

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

January 2021

Sustaining Members

Industry Exclusive Platinum Level



Gold Level



Silver Level



Bronze Level



The Delaware Area
Chamber of Commerce
Established 1907



Chamber annual dinner a very different affair

At its November board meeting, the Chamber's board of directors made the call to cancel the annual dinner as an in-person event. This is the first time in recorded history that the Chamber has not held its annual event which included live and silent auction, cocktail reception, business awards, the much-loved table decorations and the changing of the out-going and new board members. It was a very easy decision from a responsibility standpoint given the current public health crisis. The Chamber has canceled all but a very few events since March, in keeping with the public health guidelines and mandates. There's no question that the Chamber, like all its members, will see a return to full business at some point in 2021, but for now takes their stewardship seriously.

The event will take on a virtual shape but what that looks like at the time of this publication is still taking shape. Watch your email for future news.

In the meantime, we are still accepting nominations for business awards, but the deadline to return submissions is moved up to December 31.

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

[Click here to submit a nomination.](#)

A very special thank you to [Hilton Polaris](#) for working with us. We've booked Monday, February 3, 2022 when we look forward to being back with you at this special event.

2021 Annual Dinner Corporate Sponsors

Platinum Level



Gold Level



Silver Level



Bronze Level



Advertisers in this issue

[Anthem Blue](#)
[Cross/Blue Shield](#)
[Black Wing](#)
[Shooting Center](#)
[Bodine Perry](#)

[CES Credit Union](#)
[First Citizens National Bank](#)
[HW&Co.](#)
[Maloney + Novotny](#)

[Manos, Martin & Pergram](#)
[LPA](#)
[OhioHealth](#)
[Spectrum](#)

**2021 Board of Directors
Executive Committee**

Aric Arnett– Chair

[Ohio Living Sarah Moore](#)

Zach Price– Immediate Past Chair

[TRIAD Architects](#)

Ana Babiasz– Treasurer

[Fidelity Federal Savings & Loan](#)

Shane Dawson– Vice Chair

[Dinsmore & Shohl LLP](#)

Eric Moulton–Vice Chair

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

Brad Schneider–Vice Chair

[The Growth Coach](#)

Board Members at Large

Tamra Bower

[Polaris Fashion Place](#)

Mark Clack

[Domtar Personal Care Division](#)

Casey Converse

[Cassandra Converse](#)

[American Family Insurance](#)

Bill Morgan

[2K General Co.](#)

Liz Owens

[Alpha Group of Delaware](#)

Jeff Rupp

[LandCare](#)

Scott Ruth

[Cogburn Electric](#)

Kim Saunders

[Ohio State University Wexner Medical Center](#)

[Outpatient Care Lewis Center](#)

Kirt Trimble

[Trimble Insurance Agency](#)

Staff

Holly Quaine, President

hquaine@DelawareAreaChamber.com

safetycouncil@DelawareAreaChamber.com

Sarah Yoakam, Office Manager

dachamber@DelawareAreaChamber.com

Matt Carbary, IT Mgr.

mcarbary@DelawareAreaChamber.com

32 S. Sandusky Street

Delaware, Ohio 43015

740-369-6221

Fax:740-369-4817

www.DelawareAreaChamber.com

facebook



You are invited to attend a ^{virtual} program of the
Delaware Area Chamber of Commerce
12th Annual State of the City
with
Delaware City Mayor Carolyn Kay Riggle
Delaware City Manager Tom Homan
Thursday, January 21, 2021, 11:45am–1:00pm
[Click here to register and receive the link](#)

New member orientation- it means you veteran members, too

Every quarter the Chamber holds a new member orientation. Pre COVID members mingled with board members over coffee and pastries and then retreated 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.

But like so many other meetings, we're going to hold the event virtually. You'll have to bring your own coffee and muffins, but we'll still give you all the important info you need to understand and make the best use of your chamber membership.

Everyone is invited– even prospective members, and the Chamber staff encourages you to register to attend.

Our next orientation is **Tuesday, January 26, 9:00-10:00**. [Click here for link and to register.](#) We'd love to see you! It's not just for new members!



A note from the president

I am honored to steward the Chamber on your behalf and encourage you to use your membership as part of your strategy for the new year. I have the most humbling and fulfilling career, surrounded by the heroes you are, turning on your “OPEN” sign every day despite challenges the rest of the world isn't aware of. Your relentless drive and courage defines your community and I'm grateful on their behalf.

It continues to be a pleasure serving you and I'm looking forward to working together in the year ahead. On behalf of Chamber staff and board, here's wishing you all the best for your goals, plans, and resolutions as we enter 2021!
-Holly



Chamber board of directors says farewell and welcome

The Chamber's new fiscal year always comes with a change in board leadership as directors term off and new faces step up. This year the board is saying goodbye to five board members who are ending a combined twenty-four years of service!

Scott Cubberly, [Equity](#), is leaving the board after two years fulfilling an unexpired term. This is Scott's third go-around on the Chamber board, having served in the 1990s and mid-2000s. It's safe to say Scott has seen the Chamber in many lights over the years.

Denny Frierhood, [Honda Marysville](#), could not accept the invitation to serve a second three-year term as his increased job responsibilities prevent him from participating in the way he'd like to. Denny will remain supportive of the Chamber and we'd expect nothing less from this generous and thoughtful member.

Andy Wecker, [Manos, Martin & Pergram](#), and Glenn Marzluf, [Del-Co Water Company](#), are stepping down after having served the maximum 2 three-year terms. They will continue to serve on Chamber committees and will remain familiar faces.

And Dusty Hostutler, [Dusty Hostutler Edward Jones](#), leaves the board after seven years. The Chamber by laws state that if a board member serves as board chair in the last year of their second three-year term, they may remain on the board for one more year as the immediate past chair. Twenty-twenty was Dusty's "bonus year" and it's hard to picture the board without him!

It would be impossible to overstate—indeed, it's difficult to sum up—the level of support, wisdom, leadership and encouragement of these gentlemen. Their service equates to hundreds of hours of collaboration and contribution in the growth and culture of the Chamber. Thank you seems far less than what should be expressed.

But as with any strong organization, along with our goodbyes comes the welcome of new faces. The board of directors is pleased to announce and introduce three new members. Kirt Trimble, [Trimble Insurance Agency](#), Kim Saunders, [Ohio State University Wexner Medical Center Outpatient Care Lewis Center](#), and Tamra Bower, [Polaris Fashion Place](#), will be stepping into leadership positions. From a third-generation iconic small business to a world-class health care and research institute to one of the area's premier retail giant, these three folks bring a wealth of experience and engagement to the Chamber's governing body. The remaining current members of the board look forward to working with Kirt, Kim and Tamra.

So here's to 2021. If ever there was a year poised to start out bumpy but finish strong, this is it! The Chamber is so fortunate to have a ready pool of dedicated and interested members poised to lead.

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

If you're thinking

I need a
better bank

then you need to think
beyond the banks.



Lisa Clark, Manager

Delaware Service & Lending Center
33 London Road
by Walgreens, Delaware, OH 43015

740.363.8118
lclark@cescu.com
www.cescu.com

CES Credit Union 



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

We Are Grateful.

For more than 90 years, we have helped our
clients achieve financial success. **Thank you**
for choosing Maloney + Novotny.



maloney
maloney + novotny LLC
CELEBRATING 90 YEARS

Delaware | 740.362.9031

maloneynovotny.com

Welcome New Members

Onda USA, LLC

Alberto Bordignon - Managing Director
600 London Road
Delaware, OH 43015
(614) 312-3342
onda-us.com



Manufactures thermal exchange products

Pizza Cottage

Craig McMillen - General Manager
8753 Owenfield Drive
Powell, OH 43065
(740) 215-2672
pizza-cottage.com



Serves wings, salads, subs & pizza

Rotary Products, Inc.

Ben Buechel - Owner
P.O. Box 370
Ashley, OH 43003
(740) 747-2623
rotaryproductsinc.com



Manufactures custom-made loading dock equipment

Reinvesting Members

[Advantage Family Outreach & Foster Care](#)
[Central Ohio Physical Therapy](#)
[Dreamshine at Autumn Lakes, LLC](#)
[Dry Patrol of Central Ohio](#)
[Edge Technology Consulting, LLC](#)
[Elite Foot and Ankle, LLC](#)
[Express Employment Professionals](#)
[First Citizens National Bank](#)
[Focus CFO Group, LLC](#)
[Habitat for Humanity of Delaware & Union Counties](#)
[Heart of Ohio Homeless Shelter](#)
[Homewood Suites by Hilton Columbus Polaris](#)
[Liberty National Bank](#)
[Miller's Country Gardens](#)
[Nationwide Children's Hospital - Lewis Center](#)
[S&S Midwest Fire Protection, LLC](#)
[Scribe CPAs](#)
[Straight Up Equipment Co.](#)
[Stratford Ecological Center](#)
[Williams Insurance Agency, Inc.](#)

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.

January Calendar

Workforce Development & Education Committee

Friday, January 8
8:00 am via Zoom

Government Affairs Committee

Tuesday, January 12
8:00 am via Zoom

Manufacturers' Council

Wednesday, January 13
7:30 am via Zoom

Safety Council

Tuesday, January 13
9:00 am via Zoom

[Click here to register for link](#)

Leadership Delaware Social Services, Volunteerism and Boardmanship Day

Thursday, January 14

Chamber Board of Directors

Wednesday, January 20
7:30 am Chamber office

Third Thursday

Annual State of the City
Thursday, January 21
noon via Zoom

[Click here to register for link](#)

New Member Orientation

Tuesday, January 26
9:00 am via Zoom

[Click here to register for link](#)

Non-Profit CEO Group

Friday, January 29
9:00 am via Zoom

SAVE THE DATE

Golf Outing
Friday, June 18, 2021

Clay Classic
Friday, October 8, 2021

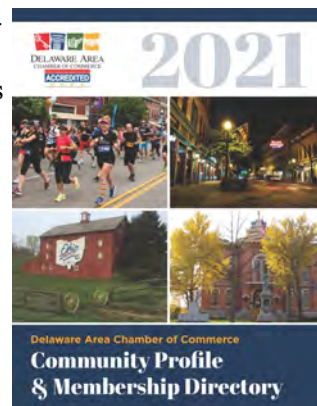
[Click here to visit the chamber's interactive calendar of events](#)

2021 Community Profile and Membership Directory

The 2021 publication of the Chamber's annual Community Profile and Membership Directory is on its way to the primary contact of your membership. This beautiful publication, the only of its kind in the county, was assembled and printed this year by [Minuteman Press of Dublin](#).

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](#).



Local agency celebrates golden anniversary; recognizes generous community leaders

As the community's only comprehensive 24/7 resource, [Helpline of Delaware and Morrow Counties](#) is the go-to for supporting and empowering change. Their highly trained specialists offers free compassionate support to anyone in crisis or in need of information, connecting people with the right community resources.

For fifty years, Helpline has offered prevention programs promote and advocated for emotional health and wellness through addressing suicide and depression, sexual assault, child sexual abuse and family violence to influence change in our community. Based in Delaware, HelpLine is a contract provider of the [Delaware-Morrow Mental Health and Recovery Services Board](#) and partially funded by [SourcePoint](#). A [United Way of Delaware County](#) partner, HelpLine is accredited by the American Association of Suicidology, National Alliance of Information & Referral Systems and certified by the Ohio Department of Mental Health and Addiction Services.

As the agency celebrates its golden anniversary, they also recognize Sue Hanson, who has served as its executive director for 25 years. In a change from their annual awards and "friendraising" celebration, HelpLine hosted their second annual Guardians for Good event online on Giving Tuesday, December 1. The event, hosted by Bob Kendrick and Stacia Naquin on Facebook and [YouTube](#), focused on the importance of embodying positive energy and finding the positive intent behind every action.

The theme "Be the Good, See the Good" encompassed this year's class of winners, several of whom are chamber members, including [Family Promise of Delaware County](#), [Delaware Public Health District](#), and [Delaware County District Library](#) Director George Needham. These individuals and organizations have risen to the challenge to find new, creative ways to deliver service and selflessness in a year unlike any other.

The Chamber is grateful to Helpline for their contributions to the quality of life in our communities. The services offered at Helpline can never be overstated and no other one organization can provide all that they do. Congratulations to Helpline on their 50th anniversary and also to the very worthy Guardians for Good.



City offers revolving loan

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

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



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

To apply, please visit <https://www.ecdi.org/small-business-loans/>. For further questions, please reach out to Aaron Cornell at (614) 559-0196 or by email, ACornell@ecdi.org.



Conversations That Change EverythingSM

614.794.8710
www.hwco.com



HW & Co.
CPAs & Advisors
CELEBRATING 30 YEARS

Cleveland | Columbus | Mentor

REBUILD MY TOWN

Columbus, Ohio



Help lift up your community by sharing the Columbus virtual mosaic, which encourages consumers to support local this holiday season.

You can still be a part of this campaign by adding your business to our Support Local directory, where local consumers can find you and give you their business.

[Shop Local Now](#)

Show your support by promoting it on your marketing and social channels. Join the movement!

Spectrum Reach stands with our communities. **Together, we will rebuild.**

Is your advertising strategy ready for 2021?

Reach us at [1-844-TO-REACH](tel:1-844-TO-REACH) to schedule a call with a local Account Executive today.

County offers relief programs

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

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

The fund was engineered by the Commissioner-appointed Delaware County Economic Recovery Advisory Team, a committee that was established in response to the COVID-19 pandemic. Delaware County officials, including Clerk of Courts Natalie Fravel, have contributed \$2.5 million to get the fund started. The Delaware County Finance Authority, **Orange Township** and **Liber ty Township** have each contributed \$250,000. The committee continues to seek additional contributions to the fund.

To apply for the loan, visit <https://BSBDelCo.com>. For more information about Delaware County's response to the economic impacts of the COVID-19 pandemic, [visit their website](#).



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.

Upcoming TechCred Application Periods Opens January 4th

Lt. Governor Jon Husted, Director of the Governor's Office of Workforce Transformation, announced the results of the October round of TechCred, which will provide the opportunity for 246 Ohio companies to upskill their workforce.

The most recent TechCred application period closed at the end of October. During this round, **246 Ohio employers** were approved for funding, resulting in Ohio employees earning up to **3,164 technology-focused credentials**. This round marks a milestone as funding for the program has been approved for over **15,000 credentials**.

In August, the TechCred program exceeded 10,000 tech-focused credentials, fulfilling a commitment made by Governor DeWine and Lt. Governor Husted to fund 10,000 technology-focused credentials each year. Since the program's start, a total of **966 Ohio employers** have been approved for funding, supporting the earning of **15,105 tech-focused credentials** by Ohio employees. The seventh TechCred application period opens on **Monday, January 4th** and closes on **January 29th at 3:00 p.m.**

Businesses with employees who have completed their TechCred training are reminded to submit proof of credential completion to receive reimbursement at TechCred.Ohio.gov.

You can learn more about the program at TechCred.Ohio.gov.

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



50 North Sandusky Street • Delaware, Ohio 43015-1926
Phone: 740-363-1313 Fax: 740-363-1314
e-mail: email@mmpdlaw.com; Web page: mmpdlaw.com

Practicing in Business, Civil Litigation, Employment, Estate Planning and Estate Administration, and Real Estate

Drawing By Karen Collins

Member announces long-awaited expansion into the city of Delaware

Mark Johnson, President and CEO of [The First Citizens National Bank](#), has announced the planned opening of a branch office at the corner of W. William Street and S. Franklin Street in Delaware, Ohio. The branch is expected to open in March 2021, followed by a major expansion to the building.



“We have been serving customers in Delaware for a number of years from our Powell and Marion locations,” stated Johnson, “but with banks in the Delaware market consolidating and selling to out-of-state owners who are drastically raising fees we felt the time was right for a true community bank to step in to serve the community.”

The location, which is located at 33 W. William Street, previously served as a free-standing three-lane drive-up bank branch, is being upgraded to serve as a temporary full-service bank branch while a major 2,200 square foot addition is being constructed. First Citizens entered into a long-term lease arrangement with property owner Hiram Lodge #18 F & M and expects the new addition to be completed by the end of 2021.

Johnson added: “We looked for a downtown location with good access, parking and drive-up capabilities and are very pleased with this location. We feel very much at home in Delaware.”

First Citizens, which has been very active in the Delaware Area Chamber of Commerce and was recipient of Outstanding Chamber Member and Large Business of the Year awards, prides itself for its unique style of community banking.

“We do business the old-fashioned way, with lots of personal service,” stated Johnson, “but we also understand that today, that’s not enough. Our business and retail customers demand leading-edge technology, such as cash management, merchant services, mobile banking, Zelle®, Apple Pay and Google Pay, but they also want access to experts who can provide the advice they need for more complex banking questions.”

The First Citizens National Bank is the 4th oldest national bank in the United States still operating under local leadership. Founded in Wyandot County in 1860, the Bank operates twelve banking and ATM locations in Wyandot, Hardin, Marion, and Delaware Counties, including a branch in Powell at the corner of Sawmill Parkway and Powell Road.

Welcome to the neighborhood!

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

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

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



Your online calendar displays events from other members, Chamber events, and of course, any events that you have posted. You can register online for Chamber events only; to register for another member’s event, please contact that member directly. If the event you’d like to register for has a fee associated with it (for example, Third Thursday luncheon is \$20 per person), you can pay online right then and there, select to pay at the door, or let us know you’d like an invoice. [Click here for the full instructions on registering for Chamber events.](#) So, you’ve attended an event and you opted to be invoiced for it. You can pay that invoice online as well as ANY Chamber invoice. [Click here for instructions on how to pay invoices online.](#)

Chamber newsletter advertising a good value

More than 1200 readers at over 450 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value.

Ad prices are for one run:

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

Trusted and professional tax, auditing, and business valuation experts



BodinePerry
Certified Public Accountants & Advisors

7620 Olentangy River Road, Columbus, OH 43235
614.431.1040 | [BodinePerry.com](#)

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.

® 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.



A message from the Government Affairs Committee

The Chamber's Government Affairs committee shares some information on significant pending legislation to keep you informed. What to watch:

[House Bill 606](#): COVID Liability Protections

- Status: Signed into law
- Summary: Provides broad liability protections to employers related to COVID-19

Legislation supported by the Ohio Chamber of Commerce

[House Bill 352](#): Employment Law Uniformity Act

- Status: Full vote expected this week in Ohio House
- Summary: The current legal environment makes it relatively easy for employers to be sued under discrimination claims. This bill protects employers by making it harder to bring these types of lawsuits to them.

Legislation supported by the Ohio Chamber of Commerce

[House Bill 621](#): Business Fairness Act

- Status: Awaiting full vote in Ohio House
- Summary: Removes the distinction of "essential" businesses so all industries are more fairly treated through COVID-19 restrictions.

Legislation supported by the Ohio Small Business Council

Additionally, the state recently launched a grant relief program. More info at <http://allforohio.com/>.

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.



Contact your legislator:

Ohio Senate District 19

Andy Brenner
Senate Building
1 Capitol Square
Ground Floor
Columbus, OH 43215
Hometown: Powell
(614) 466-8086
[Email](#)

Ohio House District 68

Rick Carfagna
77 S. High St
13th Floor
Columbus, OH 43215
Phone (614) 466-1431
Fax (614) 719-6990
[Email](#)
District 67
Kris Jordan
77 S. High St
11th Floor
Columbus, OH 43215
Phone (614) 644-6711
Fax (614) 719-0002
[Email](#)

US House District 12

Troy Balderson
250 East Wilson Bridge Rd.,
Suite 100
Worthington, OH 43085
Phone: (614) 523-2555
[Email](#)
District 4
Jim Jordan
[Email](#)
US Senate
Rob Portman
[Email](#)
Sherrod Brown
[Email](#)

Government Affairs committee needs YOU

The Chamber's GAC meets the first Tuesday of the month and is recruiting members to serve. If you follow or lobby for business-related issues in your industry, consider joining our committee and help shape the Chamber's legislative agenda and advocacy. Contact holly at hquaine@DelawareAreaChamber.com.

OhioHealth Grady Memorial Hospital

Quality medical care serving the Delaware community.



Whether you need preventive care, emergency services, a routine test or rehabilitation, OhioHealth Grady Memorial Hospital is here for you. And, if additional care is required, *WE* seamlessly connect you with physicians and facilities from our entire OhioHealth system and then arrange follow-up care in your hometown.

BELIEVE IN *WE*™  OhioHealth

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

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

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

In addition to financial protection, this innovative alternative offers:

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

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

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

Creative Financial Insurance Services Agency

Jim Roesch

jwroesch@discovercfi.com

740-363-5433

*Anthem Elite Certified



Preferred Benefits Services Agency

Mark Pettitt

mark@prefben.com

740-363-6028

*Anthem Elite Certified



PREFERRED BENEFITS SERVICES AGENCY, INC.

Chamber newsletter advertising a good value

More than 1200 readers at over 450 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value. 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
Half page: 8 x 5.25 H	\$90
Quarter page: 4 x 5.25 H	\$75
Eight page: 4 X 2.62 H/V	\$50

 **The FIRST CITIZENS NATIONAL BANK** MEMBER FDIC | EQUAL HOUSING LENDER



MORE
than just banking!

Powell Banking Center

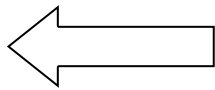
9595 Sawmill Parkway Powell, OH | (614) 789-9595 | www.FirstCitizensNational.com

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

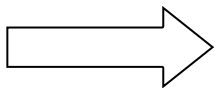
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



Black Wing is a family-owned, full-service shooting facility known for

- Unmatched service
- Awesome experiences
- Empowering opportunities

Visit us to see the Black Wing difference!



**3722 MARYSVILLE ROAD
DELAWARE, OHIO 43015**

**(740) 363-7555
WWW.BLACKWINGSC.COM**

Member makes significant donation

In 2019, [Artina Promotional Products](#) created the Choose Kind Foundation to honor the legacy of the family matriarch, the late Sue Bouzounis. In honor of Sue's 79th birthday, the foundation presented its largest grant to date of \$10,000 to the Make-A-Day Foundation. The Choose Kind grant will be used specifically to aid in the startup costs of their new mobile outreach unit (aka: Community Opportunity & Appreciation Truck " [COAT]) that will allow Make-A-Day's outreach and relief efforts to become mobile so they can reach people where they are in our community.



Make-A-Day Foundation is a non-profit organization that provides outreach to Columbus' homeless population. For more than three years, these outreach efforts have been centered around hosting block party styled, pop-up events. Each event focuses on connecting homeless guests with the community and resources available to end homelessness. Each event also provides guests with free clothing, personal care items, a complementary meal and of course their famous haircuts, shampoos, and shaves from some of the city's best local cosmetologists. 2020 has been a big challenge in putting on these events on and providing these important services but Make-A-Day has persevered none-the-less. The Make-A-Day Foundation is Empowering the impoverished through inclusive community events, acts of kindness, advocacy and educational awareness.

To learn more about the Choose Kind Foundation visit them at <https://www.artina.com/choose-kind-foundation/>

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.



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](#)
- ⇒ [Joslyn Law Firm: Criminal Defense Lawyer—Joslyn Law Firm](#)
- ⇒ [FREE Emergency Ready Profiles—SERVPRO of Delaware](#)

HOT DEALS

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

- If you're not publishing **Hot Deals** on the Chamber's home page, you're missing one of the benefits of Chamber membership and missing thousands of potential customers
- ⇒ No strings— FREE to Chamber members.
 - ⇒ The Chamber's Website boasts visitors each day.
 - ⇒ And your Hot Deal will be listed in the Chamber newsletter and eblasted to nearly 1,000 Chamber-member addresses
 - ⇒ No limit to the number of Hot Deals
 - ⇒ Do-it-yourself: get your login and password and publish Hot Deals yourself— it's faster and the independence means you can post any-time, all the time.

CompManagement Health Systems announces merger and name change

We are excited to share the news that CompManagement Health Systems, Inc. (CompManagement MCO) is merging with CareWorks of Ohio, Ltd. (CareWorks MCO), effective Monday, December 21, 2020. This merger will accompany a name change to Sedgwick Managed Care Ohio (Sedgwick MCO).

You will recall that Sedgwick, CompManagement's parent company, acquired CareWorks in 2019. For the past 16 months, the teams at CareWorks and CompManagement have partnered to develop best practices to ensure outstanding outcomes remain available to our members. We are excited to partner with this new level of managed care!

A couple of things to note below for our members who utilize CompManagement Health Systems:

- Your MCO service team will remain the same. Your Case Examiner, Nurse Case Manager and Account Executive will continue to work with you, your employees and your organization.
- This does not impact the administration of our group rating or group retrospective rating programs.

Again, there will be no change in MCO contacts for you or your injured workers as a result of this merger. We look forward to the valuable resources that Sedgwick MCO brings to our members. For additional information, we invite you to visit www.SedgwickMCO.com.

This merger only impacts the managed care side of the business. At this time, there are no changes to the TPA side which includes CompManagement group programs.



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.

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.



Chamber Referral Buck\$\$...

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

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

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*.

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! Call the office for format details. 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.