

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

May 2019

Sustaining Members

Industry Exclusive
Platinum Level



Gold Level



Silver Level



Bronze Level



Network Communication Installation
Linus Communications



The Delaware Area
Chamber of Commerce
Established 1907

UNITED STATES CHAMBER OF COMMERCE

ACCREDITED



2019 Golf Outing

Check-in and breakfast 8:00am

Shotgun start 9:00am

\$100 per golfer

\$125 hole sign sponsorship

\$125 goody table on the hole
sponsorship

\$200 hole sign AND goody table
on the hole

\$50 skill prize sponsorship

**Deadline to register is
May 27, 2019**

[Click here to register
today!](#)

Tournament Sponsor

Country Club
Rehabilitation Campus

A Senior Health Care Community



Thursday, June 6, 2019

Kings Mill Golf Club

2500 Berringer Road
Waldo OH 43356



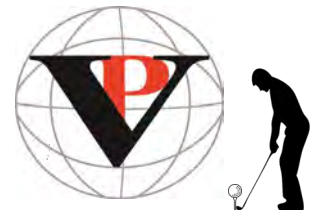
Breakfast Sponsor



Lunch Sponsor



Drink Cart Sponsor



Advertisers in this issue

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[North Star Golf Club](#)

[OhioHealth](#)

[Ohio Living Sarah Moore](#)

[Apartment Homes](#)



You are invited to attend a program of the
Delaware Area Chamber of Commerce

Trade Secrets, Intellectual Property and Your Business
with

[Maribeth Meluch, Isaac, Wiles, Burkholder and Teetor](#)

Protecting your company's competitive edge – know, secure and
enforce your intellectual property, no matter how small your business is.
sponsored by



Thursday, May 16, 2019, 11:45am–1:00pm at [SourcePoint](#)
800 Cheshire Road, Delaware 43015

Cost includes a buffet lunch ~ Check-in begins at 11:45
Chamber members: \$20 ~ Non-Chamber members: \$25

Deadline to register is Monday, May 6, 2019

Cancellations after May 6 and no-shows will be charged.

[Click here to register](#) or call 740-369-6221 or email
dachamber@DelawareAreaChamber.com

2018 Board of Directors

Executive Committee

Dusty Hostutler– Chair

[Edward Jones](#)

Zach Price– Chair-elect

[TRIAD Architects](#)

Ana Babiasz– Treasurer

[Fidelity Federal Savings & Loan](#)

Glenn Marzluf– Immediate Past Chair

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

Aric Arnett– Vice Chair

[Ohio Living Sarah Moore](#)

Todd Irion–Vice Chair

[Engineered Materials Systems Inc.](#)

Bill Morgan– Vice Chair

[2K General Co.](#)

Board Members At Large

Scott Cubberly

[Equity](#)

Shane Dawson

[Dawson & Associates, LLC](#)

Denny Frierhood

[Honda Marysville](#)

Rex Gore

[Black Wing Shooting Center](#)

Chad Hoffman

[Richwood Bank](#)

Andy Miller

[Buckeye Valley Local Schools](#)

Eric Moulton

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

Liz Owens

[Alpha Group of Delaware](#)

Scott Ruth

[Cogburn Electric](#)

Brad Schneider

[The Growth Coach](#)

Andrew Wecker

[Manos, Martin & Pergram Co.](#)

Staff

Holly Quaine, President

hquaine@DelawareAreaChamber.com

safetycouncil@DelawareAreaChamber.com

Sarah Yoakam, Office Manager

dachamber@DelawareAreaChamber.com

Matt Carbary, IT Mgr.

mcarbary@DelawareAreaChamber.com

32 S. Sandusky Street

Delaware, Ohio 43015

740-369-6221

Fax:740-369-4817

www.DelawareAreaChamber.com

facebook



May Business BEFORE Hours



Start your day on Thursday, May 2 by network-
ing when [Redwood Delaware](#) hosts the Before Hours. Food, networking –
bring lots of business cards to share. The event is held from 8:00 - 9:30 am at
20 Bur Reed Road, Delaware. (behind Meijer/Kohls at Glenwood Commons).
Please let us know you'll be attending. [Click here to register.](#)

May Business After Hours a very special celebration



End your day on Thursday, May 16 by networking
when the [Hughes Family Hearing Aid Center](#) hosts the Before Hours with
a celebration of their 25th anniversary! Food, networking– bring lots of busi-
ness cards to share. The event is held at 652 West Central Avenue, Suite 50
Delaware, (corner of Central and Troy Rd.) from 5:00-6:30pm at [Please let us
know you'll be attending.](#)

Ribbon cutting celebrations x 2

Join us in May as we celebrate with two members on

the opening of their new facilities. It

starts on Thursday, May 16 at 4:00 when

[Swan Lake Event Center](#) cuts the ribbon



on their fabulous facility at 5900 Liberty Road North, just
north of Home Rd. [Click here for details and to register.](#)



Then join us the very next morning when we visit the new of-
fices of [ACR Consulting](#). We'll be cutting the ribbon at
10:00 am at 225 South Sandusky Street, Delaware. [Click here
for details and to register.](#)



Chamber recognizes volunteers

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 Chamber's priorities are facilitated by the Chamber's volunteer staff and committees under the direction of board of directors. The goal of the committees' work 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!

April is National Volunteer Recognition month and it's a great time to highlight your fellow Chamber members who contribute their time, talent and treasure on your behalf. Like most all member-driven organizations, it is the responsibility of the membership to participate in this way, and the DACC is fortunate to have about 100 dedicated, really smart folks who bring their experience, perspective, respect for others' ideas and commitment to their organization to the Chamber and serve in many different ways.

It is the honor of the Chamber staff to be the stewards of this Chamber when so many incredible people share a passion for what Chambers do.

Thank you to everyone listed below. And, hey- there's room for *you*.



Elia Ali

[Foot & Ankle Wellness Center](#)

HR Council

Aric Arnett

[Ohio Living Sarah Moore](#)

Board of Directors

Ana Babiasz

[Fidelity Federal Savings & Loan](#)

Board of Directors

Finance & Audit Committee

Jason Banium

[Preferred Benefits Services Agency](#)

HR Council

Ken Barton

[Minuteman Press of Dublin](#)

Finance/Audit Committee

Infrastructure & Development

Committee

Chris Bauserman

[Delaware County Engineer](#)

Infrastructure & Development

Committee

Tony Beneshek

[Preservation Parks of Delaware County](#)

HR Council

Ginny Berry

[DATA Bus](#)

Leadership Facilitator

Susie Bibler

[MainStreet Delaware](#)

Leadership Delaware Facilitator

Randy Bournique

[People In Need](#)

Non-Profit CEO Group

Annette Bousquet

[Black Wing Shooting Center](#)

HR Council

Deb Bowden

[The Bowden Group](#)

HR Council

Dan Boysel

[Consolidated Cooperative](#)

Infrastructure & Development

Committee

Annual Dinner

Deeana Brant

[Delaware-Morrow Mental Health &](#)

[Recovery Services Board](#)

Non-Profit CEO Group

Workforce Development & Education

Committee

Mitchell Briant

[Big Brothers/Big Sisters of Central Ohio](#)

Non-Profit CEO Group

Jack Brickner

[Planned Communities](#)

Infrastructure & Development

Committee

Erin Brown

[Erin Brown Edward Jones](#)

Dinner Diva

Matthew Brown

[Delaware County](#)

HR Council

Eric Bull

[Elford, Inc.](#)

Infrastructure & Development

Committee

Dana Bushong

[Delaware County](#)

HR Council

Casey Converse

[Cassandra Converse American Family](#)

[Insurance Agency](#)

Annual Dinner "Diva"

Mark Cooper

Big Walnut Local Schools

Leadership Delaware Facilitator

Mel Corroto

[Andrews House](#)

Non-Profit CEO Group

Cathy Courtice

[LSS Food Pantry](#)

Non-Profit CEO Group

Karen Cowan

[Friends of the Delaware County](#)

[District Library](#)

Golf Outing

Paul Craft

[Delaware City Schools](#)

Workforce Development & Education

Committee

Scott Cubberly

[Equity](#)

Board of Directors

Infrastructure & Development

Committee

Shane Dawson

[Dawson & Associates](#)

Board of Directors

HR Council

Continued on next page

Volunteers continued

Chelsea Dean

[Delaware County Sheriff's Dept.](#)

HR Council

Linda Dodds

[Delaware County](#)

HR Council

Debbie Donahey

[OhioHealth](#)

Leadership Facilitator

Melinda Draper

[Delaware County Board of](#)

[Developmental Disabilities](#)

HR Council

Brad Ebersole

[Consolidated Cooperative](#)

Infrastructure & Development

Committee

Tony Eyerman

[Evans Farm Land Development](#)

Co. Infrastructure & Development

Committee

Jessica Feller

[City of Delaware](#)

HR Council

Mary Beth Freeman

[Delaware Area Career Center](#)

Workforce Development & Education

Committee

Denny Friermood

[Performance Chrysler Jeep Dodge Ram](#)

[Delaware](#)

Board of Directors

Workforce Development & Education

Committee

Mike Frommer

[Delaware County](#)

Infrastructure & Development

Committee

Susan Garrett

[Mail Pro 1 LLC](#)

Safety Council Steering Committee

Dane Gaschen

Bricker & Eckler, LLC

Leadership Delaware Facilitator

Billy Gibson

[Del-Co Water](#)

Safety Council Steering Committee

Jenna Goehring

[Delaware County](#)

Leadership Delaware Facilitator

Rex Gore

[Black Wing Shooting Center](#)

Board of Directors

Infrastructure & Development

Committee

Sharon Griner

[Common Ground Free Store](#)

Non-Profit CEO Group

Wes Hall

[CT Consultants](#)

Infrastructure & Development

Committee

Sue Hanson

[Helpline of Delaware & Morrow](#)

[Counties](#)

Non-Profit CEO Group

Pam Hawk

[Consolidated Electric Cooperative](#)

HR Council

Chad Hoffman

[Richwood Bank](#)

Board of Directors

Finance/Audit Committee

Dusty Hostutler

[Edward Jones - Dusty Hostutler](#)

Board of Directors

Finance/Audit Committee

Sean Hughes

[City of Delaware](#)

Infrastructure & Development

Committee

Leadership Delaware Facilitator

Dawn Huston

[Delaware County](#)

HR Council

Warren Hyer

[Central Ohio Symphony](#)

Non-Profit CEO Group

Todd Irion

[Engineered Materials Systems](#)

Board of Directors

Infrastructure & Development

Committee

Larry Jones

[Liberty Casting Company](#)

Safety Council Steering Committee

Dee Ketterling

Workforce Development & Education

Committee

Stacy Knight

[Domtar Personal Care Division](#)

HR Council

Kent Kramer

[Richwood Bank](#)

Infrastructure & Development

Committee

Sandy Kuhn

[Delaware County Fair](#)

HR Council



Bob Lamb

[Delaware County](#)

Infrastructure & Development

Committee

Teresa Lambert

[Salvation Army Delaware](#)

Annual Dinner "Diva"

Patti Laney

[Delaware Creative Housing](#)

Non-Profit CEO Group

Brian Leach

[Del-Co Water Company](#)

Leadership Delaware Facilitator

Peggy Leach

[PJL Ventures LLC](#)

Annual Dinner "Diva"

Tim Long

[Long Economic Development Advisors](#)

Infrastructure & Development

Committee

John Longo

[Buckeye Valley Local Schools](#)

Workforce Development & Education

Committee

Barb Lyon

[United Way of Delaware County](#)

Leadership Delaware Facilitator

Tiffany Maag

[Delaware County Regional Sewer](#)

[District](#)

Infrastructure & Development

Committee

Mason Malcolm

[The Kleingers Group](#)

Infrastructure & Development

Committee

Glenn Marzluf

[Del-Co Water Company](#)

Board of Directors

Infrastructure & Development

Committee

Ann McKenzie-Teague

[Liberty Community Center](#)

Non-Profit CEO Group

Continued on next page

Volunteers continued

Maribeth Meluch

[Isaac, Wiles, Burkholder & Teetor, LLC](#)

Board of Directors

HR Council

Workforce Development & Education

Committee

Donna Meyer

[Delaware County Historical Society](#)

Non-Profit CEO Group

Andy Miller

[Buckeye Valley Local Schools](#)

Board of Directors

Workforce Development & Education

Committee

Todd Miller

[Habitat for Humanity of Delaware](#)

[& Union Counties](#)

Non-Profit CEO Group

Paul Monks

[Evolution Ag LLC](#)

HR Council

Bethany Moore

[Delaware Speech & Hearing](#)

Leadership Delaware

Non-Profit CEO Group

Bill Morgan

[2K General](#)

Board of Directors

Infrastructure & Development

Committee

Eric Moulton

[42 Storage and USELL Center](#)

Board of Directors

Shannon Neidzwicki

[Marion Technical College](#)

Workforce Development & Education

Committee

Liz Owens

[Alpha Group of Delaware](#)

Board of Directors

Annual Dinner "Diva"

Tracey Pabst

[Sam Dong Ohio](#)

HR Council

Tracey Peyton

[Strand Theatre](#)

Non-Profit CEO Group

Suzanne Pingry

[Helpline of Delaware & Morrow](#)

[Counties](#)

Leadership Delaware Facilitator

Jen Pollard

[Delaware City Schools](#)

Workforce Development &

Education Committee

Zach Price

[TRIAD Architects](#)

Board of Directors

Infrastructure & Development

Committee

Susan Pritchford

[Luvata, Ohio](#)

HR Council

Linda Reay

[Alpha Group of Delaware](#)

HR Council

Frank Reinhard

[First Commonwealth Bank](#)

Infrastructure & Development

Committee

Lisa Marie Reinhart

[Delaware Area Career Center](#)

Workforce Development & Education

Committee

Devon Revels

[Domtar Personal Care Division](#)

HR Council

Scott Ruth

[Cogburn Electric](#)

Workforce Development & Education

Committee

Brad Schneider

[The Growth Coach](#)

Board of Directors

Judd Scott

[V & P Hydraulic Products](#)

Infrastructure & Development

Committee

Workforce Development & Education

Committee

Kelsey Scott

[City of Delaware](#)

Leadership Facilitator

HR Council

Darren Shulman

[City of Delaware](#)

Annual Dinner

Leadership Facilitator

Jay Shutt

[CT Consultants](#)

Infrastructure & Development

Committee

Linda Silverstein

[Friends of the Delaware County](#)

[District Library](#)

Golf Outing

Debbie Sonner

[Delaware County Board of](#)

[Developmental Disabilities](#)

HR Council



Sarah Stevenson

[Delaware Area Career Center](#)

Workforce Development & Education

Committee

Jerry Stewart

[Delaware City Schools](#)

HR Council

Kelsey Studer

[Federal Heath Sign Co.](#)

HR Council

Trevor Thomas

[Emergency Plumbing Service](#)

Workforce Development & Education

Committee

Michael Tucker

[Friends of CASA of Delaware](#)

[and Union Counties](#)

Non-Profit CEO Group

Joe Uher

[Delaware City Schools](#)

Leadership Development Facilitator

Cindy Violet

[Pregnancy Resources of](#)

[Delaware County](#)

Non-Profit CEO Group

Donna Warbel

[Acloche' Staffing](#)

Safety Council Meetings

Welcome

Teresa Watkins

Leadership Development Facilitator

Andy Wecker

[Manos, Martin, & Pergram](#)

Board of Directors

Infrastructure & Development

Committee

Workforce Development & Education

Committee

Dan Weng

[Huntington Bank](#)

Infrastructure & Development

Committee

Amy Whitney

[Delaware General Health District](#)

Scott Wolf

[Firestone, Brehm, Wolf, Whitney &](#)

[Young](#)

Leadership Development Facilitator

Whew!! Thank you all!!!

New member orientation

Each quarter the Chamber hosts an event to welcome new and prospective members (or new representatives from current members) to the organization. It starts with an informal reception attended by several board members and continues with a presentation of benefits and services that come with being a member of the Chamber. New members, prospective members and reps from veteran member businesses who attended the April 23 event included:

Karyl Shirkey, 12 West & SmOHked House
Holly Hanson, [Drama Kids of North Columbus](#)
Kelsey Studer, [Federal Heath Sign Co.](#)
Todd Daughenbaugh, Fresh Start Café & Bakery
Jenny Mundwiler & Ellen Schiefferle, Home Helpers of Delaware, Ohio
Shawn Miskovich, [Linxus Communications](#)
Carrie Burson, [Maryhaven](#)
Ashley Byers, [SERVPRO of Delaware](#)



[Click here for more photos](#) and plan to join us at our next orientation on [July 23, 2019](#).



acloch :

Connecting you to the best talent in your area.

Looking for employees? The experts at Acloch  are here to connect you to a wide range of fantastic candidates in the Delaware, Crawford, Marion, and surrounding counties today!

We've moved!

You can now find us in Delaware at our new **Glennwood Commons** location:

Acloch  of Delaware
880 Sunbury Rd., Suite 100
Delaware, OH 43015
Phone: (740) 363-9311

Volunteers needed for county fair

The [Delaware County Fair](#) is looking for volunteer organizations for the upcoming fair which runs Sept. 14-21 (Saturday to Saturday). They are looking for organizations that would either run a gate-taking admission fees, tearing tickets, stamping outbound guests and directing towards parking OR to work parking cars in our various parking lots throughout the grounds. They normally have people at the gates from 8 a.m. until 8:30 p.m. every day. The first Saturday through Wednesday they need two per shift and it is up to you as to how long the shifts run. Thursday is Jug Day so four are needed from 7 a.m. until 5 p.m. and then it can go down to two people. Friday and the second Saturday would probably be two or three per shift. They pay the volunteer organizations \$7/hour to their organization. If you have any questions or want additional information please feel free to call Sandy Kuhn at 740-362-3851 or email her at skuhn@delawarecountyfair.com.



April After Hours

With the Queen looking on (Well, it's an English pub), adult beverages perfect for the end of the day, and a buffet of "When-can-I-move-in-and-eat-like-this-everyday?" treats, Chamber members and friends gathered at [The Inn at Olentangy Trail](#) for its April Business After Hours. Director Carrie Kuhn and marketing director Sarah Brown proved gracious and lovely hostesses at the beautiful facility that looks as good as the day it opened in 2011.



The Inn at Olentangy is a retirement community that offers "Choice, community, excellence, and a warm homelike atmosphere..." all of which is evident to residents and visitors alike. From independent living to memory care, the Inn offers options for resident they call family.

Thankyou to Carrie and her staff for their hospitality on a beautiful spring day. [Click here for more photos.](#)




A Place to Call Home

Assisted Living
Short-Term Rehabilitation
Long-Term Nursing Care
Home Health & Hospice



Ohio Living
Sarah Moore

740.362.9641 | ohioliving.org 



Bill Rogers, CPA
Shareholder



maloney
maloney + novotny LLC

Business Advisors and
Certified Public Accountants

Delaware | 740.362.9031
Columbus | 614.781.6174

maloneynovotny.com

Member makes commitment to excellence

[C.G. Boyce Real Estate Co.](#)'s President and Broker Toby Boyce, MBA, GRI, SFR, is among the initial 300 members – out of National Association of Realtors® 1.2 million members – to earn the Commitment to Excellence endorsement.



The endorsement goes to Realtors® who have demonstrated knowledge and competency in ten core areas of real estate practice.

Client service	Advocacy of real property ownership
Professional reputation	Trust and integrity
Real estate law	Use of technology
Realtor® Code of Ethics	Data privacy
Equal service to all (Article 10 of the Code)	Areas of practice



Launched in November 2018, this innovative program sets the standard for what it means to be a professional in the real estate brokerage business.

The C2EX endorsement is available only to Realtors®. It is earned through a self-directed program that enables real estate professionals to assess and build on their competency in each of the core areas. As a broker, in addition to demonstrating competency in all 10 areas, Boyce was required to show a commitment to creating and maintaining an environment that promotes excellent customer service consistent with these standards.

“Earning the Commitment to Excellence endorsement is a true accomplishment and an affirmation to consumers that you stand for ethics and professionalism in your work,” says 2019 NAR President John Smaby. “Advances in technology and online user experience are making our business more and more seamless, and that’s fantastic,” Smaby says, “But with new technology can come vulnerabilities. A C2EX endorsement offers consumers the ease of mind that they have a skilled adviser, committed to conducting business at the highest standards, helping them through what may be the largest purchase or sale in their life.”

The National Association of Realtors® is America’s largest trade association, representing over 1.3 million members involved in all aspects of the residential and commercial real estate industries.

Founded in 2015, C.G. Boyce Real Estate Co. is an independent real-estate brokerage serving the needs of buyers and sellers throughout the central and north-central Ohio region. Based in Delaware, C.G. Boyce Real Estate Co. has operations in Mansfield and Mt. Vernon.

Boyce is a native of Danville, Ohio, and earned his Bachelor’s Degree from Union of Mount Union and his Master’s in Business Administration from Heidelberg University. He has been in real estate since 2006. Boyce has resided in Delaware since 2002 with his wife, Gretchen, and daughter.

Our Values

- We will treat all of our relationships with honesty, respect and fairness;
- We will be actively involved in our community and will be leaders in identifying and addressing issues of community, and regional concern;
- We will foster partnerships to improve the economic well-being and quality of life in the community;
- We will hold the business needs of our membership to be our highest priority;
- We will remain committed to fostering a rich sense of community and an unrivaled quality of life;
- We will stay connected to our membership - communicating information and opportunities to our members, public policy leaders, and the residents of the greater Delaware community;
- We will 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
- We will be trustworthy and responsible stewards of the Chamber’s funds, seeking to direct resources with wisdom and integrity.

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.

May calendar

Business Before Hours

Thursday, May 2
Redwood Delaware
8:00-9:30 am
[Click here to register](#)

Safety Council Make-up Opportunity

Friday, May 3
2:30 am—3:30 pm
[Click here to register](#)

Leadership Delaware

Thursday, May 9
Economic Development Day

Workforce Development & Education Committee

Friday, May 10
8:00am Chamber office

Safety Council

Tuesday, May 14
11:30 am—1:00 pm
[Click here to register](#)

Chamber Board Meeting

Wednesday, May 15
7:30 am, Chamber office

Leadership Delaware Graduation

Wednesday, May 15
Willow Brook at Delaware Run

Third Thursday luncheon

Thursday, May 16
Trade Secrets, Intellectual Property and Your Business
11:45 am SourcePoint
[Click here to register](#)

Ribbon Cutting

Swan Lake Event Center
Thursday, May 16
4:00 pm
[Click here to register](#)



Business After Hours

Thursday, May 16
Hughes Family Hearing Center
25th Anniversary
5:00—6:30 pm
[Click here to register](#)

Ribbon Cutting

ACR Consulting
Friday, May 17
10:00 am
[Click here to register](#)



Infrastructure & Development Committee

Tuesday, May 21
8:00am Chamber office

SAVE THE DATES

Golf Outing

Thursday, June 6, 2019
Kings Mill Golf Course
[Click here to register and/or sponsor](#)

Clay Classic

Friday, October 11, 2019
Black Wing Shooting Center
Annual Dinner
Thursday, February 6, 2020
Hilton Polaris

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

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!!

Six degrees of chamber member-to-member

The Chamber is relentless about encouraging its members to do business with other members. Do you look to Chamber members first for goods and services?

We encourage you to do business with your fellow Chamber members and to let us know about your experience. Tell us who you've done business with and send us a testimonial. hquaine@DelawareAreaChamber.com.

Presenters considered

Are you an expert in a field related to business? The Chamber is seeking presenters for our B.E.D. & Breakfast program. BED is held on the second Tuesday of the month from 7:30-8:30am. Over the years we've covered a myriad of topics from HR to marketing; insurance to IT.

We'd love your help with fresh ideas about topics important to you. We ask that the presentation **not** be an infomercial (although a speaker never left the building without making a contact or two) but an educational one.

If you think you could offer insight into a business-related topic, please contact Holly at hquaine@DelawareAreaChamber.com. We'll see how we can make your idea work.

**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.**

CUMMINS

facility services

THE SINGLE SOURCE SOLUTION FOR ALL OF YOUR FACILITY SERVICE NEEDS

Cummins Facility Services provides unmatched service by applying the most advanced technologies and processes to your facility service needs. We use cutting-edge tools and technologies to ensure you work in a safe and healthy environment.



If you're seeking an innovative partner, choose the one that is disrupting the industry and setting higher standards.

Jill Frey, Cummins President

EST.
1972



A FULLY
CERTIFIED
COMPANY



100%
WOMEN-OWNED
ENTERPRISE

SERVING OVER
200 MIL
SQUARE FEET IN
17 STATES



JANITORIAL • FLOOR WORK & CARPET CARE • HIGH DUSTING & STRUCTURAL CLEANING
EQUIPMENT MANAGEMENT • FLOOD CLEAN-UP • RECYCLING & SUSTAINABILITY • RESTORATION CLEAN-UP
SECURITY • TOTAL DISINFECTION • VENDOR MANAGEMENT • WINDOW TREATMENT

PARTNERS AND CERTIFICATIONS



Visit cumminsf.com or call 1.800.451.5629
to learn more about our services.

Age-friendly assessment results to be presented May 8

On Wednesday, May 8, [SourcePoint](#) hosts the Age-Friendly Delaware County Findings Report. The presentation takes place from 9 to 10:30 a.m. at SourcePoint, 800 Cheshire Road, Delaware. The presentation is free and open to the public.



The findings report will help SourcePoint and community partners develop an action plan to make [Delaware County](#) an age-friendly community. Age-friendly or livable communities have walkable streets, housing and transportation options, access to key services, and opportunities for residents to participate in community activities.

In collaboration with SourcePoint and other community partners, the [Delaware General Health District](#) conducted an extensive assessment of Delaware County's strengths and weaknesses in 2018. The assessment covered eight domains of a livable community as identified by the World Health Organization, including outdoor spaces, transportation, housing, social participation, respect and inclusion, civic participation and employment, communication, and health services.

The findings report will help SourcePoint and its partners develop an action plan in 2019 to designate Delaware County age-friendly.

To attend the presentation, RSVP by Wednesday, May 1 to Jackie Haight, SourcePoint's age-friendly coordinator, at jhaight@MySourcePoint.org or 740-203-2435.

SourcePoint is a nonprofit 501(c)(3) organization that provides professional expertise, services, and programs for Delaware County adults who want to thrive after 55. Services and programs are supported in part by the local senior services levy, corporate and private donations, sponsorships, grants, and by the Central Ohio Area Agency on Aging. SourcePoint is a United Way agency.

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

HOT DEALS

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: getyour login and password and publish Hot Deals yourself– it's faster and the independence means you can post anytime, all the time.

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Our Vision

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

Our Mission

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

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Leadership Delaware completes community projects

This year's graduating class of Leadership Delaware chose three community projects as part of the nine-month community leadership program they started in September of 2018. The participants came out on evenings and weekends and helped with one or more initiatives, working side-by-side with their classmates.

One of the community projects of the Leadership Class of 2019 was a landscaping project at a property owned by **Delaware Creative Housing**. Since 1991 Creative Housing has been providing affordable and quality housing for people with disabilities and seniors. They created flower beds around the perimeter of the house, planted shrubs, flowers, one shade tree and a decorative bush. They also created an outdoor dining area with a picnic table. This project not only benefits Creative Housing, but also helps beautify the neighborhood.



On April 15, 2004 the team at the **Habitat for Humanity of Delaware and Union County** (Habitat) were excited to open the Re-Store for one (1) day a week. Now, fifteen years later, they are moving from their 7,000 sq. ft. location on Curtis Street to a 14,000 sq. ft. facility in the Delaware Square shopping center at the former site of Metro Fitness. The Leadership class helped get the facility ready by painting the interior.



The new location is expected to open on June 1st. Todd Miller, Executive Director (Leadership Delaware class of 13'), says the move will provide not only more space, but greater visibility and foot traffic with a location near the

Goodwill retail store, an organization that attracts similar donors and customers. There will also be a more convenient donation drop-off in the back of the building and the extra space will provide staff and volunteers with a break room. Habitat is currently looking for volunteers to assist with the move.



The class' third community project was undertaken in the 2nd ward in Delaware city. The 2nd ward has a library that needed attention—organizing, alphabetizing and weeding hundreds of books.



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

Member celebrates grand opening

On Tuesday, April 16, [Northstar Family Dental](#) cut the ribbon on their newest location. In Lewis Center at 7740 Graphics Way, (US 23 South) this office joins its first location that's been in Westerville for ten years. Owner and dentist Dr. Christina Kulesa was all (beautiful, of course!) smiles as she and her staff showed off the *absolutely gorgeous* addition to her dental empire! Welcome to the Chamber, Doctor, and congratulations on your newest digs! [Click here for more photos.](#)

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Member initiates program to recognize students

The [Delaware Rotary Club](#) has begun a program in which area high school students are recognized each month. A little background for those unfamiliar with Rotary International, the largest service club in the world. Rotary's fundamental values rest on its 4-Way Test: Of the things members think, say and do, they are challenged to first answer these questions: Is it the truth? Is it fair to all concerned? Will it build goodwill and better friendships? Will it be beneficial to all concerned? It's called Service Above Self.



Interact is a youth outreach program that brings together young people ages 12-18 to develop leadership skills while discovering the power of Service Above Self. The Delaware club sponsors Interact programs in three Delaware County high schools. It was Interact Club's teachers/advisors Natalie Taylor & Lee Ann Shepfer's suggestion that initiated the Student of the Month. All of the three, current, participating high schools, [Olentangy Berlin, Delaware City Schools Hayes](#), and [Buckeye Valley High](#) incorporate Rotary's values into their nomination for each school's Delaware Rotary Student of the Month. For example, Hayes High School is focusing on #3 of the Four-Way Test; Buckeye Valley is incorporating their PRIDE acronym with Rotary's core values for their nomination, etc.



Students are invited to attend a luncheon meeting at which they receive a certificate and a check for \$50. The certificate was designed at the Digital Design Program at the [Delaware Area Career Center](#) by one of the Interact Club students at Berlin High School and Rotary Club members via their business sponsor the monetary award. The first two sponsors were non other than Chamber board members Zach Price of [TRIAD Architects](#) and Ana Babiasz, [Fidelity Federal Savings & Loan](#).



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 \$15 a 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.](#)

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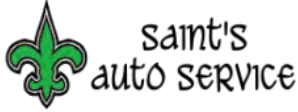
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Angela Linnane-CFO, [Saint's Auto Service](#)

"When I first launched my firm over a decade ago, I had a difficult time finding an accounting firm that met our needs. As a result, we moved from firm to firm to firm, until I found [Blue & Co.](#) through former partner Ken Barton. Whether it was with Ken or any of the accountants who have followed him, I've been pleased with their professionalism, responsiveness, and efficiency. Matt Dasta, Gina Grote, and Angie Justice make the unpleasant task of taxes one less concern for me."



Shane Dawson, Esquire, [Dawson & Associates](#)



"I recently had an unusual printing job that several local firms were unable to handle. At this point I remembered a Chamber member, [Mail Pro 1](#), (thank you Holly!) and contacted Susan Garrett. My discussion with Susan and her husband Larry convinced me to place my business with their team. As I worked with their folks we found that we would need a "work around" to be able to finish the job. They suggested and implemented exactly what was needed and successfully completed the task. In addition, they came in on time and on budget! I highly recommend their work."

Frank Hickman II, [Integrated Financial Network](#)



"For years I've worked with [Dusty Hostutler at Edward Jones](#). Dusty provides me financial advice related to my investments in my law firm retirement plan, as well as other financial advice. He's very smart and he's a good friend. All of the clients that I've sent to him have reported to me that they appreciate his advice and they like working with him. And, by the way, his assistant, Joyce Evanko, is absolutely delightful!"



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"My family recently woke up to a flooded basement after our sump pump died. What a mess! It was a particular disaster, as we run our business out of our home and our office is located there. We called [ServPro of Delaware](#) and they were so quick!! A crew was out there to cleanup within two hours of my calling. They got the wet carpet removed and started the drying process in short order. They were professional and did their best to stay out of our family's way. They were flexible in scheduling dry checks to suit our schedule and helpful in removing damaged furniture etc. We had this daunting problem and ServoPro came out and basically said, "We got this." and they did. We turned it over to them and they did a great job of understanding what the problem AND the solution meant to our family and our business. We are grateful!"

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Leadership Delaware Class of 2019

Health Care Day

Facilitated by Debbie Donahey, Regional Manager of Community Relations, OhioHealth

Newsletter Editors: Jen Pollard, Tom Rubadue, Steve Sikora,
David Simon, Jessica Sargent

On Thursday, April 11, 2019, **OhioHealth** hosted Leadership Delaware's Health Care Day at Grady Memorial Hospital. Debbie Donahey, Director of Community Relations for OhioHealth, facilitated a jam-packed day of learning and fun. The day included discussions about the patient journey, mental health, access to care, and many other interesting topics.

Mindy Sanford, Senior Advisor of Operations for Grady Memorial and Dublin Methodist Hospitals, kicked off the day with a brief history of Grady Memorial Hospital. The current location was first used in 1928. Years later, after a \$4 million donation by Mary Grady, the name of the hospital was changed to Grady Memorial Hospital. In 2005, Grady joined the Ohio Health Network.

Ms. Sanford then talked about the evolution of patient care. She spoke about prior generations relying solely on their primary care physician for all of their health care needs; now, loyalty to a primary care physician has been replaced by Google searches and web reviews. Hospitals are now catering to patients by using Patient Centered Care which looks at all factors affecting a person's health. In addition to the event that brought the patient in, hospitals are also looking at home life and other environmental factors that contribute to a person's well-being. *Continued on next page*



Leadership Delaware Class of 2019

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Leadership, continued

From the discussion on patient care, we transitioned to a discussion about mental health and recovery with Deanna Brant, Executive Director of the **Delaware-Morrow Mental Health & Recovery Board**. Deanna shared that behavioral health care is health care that encompasses both mental health and alcohol & drug addiction services.

The Delaware-Morrow Mental Health & Recovery Services Board (the “Board”) was established by statute in Ohio in 1968. It is viewed as a “Safety Net” for uninsured Ohioans to receive behavioral health care services without regard for the ability to pay. However, even if you have insurance, you may still be eligible for assistance from the Board. Currently, the Board plans, funds, monitors, and evaluates Behavioral Health services across the continuum. The Board is funded by property tax levy (running on the ballot in 2021) and OhioMHAS. (Local, State, Federal)

The Board works with many partners and providers throughout the area including **Southeast Recovery and Mental Health Care Services**, who work with adults and adolescents. Southeast Recovery has a 24-hour crisis intervention service for psychiatric emergencies and a community psychiatric support service for adults with severe mental illness. Southeast also provides supported employment services and re-entry services.

Deanna also talked about **Maryhaven, Recovery and Prevention Resources, HelpLine, Syntero, Del-Mor Dwellings**, and Turning Point. There are many behavioral health care partners and providers throughout the area.

Stigma is the primary reason people don’t seek mental/ behavioral health treatment. Perception of cost is also a factor. Deanna concluded that prevention and early intervention improve outcomes. Deanna ended our discussion with a powerful statement. She said, “We are all in this together.” She went on to say that “Treatment works. People recover. Recovered people work. Working people pay taxes.”

Next, we learned about the **Delaware General Health District** (“DGHD”) from Jen Keagy, the Director of Community Health. Public health is the bridge that tries to prevent disease and sickness from occurring. DGHD formed in 1920 in response to the flu pandemic of 1918. In 2014, the DGHD was the 3rd Health District in Ohio to be accredited. The DGHD is 51% funded from a local levy and will be running a levy again in 2020.

The vision of DGHD is “Healthy habits, healthy people, healthy community.” Their mission is to “promote, protect and improve the health of the community.” The DGHD is able to boast that 7 of the last 9 years Delaware County has been ranked as the healthiest county in the state of Ohio and we were named the same again last year. In a recent poll, Delaware was ranked the 9th most healthy county in the nation!

DGHD was proud to report that they are working on a new grant with the Delaware-Morrow Mental Health & Recovery Services Board for opiate relief. Jen concluded by reporting that citizens can get immunizations on site at the DGHD.

Following the discussion about DGHD, Christi Lee, a NovaCare Physical Therapist, shared some tips for those professionals who spend their day at a desk. Crouching over a desk causes posture to worsen over time. Ways to maintain posture are using a lumbar chair or lumbar support and doing simple exercises throughout the day.

Continued on next page



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Leadership, continued

Our next session was facilitated by one of our own, Kyle Steinbauer. Kyle introduced himself and talked a little about the need for medical research. Research in past years has led to numerous breakthroughs in medicine that we take for granted today. Kyle then introduced us to several interesting members of **The Ohio State University Medical Center**.

First, we were introduced to Dr. Andrew Neviaser. Dr. Neviaser specializes in shoulder and rotator cuff surgeries. He presented several examples of the need for medical research. Dr. Neviaser brought up Frederick Robbins. Everyone knew Jonas Salk created the first polio vaccine, but it was Frederick Robbins who cultured the polio virus that led to discovery of the vaccine. It takes many people and many steps to get to breakthroughs in medicine.

Next, we heard from Tonette Orsini, Imaging Technological Lead. Ms. Orsini spoke about research in medical imaging. Approximately 300 trials per year are done at the OSU medical Center, using all sorts of imaging tools: MRI, CT scans, PET/CT scans, X-rays, ultrasound, and nuclear medicine. Nuclear medicine is using radio tracers for cancer treatments. This allows the chemotherapy to go directly into the tumor or cancerous area.

Then, Dr. James Onate spoke about the Human Performance Collaborative (“HPC”). The HPC is designed to provide the next level of training for athletes. The mission is to optimize and sustain human performance; not to just reduce injury risk, but to educate parents, coaches and athletes on how the body heals itself and how to use the mind to aid in this process.



Dr. Onate introduced the SHIELD program. While not related to the Avengers movies, SHIELD stands for Student Health, Injury, Exercise, and Depression. This is designed to encompass all of the factors for wellness in student athletes. They even created a wellness app to create a platform to have a trusting conversation with other athletes and coaches without having to be physically present at the athletic center.

Finally, Dr. Michael Baria introduced the Ortho-Biologic Program. Dr. Baria first got into sports medicine after wrestling at Harvard and suffering an injury. The Ortho-Biologic program was designed to use the patient’s body to heal itself. The main conversation surrounding this field is in the topic of stem cells. While stem cell research holds promise, it is still largely unproven. Not only unproven, but potentially dangerous if not applied correctly. When seeking out treatments, Dr. Baria urged us to educate ourselves on the various treatments.



As the day went on, we got to talk to a very interesting panel of experts from Ohio Health. The panel included Andy Hardy, Manager, External Affairs; Lindy Gilkey, Manager, Employer Services, OhioHealth; and Terri Matzke, CNP, Surgery Nurse Practitioner, OhioHealth Grady Memorial Hospital.

Lindy spoke with us about how she interfaces with numerous employers, even some in Delaware. She focuses on partnering with employers and being in their workspace to promote employee wellness. Terri has been a nurse practitioner for 15 years. She makes sure patients are thriving before being discharged from the hospital. Terri is so proud of the newly renovated surgical wards. Andy is in a new position with OhioHealth. He helps ensure policies and legislations are in order for employees at community care sites to be able to do their jobs comfortably.

After lunch we met Nate Rogers, VP, Transformational Acceleration, OhioHealth. He discussed access to today’s care. He is working on big projects that change the way we work. He believes in

changing healthcare for the better of our community. Nate is working on redesigning the patient experience.

During the tour portion of the day, the group toured the Radiology, Surgery, and Rehab facilities at OhioHealth Grady Memorial Hospital. The hospital has been under major renovations and the facilities now have state-of-the-art equipment. Radiology’s renovation will be coming to an end in June after a two-year renovation.

Continued on next page



Leadership continued

On a daily basis, the Surgery unit can perform anywhere from 4 - 24 surgeries in a day. During the Rehab facility tour, the group learned about the different types of therapies available. The hospital is one of only 350 rehab facilities in the nation capable of providing driving therapy to get patients back to driving on the road again.

As the day wrapped-up, MedFlight made a special stop for the group by landing at the OhioHealth Delaware Medical Campus. MedFlight works in conjunction with the **Delaware City Fire Department** who are typically the first responders. The Fire Department will collect patient information and vitals and relay that to the MedFlight crew prior to their landing. The Fire Department will set up the landing zone for MedFlight as well. In Delaware County, there are 22 pre-determined landing zones for MedFlight. MedFlight typically arrives on scene 35 minutes after they are dispatched.



It was a great day with Leadership Delaware! [Click here for lots of fun photos.](#)

Cyber security risks are closer than you think

Dale Dresch, [Maloney + Novotny](#), and Jason Comstock, [Clarity Technology Solutions](#), discussed the security threats that EVERY business faces, regardless of its size. Hacking, phishing, and all manner of threats find small business even more vulnerable. So say our experts at the April Third Thursday luncheon. Your biggest threat to your cyber security are, alas, the people who work in your business. The threats waiting to hack, demand ransom or otherwise disrupt your business require only the wrong mouse click to wreak havoc. That means that your staff is your number one defense in preventing the sometimes crippling impact of cyber risks.

In 2010, the FBI's Ten Most Wanted included zero bad guys accused of cyber crimes. Of today's Ten Most Wanted, *seven* are recognized as cyber crimes. That's astounding.

Passwords continue to be both the problem and the solution. Changing your passwords frequently, varying your passwords among all the places you must create one, and keeping them safe can make it more difficult to reveal a pattern to the bad guys who use this information to create a profile of you and your business, making it easier for them to infiltrate your systems.

If you weren't at the luncheon, you MUST take a look at the [slides from the presentation](#). Consult and expert. Communicate with your staff. STOP AND THINK BEFORE YOU CLICK!!!

Thank you to Dale and Jason for a frightening but necessary education in this very real threat to business.

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* Don't know the month in which your renewal is due? Email dachamber@DelawareAreaChamber.com.



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

The Southern Ohio Chamber Alliance (SOCA) has teamed up with Anthem Blue Cross and Blue Shield to create a new 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

Find out more about the SOCA Benefit Plan. Call 1-844-MED-OHIO or visit 844MedOhio.com, or ask your Chamber of Commerce for a referral to a participating broker.



Did you know...

...that as a member of the Delaware Area Chamber you may use the Chamber's conference room at no cost? The conference room sits 25 comfortably and has a screen, projector and Wi-Fi. Also on hand: podium, easel and white board. It's the perfect location for training, strategic planning or meetings you'd rather have off-site; for home-based members it a perfect place to meet your clients. We'll even supply coffee, water and soft drinks. And best of all, it's FREE. To schedule the room, contact the Chamber at 740-369-6221 or dachamber@DelawareAreaChamber.com.

Connecting the dots for the bigger picture in health care

Great things often start with a simple idea, like connecting the dots. That's what [Anthem Whole Health Connection](#) approach to health care is all about.

How it works: They connect the dots in health care — medical, drug, dental, vision, life and disability. Each time a member sees a doctor or dentist or fills a prescription, it's like a dot on a page. Connecting all those dots gives us the bigger picture — a more complete health profile of the whole person.

Doctors and other caregivers can easily share this information with each other. And seeing the bigger picture early on can help doctors catch chronic diseases like diabetes, cancer or heart disease earlier. And catching diseases early can mean earlier treatments and better results.

How it saves: Connecting the dots gives better data, better insights and better outcomes.

Up to 74% lower medical costs and fewer hospital stays, when patients who have chronic disease or are pregnant treat their periodontal disease¹

\$8,000 in medical costs savings for members with a connected medical and disability plan²

More than 26,000 diabetics identified earlier through yearly routine eye exams³

How it can work for you: When you add dental, vision, life or disability to Anthem's medical benefits, you get improved health care for your employees and cost savings for your business. That's because they connect member health records, claims and clinical data to help make sure they get better care with greater insight.

See how their products work together for a bigger, more holistic view of health care. Or talk to your Anthem sales rep.

1-American Journal of Preventive Medicine's Impact of Periodontal Therapy on General Health Study, June 2014.

2-Anthem, Inc. Productivity Solutions data study and Actuarial validation, 2015.

3-Anthem, Inc. data 2016.



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Anthem 
*Decide to be healthy.*SM

Save money on health benefits without pinching pennies

As a chamber member with 2-50 employees, you can get a discount on any health plan from Anthem Blue Cross and Blue Shield — including industry-leading HSAs, HRAs and HIAs.*

While your competition is busy cutting corners, you get preventive care programs, prescription drug coverage and one-stop shopping for a complete benefits package.

Call (888) 506-1574, or get a free quote online at www.chambersaver.com/cocc.

Anthem 

MEDICAL | DENTAL | VISION | LIFE | DISABILITY | BEHAVIORAL

*Discount only applies to Chamber members who do not already have Anthem insurance. 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. (4/17)

For a list of Anthem-authorized Chamber member agents, call the Chamber at 740-369-6221 or [Click Here](#)

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.





The Delaware Area Safety Council is here to provide our community with quality programs addressing occupational safety and health, workers' compensation and risk management, education and information.

Steering Committee

Susan Garrett
[Mail Pro 1](#)
 Billy Gibson
[Del-Co Water](#)
 Larry Jones
[Liberty](#)
[Casting Company](#)
 Mark Nelson
 BWC

Monthly meetings are the second Tuesday of the month: 11:30 – 12 optional lunch, 12-1 program.

All meetings are at the Eagles Lodge, 127 East William Street Delaware, OH unless otherwise specified. Check the [Safety Council website](#) for more details.

Want more Safety Council news?

[Click here](#) for this month's Safety Council newsletter

Follow Ohio Chamber legislative updates

As a proud member of the Ohio Chamber of Commerce, we're grateful for their advocacy on behalf of small business. For chambers like ours with bare bones staff, the value of our membership with Ohio Chamber is the vetting, education and lobbying that we lack the adequate resources to take on. We urge you to click on their logo and follow their updates.



Chamber looks to revive dedicated government affairs committee

As committee leadership moved on due to changes in their careers, the Chamber board of directors is looking to restart legislative advocacy in a more formalized way and is looking for Chamber members who are tasked with external affairs in their respective industries. The GAC would focus on local, state and even federal level legislature or policy that impacts business. Ideally, the committee would be made up of at least one member of various industries: education, health care, manufacturing, small business, etc. and would serve as a watchdog for opportunities for the Chamber to be involved in, education for the membership as well as vetting and recommending support or opposition positions.

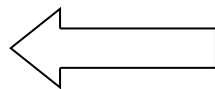
If you're that person and can commit to being actively involved, please email Holly at hquaine@DelawareAreaChamber.com.

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

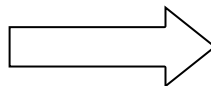
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



Health and wellness programs benefit you and your employee. Here's why.

When your employees have the right tools and resources to improve their health, it helps them be more productive, and improves your bottom line.

Offering health and wellness programs to your employees can result in:

Increased engagement in their health care. 93% followed advice they got from the Anthem 24/7 NurseLine to address health issues.

Lower cost of care. Medical costs could fall \$3.27 for every dollar spent on wellness programs.

Healthier, more productive employees. Absenteeism costs fall by about \$2.73 for every dollar spent on wellness programs.

Better employee retention and recruitment. 72% of companies plan to use their wellness program as a competitive advantage in the next three years — to achieve a high-performing workforce and compete for talent.

There's a program for every employee. Here are just ten of Anthem's many health and wellness programs:

24/7 NurseLine: Access to trained registered nurses any time of the day or night for answers to health questions, to help understand symptoms, and to help decide what type of care may be needed.



Future Moms: Personalized support and guidance from registered nurses for moms-to-be to help them have a healthy pregnancy, a safe delivery and a healthy baby.

ConditionCare: Extra support for asthma, diabetes, heart disease, chronic obstructive pulmonary disease (COPD) or heart failure. A nurse coach can answer questions and help your employees reach their health goals based on their doctors' care plans.

ComplexCare: Extra care for a serious health conditions from a nurse coach who will help answer your employee's questions, work to coordinate their care, and help them effectively use their health benefits.

MyHealth Coach: One-on-one professional advice from an experienced health coach for your employee or their family. Topics range from general wellness information to more serious issues like a chronic illness or help with medications.

Healthy Lifestyles: A personalized well-being plan and custom trackers that help your employees manage their physical and mental health.

Behavioral health resources: Licensed mental health professionals are available 24/7 to help your employees deal with challenges they may be having.

MyHealth Advantage: This program looks at your employee's claims to find ways to help them improve their health and save money.

For more information about how Anthem's health and wellness programs could benefit your company and your employees, please contact your broker or Anthem account manager.

Your Chamber membership: True or False?

- The Chamber receives several requests each year for goods or services provided in our community and recommends Chamber member businesses. The Chamber encourages members to supply the office with their brochures for display at no charge. **FALSE!** The Chamber receives *hundreds* of requests each year by phone, email and in the Chamber office.
- Free for the asking is a prescription discount card that you can distribute to all your employees. **TRUE!** There's nothing to sign; no charge to distribute or to use; accepted at all the big chain pharmacies; and the discount is often a bigger savings than the co-pay. Look like a hero to your staff and contact the Chamber today: 740-369-6221 or dachamber@DelawareAreaChamber.com
- The Chamber's conference room may be reserved at a very reasonable cost to Chamber members. **FALSE!** The conference room sits 25 comfortably and has a screen, projector and Wi-Fi. Also on hand: podium, easel and white board. It's the perfect location for training, strategic planning or meetings you'd rather have off-site; for home-based members it a perfect place to meet your clients. We'll even supply coffee, water and soft drinks. **And best of all, it's FREE.** To schedule the room, contact the Chamber at 740-369-6221 or dachamber@DelawareAreaChamber.com