

# CHAMBER NOTES

A Monthly Newsletter of the  
Delaware Area Chamber of Commerce

September 2018

## Sustaining Members

Industry Exclusive  
Platinum Level



Gold Level



Silver Level



Bronze Level



The Delaware Area  
Chamber of Commerce  
Established 1907

UNITED STATES CHAMBER OF COMMERCE

ACCREDITED



## It's not too late to get YOUR ad in the 2019 membership directory

The Chamber is entering into the last month of its ad campaign for the publication of the 2019 Community Profile and Membership Directory. The early bird special has passed, but new members and last year's advertisers who want to upsize their ad can still save. **If you ran a 1/8 page last year and up size to 1/4 page take \$50 off; if you ran a 1/4 page last year and upsize to a 1/2 page, take \$75 off; and if you ran a 1/2 page and upsize to a full page, take \$100 off.** Artwork and payment must be in by October 1.

In addition, any member who joined the Chamber after June 1, 2017 qualifies for a new member discount of an additional 10% off the price of their ad. We'll be following up with email reminders so you have several opportunities to be reminded of this special offer. Linked is the [ad agreement form](#) for those of you ready to move forward with reserving your ad at the special price. We'll be working again with [Gayle Holton Design](#) who will continue to offer special pricing for ad prep for those of you who need art created for your ad. Contact the Chamber at [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com) with questions and to return your ad form. For a look at this year's directory, [click here](#).



## Reminder to respond to database update

Still on the subject of the directory, a reminder to respond when our office sends the primary contact of your membership an email requesting verification/update of the information we have in our database. We work hard to ensure the directory is accurate and so each summer we ask you to verify and/or make changes to your information. Watch your email for it.

## 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!!**

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.

## Advertisers in this issue

[Anthem Blue](#)  
[Cross/Blue Shield](#)  
[Black Wing](#)  
[Shooting Center](#)  
[CES Credit Union](#)  
[Dawson & Associates](#)

[Express Employment Professionals](#)  
[Fahey Bank](#)  
[First Citizens](#)  
[National Bank](#)  
[Hetter Heating & Cooling](#)

[HW&Co.](#)  
[Maloney + Novotny](#)  
[OhioHealth](#)  
[Ohio Living Sarah Moore](#)  
[Apartment Homes](#)

## 2018 Board of Directors

### Executive Committee

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

Dusty Hostutler– Chair-Elect

[Edward Jones](#)

Ana Babiasz– Treasurer

[Fidelity Federal Savings & Loan](#)

Tony Eyerman—Immediate Past Chair

[Evans Farms Land Development Co.](#)

Todd Irion—Vice Chair

[Engineered Materials Systems Inc.](#)

Bill Morgan– Vice Chair

[2K General Co.](#)

Zach Price– Vice Chair

[TRIAD Architects](#)

### Board Members At Large

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Chad Hoffman

[Richwood Bank](#)

Maribeth Meluch

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

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Liz Owens

[Alpha Group of Delaware](#)

Brad Schneider

[The Growth Coach](#)

Andrew Wecker

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

### Staff

Holly Quaine, President

[hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com)

Sarah Yoakam, Office Manager

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

[safetycouncil@DelawareAreaChamber.com](mailto:safetycouncil@DelawareAreaChamber.com)

Matt Carbary, IT Mgr.

[mcarbary@DelawareAreaChamber.com](mailto:mcarbary@DelawareAreaChamber.com)

32 S. Sandusky Street

Delaware, Ohio 43015

740-369-6221

Fax:740-369-4817

[www.DelawareAreaChamber.com](http://www.DelawareAreaChamber.com)



(The Jug is on the  
third Thursday  
this year)



You are invited to attend a program of the

## Delaware Area Chamber of Commerce The Annual State of the Schools with

### Delaware County K-12 and Career Center Superintendents

sponsored by



Delaware County  
Foundation

Thursday, **September 27, 2018**, 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, September 24, 2018

Cancellations after September 24 and no-shows will be charged.

[Click here to register](#) or call 740-369-6221 or email

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



## Delaware Area Chamber of Commerce Business Education & Development Committee

presents

### Cyber Security and Your Business

with

Rob Chaney, [SnowPaw Solutions](#)

Learn about cyber security basics including white listing, firewalls  
and cyber monitoring

Tuesday, September 11, 2018, 7:30—8:30 am at the Chamber

32 South Sandusky Street, Delaware 43015

There is no charge to attend, but reservations by September 6

ARE required to ensure seating

[Click here to register](#) or call 740-369-6221 or email

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

## September Business BEFORE Hours



Start your day on Thursday, September 6 by net-  
working when [COSTCO Wholesale](#), 1500 Gemini

Place, Columbus, 43240, hosts the monthly Business Before Hours. Food, net-  
working – bring lots of business cards to share. The event is held from 8:00 am  
- 9:30 am. Please let us know you'll be attending. [Click here to register.](#)



No Business After Hours  
in September.  
See you at the  
Fair and the Jug!





DELAWARE AREA  
CHAMBER OF COMMERCE



## HR Six Pack Series

Are you or one of your staff performing the HR functions in your business?

Are you responsible for only HR but aren't up-to-date on the changing labor laws?

Even a small business without a dedicated HR professional– ESPECIALLY a small business without a dedicated HR professional– needs to understand the current laws, best practices and advice regarding your relationship and responsibilities as an employer.

This program offers a well-rounded exercise in how HR function can prevent expensive issues.

The program includes:

- ⇒ **September 10:** Hiring: applications, interviews, ADA, I9, reference checks, tests and assessments, avoiding pitfall questions you think is innocent small talk
- ⇒ **September 17:** Employment manuals: policies, content, required postings, NLRB guidelines for social media, confidentiality
- ⇒ **September 24:** Leave: sick leave, drug rehab programs, EAPs, ADA accommodations, absenteeism
- ⇒ **October 1:** Non-discrimination: medical exams, more ADA, religion, race, national origin, gender, age, LGBT– (restrooms and health care provisions), establishing a culture to avoid locker room talk that can cause big issues
- ⇒ **October 8:** Regulatory: wage and overtime, commissions, OT exemptions, record-keeping, PSHA, Whistleblower, HIPAA, time-keeping, email and smart phone issues, unemployment compensation
- ⇒ **October 15:** Discipline: progressive discipline, best practices, termination, severance agreements, more ADA, employment references, documentation, process of termination, workplace violence resulting from termination

This program is available for \$250 per Chamber-member participant. (\$325 for non-members) The program will run from 8:00-10:00am for six consecutive Monday mornings beginning September 10. Attendees must prepay to be eligible to participate. [CLICK HERE TO REGISTER](#). CLASS SIZE IS LIMITED.

The series will be facilitated by attorneys **Maribeth Meluch**, Isaac, Wiles, Burkholder & Teeter, and **Shane Dawson**, Dawson & Associates who, between them, have over 50 years' legal experience. They are frequent presenters of Delaware Chamber programs.

SHANE M. DAWSON is the founding member and managing partner of Dawson & Myers, LLC, a boutique law firm specializing in the defense of employment and workers' compensation matters. With a staff of five attorneys and five experienced paralegals, Dawson & Myers handles matters for businesses from the family-owned enterprises to the world's largest retailer throughout the State of Ohio.

MARIBETH MELUCH is a business lawyer who combines a unique blend of Intellectual Property and Employment law in her practice to serve the firm's business clients. From formation and operations, through merger or sale, Maribeth counsels and represents businesses on all their legal issues including contracts, employment, litigation, workouts and regulatory matters.





# regional chamber BUSINESS EXPO

A Joint Effort of Six Chambers of Commerce



DELAWARE AREA CHAMBER OF COMMERCE



**GAIN LEADS  
GET CONNECTED**



THURSDAY 4:00-7:00 PM

**OCTOBER 18, 2018**

Event located at All Occasions Catering

6989 Waldo Delaware Rd, Waldo, OH | Finger Foods Provided!

# RESERVE YOUR BOOTH TODAY!

**EARLY BIRD REGISTRATION ONLY \$125 - SEPT 1**

Registrations after Sept. 1: \$175 • Deadline October 16

Electricity and wifi available for additional \$25. Appetizers and beverages will be provided. Exhibitors registration includes listing on Exhibitor's Map, Vendor List with Contact Information. Exhibitors receive 8-ft space with pre-set 8-ft table and 2 chairs (must bring own linen).

Regional Business Expo 2018 Exhibitors, please complete this form and send with payment to the Delaware Area Chamber of Commerce, 32 S. Sandusky Street, Delaware OH 43015, or for more information contact Holly Quaine at 740-369-6221 or email [dachamber@delawareareachamber.com](mailto:dachamber@delawareareachamber.com). Registration will not be finalized until payment is received. Registration deadline is Monday, October 16. Electricity and WiFi: Either, or both for flat fee of \$25. Please specify your requirements in advance. Availability is limited. Exhibitors must bring their own extension cords and power strips. Host is not responsible for any power failure or insufficient power source.

NAME			COMPANY		
ADDRESS					
EMAIL			PHONE		

SELECT CHAMBER MEMBERSHIP

BUCYRUS AREA

DELAWARE AREA

GALION / CRESTLINE

MARION AREA

WYANDOT COUNTY

MORROW COUNTY

SELECT BEST THAT DESCRIBES YOUR EXHIBIT

TABLETOP DISPLAY

FLOOR DISPLAY

DON'T NEED A TABLE

REQUIRE ELECTRICITY (\$25)

REQUIRE WIFI (\$25)

REQUIRE BOTH WIFI & ELECTRICITY (\$25)



## Chamber supports library levy

At its June meeting, the Chamber board of directors voted to endorse the [Delaware County District Library's](#) renewal levy. The Library asks voters to approve a 15-year renewal of the its one-mill operating levy. This levy, which supports libraries in Delaware, Lewis Center, Powell and Ostrander, was originally approved by voters in 2009.



Delaware  
County District  
Library

A “renewal” of the levy means that a property’s current tax—about \$38 per year per \$100,000 of assessed value—stays the same. Even if the property is reassessed, the tax stays the same until the property is sold.

The levy provides slightly more than \$5 million per year. This represents 2/3 of the Library’s annual revenue, with the remaining 1/3 coming primarily from State of Ohio’s Public Library Fund. This state fund has been in place in one form or another since the 1980s, but it can vary in each state budget, and the trend has been down over the past ten years.

Among the plans for the coming years are:

A new library for the Powell/Liberty Township area

Updates at the Delaware and Ostrander Libraries

Upgrades at the Orange Library

Continuing to expand the collection, including books, video, audiobooks, e-books, games and other types of material

Continuing to update technology

There have been several suggestions from developers, landowners, and commercial realtors about where to place the new branch for the Powell/Liberty Township area, but at this point, the Library board has not selected a location. Before any site is chosen, the board and Library management staff will consult with the community. Also, no final decision has been taken on the future of the current Powell Branch Library on Liberty Road.

The 2009 levy was the first in the Library’s history. Among the accomplishments made possible because of this funding are building the Orange Branch Library; expanding the collections, including joining Search Ohio, OhioLink, and Central Library Consortium to increase available materials to more than 4.5 million items; extending service hours at all locations; increasing offsite services via the bookmobile and the Outreach Services Department to day care centers, senior centers, community stops; and adding many types of technology, including laptops, Wi-Fi hot spots, recording equipment, and special computers for young children.



Library usage has soared since the adoption of the 2009 levy. For example, in 2008, the Library checked out about 900,000 items; in 2017, that number was over 1.4 million. The Library had 46,000 active library card holders in 2008; this year, that number surpassed 90,000. In 2008, 30,000 people attended Library programs; in 2017, 78,500 people participated. Nearly 600,000 people visited the four libraries in 2018.

For more information, please contact Library Director George Needham at 740-363-2475, or [gneedham@delawarelibrary.org](mailto:gneedham@delawarelibrary.org).

***“The only thing that you absolutely have to know is the location of the library.”***

***-Albert Einstein***

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## 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.



## Member celebrates with ribbon cutting

Join us on Tuesday, September 11 at 5:00 pm when we celebrate with [Anchor and Away Travel](#). Owner Marci DeWitt has expanded her business and we are delighted to share in her success. [Click here for details and to tell us you'll be there.](#)



## Member celebrates 40 years

[Meade and Associates](#) celebrated their 40th anniversary on August 22 to a large group of Chamber members, clients and friends. This third-generation family-owned business, located in Lewis Center, was started in a small office in Worthington in 1978 by the late Russ Meade, father to Brian and Rod.



Meade is an accounts receivable management services firm that is a leader in their industry. Rod, Brian and Sean continue to operate the firm with their founder's values of protecting the reputation of their clients and maintaining the dignity of the people behind the collection issue.

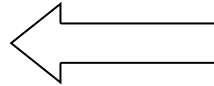
A family business still thriving after three generations is a significant accomplishment and the Chamber was honored to recognize the Meade family that includes, by culture of the organization, every person on staff. Here's to another 40 years! [Click here for more photos.](#)

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

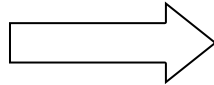
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



## The Non-Profit & Community Bulletin Board

*This feature is a vehicle through which the Chamber's forty-some members that are governed by a board of directors can connect with those interested in serving in the community.*

[Family Promise of Delaware County](#) is a non-profit homeless shelter that helps local families by providing temporary shelter and assistance to get back to independence. They are seeking individuals with an interest in serving on their Board of Trustees. The primary role of the board is to provide policy, guidance, and advice for the operation of the program. Also board members are proud to serve as active volunteers. They are especially interested in individuals with a passion and skills that would include marketing, event planning, or fund development. For more information, please contact Ben Powers at 740-362-7817 or email [director@familypromise-delawareohio.org](mailto:director@familypromise-delawareohio.org)







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TIME TO BUY  
IS NOW!**

# TIME TO START THINKING ABOUT AIR CONDITIONING

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- Financing Available
- We Install HUMIDIFIERS and AIR CLEANERS

**TEMPSTAR**  
Heating and Cooling Products

*Be Comfortable With Us!*





## Delaware Area Chamber *Clay Classic 2018*

This is a great way to recognize staff and clients.  
No shooting experience necessary!  
Lunch catered by [All Occasions Catering](#)

Friday, October 12, 2018  
Black Wing Shooting Center  
3722 Marysville Rd., Delaware  
12:30pm—Registration & lunch  
1:15pm—Mandatory safety briefing  
1:45—Shooting begins  
4:40-ish—Awards

Single Shooter \$125  
Station Sponsor \$125

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

**\*\*New this year: Mulligans!  
\$5 each, buy up to 5 per  
shooter!**

Team Sponsor:  
(5 shooters) \$625

### Price includes:

\*\* Lunch  
\*\* Ammunition  
\*\* Gun rental

\*\* Eye & ear protection  
\*\* Range Safety Officer  
\*\* Safety briefing  
\*\* Guarantee that you'll  
have a blast!

### Shooter awards

\*\* High Shooter  
\*\* High Team  
\*\* Booby Prize

## Member celebrates new offices with ribbon cutting

On August 1, [Aler Stallings- Delaware LLC](#) celebrated the opening of their new office in downtown Delaware at 15A North Franklin St. The law firm held an open house from 4:30-6:30 that included a ribbon cutting ceremony.

The occasion marked a move for the law firm's first Delaware location on the east side of town. With that opening roughly three years ago, Delaware became the 11th location for the firm that specializes in elder law. Their new location is an historic building which they lovingly and



beautifully restored. Built in 1821 as an orphanage, it at onetime served as the schoolhouse that Rutherford B. Hayes attended. Aler Stallings paid homage to the building's history but has all the current technology demanded by the firm of young, bright attorneys.

Congratulations to Aler Stallings on their gorgeous new home. [Click here for more photos.](#)



## 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](mailto:dachamber@DelawareAreaChamber.com).

## LOOKING TO HIRE? WE CAN HELP!

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96 West William St.  
Delaware, OH 43015







## Leadership Delaware Class of 2019 kick off luncheon

Leadership Delaware kicked off its new class with a luncheon at [Willow Brook of Delaware Run](#). Present were Chamber board members, session facilitators (all alum themselves) and the fifty members of the Class of 2019. From its humble beginnings with ten participants to a another record-breaking forty-four graduates in May of 2018, the program has evolved over the years and has become the Chamber's flagship program.

This year's class of fifty include representation of private, public and agency organizations. Leadership's nine sessions are facilitated by Leadership alum. With facilitators who graduated from 1999 to 2018, this elite and passionate-about-Leadership group is the heart and soul of the program.

Here's to another incredible experience!!



### Leadership Delaware Class of 2019

Jeff Balzer  
[Delaware County Sheriff's Office](#)  
 Julie Bardelang Wolf  
[Willow Brook Christian Communities](#)  
 Sarah Barr  
[Syntero](#)  
 Ryan Belcher  
[Delaware Speech & Hearing Center](#)  
 Tony Benishek  
[Preservation Parks of Delaware County](#)  
 Michele Boni  
[Orange Township](#)  
 Brent Carroll  
[Richwood Bank](#)  
 Rob Chaney  
[SnowPaw Solutions](#)  
 Gorjie Christian-Colwell  
[Ohio Living Sarah Moore](#)  
 Susan Cornett  
[The Alpha Group](#)  
 Karen Cowan  
[Friends of the Delaware County District Library](#)  
 Todd Daughenbaugh  
 Fresh Start Café & Bakery  
 Corie Thompson  
[Delaware General Health District](#)  
 Avere Fields  
[Columbus State Community College](#)  
 Chautauqua Flowers  
[First Citizens National Bank](#)  
 Sharon Griner  
[Common Ground Free Store](#)  
 Mandy Henning  
[Delaware County District Library](#)

Kaitlin Jordan  
[Hology Media](#)  
 Jonathan Kelly  
[OhioHealth](#)  
 Dustin Kent  
[Delaware General Health District](#)  
 Mandy Lynch  
[First Commonwealth Bank](#)  
 Erin MacLellan  
[Willow Brook Cristian Communities](#)  
 Angie Macwhinney  
[Delaware City Schools](#)  
 Ryan Malany  
[Delaware City Schools](#)  
 Marie McCreary  
[Willow Brook Christian Communities](#)  
 Jenn McGowan  
[Delaware County Fair](#)  
 Molly Myers LaBadie  
[Delaware County Distrcit Library](#)  
 Kassie Neff  
[Delaware County Sheriff's Office](#)  
 Shannon Niedzwicki  
[Marion Technical College](#)  
 Kristin Nietfeld  
[Nationwide Children's Hospital](#)  
 Brittney Nowlin  
[Delaware City Schools](#)  
 Zach O'Dell  
[First Commonwealth Bank](#)  
 Jen Pollard  
[Delaware City Schools](#)  
 Tom Rubadue  
[Fidelity Federal Savings & Loan](#)

Jeff Rupp  
[Woodland Environment](#)  
 Melissa Schiffel  
[City of Delaware](#)  
 Jessica Sargent  
[Sky Climber](#)  
 Steve Sikora  
[Delaware County Dept. of Job & Family Services](#)  
 David Simon  
 Nationwide Insurance  
 Matt Simpson  
[Preservation Parks of Delaware County](#)  
 Kyle Steinbauer  
[OSU Wexner Medical Center--Lewis Center](#)  
 Shelly Stewart  
[Willow Brook Christian Communities](#)  
 Tracy Stojkov  
 Village of Ostrander  
 Mike Studer  
[Del-Co Water Co.](#)  
 Tammy Tangen  
[Common Ground Free Store](#)  
 Trent Thompson  
[Richwood Bank](#)  
 Abbey Trimble  
[Delaware General Health District](#)  
 Denise Williams  
[Delaware-Morrow Mental Health & Recovery Services Board](#)  
 Julie Zdanowicz  
[SourcePoint](#)

# Another BRIGHT BUSINESS IDEA

## BUSINESS CHECKING

Spend more time doing the things that make YOU money!

Advantages of a First Citizens **BUSINESS CHECKING**

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With a First Citizens **BUSINESS CHECKING** you can also take advantage of these extra services including,

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Courier Service  
Corporate Investment Account  
Quickbooks

## COMMERCIAL LOANS

Our **COMMERCIAL LOANS** can save you hundreds of dollars each year, letting more of your money work for YOU!  
First Citizens offers a variety of **COMMERCIAL LOANS** services, including:

Accounts Receivable Financing  
Commercial Real Estate Loans  
Equipment Financing  
Financial Statement Analysis  
Inventory Financing  
Letters of Credit  
Operating Lines of Credit  
SBA Loans

from

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## REMOTE DEPOSIT CAPTURE SERVICE

The First Citizens National Bank makes it easy and efficient for businesses to make their bank deposits.

First Citizens **REMOTE DEPOSIT CAPTURE SERVICE** provides:

Later cut-off times to help improve cash flow  
Maximum flexibility - complete your bank deposits on your on schedule

The convenience of making bank deposits without leaving the office  
Competitive pricing

## COURIER SERVICE

The First Citizens National Bank makes it easy and efficient for businesses to make their bank deposits.

First Citizens **COURIER SERVICE** provides:

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Same day pickup and deposit  
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## MERCHANT SERVICES

Our **MERCHANT SERVICES** can save you hundreds of dollars each year, letting more of your money work for YOU!

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Fast, friendly, local customer service

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125 Eastlawn Drive, Marion  
(740) 383-5889

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9595 Sawmill Parkway, Powell  
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## Tourism Bureau releases impressive numbers

[Destination Delaware County](#) presented a new Visitors Matter brochure to the [Delaware County](#) Commissioners and also shared some key indicators and facts about tourism in Delaware County from an Economic Impact Study of 2017 conducted in partnership with Tourism Ohio.



*Destination*  
**DELAWARE**  
COUNTY OHIO

The economic impact of tourism in Delaware County generated by visitor spending was \$1.4 billion in 2017. The impact was up \$.1 billion or \$100 million from the previous study conducted for 2015. Delaware County continues to rank in the top quintile for tourism in Ohio. "The economic impact of \$1.4 billion includes the direct, indirect, and induced business sales generated by tourism spending," said Deb Shatzer, Executive Director."

Direct tourism sales in Delaware County were \$931.5 million in 2017. Visitors spending in Delaware County increased 4.7% over 2016. "The study indicated visitor spending in Delaware County increased more than the Central Ohio region at 3.8% or the State of Ohio at 3.5%," Shatzer said.

The top five tourism sectors benefiting from direct visitor spending are retail 31%, food and beverage 26%, recreation and entertainment 25%, lodging 9%, and transportation 8% (including air). "It's always interesting to see how these top five sectors rank in the study," said Shatzer. She is not surprised to see retail spending increase and remain at the top, since [Tanger Outlets](#) and IKEA were not included in the Economic Impact Study conducted for 2015."

The study indicated visitor spending in the Central Ohio region was 24.1% of Ohio visitor spending at \$12.9 billion. Delaware County accounts for 11% of visitor spending in Central Ohio.

The Visitors Matter brochure created by Destination Delaware County Ohio to provide information for economic development includes information regarding taxes generated and jobs sustained by tourism in Delaware County .

The tourism industry generates millions in local, state and federal tax revenues. According to the 2017 Economic Impact Study, tourism spending in Delaware County generated \$167.8 million in taxes, of which \$30.5 million were local.

Tourism also sustained 11,557 or one in every 10 jobs in Delaware County.

Destination Delaware County is really excited to be able to share the positive economic impact of tourism with the county commissioners, businesses, and residents. "We love promoting the county to visitors," Shatzer said. "We are excited about the new print and digital marketing campaigns we introduced this year, and our new tourism website that launched in June. There is no doubt that Delaware County is highly attractive to visitors."



The Chamber recognizes the creative work of Deb's office and applauds the role her leadership takes in these incredible numbers. The impact of tourism is felt throughout the county from entrepreneurs to roads projects and helps sustain a vital mix of revenue.

And the Chamber also notes the beautiful new awning at the Bureau's office reflecting their new brand as Destination Delaware County.

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## Chamber's littlest diva

### [Country Club Rehabilitation Campus](#)

director and member of the Chamber's annual dinner "dinner divas" Amy Howerton welcomed a daughter on July 8th. Ella Marie weighed in at 8 pounds, one ounce and twenty-one inches long and is as beautiful as her mother. Congratulations to Amy. Welcome sweet Ella!



## New member orientation—except it means you veteran members, too

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, Oct 23**. [Click here to register](#). We'd love to see you! It's not just for new members!

## Chamber now accepting 2018 award nominations

It is not too early to be thinking about award nominations. As the Chamber does every year, business awards are presented at our annual dinner in February. We are now accepting award nominations.

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

[Click here to submit a nomination.](#) And don't hesitate to self-nominate!!

Who will be presented with these awards for 2018?

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

⇒ Citizen of the Year

⇒ Corporate Citizen of the Year

⇒ Chamber Members of the Year

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

And put Monday, February 4, 2019 on your calendar. Invitations are sent via email in early January to the primary representative of your company. Watch for it!

## Chamber members walk to fight Alzheimer's

Edward Jones members [Dusty Hostutler](#) and [Dan Jay](#) led a team on Saturday, August 11 in the fight to end Alzheimer's. The annual Delaware Walk goal is \$79,500 and they've raised \$77,864.75 so far (have until end of the year)

Edward Jones has raised and donated over \$8.3M dollars so far for the Association and hopes to raise another \$4M in 2018 and have 30,000 employees walk.

"The Spirit of Caring is alive and well at Edward Jones," says Edward Jones managing partner Jim Weddle. "We are determined to partner with our clients and associates to play an important role in finding a cure for Alzheimer's disease."

In January 2016, the firm entered an historic strategic alliance with the Alzheimer's Association— committing \$4.7 million over two years to enhance the Association's care and support programs, provide educational materials on brain health, and fund critical Alzheimer's research and grassroots awareness efforts.

The firm signed on as the first national presenting sponsor of Walk to End Alzheimer's and created the Edward Jones Alzheimer's Research Fund. The firm extended the alliance in 2017 to a five-year, \$12.5 million commitment. In return, the Alzheimer's Association provides services, support and education on brain health and Alzheimer's to Edward Jones' clients and associates.



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**Collateral: Vehicle or  
Equipment**

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## Feet get a bad rap, but...

Yeah, they're *feet*. But they're AWESOME feet when they're under the care of the fine folks at August's Business Before Hours. Dr. Jane Grabner, aka The Bunion Whisperer (ask Chamber president Holly Quaine what that means) and her staff put their best foot (feet?) forward as they hosted the event at the



**Foot and Ankle Wellness Center**. Dr. Jane is well known in the community for her relentless contributions to, well, just about anything charitable going on in the community. But she supports the business community as well. How many doctor's offices do you know that has in its lobby a binder of local business cards so patients can get leads on good and services?



And always the generous hostess, the breakfast spread was extraordinary,

everyone left with a goody bag, and three lucky attendees had their business card drawn for prizes of pedicures and gift cards.

Thank you to everyone's favorite podiatrist for hosting our August networking in the morning. [Click here for more photos](#).



## You can always bank on a great time

It was classic **Richwood Bank**: food, drinks, more food, more amazing drinks, prizes, pin ball machine, big crowd having fun...The August Business After Hours hosted by CEO Chad Hoffman's incredible staff was what we've come to expect from this remarkable organization.



Last year's recipient of the Chamber's Innovation in Business Award demonstrated why they received the acknowledgment as their coffee bar doled out tasty beverages that



could kick start a major craving long after the event. Staff in their signature good spirit complimented a full house of BAH groupies as well as Chamber newbies and guests.

Thank you to branch manager Randee Summers and the wonderful folks who are lucky enough to be part of the Richwood family for their hospitality. [Click here for lots of fun photos](#).



## City of Delaware, county seek employer input

It's been two years since the Chamber's last workforce and benefits survey solicited input from Delaware County employers. Now the economic development departments of **Delaware County** and the **City of Delaware** are looking to update relevant data with two quick surveys related to workforce and workforce transportation. The Chamber is not only happy to assist in getting the surveys out to employers, but encourages members to take a few minutes to participate in the survey.



Gathering data on workforce and transportation issues is vital to finding solutions. The more data that can be collected, the better our chances are of developing solutions.



Click here to complete the [workforce need assessment](#). Click here to complete the [workforce transportation survey](#).

Thank you for contributing your input. The survey will remain open until September 30.



## Yet another Chamber member is a great place to work

Ohio Living, one of the nation's largest not-for-profit, multi-site aging services organizations, is now a Great Place to Work — Certified organization.



Ohio Living  
Sarah Moore

According to the Institute's website, a great place to work is defined as one where you trust the people you work for; have pride in what you do; and enjoy the people you work with.

"This certification confirms what we already know to be true; that we are an organization that values our employees, and we work hard every day to prove it," says CEO Laurence C. Gumina. "From the board room to the bedside, our 3,200 employees give their best to the people we serve. We hire people whose values are aligned with ours and whose personal character fits within our culture of respect."

Chief Human Resources and Ethics Officer Dana Ullom-Vucelich agrees. "We want our employees to find Ohio Living to be a genuinely great place to share their talents and thrive. Our employee partners scored Ohio Living at 90% or higher in having a great atmosphere with great pride, communication, rewards and bosses!"

Aric Arnett, executive director of [Ohio Living Sarah Moore](#), Ohio Living's facility in Downtown Delaware, says, "There is such a noticeable difference in how we care for people when employees are happy with where they work and who they work with. I am so proud of this team, they are a great group of genuine and caring professionals."

Ohio Living identifies six core values at the heart of its operation — care, customer service, integrity, innovation, financial stewardship and leadership. Its employee culture and annual performance reviews of all teammates are designed to reward living out each of these values. "You can see example after example of these values brought to life each and every day through the work of our team members," says Ullom-Vucelich.

The Great Place to Work Institute leverages 30 years of data to define and recognize winning workplaces. They are the data science organization behind the Fortune Best Workplace lists. Companies around the world rely on Great Place to Work data.

[Read Ohio Living's online review for more information.](#)

Headquartered in Columbus, Ohio Living is one of the nation's largest not-for-profit, multi-site aging services organizations. Since 1922, Ohio Living has defined the highest standards of quality of life for adults through its 12 life plan communities and Ohio Living Home Health & Hospice. Their Ohio-based services range from a variety of housing options in one of our communities through the full continuum of care to post-acute home health and hospice support for adults, wherever they live. Additionally, the Ohio Living Foundation raises several million dollars annually to support charity care, special programs, capital expansion and endowment.

Congratulations to our good friends at Ohio Living for understanding what makes a great business great!

---

## District opens 4th high school to fanfare

[Olentangy Local Schools](#) celebrated the opening of their 4th high school on a hot and sunny August 5th. The District is no stranger to facility openings - the new Olentangy Berlin High School is the twenty-fourth new school building in twenty-five years, a staggering statistic.



The growth in [Delaware County](#) is not news to anyone reading this, but the numbers are still astonishing: Ten years ago the District claimed just over 14,000 students— a big district, for sure. At the time, it was the fourth fastest-growing school district *in the nation*. Today enrollment is just shy of *twenty-two thousand* students!

The District contributes to the local economy as one of the county's largest employers, and was recognized by Columbus CEO magazine as a 2018 Top Work Place. The District is consistently recognized as one of best K-12 districts in the nation by any measurement.

The new high school at 3140 Berlin Station Rd. is home to the Berlin Bears. The 300,000 square foot building sits on property donated to the District by former teacher Bonnie Cozze and was constructed with funds made possible by voter approval of a March 2016 ballot request that included a no-new-millage bond issue. The project came in on time and under budget.



The school's principal, Todd Spinner, held that position at Westerville Central High before he was hired by OLS to open the new facility.

Congratulations to OLS superintendent Mark Raiff, the school board, staff and students. And go Berlin Bears!!



# 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](http://844MedOhio.com), or ask your Chamber of Commerce for a referral to a participating broker.





## Health Department announces assessment; seeks input on quality of life

The [Delaware General Health District](#) has announced that the Community Health Assessment primary data has been released; the Executive Summary and complete report can be found on the Delaware General Health District by [clicking here](#).



The Partnership for a Healthy Delaware County is reviewing the data and formulating the next Community Health Improvement Plan. The two priorities will be Chronic Disease and Mental Health, with a cross-cutting strategy. The next meeting of the Partnership is August 30, 2018 at 10:00 AM at Grady Memorial Hospital. If you would like regular updates about the CHIP or

other health district news, you may [sign up for their newsletter here](#). Or follow them on Social Media: Facebook, Twitter or Instagram .

The Partnership for a Healthy Delaware County is asking residents to complete a Quality of Life survey. This survey is open to any resident in Delaware County, and the information gathered will be used to develop the Delaware County community health improvement plan. This survey should take approximately 3 minutes to complete. Please complete it by August 20<sup>th</sup>.

[Click here](#) to take the survey.



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



### A Place to Call Home

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Worthington | 614.781.6174  
[maloneynovotny.com](http://maloneynovotny.com)

**Another member benefit: discount prescription drug card available FREE to you and all your employees**

The Delaware Area Chamber of Commerce, through its membership in the Southern Ohio Chamber Alliance, can make you a hero in your workplace. And because you're a Chamber member in good standing, you can distribute FREE Prescription Drug Cards that can offer your employees and their families savings of up to 87% (discounts average roughly 30%) at more than 67,000 national and regional pharmacies. This card can be used as your primary plan and/or it can be used on prescriptions not covered by your insurance plan. This program also includes other value added programs which will be listed on the card. Generating the card is as simple and quick as entering a name in the card via the link below. (no application/enrollment or eligibility required). This program has "LOWEST PRICE" logic to guarantee the best deal on your prescriptions. (You pay the lower of a discount off Average Wholesale Price—AWP, discount off MAC Pricing or Pharmacy Promotional/Retail price). This card is pre-activated and can be used immediately!

Need to order hard copies of cards for your friends, family, members or employees?

Simply [click here](#) and follow the instructions to order your own personal cards online. You can even customize the cards by adding your own logo image to the cards! Just another way our Chamber looks out for you.


www.rxcut.com/URX12124

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## No September Business After Hours BUT...

Mark your calendars now—you won't want to miss the Chamber's annual Halloween party on Thursday, October 24, 5:00-7:00. Costume contest, Tarot card readings, pumpkin painting, special brews and the chance to have your photo taken with Frank-and-stein and much more!! Come join the fun if you dare... [Click here to enter the Chamber House of Horrors.](#)

(OK, that might be overstating it a teeny bit. But it WILL be fun)



**DON'T FORGET  
TO VOTE  
NOVEMBER 6**



## 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 disease<sup>1</sup>

\$8,000 in medical costs savings for members with a connected medical and disability plan<sup>2</sup>

More than 26,000 diabetics identified earlier through yearly routine eye exams<sup>3</sup>

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.

**Anthem**

*Decide to be healthy.*<sup>SM</sup>

## 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](http://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](#)**

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The Chamber exists for and by its members—  
*check here* before you buy.  
Membership is our voice; membership is our influence,  
membership is our strength.**

## Chamber newsletter advertising a good value

More than 1000 readers at over 430 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value. All ads are in full color and should be sent electronically in either a Publisher, png, jpeg or PDF format **ONLY** by the 20th of the month for placement in the next month's edition. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!** Email your ad to [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com)

Ad prices are for one run:

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

### Check Out the

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- [DATA Express...connecting you to the Buckeyes - Delaware Area Transit Agency](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)
- [Kona Ice Brings The Party - Kona Ice of Delaware/Marysville](#)
- [10% off holiday cards - Minuteman Press of Dublin](#)
- [Oak & Brazen Wine Co: Daily Deals - Oak and Brazen Wine Co.](#)
- [SnowPaw Signature Security Assessment Package- SnowPaw Solutions](#)
- [SnowPaw Custom Managed Firewalls - SnowPaw Solutions](#)
- [FREE Pilot of our Test Trust LockDown System - SnowPaw Solutions](#)
- [Tanger Outlets - Summer Savings & Deals - Tanger Outlets Columbus](#)

### 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

**HOT DEALS**

- ⇒ No strings— FREE to Chamber members.
- ⇒ The Chamber's Website boasts visitors each day.
- ⇒ And your Hot Deal will be listed in the Chamber newsletter and eblasted to nearly 1,000 Chamber-member addresses
- ⇒ No limit to the number of Hot Deals
- ⇒ Do-it-yourself: get your login and password and publish Hot Deals yourself— it's faster and the independence means you can post anytime, all the time.

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

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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](http://OhioHealth.com/Grady).

# 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](mailto:jwroesch@discovercfi.com)  
740-363-5433  
[www.discovercfi.com](http://www.discovercfi.com)

201 Pennsylvania Avenue, Delaware

### **Preferred Benefits Services Agency, Inc.**

Mark Pettitt  
[pettitt@prefben.com](mailto:pettitt@prefben.com)  
740-363-6028  
[www.prefben.com](http://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.

- Your choice of plans, from industry-leading consumer-driven health plans to point-of-service products
- 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
- Extensive selection of providers and lower in-network costs
- 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 days<sup>1</sup>
- 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.<sup>2</sup>
- 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



<sup>1</sup> Internal data 2017

<sup>2</sup> 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 Chamber of Commerce  
is pleased to offer a 4-part  
Microsoft Office Productivity Training  
in partnership with  
Clarity Technology Solutions**



Using Microsoft Office products doesn't have to be difficult. Register for this four-part workshop designed to maximize your Outlook, Excel, PowerPoint, Word, and Word programs.



## **Workshop Schedule**

### **October 29 – Microsoft Outlook**

- ⇒ How to use the Clutter tool
- ⇒ How to easily and quickly attach files
- ⇒ Utilizing the Outlook Calendar

### **November 5 – Microsoft Excel**

- ⇒ How to create Waterfall charts
- ⇒ Explaining 3D maps and how to use them
- ⇒ How to use one-click forecasting

### **November 12 – Microsoft PowerPoint**

- ⇒ Introducing 6 new chart types
- ⇒ How to set up a self-running presentation
- ⇒ How to use Presenter view

### **November 29 – Microsoft Word**

- ⇒ How to track and review changes
- ⇒ How to insert a table or pie chart
- ⇒ How to set up keyboard shortcuts.

All sessions will be held at the Delaware Area Chamber of Commerce  
32 S Sandusky St, Delaware, OH 43015  
from 8:00 AM – 10:00 AM

Cost: \$125 for complete series

Pick any three sessions: \$100

Pick any two sessions: \$75

Single session: \$40

*Deadline to register is October 22, 2018.*

*No shows will be charged the full amount.*

This is a hands-on workshop so  
**please bring a laptop with your  
Microsoft Office Suite.**

**[Click here to register](#)**



## Welcome New Members

### The American Legion Department of Ohio

Suzette Heller—Department Adjutant

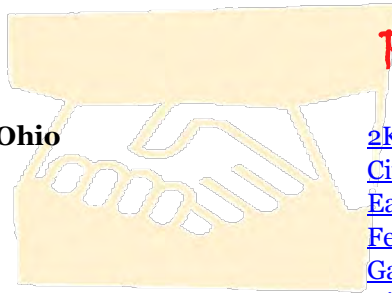
60 Big Run Road  
Delaware, OH 43015  
(740) 362-7478  
[www.ohiolegion.com](http://www.ohiolegion.com)

*Serves as a veterans service organization; committed to mentoring youth & sponsorship of wholesome programs in communities*

### Libb Company, Inc

Dan Howell—Principal  
7860 North Central Drive  
Lewis Center, OH 43035  
(740) 549-1516  
[www.libbco.com](http://www.libbco.com)

*Offers wholesale distribution for a variety of manufacturers*



## Reinvesting Members

[2K General Co.](#)  
[City Barbeque](#)  
[Easyfit Products, Inc.](#)  
[Federal Heath Sign Co.](#)  
[Gayle Holton Design](#)  
[Gibson The Florist](#)  
[Methodist Theological School in Ohio](#)  
[Mid-Ohio Foodbank](#)  
[NEX Transport, Inc.](#)  
[Next Day Signs LLC](#)  
[Ohio Wesleyan University](#)  
[Old Bag of Nails Pub](#)  
[Paynes Pizza & More](#)  
[Rotary Club of Delaware](#)  
[Royal Cabinets, Inc.](#)  
[Sherwin-Williams](#)  
[Sky Climber, LLC](#)  
[Tim Horton's Cafe & Bake Shop](#)  
[WOW!](#)

## September Calendar

### Labor Day

Monday, September 3rd  
Chamber office closed



### Business Before Hours

Thursday, September 6  
COSTCO Wholesale  
[Click here to register](#)

### HR Six Pack Series Monday, September 10

Part one of Six: Hiring  
8:00-10:00am  
Chamber office  
prior registration required  
[Click here for details](#)

### B.E.D. & Breakfast

Tuesday, September 11  
7:30 am Chamber office  
Cyber Security & Your Business  
[Click here to register](#)

### Safety Council

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

### Ribbon Cutting

Tuesday, September 11  
5:00 pm  
Anchor & Away Travel  
[Click here for details](#)



### Leadership Delaware Spectrum Development

Thursday, September 13

### HR Six Pack Series

Monday, September 17  
Part two of six: Employment Manuals  
8:00-10:00am  
Chamber office  
[Prior registration required](#)

### Infrastructure & Development Committee

Tuesday, September 18  
8:00 am Chamber office

### Chamber Board Meeting

Wednesday, September 19  
7:30 am Chamber office

### Jug Day

Chamber office closed



### HR Six Pack Series

Monday, September 24  
Part three of six: Types of Leave  
8:00-10:00am  
Chamber office  
[Prior registration required](#)

### Third Thursday luncheon

Thursday, September 27  
11:45 am SourcePoint  
Annual State of the Schools  
[Click here to register](#)

### SAVE THE DATES

### 2018 Clay Classic

Friday, October 12  
Black Wing Shooting Center  
[Click here to register](#)

### Annual Dinner and Awards

Monday, February 4, 2019  
Hilton Columbus/Polaris

### Golf Outing

Thursday, June 6, 2019  
Kings Mill

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

# MULTI-COUNTY HIRING FAIR 2018

## EMPLOYER REGISTRATION

**WEDNESDAY, OCTOBER 17<sup>TH</sup>, 2018**

**10:00 AM – 2:00 PM**

**MARION CENTRE MALL**

**1509 MARION-WALDO ROAD, MARION, OH 43302**

One 6-foot table with covering will be provided: limited access to electricity



### EMPLOYER BENEFITS

- ✓ *Access to a Diverse Work-Ready Force*
- ✓ *300+ Applicants expected to attend*
- ✓ *Quiet on-site interviewing space available*
- ✓ *On-site Administrative Support*

**Extensive Multi-County and social media outreach will be provided for this event!**

*Please register no later than: **Friday, September 28<sup>th</sup>, 2018***

Name of Business: \_\_\_\_\_ Contact Person: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email Address: \_\_\_\_\_

I plan to recruit for the following positions: \_\_\_\_\_

**Please complete and return to: Jason Lambert**

**Address: OhioMeansJobs Marion County, 622 Leader Street, Marion, Ohio 43302**

**Phone: (740) 386-1067, E-mail: Jason.Lambert@jfs.ohio.gov**

Proudly sponsored by: OhioMeansJobs Centers (Delaware, Knox, Marion, & Morrow Counties), iHeartMedia, Marion CANDO Economic Development, Workforce Solutions at Marion Technical College, Delaware, Knox, Morrow and Marion Area Chamber of Commerce & Tri-Rivers Career Center



## Steering Committee

Susan Garrett

[Mail Pro 1](#)

Billy Gibson

[Del-Co Water](#)

Larry Jones

[Liberty](#)

[Casting Company](#)

Mark Nelson

*BWC*

Nick Ehrke

*BWC*

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.

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 web-site](#) for more details.

**Want more Safety Council news?**

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

## 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.](#)

In the [March newsletter](#) we covered [Hot Deals](#), [login](#) and [posting events](#). In the [April newsletter](#) we showed you how to register and pay for Chamber events and how to set up auto pay for your annual membership investment.

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.](#)

## Chamber accepts board applicants

The Chamber's Nominating Committee is accepting Letters of Intent from members interested in serving on the board of directors beginning January, 2018. The Letter of Intent is the first step in the nominating process. The Nominating Committee will vet applications and invite qualifying members to interview.

If you're interested in submitting a Letter of Intent, please call Holly at 740-369-6221 or via email to [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com) The Chamber will accept Letters of Intent until September 15, 2018.

## Having trouble clicking newsletter links?

If you have been having difficulty accessing links from the electronic newsletter, you may need to try the "alternative" version. Smartphone, tablet, Google Chrome, Microsoft Edge, and Firefox users should use the main version of the newsletter.

Internet Explorer users can use the alternative version available from the newsletter email or found right below the main newsletter link from our newsletter webpage. Let us know of any other newsletter issues by contacting the Chamber at 740-369-6221 or email at [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com).



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## Keep it in the family– use a Chamber member first and tell us about it

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'd like to hear from you. Tell us who you've done business with and send us a testimonial. [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com).

"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](#)



**Mail Pro 1** LLC  
A PRINT & MAIL PROFESSIONAL



"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](#)

**FIRESTONE, BREHM, WOLF,  
WHITNEY & YOUNG LLP**

**Edward Jones**  
MAKING SENSE OF INVESTING

"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!"

D. J. Young, Attorney/Partner--[Firestone, Brehm, Wolf, Whitney & Young LLP](#)

"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! "

Jason Comstock, [Clarity Technology Solutions](#)



**FIRESTONE, BREHM, WOLF,  
WHITNEY & YOUNG LLP**

"Last year I had the opportunity to get to know Frank Hickman II from [Integrated Financial Network](#). Frank provides retirement financial planning services including various types of life insurance. He has a unique focus on the after-tax consequences of retirement planning, which is very important. He has provided some of his services to me and my wife as well as several of my clients. Frank has a delightful, friendly demeanor. I really like him."

D. J. Young, Attorney/Partner--[Firestone, Brehm, Wolf, Whitney & Young LLP](#)

[& Young LLP](#)

"The [Foot & Ankle Wellness Center](#) proudly endorses [Richwood Bank](#). The home page of their website says it all: "People who really care about you". As a business and personal client of theirs, I can honestly say, they live up to that promise. When I walk into the bank, I am greeted by smiles, tellers who know my name. I might even get a cookie. I appreciate and support their coffee bar fundraiser and my business has benefited from their speaker series. Their partnership and commitment to helping the Delaware community grow strong is truly appreciated by all."

Dr. Jane Graebner [Foot & Ankle Wellness Center](#)



Share YOUR story. Send your testimonials about your experience doing business with your Chamber-member peers. Email Holly at [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com).



## Educational series back in 2018

Back by popular demand for 2018 are “pack” series designed to offer Chamber members convenient, affordable training for staff. All sessions are held from 8:00-10:00 am at the Chamber office.

- \* **Microsoft 4-pack:** Excel, Power Point, Word and Outlook This 4-part series is so popular we're once again offering it twice this year: spring and fall. Oct 29—Nov 19. [Click here to register](#) for one of these spring sessions (\$40 ala carte) or [click here](#) to reserve your spot for the fall series.
- **HR Six Pack** If you perform the HR function for your business, you **MUST** attend this series. Workplace legislation changes too often for you to be caught unawares. This fills up fast and space is limited. [Click here for details and to register.](#)



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## Chamber's event cancellation policy

From time-to-time the Chamber has to cancel a planned event. Sometimes it's because the presenter has an unexpected emergency, but usually it's because low registration doesn't justify asking a volunteer speaker to travel and for caterers to cook and set up a room for only a handful of attendees.

In those cases, we notify via email those who have registered for the event. Those who have not registered and show up at the venue will be inconvenienced and we apologize. Although we expect walk-ins at the event, we cannot predict how many there will be so we can't include that unknown number in our decision to hold or cancel an event. Often, had we known the number of unregistered walk-ins will attend, we would not have had to cancel the event.

Please understand that holding events is planned around knowing who commits to attending. Often walk-ins impact the room set-up and the amount of food prepared. While we don't discourage walk-ins, we have no way of contacting them. If you find at the last minute that you can attend an event, call the Chamber the day before or the morning of the event to make sure your trip isn't wasted. Bottom line: please register for events. Thank you!

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## Presenters needed

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 informational (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](mailto:hquaine@DelawareAreaChamber.com). We'll see how we can make your idea work.

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## Use your freebies with ChamberMaster

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

Click here for tutorials: [Hot Deals](#), [posting events](#), [register for events](#), [pay invoices online](#)



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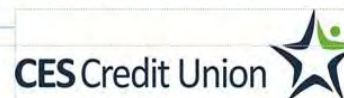
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**Glenn Bertrand**  
Delaware Service  
Center Manager  
NMLS#1486526  
33 London Rd.  
(at S. Sandusky St.,  
by Walgreens)  
Delaware, OH  
740.363.8118



## 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](mailto:hquaine@DelawareAreaChamber.com).

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

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

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

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

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

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

Call the office for format details or with help creating your ad.

So sign up today to make paying for your Chamber investment a snap. There are no administration or set-up fees.

\* Don't know the month in which your renewal is due? Email [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com).

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## Agency receives accreditation

[SourcePoint](#) is a recipient of the Ohio Association of Nonprofit Organizations' Seal of Excellence for successfully completing its rigorous accreditation program. This is the third time SourcePoint has earned this special recognition, which accredits the organization through 2023.

The Ohio Association of Nonprofit Organizations (OANO) evaluates fundamental values, such as honesty, integrity, fairness, respect, trust, responsibility, and accountability, all of which are inherently important in the nonprofit world. SourcePoint's programs and services, management, fundraising, and financial practices were subjected to in-depth examination prior to earning accreditation.

"This accreditation demonstrates that SourcePoint meets the highest standards of nonprofit management and accountability," said Robert Horrocks, executive director of SourcePoint. "Our organization is one of just 39 nonprofit organizations in Ohio to meet OANO's standards of excellence. We're very proud to receive this honor once again and look forward to furthering our mission and commitment to our community."

SourcePoint will attend the OANO award ceremony to accept the accreditation certificate this fall.

OANO's mission is to provide leadership, education, and advocacy to enhance the ability of Ohio's nonprofit organizations to serve their communities. OANO offers a model for organizations to implement in their operating plans so they can gain a deeper understanding of their effectiveness, improve decision-making and minimize risks.

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.



**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.**



## 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.

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## 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](mailto: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](mailto:dachamber@DelawareAreaChamber.com)

## If you read nothing else – school funding 101 and its impact on EVERYBODY’S taxes

Once again this election cycle, a Delaware County school district is on the ballot asking taxpayers for their support in operating the district. And once again the Chamber endorses the issues. And once again a high-producing district finds itself defending its value. And once again it’s because the legislature’s long history of demand more meets the smoke and mirrors of funding.

What follows is an article from the Cleveland Heights–University Heights City School District that explains school funding anyone can and should understand. You’ll want to read through it twice then click on the link at the end of the article for a deeper dive. You’ll want to read that twice, as well.

As taxpayers, residents, and business owners, we should all be aware of and appalled by what you read. In the private sector, this would never happen. Imagine being the top sales producer in your organization year after year after year and instead of receiving recognition and compensation, you were not only overlooked but being forced to take a pay cut, no longer compensated for mileage or other expenses related to the work you produced. And this happened year after year as well, all while you continue to produce.

When you’re done reading you’ll want to contact Ohio legislators to communicate your outrage. While local taxpayers are expected to do their part in educating their future, the legislature is held to a different standard. Whatever your position, let your voice be heard. With districts running so lean while maintaining the high road of community engagement, heart and commitment to their charge, it’s up to all of us raise the volume.

[Ohio House committee for education and career readiness](#) chaired by Delaware County District 67 representative [Andy Brenner](#) 740-602-5033. [Senate education committee](#) chaired by Ohio Senate District 6 senator [Peggy Lehner](#) 614-466-4538.

### HB 920: UNDERSTANDING SCHOOL FUNDING

No matter where you live in Ohio, regardless of whether or not you have children or whether or not they attend public schools, you will be asked to vote periodically on a local school levy. You might as well understand why.

House Bill 920, the Ohio law that outlines how public schools are funded, is complex and confusing. But it has a huge impact on all of us.

H.B. 920 was passed in 1976, during a period of unprecedented inflation. Home values were soaring every year, sometimes by double-digit percentages, and property taxes were growing at the same alarming rate. The State Legislature attempted to lessen the burden on homeowners by freezing the dollar amount paid to school districts and libraries at the 1976 level. Not at the rate or percentage, but at the actual dollar amount.

To better understand the ramifications, let’s break this down with numbers.

Imagine you own a \$100,000 house and pay 2% to your local and county government and an additional 2% to your public schools in taxes each year. After three years, the value of your house is reevaluated and determined to be \$120,000. The money that goes to your city and county automatically rises to \$2,400 from the original \$2,000 because the rate stays the same.

**However, the money that goes to your public schools stays at \$2,000 because the county auditor comes in and readjusts your effective tax rate from 2% down to 1.7%, as prescribed by H.B. 920.**

Now imagine that this goes on for 10 or 20 years. After a while, your house has increased in value up to \$250,000 and your local government now receives \$5,000 in taxes annually. Because your rate stays the same, cities and counties are able to go years, decades even, without asking for a tax increase.

But your *school taxes* have stayed at \$2,000, now just eight-tenths of one percent (0.08%) of the value of your home.

Meanwhile, everything from teacher salaries to textbooks to gas for school buses has gone up in cost over that twenty-year period, *but schools are not receiving a single dollar more in tax revenue*. And no matter how conservative or efficient districts are with taxpayer money, they simply cannot keep up with those day-to-day cost increases without asking for additional revenue from a levy. Jayne Geneva, a longtime Cleveland Heights resident who is also a lawyer specializing in small business and real estate law and a school-funding activist, says, “We, as a school district, cannot raise any more money if we don’t add more millage to our tax burden. The dollar amount will always remain the same. Period.” She reiterated that repeat school levies are not a sign of inefficiency, waste or lax oversight on the part of districts. They are a direct result of state law.

Related: [History of Ohio Public School Funding](#)

Source: [Cleveland Heights– University Heights City School District](#)