

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

January 2023



Sustaining Members Platinum Level



Gold Level



Silver Level



The Delaware Area
Chamber of Commerce
Established 1907



Time is running out to submit 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 2022?

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

- ⇒ Citizen of the Year
- ⇒ Corporate Citizen of the Year
- ⇒ Chamber Members of the Year

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

Deadline to submit a nomination is January 2nd.

And put **Thursday, February 2, 2023** on your calendar. Invitations are sent via email in early January to the primary representative of your company. Watch for it!

2023 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](#)

[Cutting Edge Countertops](#)

[Delaware Speech &](#)

[Hearing](#)

[First Citizens](#)

[National Bank](#)

[HW&Co.](#)

[Maloney + Novotny](#)

[Manos, Martin & Pergam](#)

[LPA](#)

[OhioHealth](#)

[Ohio Living Sarah Moore](#)

2023 Board of Directors

Executive Committee

Casey Converse—Chair

[Converse & Associates LLC](#)

Mark Clack—Chair Elect

[Attindas Hygiene Partners](#)

Brad Schneider—Immediate Past Chair

[The Growth Coach](#)

Angel Boulis— Treasurer

[Maloney + Novotny](#)

Shane Dawson—Vice Chair

[Dinsmore & Shohl LLP](#)

Maribeth Meluch—Vice Chair

[Kohrman Jackson & Krantz, LLP](#)

Kirt Trimble—Vice Chair

[Trimble Insurance Agency](#)

Board Members at Large

Tamra Bower

[Polaris Fashion Place](#)

Heidi Kegley

[Delaware City Schools](#)

Todd LeClair

[PPG Industries](#)

Ken Levering

[Delaware Court Healthcare Center](#)

Chuck Moore

[The Middlefield Banking Company](#)

Liz Owens

[The Alpha Group](#)

Scott Ruth

[Cogburn Electric](#)

Jason Sanson

[GHD Group](#)

Kim Saunders

[Ohio State University Wexner Medical](#)

[Center Outpatient Care Lewis Center](#)

Brian Young

[Spectrum](#)

Sustaining Members

Bronze Level



DELAWARE AREA CHAMBER OF COMMERCE

You are invited to attend a program of the
Delaware Area Chamber of Commerce
**The Economic Impact of the Columbus Zoo
& Aquarium**

with

Zoo CEO Tom Schmidt

sponsored by



Thursday, January 19, 2023, 11:45am—1:00pm

[Brookshire Event Venue](#)

405 Greif Parkway, Delaware 43015

Cost includes a buffet lunch ~ Check-in begins at 11:45

Chamber members: \$25 ~ Non-Chamber members: \$30

Deadline to register is Thursday, January 5, 2023

Cancellations after January 5 and no-shows will be charged.

[Click here to register](#)

AFTER Hours looks familiar

Join us for networking and ribbon cutting
when [Pro Care Health Brokers](#) hosts

our January 19 Business AFTER Hours. Food, networking— bring lots of
business cards to share. And if the address sounds familiar— 32 S. Sandusky
St., Delaware—it's because it's the recently-former Chamber
office. Member Carla Poston has completely remodeled the
Downtown location and we're excited to help her celebrate.

Join us from 5:30—7:00 pm at 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 en-
courages you to register to attend; bring a client who may be considering
membership.

Our next orientation is **Tuesday, January 24.** [Click here to register.](#) We'd
love to see you! It's not just for new members!

Chamber celebrates new office

On December 14th the Delaware Area Chamber of Commerce cut the ribbon on their long-awaited new offices. The Chamber's new location at 2 Troy Road on Delaware's west side comes after years of searching for the right space. "We needed more conference room space, better parking and a quality design that reflects the culture and needs of our membership.", says president Holly Quaine. "We looked for four years to find all of that in a space in Downtown Delaware but there was just nothing feasible that met our members' growing demand for conference and meeting room space. Our new offices on Delaware's growing west side is 3000 square feet, and boasts a conference room and a training room, and hundreds of parking spaces." The interior design is a tribute to the Chamber with the Chamber's logo reflected throughout. In addition, 20 photo panels displayed in the board and conference rooms hold over 350 pictures of Chamber members from over the years as well as some archival memories.

While the Chamber has been actively searching for the right venue for four years, it's been saving for about 12 years. Quaine says, "We've known for sometime that we were going to outgrow our space on S. Sandusky St. so we've been saving for about 12 years. With a little help from some of our members who helped bridge the inflation gap, we are proud that the buildout is entirely paid for."

Over 100 people joined the Chamber's staff and board of directors as they opened the doors to overwhelming approval. "The Chamber's facility needs are set for the future. The property owners, The Day Companies, are wonderful landlords. They take such good care of the property and the quality of the build out led by Delaware Building Systems makes me very proud. This is a very exciting moment for the Chamber", says Quaine.

[Click here for more photos.](#)



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!

Ana Babiasz, [Fidelity Federal Savings & Loan](#) and Aric Arnett, [Ohio Living Sarah Moore](#), are stepping down after having served the maximum 2 three-year terms. And while Aric will continue to serve on Chamber committees and will remain a familiar face, Ana will be starting a new chapter in her life as she retires.

Jeff Rupp, [Sunset Springs Outdoor Resort](#) 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. Jeff 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 folks. 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. Chuck Moore, [The Middlefield Banking Company](#); Brian Young, [Spectrum](#); Todd LeClair, [PPG Industries](#); and Heidi Kegley, [Delaware City Schools](#). 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 2023: The Chamber is so fortunate to have a ready pool of dedicated and interested members poised to lead.

Chamber Staff

[Holly Quaine, President](#)

[Sarah Yoakam, Office Manager](#)

[Matt Carbary, IT Mgr.](#)

2 Troy Road
Delaware, Ohio 43015

740-369-6221

Fax:740-369-4817

[DelawareAreaChamber.com](#)

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

Happy
New
Year!



MALONEY+NOVOTNY LLC

Our **commitment** to service
leads to your **financial success**.

+ Delaware 740.362.9031

+ maloneynovotny.com

“Need to Know”- Government Affairs Committee launches initiative; needs your input

The Delaware Area Chamber’s Government Affairs Committee is launching a new initiative to better serve our membership regarding your elected officials, key community stakeholders, as well as what you’re thinking about. The Chamber wants to serve as your one-stop-shop to educate yourself on federal, state, and local elections, elected officials; issues and legislation. We will bring you the unfiltered opinions of your community stakeholders but first we want to hear from you.

Regularly, we will send queries to elected officials at the federal, state and local levels and we will share the responses verbatim; to do this, we want to hear what your interests are and what you would like to know.

We also want to share your position/best practices/challenges and opportunities you face. We’ll do that via a survey to your Chamber member peers. And each month we’ll ask you what would like to know from your fellow chamber members

[Click here to access the survey](#)

Chamber website banner adds a great value

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.

NEW LOCATION, NOW OPEN



At Cutting Edge Countertops we provide outstanding craftsmanship with meticulous care in all projects, big and small. Family owned and trusted, we offer an extensive selection of materials and colors with quick project turnarounds. Plus, you can expect exceptional customer service as we bring your countertop vision to life.

Call us today to schedule an appointment!

DELAWARE

320 London Rd.
Delaware, OH 43015
740.362.9900

Premier Countertop Fabricator

Granite • Quartz • Marble • Quartzite • Compact Surface

©2023 Cutting Edge Countertops, Inc.

A note from the president

The past year was a very exciting one both for the Chamber and for me as your president. It was a year that was really twelve years in the making. In 2010, two years after my arrival in Delaware, the Chamber's offices moved from N. Union St. to S. Sandusky St. While it was an upgrade for us at the time, the Chamber was coming off of a tumultuous previous few years that brought with it some significant financial struggles. With the help and support of our members and leadership, within 18 months we were back in the black, programs and membership were growing and the Chamber was able to begin setting aside funds for the time when we inevitably needed more and better quality space. In the next twelve years we saved nearly \$300,000, always with the idea that it would be invested in our members' home. Sure enough, our members' need for a bigger and better facility became more urgent. After four years of diligently looking for just the right place with the right amenities at the right price and the right long-term security, we found 2 Troy Road.



The project then became personal for me as my responsibility was to get the facility open. Function and design— I took it all very seriously because I knew I was doing it on behalf of 470-some members. I wanted to do it right and I wanted to do right by you and for you. What resulted is what I hope you'll agree is a legacy facility that expresses my respect and affection for you and my time with you but also demonstrates that the Chamber is set for a very, very long while, indeed. I take great pride in the fact that this beautiful, high quality chamber office was done so with no financing and no damage to operating funds. I had so much help along the way but I felt the stewardship with every decision.

And with the new year and the search for new digs behind us it's forward for the Chamber. Committees and programming have been de-Covided and there's lots of work to do. It feels like a fresh start and I know you'll all be right there helping to make the Chamber grow and remain relevant.

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.

It's always important 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 2023!

-Holly

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.



**Accepting New Patients for
Hearing Health Care, Occupational Therapy
and Speech Language Pathology.**



**Delaware Speech
and Hearing Center**

COMMUNICATION FOR A LIFETIME

494 West Central Avenue
Delaware, Ohio 43015

Contact us for an appointment!

**740-369-3650 (phone)
contact@delawareshc.org**

OH-70280427

Middlefield Banc Corp. announces completion of Liberty Bancshares, Inc. merger

Middlefield Banc Corp. (“Middlefield”, or the “Company”) (NASDAQ: MBCN), the bank holding company for The Middlefield Banking Company, announced that it has completed the merger with Liberty Bancshares, Inc. (“Liberty”). As a result of the merger, shares of Liberty are no longer traded on the OTC Market.



In connection with the merger, Ronald L. Zimmerly, Jr., Liberty’s former President and Chief Executive Officer, has assumed the role of President of Middlefield Banc Corp. and The Middlefield Banking Company. In addition, Middlefield added three new members to its Board of Directors including Mr. Zimmerly, Mark R. Watkins, Liberty’s Chairman of the Board, and Spencer T. Cohn, a representative of Castle Creek Capital, Liberty’s largest shareholder.

James R. Heslop, II, Chief Executive Officer of Middlefield, stated, “We are excited to complete the merger between these two banks and are thrilled with the opportunity to create additional value for our mutual customers, team members, communities, and shareholders. Middlefield’s footprint has expanded in the Central and Northwest Ohio regions, and we are delighted to bring our common philosophies to customers within these markets. I look forward to working with Ron and his team, as well as Mark and Spencer, as we serve our local communities and create value for our shareholders.”

Mr. Zimmerly stated, “I am excited for the future and what these two banks can accomplish together. With 22 full-service banking centers across 12 compelling Ohio counties and assets over \$1.7 billion, we have created a stronger organization with expanded capabilities. I look forward to growing our local relationships across our larger footprint and share in the success of the combined banks.”

With the addition of Liberty, Middlefield has grown its branch network across the Central and Northwest Ohio regions by adding Liberty’s six branches located in the communities of Ada, Bellefontaine, Kenton, Marysville, and Westerville, Ohio. As a result, Middlefield now operates a total of 22 full-service banking centers across a 12-county operating footprint. Middlefield also operates a loan production office in Mentor, Ohio.

Customers will continue to be served through their respective Middlefield and Liberty branches, websites, mobile apps, financial advisors, and relationship managers until Liberty converts to Middlefield’s systems, which is expected to occur on April 24, 2023.

Member receives recognition. Again.

HW&Co has been named by Ohio Business Magazine as its top accounting firm with over 25 employees. This honor joins a bevy of awards that HW&Co. continues to receive. The accounting firm with offices in Columbus, Cleveland and Mansfield has been recognized as a best place to work; Brandon Miller as one of the most influential CEOs in Ohio, a Top 300 firm– the list goes on. Congratulations to our friends at HW&Co.



OhioHealth Grady Memorial Hospital

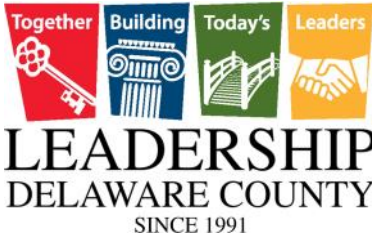
Quality medical care serving the Delaware community.



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.



Leadership Delaware Class of 2023 Education Day

Facilitators: Dr. Joe Uher '16 & Mark Cooper '17
Newsletter editors: Mike Herzog, Maureen Wager, Mari Fridenmaker

The Leadership Delaware class of 2022 started a fantastic Education Day at Delaware Hayes High School. While there were the usual assortments of breakfast treats and coffee, this morning exceeded all other Leadership mornings with the accompanying music from the Delaware Hayes Orchestra. The combination of friendly faces, students' voices in the hallways, the beautiful school library and the music from the orchestra, was a peaceful start for a day focused on education!



We began our day at Rutherford B. Hayes High School. We were greeted by four members of the orchestra who played both classic and modern music for our morning enjoyment. Next, we had a chance to hear from the five county school superintendents. The superintendents were: Heidi Kegley, [Delaware City Schools](#); Ryan McLane, Big Walnut Local Schools; Mark Raiff, [Olentangy Local Schools](#); Paul Craft, [Buckeye Valley Local Schools](#); and Jay Poroda with the [Delaware Area Career Center \(DACC\)](#). The superintendents shared the struggles they are facing, which include staffing shortages, rising costs of supplies and lag of students' progress due to the shutdown. They elaborated on their highest priorities, from the students' safety, their progress through high school and their preparedness for the future.

Continued on next page

Leadership Delaware Class of 2023

Carolyn Asher
[Carolyn Asher American Family Insurance](#)
Lisa Clark
Jay McLaughlin
[CES Credit Union](#)
Tim Coan
Pilot Dogs
Cody Hatten
[City of Delaware](#)
Laura Cameron
Converse Electric
Mike Herzog
Jay Poroda
Buck Weaver
[Delaware Area Career Center](#)
Paula Vertikoff
Travis Woodworth
[Delaware City Schools](#)
Jessica Scott
Brittany Conn
Julie Streb
Adam Thacker
[Delaware County Board of Developmental Disabilities](#)
Wendi Foos
[Delaware County District Library](#)
Cobin Bentz
Deanna Roberts

[Delaware County Job & Family Services](#)
Vince Villio
[Delaware County Prosecutor's Office](#)
Brad Fisher
[Delaware County Regional Planning Commission](#)
Rob Curren
Andy Farrow
Amber Shonebarger
[Delaware County Sheriff's Office](#)
Tina Smith
[Delaware County Transit](#)
Tim Pyle
[Delaware Fire Department](#)
Glynnis Dunfee
Lauren Robinson
[Delaware Public Health District](#)
Kristan Warren
[Delaware-Morrow Mental Health & Recovery Services Board](#)
Rick Dunlop
Ben Rogers
[Del-Co Water Co.](#)
Sean McIntire
[Del-Mor Dwellings](#)
Rebecca Skeeles
[Eques Law Group](#)
Bill Martin
[Fidelity Federal Savings & Loan](#)

Evelin Andrade-Wells
Krys Weibling
[First Commonwealth Bank](#)
John Bradley
[Haller Wealth Management](#)
Maureen Wagner
[Huntington Learning Center](#)
Sarah Carlin
[Maloney + Novotny](#)
Mike Stuckey
[Marion Technical College](#)
Jodie Wegmiller
[OhioHealth](#)
Claudia Wade
[Olentangy STEM Academy](#)
Robin Duffee
[Orange Township](#)
Carrie Snyder
Ostrander Civic Association
Toni Morrison
[Pathways Financial Credit Union](#)
Dan Coutcher
[People In Need](#)
Alexis Stiver
[Polaris Fashion Place](#)

Class continued on next page

Leadership Class continued
Kevin Parrott
Casey Smith
[Preservation Parks of Delaware County](#)
Joshua Daughenbaugh
[Price Farms Organics](#)

Beth Wilson
[Richwood Bank](#)
Brooke Diedrich
[Snappy's Automotive](#)
Mari Fridenmaker
Karen Pillion
[SourcePoint](#)

Ame Cline
[The Eye Care Studio](#)
Cassie Call
Christina Dresdow
Rachel Roush
[Willow Brook Christian Communities](#)
Roger Hanafin
[YMCA of Central Ohio- Delaware Community Center](#)

Leadership continued

In closing, we heard from the principal and assistant principal of Delaware Hayes High School. They explained about the award-winning House System in which all students belong to a “house” that fosters bonds among the students. As we finished our morning at the high school, we were treated to the high school choir as they sang three holiday songs.

Our next stop was Olentangy STEM Academy. This is a high school that represents students from the county who focus on science, technology, engineering and math. These students have access to resources which encourages their learning through hands-on activities. While in this environment, we toured the school observing the following areas of study: robotics, biomedical technology, food science and more. Lastly, we learn the process of admission to the academy. All 8th grade students may apply and are selected after they have completed an application and submitted a presentation.



The next visit was to [Columbus State Community College \(CSCC\)](#), the Delaware Campus branch. CSCC offers an affordable way to earn an associate degree or get started on a bachelor’s degree with tuition just under \$5,200 per year. Students can choose to follow the Preferred Pathways with undergraduate credits that are guaranteed to transfer to nine Ohio colleges including The Ohio State University, Columbus College of Art and Design and Otterbein University.

The second half of “Education Day” started off with a tour of the Delaware Area Career Center, where we met the Superintendent, Jay Poroda. We had lunch at Le Fond, a student-operated restaurant connected to the Culinary Arts program. The main dish was chicken confit, prepared by a traditional French method of slowly cooking in oil. The students also prepared a box of holiday treats for each Leadership Delaware member. Bon Appetit!! Each student of the Culinary Arts spoke on their contribution to the lunch and their future, post-Career Center.

We then toured the following DACC programs: Academics, Exercise Science, Digital Design, Cybersecurity, Power Sports, and Auto Technology. In addition to exploring each lab/classroom space we were given a brief overview of each program and how DACC is working hard to Empower, Prepare, Inspire and Connect with every student. These students are confidently entering adulthood and our community with the proper training to enter the workforce or pursue College or the Military. It was easy to see why DACC students are “EPIC”!

Our next stop was at Robert Schultz Elementary (Delaware City Schools). The principal, Travis Woodworth, greeted us in the school cafeteria and then introduced us to our school tour guides...their very own 5th-grade students! Students were knowledgeable, friendly, and exhibited tremendous leadership in working with a group of adults that they had never met while touring the school. Bravo! One of the many highlights included a tour of the recently renovated playground. As one student described, “Here is our new luxurious playground”, it truly was! Thank you Robert Schultz Elementary!

The final stop of the day was a tour of the **Delaware County District Library**, where we met with Deputy Director, Molly Meyers Labadie. Ever wonder how the new books and returned books get “brought into” the library? There is a three-person operation taking place behind the scenes, covering/recovering and properly inventorying library resources. They are busy people! In addition, did you know about the maker studio at the library? Amazing community resource that functions as both an educational center for STEAM activities, as well as an open digital fabrication and creation studio. It includes a 3-D printer, vinyl cutter, laser cutter/engraver and even sewing machines. Remember that the Delaware Library is here to help and serve you with many of your needs! What a well-run community resource!

[Click here for more photos.](#)

Networking tradition returns

The 10th 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 a lovely basket drawn from business cards. 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.](#)



Experience Black Wing

An empowering entertainment destination for you and your family!

Let us take you
under our wing!

- Family fun on our shooting ranges
- Training for all experience levels
- Unforgettable social + corporate events
- Retail store with something for everyone
- Friendly, knowledgeable staff
- Beginners welcome



740.363.7555 • [BLACKWINGSC.COM](#)



FAMILY OWNED AND OPERATED

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 \(Ohio BWC Temporary Authorization to Review Information form\)](#)



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 anytime, all the time.

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

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.

NOW OPEN at 33 W. William Street | 740-914-8774

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



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

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

*Securities and insurance products are offered through Cotera Investment Services LLC, member FINRA/SIPC. Advisory services are offered through Cotera Investment Advisers LLC. Neither firm is affiliated with the financial institution where investment services are offered. Investment products are: * Not FDIC insured * May lose value * Not deposits * Not bank guaranteed * Not insured by any federal government agency. Individuals affiliated with this broker/dealer firm are either Registered Representatives who offer only brokerage services and receive transaction-based compensation (commissions), Investment Adviser Representatives who offer only investment advisory services and receive fees based on assets, or both Registered Representatives and Investment Adviser Representatives, who can offer both types of services.

Chamber's advertising opportunities a great value

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. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!**

Full page: 8.5 x 11 portrait \$125 per run

Quarter page: 4 x 5.25 V \$75 per run

Half page: 8 x 5.25 H \$90 per run

Eighth page: 4 X 2.62 H/V \$50 per run

You can also 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.



[About Us](#)

[Find A Business](#) [Calendar](#)

[Membership](#)

[Annual Events](#)

[Newsletter](#)

[Community](#)

[Development](#)

[Safety Council](#)

[Member Login](#)

[Leadership Delaware](#)

[Join The Chamber](#)

Banner ads will be \$125 for one month or \$300 for three months.

Questions?

Contact Sarah at

[dacham-](mailto:dachamber@DelawareAreaChamber.com)

ber@DelawareAreaChamber.com or call 740-

369-6221.



MANOS, MARTIN & PERGRAM CO., LPA

Attorneys at Law



**Celebrating 71 Years
Of Serving Central Ohio
(1951-2022)**

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



**Specialists in helping you
enjoy life and save money.**

For loans for ATVs | Boats | Campers | Cars | Motorcycles | RVs | Trucks | SUVs in Delaware County, we're here for you!



Lisa Clark
Manager | Lender

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

740.363.8118 | 888-397-1136
lclark@cescu.com

Apply online at www.cescu.com

CES Credit Union



We're here to serve all who live, work, worship or attend school in Delaware County, as well as Ashland, Coshocton, Holmes, Knox, Licking, Morrow and Richland counties in Ohio.

Federally insured by NCUA. Loans subject to credit qualifications.

Welcome New Members

Blue Church Surveys

Steven Newell - Owner
P.O. Box 56
Marengo, OH 43334
(419) 508-0951
Offers property survey services

Delaware County Farm Bureau

Melinda Lee - Organization Director
P.O. Box 368
Hilliard, OH 43026
(614) 876-1274
delaware.ofbf.org
Serves as a membership organization that supports the farm & food community



Environmental Air, Inc.

Nick Feeney - President
P.O. Box 397
Lewis Center, OH 43035
(614) 336-2838
env-air.com



Offers HVAC service & repair for residential & commercial; refrigeration service & repair for commercial

Hall's Sheet Metal Fabrication

Craig Hall - Owner
10001 Center Village Road
Galena, OH 43021
(740) 965-9264
Offers custom sheet metal

Ninja Xpress Car Wash & Detail Center

Sandy Rife - General Manager
8062 Orange Centre Drive
Lewis Center, OH 43035
(740) 239-2799
ninjalexpresscarwash.com



Offers an automated car wash & detailing services

Red Wing Shoes

Rick Sobel - Owner
50 Coughlin Lane, Suite D
Delaware, OH 43015
(419) 340-7624
redwingshoes.com



Offers work & leisure footwear

Reinvesting Members

[Advantage Family Outreach & Foster Care](#)
[Cashmans Horse Equipment & Drive-Thru Feed Store](#)
[Delaware County Engineers Office](#)
[Delaware County Fair](#)
[Del-Mor Dwellings Corp.](#)
[Dexxon Digital Storage](#)
[Dry Patrol of Central Ohio](#)
[Edge Technology Consulting, LLC](#)
[Elite Foot and Ankle, LLC - Powell](#)
[First Citizens National Bank](#)
[Floagility, LLC](#)
[Focus CFO Group, LLC](#)
[Functional Training Services](#)
[Habitat for Humanity of Delaware & Union Counties](#)
[Hilton Columbus/Polaris League of Women Voters of Delaware County](#)
[Marlatt Law Office, LLC](#)
[Miller's Country Gardens](#)
[Minuteman Press - Dublin](#)
[Onda USA, LLC](#)
[OSU Extension, Delaware County](#)
[Pathways Financial Credit Union](#)
[Pella of Columbus, LLC](#)
[Penn Lanes](#)
[Pizza Cottage](#)
[Pure Smiles](#)
[Rotary Products, Inc.](#)
[Sky Climber, LLC](#)
[Spa Retreat](#)
[Straight Up Equipment](#)
[Stratford Ecological Center](#)
[The American Legion Department of Ohio](#)
[The Delaware Gazette](#)
[The Middlefield Banking Company](#)
[Warren Pump & Supply](#)

**The Chamber welcomes
its newest sustaining member**

Silver Level



**The Chamber recognizes
renewing sustaining member**

Bronze Level





DELAWARE AREA
CHAMBER OF COMMERCE



Supervisor Six Pack 100 Series

Does your business rely on supervisors who were good performers who were promoted into a leadership role?

Have these individual contributors been trained and coached to be effective supervisors?

Could your technicians help you grow your business if they had the skills to be better leaders?

The Supervisor Six Pack – 100 Series provides six 2-hour sessions to expose your supervisors and leads to fundamentals required to transition from a technician to an effective leader for your business. The program includes:

- ⇒ **7 Roles of a Supervisor**
- ⇒ **Establishing Yourself as the Leader**
- ⇒ **Common Purpose – Everyone Wanting to Move in the Same Direction**
- ⇒ **Communicating for Understanding**
- ⇒ **Dealing with Conflict**
- ⇒ **Planning Work and Activities**

This program is available for \$250 per participant* (\$325 for non Chamber-member participants). Participants will be expected to complete program exercises between sessions that apply to their job. Successful participants will receive a 100 Series Certificate. The program will run from **8:00-10:00am for six consecutive Monday mornings beginning February 6, 2023**. Attendees must prepay to be eligible to participate and must complete all six sessions to receive the 100 Series Certificate. The series will be facilitated by Brad Schneider.

* *Four or more from the same business will receive a discounted price of \$200 per person.*

[Click here to register by January 30, 2023](#)

Class size is limited

About Brad Schneider - The Growth Coach of Central Ohio



With 20 years of organization development experience, Brad Schneider has coached and developed leaders in businesses in the manufacturing, professional services, financial, IT, and retail industries. The Growth Coach provides him the opportunity to apply his vast coaching and organization development experience to help small and mid-size organizations to exceed their personal and organizational goals.

He has earned the SHRM-SCP and SPHR certifications from the Society of Human Resource Management and the Human Resources Certification Institute as a Senior Practitioner in business strategy implementation, business process design and implementation, and leadership coaching/development.



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

Shawn Stevens
77 S. High St
13th Floor
Columbus, OH 43215
Phone (614) 466-1431
Fax (614) 719-6990

District 67

Kris Jordan
77 S. High St
11th Floor
Columbus, OH 43215
Phone (614) 644-6711
Fax (614) 719-0002
[Email](#)

250 East Wilson Bridge Rd.,
Suite 100
Worthington, OH 43085
Phone: (614) 523-2555

[Email](#)

District 4

Jim Jordan
[Email](#)

US House District 12

Troy Balderson

US Senate
Rob Portman

[Email](#)



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.

Our CPAs and advisors understand that conversations can change everything

Let's Talk...

**Tony LaNasa, CPA, CFE
Managing Principal**

HW & Co.
CPAs & Advisors

www.hwco.cpa | 614-794-8710

January/February

Calendar

Safety Council

Wednesday, December 28, 8:30 am
The Barn at Stratford
OSHA Record Keeping

HR Council

Wednesday, January 4, 8:30 am
Chamber office

Government Affairs Committee

Tuesday, January 10
8:00 am via Zoom

Leadership Delaware

Social Services Day
Thursday, January 12

Workforce Development & Education Committee

Friday, January 13 8:30 am
Chamber office

Chamber Board of Directors

Wednesday, January 18, 7:30 am
Chamber office

Third Thursday Luncheon

Thursday, January 19 11:45- 1:00pm
Brookshire Event Venue
The Economic Impact of the Columbus Zoo & Aquarium
[Click here to register](#)

Business After Hours

Thursday, January 19
5:00-6:30 pm
Pro Core Health Brokers
[Click here to register](#)



Ambassadors

Tuesday, January 24 4:00 pm
TBD

Safety Council

Wednesday, January 25 8:30 am
The Barn at Stratford
Winter Preparedness & Safety

HR Council

Wednesday, February 1, 8:30 am
Chamber office

Annual Dinner

Thursday, February 2, 2023
[Click here for details and registration](#)

Supervisor Six Pack

Monday, February 6
8:00-10:00 am
One of six:
Roles of a Supervisor
[Prior registration required](#)

Leadership Delaware

Government Day
Thursday, February 9

Supervisor Six Pack

Monday, February 13
8:00-10:00 am
Two of six:
Establishing Yourself as a Leader
[Prior registration required](#)

Government Affairs Committee

Tuesday, February 14
8:00 am via Zoom

Chamber Board of Directors

Wednesday, February 15, 7:30 am
Chamber office

Third Thursday Luncheon

Thursday, February 16 11:45- 1:00pm
Brookshire Event Venue
Annual State of the City of Delaware
[Click here to register](#)

Business After Hours

Thursday, February 16 5:00-6:30 pm
First Commonwealth Bank
[Click here to register](#)

Workforce Development & Education Committee

Friday, February 17, 8:30 am
Chamber office

Supervisor Six Pack

Monday, February 20
8:00-10:00 am
Three of six:
Common Purpose
[Prior registration required](#)

Safety Council

Wednesday, February 22, 8:30 am
The Barn at Stratford
Creating a Safety Culture

Supervisor Six Pack

Monday, February 27
8:00-10:00 am
Four of six:
Communicating for Understanding
[Prior registration required](#)

HR Council

Wednesday, March 1, 8:30 am
Chamber office

SAVE THE DATES

Golf Outing
Friday, June 2, 2023
Clay Classic
Friday, October 13, 2023

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

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](#)

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](#)

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

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*

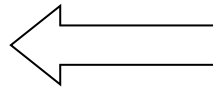
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

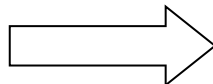
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



DELAWARE AREA
CHAMBER OF COMMERCE



DELAWARE AREA
CHAMBER OF COMMERCE



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

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

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

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

Your online calendar displays events from other members, Chamber events, and of course, any events that you have posted. You can register online for Chamber events only; to register for another member's event, please contact that member directly. If the event you'd like to register for has a fee associated with it (for example, Third Thursday luncheon is \$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. All ads are in full color and should be sent electronically in either a Publisher, png, jpeg or PDF format **ONLY** by the 20th of the month for placement in the next month's edition. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!** Email your ad to hquaine@DelawareAreaChamber.com Ad prices are for one run:

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

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 premier source for the success of the Delaware area business community by being a visionary leader for programs and services benefiting our members; supporting economic vitality, advocating for business, and providing collaborative growth opportunities.



**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...

...that as a member of the Delaware Area Chamber you may use one of the Chamber's conference rooms? The Board Room sits 20 comfortably and has a screen, projector and Wi-Fi. The Conference Room can seat up to 36 classroom style. Also on hand: podium 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 also have a small office perfect for one-on-one meetings. We'll even supply coffee, tea and water. For Chamber members the first five hours in any calendar year are free; \$25 an hour thereafter. To schedule the room, contact the Chamber at 740-369-6221 or dachamber@DelawareAreaChamber.com.



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.



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.

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



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

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

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

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

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

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

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.

