

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

January 2022

Sustaining Members

*Industry Exclusive
Platinum Level*



Gold Level



Silver Level



Bronze Level



*The Delaware Area
Chamber of Commerce
Established 1907*



Chamber now accepting 2021 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 2021?

⇒ 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 auction, award ceremony, and amazing tables.](#)

And put Thursday, February 3, 2022 on your calendar. Invitations are sent via email in early January to the primary representative of your company. Watch for it!

2022 Annual Dinner Corporate Sponsors

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**2022 Board of Directors
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Ana Babiasz— Treasurer
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City chosen as Best Hometown. Again.

Congratulations to the [City of Delaware](#) for being chosen by Ohio Magazine as a Best Hometown. Centerville, Chillicothe, Delaware, Sandusky and Wadsworth were recognized as great places to live, work and visit in the magazine's 2021-22 Best Hometowns issue.

To determine the honorees, *Ohio Magazine* solicited nominations and conducted site visits across the state in the spring and summer. The editors evaluated the nominees in six categories — Community Spirit, Education, Entertainment, Health and Safety, Business Environment and Culture and Heritage — to help finalize their selections.

[Read what Ohio Magazine had to say.](#)



January Business AFTER Hours celebrates anniversary of iconic local business

[Fidelity Federal Savings & Loan](#) is celebrating their *135th anniversary* by hosting the January 20 Business AFTER Hours at their downtown Delaware branch at 60 N. Sandusky St. Join the Chamber in hailing the history and local contributions of this community bank with president Ana Babiasz and the bank's board of directors and incredible staff.



Food, networking— bring lots of business cards to share. The event is held from 5:00—6:30 pm. Please let us know you'll be attending. [Click here to register.](#)

New member orientation—welcome or brush up

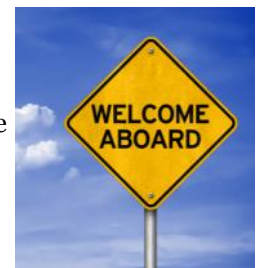
Every quarter the Chamber holds a new member orientation. Members mingle with board members over coffee and pastries and then retreat to the conference room where Chamber staff run through the benefits of membership.

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



Networking tradition returns

The 9th annual [First Citizens National Bank](#) joint Business After Hours at its Powell banking center with the Powell and Delaware Area Chambers was back this year. Host Calvin Gebhart provided guests with wonderful food, drinks and various prize drawings from a variety of area businesses. This was a wonderful opportunity for members of both chambers to meet and network. Thank you to First Citizens for hosting this annual holiday joint chamber event. [Click here for more photos.](#)



Networking tradition returns



No, you're not seeing double. Chamber staff enjoys nothing more than annually hosting the December Before Hours. With an excuse to deck the halls and provide food and cheesy gifts, filling the office with noise, laughter and networking is the best holiday gift for Chamber staff. Especially after missing it last year.

Also a tradition, this year's game of thirteen Santas hidden throughout the office, involved emoji clues to the title of a holiday song. The Chamber awarded three guests for getting high scores

on the game: Aric Arnett, [Ohio Living Sarah Moore](#), came in at 17 of 19 correct answers; [Delaware County District Library's](#) George Needham with 14, and [Alpha Group's](#) Liz Owens with 12.



New members, prospective members; incoming and outgoing board members, Chamber regulars and some folks we haven't seen in a while– it was a lovely event and, as the holidays tend to do, it inspired a spirit of warmth and comradery and a reminder from President Holly Quaine to help each other prosper by looking to Chamber members first when doing business and to share those experiences with the Chamber. Lots of wishes for a healthy and happy 2022 and a hope to see everyone at the annual dinner!

Many thanks to office manager Sarah for making the office look so festive. [Click here for more photos](#)



Make a new year's resolution to highlight your business

Chamber announces new advertising opportunity: *website banner ads*

Advertising in the Chamber newsletter has always been a great deal. With its distribution list of over 1200 Chamber members and its archival on our website, your ad has a long shelf life. Advertising in our annual Community Profile and Membership Directory is another vehicle to use the your Chamber membership to reach an audience throughout the county. The beautiful, full color 64-page one-of-its-kind publication with its description of the county and Chamber membership directory is sent to new movers and distributed in public places for people to browse and learn about Delaware County featuring photos of our members and ultimately a reference guide to goods and services through the membership directory. Linked on our website, anyone searching for a profile of our community accesses the directory.

Today the Chamber announces a third means of advertising that reaches a third type of audience: the Chamber website. You can now place a banner ad on the Chamber's website where it will be seen via 3600 viewers per month on the website pages that get the most attention: Website's home page, any calendar event, any business search, Hot Deal search, any Job search, and Member Login. That's hundreds of combinations of searches that expose your ad. And just like our newsletter ad pricing, banner ads will come in a one-month run or discounted multi-month run. In addition, if you choose the multi-month option, you can choose the three months or run them consecutively. And just like the newsletter multi-run option, you can change up your banner at any time.

Banner ads will be \$125 for one month or \$300 for three months. Questions? Contact Sarah at dachamber@delawareAreaChamber.com or call 740-369-6221.

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. **TRUE!** The Chamber encourages members to supply the office with their brochures for display at no charge. 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



Our Guiding Principle

The Delaware Area Chamber of Commerce acts as a champion of prosperity by influencing policy and regulations that impact the interests of business; researches, communicates, educates and advocates public issues on behalf of the and quality of life and the interests of business.



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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 three board members who are ending a combined fifteen years of service!

Bill Morgan, [2K General](#) and Zach Price, [Triad Architects](#), 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.

Eric Moulton, [The Daily Dumpsters](#), 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. Eric will remain supportive of the Chamber and we'd expect nothing less from this generous and thoughtful member.

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 four new members. Angel Boulis, [Maloney + Novotny](#); Ken Levering, [Delaware Court Healthcare Center](#); Jason Sanson, [Environmental Design Group](#); and back for her third go-around over the past 20-some years is Maribeth Meluch, [Isaac Wiles Attorneys at Law](#). These members 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 Angel, Ken, Jason & Maribeth.

So here's to 2022: The Chamber is so fortunate to have a ready pool of dedicated and interested members poised to lead.

A note from the president

The disparate and varied factors that have impacted today's environment are unprecedented. The landscape for business and community has been no doubt forever changed by events across the globe and in our respective backyards. The challenges you face today seem to be coming from all directions— some you've seen before, some unimagined, some just puzzling— and the solutions, for sure, will reshape every corner of our world.

Here's what remains constant: Your relentless drive and courage defies description. You are heroes, turning on your "OPEN" sign every day despite challenges the rest of the world isn't aware of. From our members who work alone from their home, to the municipalities and other public sector agencies and institutions that face so very many of the same challenges the for-profit world does but in the very public eye; to retail, manufacturers—to our non-profit sectors that serve with passion in spite of so much uncertainty... heroes all.

There has never been a more important time for Chamber members to look to each other for encouragement and to give support; to share practices and solutions, and to use your Chamber membership as a gateway to the collaboration, education and relationship-building that makes everyone stronger.

I am honored to steward the Chamber on your behalf 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 2022!

-Holly



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.

Share your news

New staff? Let us introduce them. New product line? Let's announce it. Industry recognition? Toot your horn.

Tell us what's going on in your business so that we can share it with our membership. E-mail your news to hquaine@DelawareAreaChamber.com.



ODOT adds additional opportunities for public input in 23 corridor study

Two additional public meetings have been added to provide another opportunity to learn about Route 23 Connect project. The information shared will be the same that was shared at the November public meetings; no new information will be presented. ODOT will introduce the initial concepts, explain how they will be evaluated, and get public input. You are encouraged to ask questions and/or provide comments during this meeting. The same information will be presented at all meetings – whether they are virtual or in-person – so please attend the meeting that best suits your needs. A presentation will be given at the start time of each meeting.



PARTICIPATE IN PERSON: Wednesday, January 19, 2022, 6:00 pm - 8:00 pm , Delaware County Fairgrounds, Exposition Center | 236 Pennsylvania Avenue, Delaware, OH 43015.

For in-person events, all persons in attendance will be required to follow all federal, state, local, or venue policies in effect on the meeting date. This includes face covering policies and/or other health-related protocols.

PARTICIPATE ONLINE: Thursday, January 27, 2022, 12:00 pm, publicinput.com/23Connect | Join by phone at: (855) 925-2801, code: 4637

Individuals who require interpretation services or a reasonable accommodation to participate in these meetings should contact Brooke Ebersole at 740-833-8268 no later than January 12, 2022. Public participation is solicited without regard to race, color, sex, age, national origin, or disability.

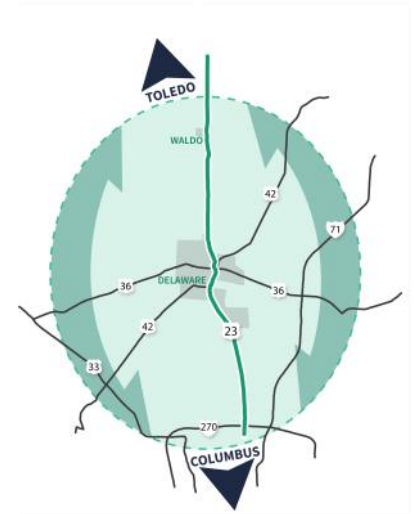
Take the survey!

Find the survey on the project website under the "Survey" tab here: www.publicinput.com/23Connect. The current public comment period has been extended.

Questions and comments can be submitted on the study website and by mail, email, or phone.

Please submit your comments by February 28, 2022 to be considered during this phase of the study.

Route 23 Connect is a corridor study to determine the feasibility of creating a free-flow connection between Toledo and Columbus. Currently, this corridor experiences congestion, unpredictable travel times, and high crash rates.



This study will evaluate multiple large scale improvements to the U.S. Route 23 corridor between Waldo in Marion County and Interstate 270 in Franklin County including an upgrade of the existing alignment, and a combination of the existing alignment and new connections to U.S. 33 or I-71. These alignments are conceptual only, no detailed alignments have been identified yet.

These alternatives will be compared on a variety of metrics, including travel time benefits, safety, impacts, and cost.

For additional study information and to participate in upcoming public meetings, please visit: <https://publicinput.com/23connect>.

2022 Community Profile and Membership Directory

You have already received the 2022 publication of the Chamber's annual Community Profile and Membership Directory. This beautiful publication, the only of its kind in the county, was assembled and printed this year by [Minuteman Press of Dublin](#).

Copies are 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](#).





HR Six Pack Series Returns

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:

- ⇒ **Hiring:** applications, interviews, ADA, I9, reference checks, tests and assessments, avoiding pitfall questions you think is innocent small talk; medical marijuana in the workplace
- ⇒ **Employment manuals:** policies, content, required postings, NLRB guidelines for social media, confidentiality; non-competes and non-disclosure agreements, protecting trade
- ⇒ **Leave:** sick leave, drug rehab programs, EAPs, ADA accommodations, absenteeism
- ⇒ **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
- ⇒ **Regulatory:** wage and overtime, commissions, OT exemptions, record-keeping, OSHA, Whistleblower, HIPAA, time-keeping, email and smart phone issues, unemployment compensation
- ⇒ **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 14. Attendees must prepay to be eligible to participate. [CLICK HERE TO REGISTER](#). CLASS SIZE IS LIMITED.

As it always is, the series will be facilitated by our brilliant attorneys Maribeth Meluch, [Isaac Wiles, Attorneys at Law](#), and Shane Dawson, [Dinsmore Shohl, LLP](#), who, between them, have over 50 years' legal experience.

Chamber networking events available for new year

One of the fundamental benefits of a chamber membership is the opportunity to meet other members. The Delaware Area Chamber offers members the chance to host or attend either an am or pm networking event most months.

Want to show off your business by inviting members over for refreshments and schmoozing? The Chamber is taking reservations for hosting in 2022. Dates are filled on a first-come basis* so contact the Chamber to hold your date. Contact Sarah at dachamber@DelawareAreaChamber.com.



Available dates for 2022:

Business BEFORE Hours 8:00-9:30 am

March 3
April 7
June 2
July 7

September 1
October 6
November 3

Business AFTER Hours: 5:00-6:30 pm

April 21
July 21
August 18
November 17

* Excluding annual traditional events, please allow 18 months since your last hosting.

Partner agencies celebrate opening of housing project

TAG Community Living, Inc. (TAG), the sister agency of [The Alpha Group](#), partnered with [Habitat for Humanity of Delaware & Union Counties](#) on a home build for individuals with intellectual and developmental disabilities. [This project](#) is a two-unit three-bedroom duplex. The goal of these new homes is to encourage independence and build financial responsibility, while providing home and community-based services. The official groundbreaking was April 21, 2021.

On December 15, Alpha director Liz Owens' vision was realized when the community gathered to help her cut the ribbon on what will be home to



clients served by Alpha. The first of its kind but not the last, these gorgeous, well-thought-out homes are just that— homes.

Liz credits her staff and her board of directors for supporting her vision. In order to make this project happen, Alpha had to form an independent 501 c 3. This out-of-the-box thinking is trademark Liz and the community benefits.

Congratulations to Alpha and Habitat!
[Click here for more photos.](#)



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 announces additions to leadership team

Maloney + Novotny LLC, an Ohio based CPA firm, has announced the election of five new shareholders, Angelique Boulis, Dale Dresch, Jeff Koons, Greg Ruban and Dan Tomola.

“These individuals exude professionalism and leadership skills that exemplify the firm’s commitment to providing the highest quality service to our clients,” said Jon Ruple, the firm’s managing shareholder. “They have worked very hard to get to this far and have certainly earned this distinction” adds Ruple.

Angel joined Maloney + Novotny’s Delaware office in 2010. She specializes in servicing small businesses providing a variety of business and tax services. Angel helps her clients plan by offering accounting and tax planning strategies that will save them money and increase profits. Prior to joining M+N, she spent six years as the CFO of a privately held business. This allows her to better understand her clients and the challenges that come along with running a business.

Angel graduated from the University of Cincinnati, College of Business Administration in 1994. She is a member of the American Institute of CPAs and the Ohio Society of Certified Public Accountants. Angel currently serves on the Board of Directors and as Treasurer for Grace Clinics of Ohio, Inc. and ConneXus Performing Arts Association, Inc. She is newly elected to the Delaware Area Chamber of Commerce Board for 2022 and serves as chair for their Ambassador Committee.

Maloney + Novotny is one of Ohio’s largest full-service CPA and business consulting firms and celebrates 90 years of helping clients achieve their goals and financial success. The Firm provides attest, tax and advisory services through long-term relationships built on trust and service. Maloney + Novotny is a member of Nexia International, a worldwide network of independent accountants, business advisors and consultants. For more information visit maloneynovotny.com



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An educational opportunity for company employees

Since 2016, [Columbus State Community College](#) and Franklin University have partnered to bring the Exact Track program to the Columbus State Delaware Campus. This business program earns students an Associate of Applied Science in Business Management from Columbus State and a B.S. in Business Administration and Management and Leadership from Franklin University. Below are the benefits of the program.



Convenient: Classes are automatically scheduled each semester for Exact Track students by academic advisors.

Predictable: Courses are held the same day and time throughout the program. You'll take two classes every eight weeks: One online class and one in-person class (Tuesday nights at Columbus State's Delaware campus)

Collaborative: Work with same group of peers throughout the program.

Cost Effective: Textbooks and parking are provided free of charge.

Supportive: Advisors are on hand to support you throughout your education.

Streamlined: Coordination between Columbus State and Franklin University means seamless transfer of admission, financial aid, and transcript information.

If you are interested in learning more about this program, you can register for one of our Exact Track info sessions. Registration Link: <https://www.csc.edu/academics/departments/exact-track/index.shtml>

Also, if any businesses are interested in having a virtual presentation for their employees, we can set that up as well.

To learn more about the program, please contact Lawrence James at (740) 203-8224 or email at ljames6@csc.edu.

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FAMILY OWNED AND OPERATED

Member receives best-of award. Again.

For the third consecutive year, **Treplus Communities** has been selected to receive Silver Award Honors as a finalist in The Best of 55+ Housing Awards presented by the National Association of Homebuilders (NAHB). This year, Treplus Communities was chosen to receive the award for development of Burr Oak Commons, a 92-unit active adult community in Delaware, Ohio.



Many quality entries were received and finalists were selected based on showing innovation and standing out above the competition amidst a brisk housing climate. Silver Award winners are the top vote recipients in each category and move on as finalists at The Nationals, a black tie event slated for Tuesday, February 8, 2022 at the Hyatt Regency Orlando. This event honors the best in 55+ housing awards, global innovation awards, and NAHB honors. The Nationals salutes and honors the best in the building industry for their determination, integrity, creativity, and endurance.



"This is truly an honor to be recognized for our dedication to innovation in active adult living and the building industry as a whole" says Jane Arthur Roslovic, CEO and Co-Founder of Treplus Communities.


The 55+ Housing Industry Council serves builders and industry professionals who work in the high growth segment of today's housing market, meeting the needs of aging, but vibrant baby boomers.

Treplus Communities is an industry champion and thought leader that is redefining 55+ living for active adults in a setting that is uniquely designed to offer beautiful, single-story, condo-quality apartment homes with attached garages and designer finishes. Universal Design elements are integrated in the maintenance-free apartments and provide a lifestyle solution in select Ohio cities. Each neighborhood is complemented by The Commons, a beautiful community center that is the heart of the community offering a spacious venue for entertaining, fitness, group events, business meetings, and resident activities. Treplus Communities provides the space and structure for a rich, socially-engaging resident experience along with a luxury real estate product.

For more information on the NAHB, please visit www.nahb.org. For more information about Treplus Communities or to schedule a tour, visit TreplusCommunities.com or call 1-833-Live 55+ (548-3550).

About Treplus Communities: Treplus Communities is a premier, multi-family development company based in Columbus, Ohio focused on meeting the needs of active adults age 55+. Our beautiful communities offer single-story, condo-quality luxury apartments with attached garages and private entrances that incorporate Universal Design principles and feature designer finishes. We offer amenity-rich, maintenance-free communities that allow residents to enjoy a carefree lifestyle with great opportunities for social engagement.

MANOS, MARTIN & PERGRAM CO., LPA
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Drawing By Karen Collins

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.

City and County partner to move project forward

[Delaware City](#) Council recently voted to enter into a contract with the [Delaware County](#) Finance Authority to issue bonds valued at nearly \$7.5 million.

The funds will be used for improvements at “The Point,” the east side bottleneck where U.S. Route 36 and state Route 37 enter from the east and split at the railroad bridge. The plan calls for widening the road and replacing the bridge.



Construction on the project is expected to begin in 2023. The city will issue the bonds late next year.

“This is a great deal for the city of Delaware,” said Mayor Carolyn Riggle. “This gives us the funds to keep moving forward with this important project. We are grateful to Delaware County Treasurer Donald E. Rankey Jr. and the Delaware County Finance Authority for creating and administering a bond

fund that keeps our dollars local and benefits all the taxpayers of the county.”

Rankey announced the creation of the Delaware County Bond Fund in July. The fund was created to give local governments in Delaware County the ability to issue bonds for capital projects at a lower interest rate than they can get on the open market. Conversely, the bonds return a higher interest rate to the county than available with traditional investments. The project was launched in conjunction with the Delaware County Finance Authority, which acts as the administrator and issuer for the bond fund.

Under the terms of the resolution:

- The city will issue bonds totaling \$7,464,674
- The bonds will be issued for 10 years at 1.75% interest
- There will be a 1% origination fee of \$74,647

“I never get tired of saying this: It’s a win-win for both sides,” Rankey said. “The bond fund is able to assist the city of Delaware in a very important project. In return, the taxpayers of Delaware County will get a better return on their money.”

Delaware County Finance Authority Treasurer David Stadge noted that the cooperation between Delaware County and the City of Delaware provides significant financial benefits to both parties without impairing the county’s ability to borrow to finance projects. Coupled with previous agreements between the Delaware County Finance Authority and Liberty Township and the Tri-Township Fire District, the bond fund demonstrates the need of the county to provide improved access to capital markets.

Bill Bishop, chairman of the Delaware County Finance Authority, said the bond fund is doing exactly what it was created to do.

“The bond fund is putting Delaware County dollars to work in Delaware County,” Bishop said. “This fund is such a great resource for our townships, villages and cities. I expect to see more and more governmental subdivisions take advantage of this fund.”

The DCFA is a political subdivision created by the Delaware County Board of Commissioners to assist in economic development and job creation in Delaware County. The DCFA offers numerous incentive programs and has the ability to issue tax-exempt and taxable bonds for business, developer, nonprofit and governmental projects. The DCFA works in partnership with traditional lending institutions and its public partners to provide the most advantageous financing for projects that benefit the community

Source: [The Delaware Gazette](#)



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

January/February

Calendar

Government Affairs Committee

Tuesday, January 11
8:00 am via Zoom

Leadership Social Services, Volunteerism & Boardmanship Day

Thursday, January 13

Workforce Development & Education Committee

Friday, January 14
8:00 am Chamber office

Chamber Board Meeting

Wednesday, January 19
7:30 am Chamber office

Safety Council

Wednesday, January 19
11:00 am via Zoom
Winter Stress & Safety

Business After Hours

Thursday, January 20
5:00-6:30 pm
Fidelity Federal Savings & Loan
[Click here to register](#)

New Member Orientation

Tuesday, January 25
8:00 am Chamber office
[Click here to register](#)

Manufacturers' Council

Wednesday, January 26
7:30 am TBD

HR Council

Wednesday, February 2
8:30 am Chamber office

Annual Dinner

Thursday, February 3, 2022
Hilton Polaris

Government Affairs Committee

Tuesday, February 8
8:00 am via Zoom

Leadership Social Services Day

Thursday, February 10

Workforce Development & Education Committee

Friday, February 11
8:00 am Chamber office

HR Six Pack

One of Six
Monday, February 14
8:00- 10:00 am
Chamber office
[Click here to register](#)

Chamber Board Meeting

Wednesday, February 16
7:30 am Chamber office

Safety Council

Wednesday, February 16
11:00 am via Zoom
OSHA Updates
[Click here to receive link](#)

Third Thursday luncheon

Sate of the City
Thursday, February 17
11:45-1:00 pm
Brookshire Banquet
[Click here to register](#)

Business After Hours

Thursday, February 17
5:00-6:30 pm
First Commonwealth Bank
[Click here to register](#)

HR Six Pack

Two of Six
Monday, February 21
8:00- 10:00 am
Chamber office
Prior registration required

Manufacturers' Council

Wednesday, February 23
7:30 am

HR Six Pack

Three of Six
Monday, February 28
8:00- 10:00 am
Chamber office
Prior registration required

SAVE THE DATES

Golf Outing

Friday, June 10, 2022

Clay Classic

Friday, October 14, 2022

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

Looking for product or service? Look to your fellow Chamber members *first*.
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Share your news

New staff? Let us introduce them.
New product line?
Let's announce it.
Industry recognition? Toot your horn.



Tell us what's going on in your business so that we can share it with our membership. E-mail your news to hquaine@DelawareAreaChamber.com.

First for business. First for Delaware.

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OUR TEAM: LOCALS BORN AND RAISED

You've probably seen us at Chamber functions, supporting Main Street Delaware, or any number of community events over the years. We care deeply about our community and that pride shows through in everything we do.

To learn more about what we can do for your business, call 740-914-8774. We'll be glad to meet in person or virtually.



FirstCitizensNational.com

100 North Sandusky Avenue, PO Box 299, Upper Sandusky, OH 43351

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L-R: Misty Hayden, VP of Business Development; Todd Everingham, Financial Advisor; Kevin Smith, Regional President - Marion; Frank Reinhard, Regional President - Delaware; Stacy Webb, VP - Branch Operations.



LEADERSHIP
DELAWARE COUNTY
SINCE 1991

Leadership Delaware Education Day Facilitators: Joe Uher '16 & Mark Cooper '17

Newsletter editors: Todd Everingham & Cheyenne Fletcher

The leadership class started the day with a continental breakfast while networking and listening to the Delaware Hayes Orchestra. We also had the opportunity to listen to the choir during our time at the High School, as well as speak with the school's principal.

Our meeting kicked off with representatives from the Delaware County Schools. There was representation from Delaware City Schools, Big Walnut Local Schools, Olentangy Local Schools, Buckeye Valley Local Schools, and the Delaware Area Career Center. It was great to hear many good things about education in Delaware County from the representatives of each school/district. Here is a fun fact/information about each:

- **Delaware City Schools** is located in Delaware, Ohio -- a suburban community located about 20 minutes north of Columbus. The school district was established in 1830 and continues to grow in student enrollment.



Continued on next page

Leadership Delaware Class of 2022

Beth Anderson
[Delaware-Morrow Mental Health & Recovery Services Board](#)
Mike Augenstein
[Marion Technical College](#)
Amanda Bacon
[Delaware County Board of Developmental Disabilities](#)
Andrea Banks
[Ohio Living Sarah Moore](#)
Eric Barr
[Delaware City Schools](#)
Andy Bartlett
[Delaware County District Library](#)
Max Bennett
[Pathways Financial Credit Union](#)
Adonis Bolden
[Delaware City Schools](#)
Rachel Clukey
[Delaware County District Library](#)
Destiny Coleman
[Ohio Wesleyan University](#)
Chris Conrad
[Elford, Inc.](#)
Cathy Courtice
[Willow Brook](#)
[Christian Communities](#)
Lisa Dooley
[Delaware-Morrow Mental Health & Recovery Services Board](#)
Mollie Driscoll
[Delaware County Board of Developmental Disabilities](#)

Dave Erickson
[United Country Real Estate & Auction Services](#)
Todd Everingham
[First Citizens National Bank](#)
Cheyenne Fletcher
[United Way of Delaware County](#)
Andrew Gerberry
[Del-Co Water Co.](#)
Emily Hartley
[Ohio Living Sarah Moore](#)
Courtney Hendershot
[City of Delaware](#)
Craig Hill
[Delaware County Board of Developmental Disabilities](#)
Kathy Hoff
[People In Need of Delaware County](#)
Carrie Hunt
[Delaware City Schools](#)
Jill Jones
[Delaware County Sheriff's Office](#)
Nick Karafa
[Delaware County Sheriff's Office](#)
Gina Kolp
City of Powell
Ian Lafferty
[Power Wellness-](#)
[Mount Carmel fitness Center](#)
Tyler Lane
[Delaware County Prosecutor's Office](#)
Rachel Layne
[Delaware County Job & Family Services](#)
Natalie Long
[United Way of Delaware County](#)

Scot Martin
[MP Digital, LLC](#)
Brianna McFarland
[OhioHealth Foundation](#)
Julie McKenzie
[Delaware County Sheriff's Office](#)
Kate Nelson
[First Commonwealth Bank](#)
Kyle Pace
[Preservations Parks of Delaware County](#)
Dana Polhamus
[First Citizens National Bank](#)
Meghan Raehll
Franklin University
Hunter Rayfield
[Liberty Township](#)
Kevin Rider
[Forensic Human Factors, LLC](#)
Mike Ringle
[Delaware County Auditor's Office](#)
Chris Roshon
[Preservation Parks of Delaware County](#)
Jeff Sell
[Delaware County Job & Family Services](#)
Laura Smith
[SourcePoint](#)
Mikela Thomas
[Olentangy Local Schools](#)
Stephanie Ward
[Fidelity Federal Savings & Loan](#)
Jim Wasil
[Del-Co Water Co.](#)
Brett Wiemken
[Orange Township](#)

Leadership continued

- **Big Walnut Local Schools - Inspire and Guide**

The mission of the Big Walnut Local Schools is to inspire and guide each student to his or her maximum potential.

- **The [Olentangy Local Schools](#)** is comprised of 95 square miles. Most of the district is in Delaware County with a small, southern portion in Franklin County.

- **[Buckeye Valley High School](#)** received a ranking of #74 in the state of Ohio out of 866 high schools putting us in the top 10%. Nationally, Buckeye Valley High School received a rank of #1616 putting us in the top 6% of high schools nationwide.

- **[Delaware Area Career Center](#)** provides unique elective courses to high school students in Delaware County and surrounding areas. DACC students still graduate from their home high school, but they do so with additional college credits, industry credentials, and valuable experiences.



Our next stop was a journey to the Olentangy's STEM Academy

where we had the chance to learn from and get a tour from some of the students currently enrolled in the program. The STEM academy was a really great place to see students excited about opportunities to help them grow. Here is some of what we learned:



Olentangy's STEM (Science, Technology, Engineering, and Math) Academy students focus on education which will develop 21st-century thinking. These focus areas include critical thinking, collaboration, and creativity. These thinking capacities are cultivated through learning activities that are hands-on, relevant to local and global issues, and presented in an integrated transdisciplinary approach. Students learn how to be innovative and think like an engineer, solve real-world problems, conduct relevant research and work with professionals in a variety of STEM fields.

Our class departed from there and headed to Columbus State Community College Delaware Campus. The campus was rather quiet, and from what we were told it, has been that way since COVID-19 entered our lives. Even though the campus was quiet, we could really feel the potential for growth and opportunity that awaits once things get back to 'normal'. Here is a little information about CSCC:

At the **[Columbus State Delaware Campus](#)**, you can earn your associate degree or pursue a short-term certificate. The campus has all the resources you need, including registration, financial aid, tutoring, and more. Delaware students also enjoy extra-curricular activities, the fitness center, and finding space to study and relax.

Next, we went to Delaware Area Career Center. Everyone was very excited; it was time for lunch! The food that was served to us from the culinary arts students was quite delicious! It was good thing we walked around the Career Center afterwards, otherwise the entire class would have fallen asleep. Here is a little more information about the DACC:

DACC offers 28 program options such as Engineering, Robotics, Welding, Biosciences, Fire Service Training, Pharmacy Technician, Cosmetology, & Cybersecurity.

The various programs offered at the Delaware Area Career Center will give students the chance to take advantage of:

- College Credits
- Industry Credentials (higher paying jobs!)
- Internships from personal networking
- Impressive portfolios
- Engaging, hands-on classes
- A college application like no other



Continued on next page

Leadership continued

Our next stop was Woodward Elementary School in Delaware where we were greeted by three different kindergarten classes. They were very excited to show off their 'skills'. It was great to see the young children so eager to learn knowing they have their whole lives ahead of them. Woodward elementary's principal is Eric Barr who is also a current member of Leadership Delaware. Eric shared some of the many great things that happen at Woodward Elementary and we really got the sense that the teachers and staff were just 'one big family'.

Our last stop of the day was the [Delaware County District Library](#) Main Branch. Here we enjoyed a brief overview of the history room, the maker studio, and the room where all of the books get processed and ready for distribution. The maker studio was something that was very interesting to all and here is a little information about it:

The Maker Studio functions as both an educational center for STEAM activities, as well as an open digital fabrication and creation studio for the public.

The Maker Studio includes a 3-D printer, vinyl cutter, laser cutter/engraver, sewing machines and more for use by the public during open lab hours.

The library was our last stop of education day and everyone certainly left feeling a little smarter!

[Click here for all the fun photos.](#)



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***

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. Contact us as dachamber@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
Eighth page: 4 X 2.62 H/V	\$50

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 [Liberty 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](#).



Take your Chamber membership to the next level by investing in a sustaining membership*.

Join the ranks of exclusive members. Sustaining members enjoy their choice of “naming rights” that comes with an a la carte component of opportunities for more exposure. Several packages are available. All packages are renewable at twelve months.

[*Click here for details](#)

Industry-Exclusive Platinum Level \$5000*

- Recognized for twelve months as Platinum Level on Chamber website home page, newsletter, letterhead, staff email signature line, and event programs; banner ad on Chamber website home page for twelve months (\$2000 value)
- \$3000: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

PLATINUM LEVEL: ONLY ONE PER INDUSTRY

Gold Level \$3000*

- Recognized for twelve months as Gold Level on Chamber website home page, newsletter, letterhead and event programs (\$1000 value)
- \$2000: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

Silver Level \$2000*

- Recognized for twelve months as Silver Level on Chamber website home page, newsletter, letterhead and event programs (\$1000 value)
- \$1000: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

Bronze Level \$1000*

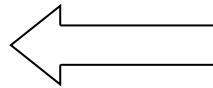
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

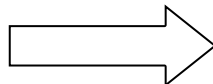
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



DELAWARE AREA
CHAMBER OF COMMERCE



DELAWARE AREA
CHAMBER OF COMMERCE



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Chamber recommends third party administrator; offers discount to members, Chamber Buck\$ for getting a quote

As a member of the Delaware Area Chamber of Commerce, you have access to discounted, first-rate third party administrator for your Worker's Compensation. We're so sure you'll save money and receive great service that **we're offering \$50 in Chamber Buck\$ just for getting a quote.** Just forward the email confirming your quote to dachamber@DelawareAreaChamber.com and we'll send you a certificate good for \$50 off ANY Chamber invoice.



Sedgwick is Ohio's leading third party administrator for workers' compensation specializing in alternative rating/premium discount programs and cost containment strategies that annually save our clients over \$120 million in premium paid.

Take the first step needed to reduce your annual premium by requesting a free, no-obligation quote for group rating or other alternative rating/premium discount programs through our organization and let Sedgwick's experts work for you!

[Click here to request a savings analysis by completing an AC-3 online form \(Ohio BWC Temporary Authorization to Review Information form\)](#)



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.



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

Parks District recognized

The Ohio Parks and Recreation Association (OPRA) has announced its 2021 Annual Awards of Excellence winners. [Preservation Parks of Delaware County](#) was awarded a third-place award in the Natural Resources and Conservation category for the McCammon Creek Stream Restoration Project and a third-place award in the Law Enforcement Programs & Events category for the M.A.S.H. Pantry food drive.



“We are thrilled to be recognized for the wonderful work our staff does every day,” Preservation Parks Executive Director Tom Curtin said. “These projects made a positive environmental impact in Orange Township and a positive quality of life impact on the veterans of Delaware County.”

The McCammon Creek restoration project restores healthy riparian habitat for wildlife and nature views, improves water quality, and provides education opportunities for nearby schools and education institutions — including three schools within a half mile of the property.

In July, the Preservation Parks Division of Park Police partnered with the M.A.S.H. Pantry (Military and Service Heroes), a nonprofit, homegrown organization that provides resources to meet the personal needs that veterans may have. Officers hosted a drop-off location during the summer concert series at Gallant Woods Park.

“Parks and recreation professionals throughout Ohio work every day to improve the quality of life of the people they serve,” said OPRA Executive Director Woody Woodward. “This effort is a shining example of that kind of work, and we are pleased to be able to present this award.”

The awards are judged by a panel of parks and recreation professionals from around Ohio.

Incorporated in 1963, OPRA is a nonprofit, public interest organization representing over 2000 professionals and citizen board members striving to provide quality parks and recreation facilities and opportunities for all Ohioans while protecting and preserving Ohio’s natural resources, positively impacting local economies and health and wellness of its citizens.

Source: [The Delaware Gazette](#)

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.



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Jonathan Marlatt - Attorney/Owner
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Delaware, OH 43015
(740) 363-7761
marlattlaw.com

Provides representation for bankruptcy cases



Spa Retreat

Misty Lycakis - President/Owner
56 North Franklin Street
Delaware, OH 43015
(614) 325-337
spa-retreat.net

Serves as a relaxation spa offering massages, facials & more



Town Money Saver

Ruben Castillo - Owner/Publisher
(614) 679-2803
townmoneysaver.com

Provides savings to consumers with great offers and promotion of local businesses



Town Money Saver.

Reinvesting Members

- [Advantage Family Outreach & Foster Care Central Storage](#)
- [Data Resolutions, Inc.](#)
- [Delaware County Fair](#)
- [Dexxon Digital Storage, Inc.](#)
- [Edge Technology Consulting, LLC](#)
- [Family Financial of Central Ohio](#)
- [First Citizens National Bank](#)
- [Floagility, LLC](#)
- [Focus CFO Group, LLC](#)
- [Functional Training Services](#)
- [Habitat for Humanity of Delaware & Union Counties](#)
- [Helpline of Delaware & Morrow Counties](#)
- [Liberty National Bank](#)
- [Miller's Country Gardens](#)
- [Minuteman Press - Dublin](#)
- [Nationwide Children's Hospital Lewis Center](#)
- [Onda USA, LLC](#)
- [OSU Extension, Delaware County](#)
- [Pizza Cottage](#)
- [Rotary Products, Inc.](#)
- [Straight Up Equipment Co.](#)
- [Stratford Ecological Center](#)
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- [Warren Pump & Supply Co](#)

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CES Credit Union



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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.



Check Out the

HOT DEALS

from Chamber Members

Posting is FREE with your membership

- ⇒ [Ice Melt Solutions - Cummins Facility Services](#)
- ⇒ [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- ⇒ [Join Safety Council— Delaware Area Safety Council](#)
- ⇒ [15% off Guest room Nationwide Hotel and Conference Center—Nationwide Hotel and Conference Center](#)
- ⇒ [Exclusive discounts at Staples stores- Staples](#)

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.

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

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



Chamber website banner ads a great value

You can now place a banner ad on the Chamber's website where it will be seen via 3500 viewers per month on the website pages that get the most attention: Website's home page, any calendar event, any business search, Hot Deal search, any Job search, and Member Login. That's hundreds of combinations of searches that expose your ad. And just like our newsletter ad pricing, banner ads will come in a one-month run or discounted multi-month run. In addition, if you choose the multi-month option, you can choose the three months or run them consecutively. And just like the newsletter multi-run option, you can change up your banner at any time.

Banner ads will be \$125 for one month or \$300 for three months. Questions? Contact Sarah at dachamber@delawareAreaChamber.com or call 740-369-6221.



**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.**

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.





Program assistance
OSHA compliance
Accident prevention
Leadership
Health & wellness

STAY INFORMED SAFELY

Ohio employers small and large know Ohio Safety Councils offer convenient and affordable access to occupational safety education, resources and networking.



Learn among your business and community peers.
Contact your local safety council today and get involved to proactively prevent injuries, control costs and benefit your workforce.

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Incidents and accidents do not pause for a pandemic. Taking a year off of Safety Council never crossed our mind.

~ Ryan Mathys,
Preferred Airparts, LCC,
Orville Area Safety Council

Webinars kept the life blood pumping in our safety veins.

~ Kent Sherry,
Bryce Hill Inc.,
Springfield-Clark County Safety Council

Even though the meetings are virtual now, it is still beneficial to meet, to talk, to share, & to learn with other members to continue to get the support we all need.

~ Jim Stephen,
Zemba Bros., Inc.,
Zanesville-Muskingum County
Safety Council

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[Safety council locations | Bureau of Workers' Compensation \(ohio.gov\)](#)

Who we are

The Chamber is a voluntary organization of businesses investing their time and money to improve the economic, civic and cultural well-being of the community. Through this investment, the individual volunteer, company or corporate sponsor increase their business, expand their profile and value and in turn accomplish their personal and professional goals. Everyone shares in the benefit created by the growth and prosperity generated.

The dues structure is designed to permit even the smallest business to be a member. The work of the Chamber is financed by the investment of individuals and businesses that support it. *The Chamber is not part of the city or the government. It is a unique organization and it belongs to the members.*



What we do

The Chamber provides its members with a platform to accomplish their business goals. Belonging to the Chamber increases a member's opportunity to network, develop professional and personally, build a referral base and increase their visibility. A recent study from the Shapiro Group shows that consumers are 49% more likely to think favorably of a Chamber-member business and 80% more likely to purchase goods or services from the company in the future. A Chamber membership comes with a 73% increase in customer awareness and a 68% increase in local reputation.

Your organization helps create jobs through stimulation of industrial and commercial growth. The Chamber is a voice for small business and keeps abreast of issues that affect the business climate and alerts membership to resources that may assist in their resolution. It also assists in bringing new business to the community by acting as a resource to the business principals and leaders. The Chamber serves as a resource for membership and provides referrals from a trusted network of business men and women.

The program of work is facilitated by the Chamber's member volunteers and committees under the direction of the board of directors. The goal is always to create more prosperity and opportunity for all members. Every member has a voice in determining the Chamber's work, policies and projects- and every member is needed to work to get the job done!

And programming? Your Chamber knows how vital networking and educational programming are to its members. Monthly Before Hours and After Hours, Third Thursday luncheons, ribbon cuttings and other celebrations; annual golf outing and clay classic, the unique annual dinner and awards event; educational series, Safety Council and Leadership Delaware are the organization's sweet spot.

And what of your investment in the organization? In 2018, the Delaware Area Chamber received its second consecutive 5-year, 4-Star accreditation. Only 3% of chambers nationwide (and only four in Ohio!) seek and receive this prestigious recognition. What this means is that from finances to communication; HR to programming your Chamber is run like a business. A solid, well-run business and is committed to the accreditation process every day.

No other organization can do all that the Chamber does. We've been doing it since 1907. Times change but the relevancy of your Chamber endures.

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.](#)