

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

July 2022



Sustaining Members
Platinum Level



Gold Level



Silver Level



The Delaware Area
Chamber of Commerce
Established 1907



2022 Golf Outing

[Click here to register today!](#)



Friday, July 15
Kings Mill Golf Club
2500 Berringer Road
Waldo OH 43356

Corporate Sponsor



Breakfast Sponsor



Lunch Sponsor



Drink Cart Sponsor



Check-in and breakfast 8:00am

Shotgun start 9:00am

\$110 per golfer

Includes:

18 holes with cart
breakfast & lunch
Proximity awards

Optional:

Skins \$20 per team

Mulligans \$5 each

50/50

Other marketing opportunities:

\$125 hole sign sponsorship

\$125 goody table on the hole
sponsorship

\$200 hole sign AND goody
table on the hole

**Deadline to register is
July 7, 2022**

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[County](#)

2022 Board of Directors

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[The Growth Coach](#)

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Sustaining Members

Bronze Level



Fidelity Federal
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LEADERSHIP
DELAWARE COUNTY
SINCE 1991

LAST CALL!!

Chamber accepting Leadership Delaware program applications for class of 2023

Leadership Delaware is now accepting applications for the class of 2023. This prestigious program has become a must-have experience for emerging leaders in Delaware County. Through Leadership Delaware, class participants learn first-hand about the challenges and opportunities facing the community. Participants are exposed to people and places they could not on their own and discover a perspective unavailable in the normal course of their work. Even participants who've lived their entire lives in Delaware County are amazed at what they learn.

The nine-month program, which is held on the second Thursday of each month September through May, focuses on various topics, including:

Spectrum Development	Social Services,	Law Enforcement and
Delaware County Tour	Volunteerism &	the Courts
Agriculture	Board Service	Health Care
Education	Government	Economic Development

Over 800 Delaware County professionals have graduated from the program since its inception in 1992. These alumni serve on local boards and committees helping to shape the future of the Delaware area.

[Click here to view the program brochure](#) and [click here to apply on-line](#). Get more information at DelawareAreaChamber.com or by calling the Chamber at 740-369-6221. All applicants will be notified as to their acceptance by mid-July. Space in the program is limited and it fills up fast. Consider this the year that you or a valuable member of your staff should experience Leadership Delaware.

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, July 26**. [Click here to register](#). We'd love to see you! It's not just for new members!

Chamber Staff

[Holly Quaine, President](#)

[Sarah Yoakam, Office Manager](#)

[Matt Carbary, IT Mgr.](#)

32 S. Sandusky Street
Delaware, Ohio 43015

740-369-6221

Fax:740-369-4817

DelawareAreaChamber.com

Before Hours welcomes new director

[Delaware County Transit](#) played host to our chamber members when they held the June Business Before Hours. Although he's been out and about for a few months, the event heralded the official Chamber welcome



of the Agency's new director, Harry Kamdar.



Harry addressed the challenges and opportunities that come with a public transit system in a suburban community that relies on a workforce from outside the county. The issue of offering public transportation sounds easy enough, but as a Midwest community our lifestyle involves our personal vehicles. But having said that, there is a population among us that doesn't have the luxury of reliable personal transportation but still has to get to work and shopping and medical appointments. In large urban areas, bus routes are expected and used routinely. Not so in the likes of Delaware County. How to serve needs with a demand that is important but lacks the kind of density of an urban area is the task.

A few things to overcome: The public must be aware of the opportunities for transportation that the Agency offers so that it can take advantage of or spread the word. For example, the



Agency has a program called FLEX. Think Uber but for \$1. When you see a FLEX bus on the road, it has picked up passengers like Uber but for only \$1. This is how you solve the real problems and not remain married to a solution determined to make the problem fit.

The public must also understand that public transportation like DCT is a

part of the quality of life we enjoy that is not designed or expected to operate unsubsidized. Even in large urban areas, ridership does not cover the cost of operating public transportation. DCT is funded with state and federal dollars and is a necessary part of quality of life that includes non-revenue generators like parks and libraries that residents support because they want to live in a community that offers these amenities.

The Chamber welcomes Harry and thanks his staff for the coffee and pastry. Yes, that's you, Ginny Berry. [Click here for more photos.](#)



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Of Serving Central Ohio
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Drawing By Karen Collins



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 October 3, 2022**. 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 September 26, 2022](#)

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.

2023 directory helps members with early-bird, new member and up-size discounts!

The Delaware Area Chamber's Community Profile and Membership directory is the only publication of its kind in Delaware County. This glossy, full-color directory starts with sections on community culture, education, health care, industry and commerce and more. Following is a cross-referenced listing of our members. Some 1000 copies are mailed to new movers, every chamber member and distributed throughout the county all year long. Members are encouraged to request (always free) copies for their lobbies, clients and new-to-the-area staff. And, of course, it's [accessible on our website](#). Advertising in the directory reaches thousands of potential customers and all photos in the publication are straight from our members; there's no stock photography.

[Click here for a price list and ad agreement form.](#)

- For an additional \$50, your ad can be posted for one month on the **Chamber's website**, getting your ad roughly **3600 views**.
- If you ran an ad last year and up-size your ad this year, you'll receive an **additional discount**.
- **New member** since last year's directory? Discount there as well.
- And our always-popular **early-bird discount**.

Don't miss these incredible offers as the Chamber's way of recognizing your need to advertise and the way you've been tested this year. Questions? Contact the Chamber at dachamber@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.

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conversations can
change everything
Let's Talk...**

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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.

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

Quarter page: 4 x 5.25 V \$75 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.

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.



- About Us
- Find A Business
- Calendar
- Membership
- Annual Events
- Newsletter
- Community
- Development
- Safety Council
- Member Login
- Leadership Delaware
- [Join The Chamber](#)



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If you're thinking

I need a better bank

then you need to think **beyond the banks.**



Lisa Clark, Manager

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Chamber and city welcome new business, new Chamber member



The rain let up just enough to allow an outdoor ribbon cutting when Chamber members and staff of the city of Delaware celebrated the opening of Metro by T-Mobile. The new retail space is at 45 E. Winter St. in Downtown Delaware. Welcome! [Click here for more photos.](#)

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.

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.



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.

First for business. First for Delaware.
 NOW OPEN at 33 W. William Street | 740-914-8774



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 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 Hayden, VP of Business Development; Todd Eversingham, Financial Advisor*; Kevin Smith, Regional President - Marion; Frank Reinhard, Regional President - Delaware; Stacy Webb, VP - Branch Operations.

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

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Welcome

New Members

Central Ohio Veterinary Emergency

Amanda Lester - General Practice Manager

585 Sunbury Road
Delaware, OH 43015
(740) 481-COVE (2683)

Offers emergency veterinary care



Resonant Life

Alicia Obnamia - Owner

97 Burr Reed Road
Delaware, OH 43015
(937) 546-6608

myresonantlife.com

Offers holistic protection from electromagnetic frequencies



Simple Wealth Solutions

Forrest Obnamia - CEO

97 Burr Reed Road
Delaware, OH 43015
(614) 783-3433

simplewealth.solutions

Offers financial consulting



Sunset Springs RV Resort

Jeff Rupp - Owner

3933 Hensing Road
Bucyrus, OH 44820
(614) 354-076

campsunsetsprings.com

Offers waterfront RV campsites for seasonal and overnight guests in North Central, Ohio; offers luxury log cabins



Reinvesting Members

[Affordable Insurance Agency of Ohio](#)

[Amanda Plumbing Sewer & Drain](#)

[American Freight Furniture Mattress Appliance](#)

[Brandon Shroy - Attorney at Law](#)

[Broadstreet Partners, Inc.](#)

[Brookshire Event Venue](#)

[Buckeye Valley Local Schools Burr Oak Commons, A Treplus Community](#)

[Central Marketing Associates](#)

[Columbus State Community College](#)

[Delaware Area Career Center](#)

[Delaware Smile Center](#)

[Edward Jones - Philip Ulery](#)

[Gibeye's Pizza & The Ashley Water Hole](#)

[Gibson The Florist](#)

[Habitec Security](#)

[Hallenross and Associates](#)

[Haller Wealth Management Group](#)

[Home Helpers Delaware-OH](#)

[Huntington Bank](#)

[Huntington Learning Center](#)

[Maryhaven](#)

[MP Digital](#)

[Professional Pavement Services, Inc.](#)

[R.F. Meyer & Associates, Attorneys at Law](#)

[Recreation Unlimited Foundation](#)

[Red Door BBQ Delaware](#)

[S Squared Food & Beverage](#)

[Simero Roofing Systems](#)

[The Animal Health Organization](#)

[The Law Office of Brian Jones](#)

[The Union Bank](#)

[Weichert Realtors, Triumph Group](#)

**The Chamber thanks and recognizes
renewing sustaining member
Bronze Level**



**The Chamber thanks and recognizes
new sustaining member**

Platinum Level



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.





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](#)

US House District 12

Troy Balderson

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

[Email](#)

District 4

Jim Jordan
[Email](#)

US Senate

Rob Portman
[Email](#)



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The Chamber exists for and by its members— *check here* before you buy.

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FAMILY OWNED AND OPERATED

July/August

Government Affairs Committee

Tuesday, July 12
8:00 am via Zoom

Golf Outing

Friday, July 15, 2022

[Click here to register and/or sponsor](#)

New Member Orientation

Tuesday, July 26
8:00 am Chamber office

[Click here to register](#)

Ambassadors

Tuesday, July 26, 4:00 pm
TBD

Safety Council

Wednesday, July 27 8:30 am
The Barn at Stratford

[Click here for details](#)

HR Council

Wednesday, August 3 8:30 am
Chamber office

Calendar

Business Before Hours

SourcePoint
Thursday, August 4
8:00-9:30 am

[Click here to register](#)

Government Affairs Committee

Tuesday, August 9
8:00 am via Zoom

Leadership Delaware Kick Off luncheon

Thursday, August 11
Willow Brook at Delaware Run

Business After Hours

Thursday, August 18 5:00- 6:30 pm
Cummins Facility Services

[Click here to register](#)

Ambassadors

Tuesday, August 23, 4:00 pm
TBD

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

Safety Council

Wednesday, August 24, 8:30 am
The Barn at Stratford

[Click here for details](#)

Ribbon Cutting

First Citizens National Bank
Thursday, August 25
5:00 pm

[Click here to register](#)



Business Before Hours

Columbus State Community College
Thursday, September 1
8:00-9:30 am

[Click here to register](#)

SAVE THE DATES

Supervisor Six Pack
Starts October 3

[Click here for details](#)

Clay Classic

Friday, October 14, 2022

Annual Dinner

Thursday, February 2, 2023

United Way



United Way
of Delaware County

Did you know?

Over the past year,
United Way of Delaware County
invested \$9,300,000 into the Delaware
County economy. Your support helps
strengthen Delaware County,
one family at a time.

United Way of Delaware County's Initiatives



Stay connected on Facebook and Instagram @uwaydelawarecounty

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*

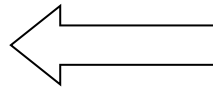
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

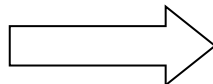
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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

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

request a savings
quote >>
[AC-3 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 any-time, all the time.

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

Chamber Referral Buck\$\$...

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



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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.



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

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740-363-5433

*Anthem Elite Certified



Preferred Benefits Services Agency

Mark Pettitt

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*Anthem Elite Certified



Check Out the

HOT DEALS

from Chamber Members

Posting is FREE with your membership

- ⇒ [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- ⇒ [Join Safety Council— Delaware Area Safety Council](#)
- ⇒ [20% OFF EVENT DISPLAYS- Liberty Sign and Graphics](#)
- ⇒ [15% off Guest room Nationwide Hotel and Conference Center—Nationwide Hotel and Conference Center](#)

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.



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.**

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

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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,
 Orrville 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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