 award nominations

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

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

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

Who will be presented with these awards for 2019?

- ⇒ Large Business of the Year
- ⇒ Small Business of the Year
- ⇒ Quality of Life Award

- ⇒ Innovation in Business Award
- ⇒ Citizen of the Year
- ⇒ Corporate Citizen of the Year
- ⇒ Chamber Members of the Year

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

And put Thursday, February 6, 2020 on your calendar. Invitations are sent via email in early January to the primary representative of your company. Watch for it!

2020 Annual Dinner Corporate Sponsors

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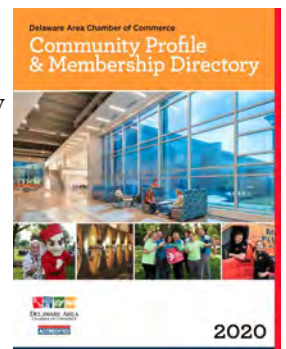
Bronze Level



2020 Community Profile and Membership Directory

The 2020 publication of the Chamber's annual Community Profile and Membership Directory is on its way to the primary contact of your membership. Another beautiful piece was created by [Gayle Holton Design](#), printed by [Performance Printing, Inc.](#)

Copies are mailed to the membership and distributed throughout the year to Chamber walk-in traffic, new mover packets, staff recruitment packets requested by Chamber members and in many venues in the county. We encourage you to contact us for quantities of the publication to display and distribute in your lobby. The publication is also linked on the Chamber's website.



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DELAWARE AREA
CHAMBER OF COMMERCE

No Third Thursday in December but plan to join us on January 16 for our annual State of the City with Delaware mayor Caroline Kay Riggle and city manager Tom Homan.

December Business BEFORE Hours

Start your day on Thursday, December 19 by networking when the Chamber hosts its 3rd annual holiday Before Hours. Have your photo taken with Santa Frank and get a present!! Naughty OR nice– Santa has a gift for you! Food, networking – bring lots of business cards to share. The event is held from 8:00 - 9:30 am at the Chamber office at 32 South Sandusky Street, Delaware. Please let us know you'll be attending. [Click here to register.](#)



Powell Chamber joins Delaware for 8th annual joint December AFTER Hours

First Citizens National Bank is our host for the December 5 Business AFTER Hours, held in partnership with our friends from the Powell Chamber. Prizes, food, networking– bring lots of business cards to share. The event is held at **First Citizens National Bank** 9595 Sawmill Parkway, Powell, from 5:30–7:00 pm at Please let us know you'll be attending. [Click here to register.](#)



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, January 22.** [Click here to register.](#) We'd love to see you! It's not just for new members!

*However you celebrate the holiday season, know that the best wishes for happiness and safe travels go with you from the staff of your Chamber.
Holly, Sarah & Matt.*

Happy Holidays

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Podiatrist opens new business

The Delaware community's favorite podiatrist, Dr. Jane Graebner of **Foot & Ankle Wellness Center**, celebrated the opening of a new business. **Central Ohio Physical Therapy** in the same building as Foot & Ankle Wellness, 1871 West William Street, Delaware, OH 43015 at the corner of Houk Rd. This full-service physical therapy facility provides convenient care for Foot and Ankle patients, but it operates independently and is available for any pt needs. Stop by for a tour. Congratulations to Dr. Jane and her staff. [Click here for more photos.](#)



Third time's a charm for member ribbon cutting

Anyone's who's opened a business knows that the unforeseen always seems to become seen. The folks at **Masoni-McQuillen Insurance Agency, LLC** have had to reschedule twice, but it was a go for cutting the ribbon on Tuesday, November 12 at their new Allstate office at 51 North Sandusky Street. Congratulations to Nick and Gina and their little agent-in-waiting, son Reed on taking the plunge. We know you'll do well.

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

In addition to financial protection, this innovative alternative offers:

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

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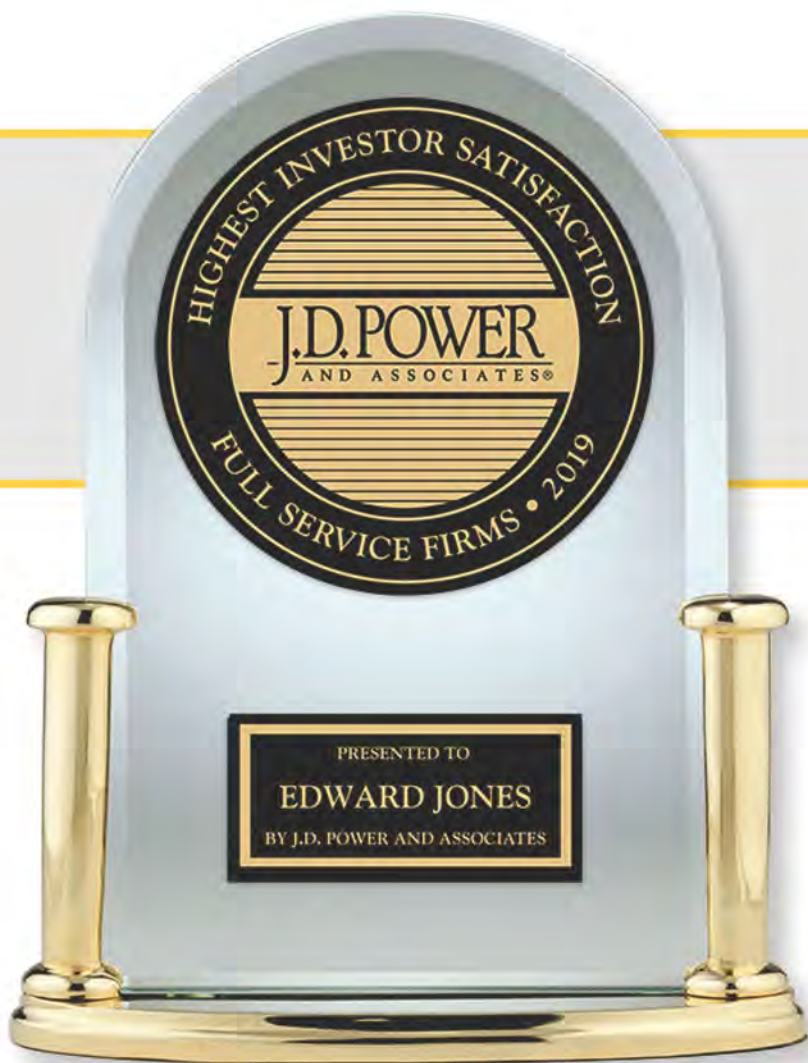
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Our Values—The Delaware Area Chamber of Commerce will:

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

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Edward Jones ranks highest in investor satisfaction with full service brokerage firms, according to the **J.D. Power 2019 U.S. Full Service Investor Satisfaction StudySM**

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Dusty Hostutler, CFP[®], AAMS[®]
Financial Advisor

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MAKING SENSE OF INVESTING

Costco hosts annual speed dating...er networking

November's Business Before Hours was held at Costco Wholesale, known far and wide for the best sheet cake ever! Hosts Tracy Russell and Gary Bucci entertained and informed, fed and watered guests and sent them home with a goody bag of treats.



The highlight of the event was “speed networking”, giving event attendees a fun opportunity to share their elevator speech (and business cards) with everyone. And by the time 9:30 came around, prizes had been won, new friends and leads made and anyone not a Costco member was signing up, due in no small part to having learned that Costco is way more than sheet cake! Thank you to Tracy and Gary for another BBH that checked every box. [Click here for more photos.](#)



Cutting-edge educator hosts networking event with neighboring chamber

The November Business After Hours was held at the amazing Marion Technical College in Marion and members from both the Delaware and Marion Area Chambers attended. The college offers more than 50 associate degree and certificate programs in the areas of business, IT, healthcare, and the arts and sciences. MTC students who want to earn a bachelor's degree can easily transfer credits to Ohio's four-year colleges and universities after graduating from MTC with a two-year degree. They have formal transfer agreements with many schools, even beyond Ohio.



And for the business community, MTC's Workforce Solutions trains hundreds of individuals each year to improve skills that lead to business success. They work with business to design and select customized training that can be delivered on-site, on the mobile lab or at MTC. Workforce Solutions also offers non-credit online courses to help current employees improve critical skills from home.

Thank you to our friends at MTC for their hospitality.

[Click here for more photos.](#)



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December Calendar

Microsoft Office Workshop

Part three of three– Outlook
Monday, December 2
8:00–10:00 am
Chamber office
[Prior registration required](#)

Business After Hours Annual Joint Event with Powell Chamber

Thursday, December 5
5:30 pm–7:00 pm
First National Bank
[Click here to register](#)

Safety Council

Tuesday, December 10
11:30 am–1:00 pm
[Click here to register](#)

Leadership Delaware Education Day

Thursday, December 12

Business Before Hours Chamber Holiday Party

Thursday, December 19
8:00 am–9:30 am
Chamber office
[Click here to register](#)

December 24 & 25 Chamber office closed



December 31 & Jan 1
Chamber office closed



SAVE THE DATE

Annual Dinner
Thursday, February 6, 2020
Hilton Polaris

Golf Outing
Thursday, June 4, 2020
Kings Mill Golf Course

Clay Classic
Friday, October 9, 2020
Black Wing Shooting Center

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

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 newsletter advertising a good value

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

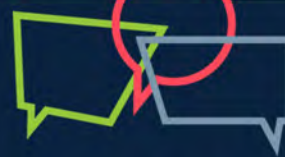
Ad prices are for one run:

Full page: 8.5 x 11 portrait \$125	Quarter page: 4 x 5.25 H \$75
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HR Six Pack Series

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

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

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

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

The program includes:

- ⇒ **February 17:** Hiring: applications, interviews, ADA, I9, reference checks, tests and assessments, avoiding pitfall questions you think is innocent small talk; medical marijuana in the workplace
- ⇒ **February 24:** Employment manuals: policies, content, required postings, NLRB guidelines for social media, confidentiality; non-competes and non-disclosure agreements, protecting trade
- ⇒ **March 2:** Leave: sick leave, drug rehab programs, EAPs, ADA accommodations, absenteeism
- ⇒ **March 9:** Non-discrimination: medical exams, more ADA, religion, race, national origin, gender, age, LGBT– (restrooms and health care provisions), establishing a culture to avoid unintentional insensitive comments that can cause big issues
- ⇒ **March 16:** Regulatory: wage and overtime, commissions, OT exemptions, record-keeping, OSHA, Whistleblower, HIPAA, time-keeping, email and smart phone issues, unemployment compensation
- ⇒ **March 23:** Discipline: progressive discipline, best practices, termination, severance agreements, more ADA, employment references, documentation, process of termination, workplace violence resulting from termination

This program is available for \$250 per Chamber-member participant. (\$325 for non-members) The program will run from 8:00-10:00am for six consecutive Monday mornings beginning February 17. Attendees must prepay to be eligible to participate. [Click here to register by February 7, 2020.](#) Class size is limited.

The series will be facilitated by attorneys **Maribeth Meluch**, Isaac, Wiles, Burkholder & Teeter, and **Shane Dawson**, Dinsmore & Stohl who, between them, have over 50 years' legal experience. They are frequent presenters of Delaware Chamber programs.

SHANE M. DAWSON specializes in the defense of employment and workers' compensation matters and handles matters for businesses from the family-owned enterprises to the world's largest retailer throughout the State of Ohio.

MARIBETH MELUCH is a business lawyer who combines a unique blend of Intellectual Property and Employment law in her practice to serve the firm's business clients. From formation and operations, through merger or sale, Maribeth counsels and represents businesses on all their legal issues including contracts, employment, litigation, workouts and regulatory matters.



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- ⇒ [Join Safety Council— Delaware Area Safety Council](#)
- ⇒ [Special Offers on 2019 Holiday Parties at the Barn at Stratford—Delaware County Historical Society](#)
- ⇒ [Kona Ice Brings The Party - Kona Ice of Delaware/Marysville](#)
- ⇒ [Oak & Brazen Wine Co: Daily Deals - Oak and Brazen Wine Co.](#)
- ⇒ [Fall Membership Special—NorthStar Golf Club](#)
- ⇒ [Book your 2019 Holiday Party! - Swan Lake Event Center](#)

Member receives recognition

Treplus Communities is pleased to announce that Redbud Commons in Pickerington, Ohio has been selected as a finalist by The National Association of Home Builders (NAHB) for its 2020 Best of 55+ Housing Awards in the Market-Rate Rental Community category. This is a premier design and marketing competition for the 55+ housing industry. A total of 2 entries were chosen as finalists in this category and will receive either or gold or silver award from NAHB's 55+Housing Industry Council on January 21, 2020 in Las Vegas during the NAHB International Builder's Show.

"The Best of 55+ Housing Awards honor builders and developers who create homes and communities that suit the specific needs of the mature buyer and renter," said Karen Schroeder, chair of NAHB's 55+ Housing Industry Council and vice president of Mayberry Homes in East Lansing, Mich."

"Many of the communities featured well-executed amenities that focus on engagement and enrichment, and homes with creative floor plans with natural light throughout."

NAHB's 55+ Housing Council launched the Best of 55+ Housing Awards to encourage quality and innovation in the 55+ housing market. The awards program is sponsored by Aprilaire, BSB Design, Builders Design, Gilbert & Sheppard, KTG Architecture + Planning, Mary DeWalt Design Group and PCR.

Treplus Communities is redefining 55+ living for active adults. There are currently three communities of luxury rental homes in Central Ohio located in Delaware, Dublin, and Pickerington with several more planned. Each community offers beautiful apartment homes with designer finishes and attached garages that are free from the maintenance and expenses associated with home or condo ownership. A beautiful community commons area offers a spacious venue for entertaining, fitness, group events, and activities as well as a business center at each site. Select sites, including Redbud Commons, will also offer community gardens.

Treplus' new Bur Oak development in Delaware is a member of the Delaware Chamber. Watch for a ribbon cutting celebration soon.



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

Member welcomes new president



After an extensive search to identify a new executive leader, **People in Need, Inc. of Delaware County (PIN)** announced it will welcome Martin Terry as President on November 4. Terry will succeed Randy Bournique who retires as Executive Director at the end of the year.

Terry, a Delaware County resident, brings considerable experience in managing community-based, social service programs for low- and moderate-income families.

He spent eight years in progressive roles with the Ohio Association of Food Banks, most recently as Associate Director of Work Support Initiatives. In this role, he administered and directed all outreach efforts of the Ohio Benefit Bank, a statewide network of faith- and community-based organizations that delivered work support initiatives, and connected more than one million Ohioans with food assistance, healthcare and volunteer tax preparation services.

Terry helped to build the unique initiative, recruiting organizations to join the 1,100-member OBB network. In his various roles, which also included Network Development Coordinator, Program Manager, and Central Ohio Regional Manager, he trained and managed a pool of 3,500 paid and volunteer counselors and administered a successful grants program.

His strong track record of building community partnerships and programs that impact lives make him a great fit for PIN.

“People in Need is a vital partner in the Delaware County community,” said Kirt Trimble, Chairman of the PIN Board of Directors. “With Martin’s extensive experience and our tremendous staff, we are well positioned to meet the needs of Delaware County moving forward.”

“PIN is doing critical work,” Terry said. “My family has made their home in Delaware County for five years, and I am eager to work with PIN’s team to continue their excellent services and expand their mission of serving the community in new and creative ways.”

Terry is a native of Chillicothe, Ohio, and holds a bachelor’s degree from The Ohio State University.

PIN also announced the promotion of Lisa Clark to Vice President from Associate Director. Clark joined People in Need in 2015 as Emergency Services Coordinator and has been instrumental in growing the agency’s programs during the past three years.

In addition to handling the emergency financial assistance programs, Clark coordinates PIN’s largest annual event, the Holiday Clearinghouse. This huge community collaboration takes place December 8 and will provide new toys and coats, and food for the holidays, to nearly 500 families and 275 homebound older adults.



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Leadership Delaware Class of 2020 Agriculture Day

Facilitator: Teresa Watkins '07

Newsletter editors: Cheryl Copley-Cimino, Susie Daily, Lisa Fowler, Jen Fry, Billy Gibson

Read all about it starting on the next page!

Leadership Delaware Class of 2020

Bob Anderson
Delaware County Dept. of
Job & Family Services

Emily Baugher
Delaware General Health District

Jeff Beard
Orange Township

Angel Boulis
Malony + Novotny

Tamra Bower
Polaris Fashion Place

Bethany Brown
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Tonette Orsini
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Eric Penkal
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Caroline Pusaten
MainStreet Delaware

Karen Sedoti
Olentangy Local Schools

Hannah Simpson
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Gwynnie Stetler
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Marisa Stith
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Jessica Ulmer-West
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Brooks Van Kirk
Delaware Automotive Service

Dani Villaca
Acoust-A-Fiber

Terri Wolfe-Anderson
Delaware County Board
of Developmental Disabilities

Erica Wood
Syntero

Our Vision

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

Our Mission

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

On November 13th, 2019, Leadership Delaware once again convened for one of the most popular days – Agriculture Day. The opening portion of the day was held at Radnor Township Hall, where we started things off right with tasty breakfast sweets and treats. Before passing moderation duties to Leadership Delaware’s class of 2007’s Teresa Watkins, Holly Quaine enlightened us as to why this day means so much to her. For the next hour and a half, we were treated to an amazing panel of local and national agriculture leaders, who spoke on the “state of the Agricultural Community,” current challenges they’ve faced with flooding, and at the end of the day, through hard times and the good, why they love what they do. The panel consisted of Rob Leeds- Owner of Leeds Farm, Bret Davis- local grain producer/soybean association, Gary Davis- local grain producer, Tim Harsh- Owner of Harsh farms and member of Ohio Beef Council and Cattleman’s Association, Doug Dawson- local farm owner and 3rd generation pork producer, Earl Lehner- 5th generation local dairy and grain farmer, and Jacci Smith - 4H/ANR Educator at the [Ohio State University Delaware Extension](#).

Topics of the discussion ranged from mental health, economics, tariffs, culture, community, family, safety, technology, new international markets, new emerging industry, and government regulations. In 1998 over 170,000 acres were farmed in [Delaware County](#). Today that number has drastically dropped to around 140,000 acres. This decrease is due to the huge population and commercial growth in the area. Although all the panel members would be branded as having “deeper pockets than most,” due to their success and sustainability, they continue to have extremely strong ties to their communities. Several panel members are a part of local associations, and even spend time in our nation’s capital and abroad, fighting for their way of life. Technology has allowed them to significantly decrease cost and produce higher yields, as well as give them up-to-the-minute updates on the location of their equipment and animals. This, in turn, gives them a little peace of mind. As we learned, the last year was one of the toughest seasons to date, so having a support system in place goes a long way towards overall health and success.

Before lunch, we boarded the bus for a short trip to Harsh Farms. Co-owner, Tim Harsh allowed us to enter the cattle pasture where we were able to get up close and personal with some of his “Black Angus Beauties.” Not only did we get to experience “feeding time,” we also learned that most of the calves are born from December to February and how technology allows him to focus on other aspects of operations – he is able to utilize a camera and iPad to check in on the cattle.

After lunch (did I mention how delicious it was?), we headed over to **Hardscrabble Farms**, where we were welcomed by the Skinner family. Walking into the barn, we were also greeted by some of the most massive and beautiful (oh, and spotless) John Deere equipment. They educated us on how they are able to use soil sampling and yields to administer chemicals and fertilizer more effectively. This is not only beneficial from an economic standpoint, but also an environmental standpoint, as it minimizes the use of unnecessary substances on the crops. This new technology is very extraordinary and will assist with boosting yields.

After having an opportunity to take pictures of each other sitting on/in the tractors, we headed to Sugar Valley Farms. There, we were welcomed by the excitable Cathy Ross, who explained the operations of the farm. She was extremely knowledgeable and so very funny. Sugar Valley Farms specializes in amassing specimens from stallions for artificial insemination. From the farm, they send stallion specimen all over the country, including Canada. Cathy explained that they stud out both trotters and pacers, and she even demonstrated the difference between each. As those who follow horse racing know, Delaware is “on the map” with the presence of the Little Brown Jug, and “Down by Seaside” is their most famed stallion due to its tremendous success in the pantheon of horse racing.



To close out the day, we headed to **Price Farms Organics**, where owner and operator, Tom Price, boarded the bus and gave a brief overview of operation. Although we had a very brief stay, we learned that they’re a Class 2 facility, licensed by the EPA – thus, prompting regular inspections throughout the year. Tom stated they exist in order to keep unnecessary waste out of our landfills. Price Farms works with both businesses and individuals in an effort to reduce our carbon footprint. One of their most prominent clients is the [Columbus Zoo](#). “Zoo Brew,” one of Price Farm’s most popular mixtures, is a blend of many different materials,

which includes coffee grounds, yard trimmings, and animal manure (thanks to the Zoo!). As far as the eye can see, there are massive mountains of waste, which can reach as high as 130 degrees Fahrenheit on windy days.

Having the opportunity to spend time and swap stories with some of the hardest working and intelligent folks in the area was a treat that many of us will never forget. Although our class has had an amazing three months thus far, it’s going to be very difficult to top Ag Day. At the very least, we’ll never look at a cow, pig or horse the same way ever again. [Click here for more fun photos.](#)

Welcome New Members

Park National Bank

Daniel Church - Commercial Lender
888 Brittany Drive
Delaware, OH 43015
(614) 907-9083
parknationalbank.com

Serves as a community bank that offers a wide array of banking products & financial services



PARK
NATIONAL BANK

LandSel Title Agency, Inc

Jon Lindahl - Purchase Operations Manager
961 North Hamilton Road
Gahanna, OH 43230
(614) 337-1928
landsel.com



Offers residential, commercial & land real estate closings

Reinvesting Members

[ACR Consulting](#)

[Bri-Mar, LLC](#)

[Carolyn Asher- American Family Insurance](#)

[Consolidated Cooperative](#)

[Creative Financial Insurance Services Agency](#)

[Cross Creek Resort, Ltd.](#)

[Daniel Accounting, LLC](#)

[Delaware Automotive Service](#)

[Delaware County Engineers Office](#)

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

[Drama Kids of North Columbus](#)

[Dumbaugh Insurance Agency, Inc.](#)

[Edward Jones - Dusty Hostutler](#)

[Emergency Bail Bonds](#)

[Fuller Memorials](#)

[Henderson Trucking, Inc.](#)

[Klepec & Klepec](#)

[Liberty Community Center](#)

[Loeb Electric](#)

[OSU Extension, Delaware County](#)

[Pathways Financial Credit Union](#)

[Paynes Pizza & More](#)

[Performance Columbus Automotive Group](#)

[ProScape Lawn & Landscape Services, LLC](#)

[Recovery & Prevention Resources of Delaware](#)

[Richwood Bank](#)

[Royal Cabinets, Inc.](#)

[Strand Theatre](#)

[Vertiv](#)

[Village Gates of Delaware](#)

Chamber's event cancellation policy

From time-to-time the Chamber has to cancel a planned event. Sometimes it's because the presenter has an unexpected emergency, but usually it's because low registration doesn't justify asking a volunteer speaker to travel and for caterers to cook and set up a room for only a handful of attendees.

In those cases, we notify via email those who have registered for the event. Those who have not registered and show up at the venue will be inconvenienced and we apologize. Although we expect walk-ins at the event, we cannot predict how many there will be so we can't include that unknown number in our decision to hold or cancel an event. Often, had we known the number of unregistered walk-ins will attend, we would not have had to cancel the event.

Please understand that holding events is planned around knowing who commits to attending. Often walk-ins impact the room set-up and the amount of food prepared. While we don't discourage walk-ins, we have no way of contacting them. If you find at the last minute that you can attend an event, call the Chamber the day before or the morning of the event to make sure your trip isn't wasted. Bottom line: please register for events. Thank you!



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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

Castling Company

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

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.

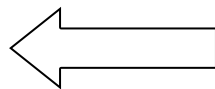
**Looking for product or service? Look to your fellow Chamber members *first*.
The Chamber exists for and by its members—
[check here](#) before you buy.**

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

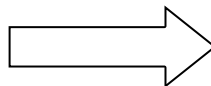
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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

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

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

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

Access to care that's right for your employees

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

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

Creative Financial Insurance Services Agency, Inc.

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

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

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



Your chamber membership creates value for your company.

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

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

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

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

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

Dental

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

Blue View Vision

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

Life and Disability

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



¹ Internal data 2017

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

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

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

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