

# CHAMBER NOTES

A monthly newsletter of the  
Delaware Area Chamber of Commerce

May 2022

Sustaining Members  
Industry Exclusive  
Platinum Level



Gold Level



Silver Level



The Delaware Area  
Chamber of Commerce  
Established 1907



DELAWARE AREA  
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Friday, July 15  
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2500 Berringer Road  
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Corporate Sponsor



Breakfast Sponsor



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Drink Cart Sponsor



Check-in and breakfast 8:00am

Shotgun start 9:00am

\$110 per golfer

Includes:

18 holes with cart  
breakfast & lunch  
Proximity awards

Optional:

Skins \$20 per team

Mulligans \$5 each

50/50

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\$125 hole sign sponsorship

\$125 goody table on the hole  
sponsorship

\$200 hole sign AND goody  
table on the hole

**Deadline to register is  
Wednesday, June 30, 2022**

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### Bronze Level



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DELAWARE AREA  
CHAMBER OF COMMERCE

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

## State of the Townships

with

Berkshire, Berlin, Liberty and Orange Townships

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Thursday, May 19, 2022, 11:45am—1:00pm at [Brookshire Banquet](#)

405 Greif Parkway, Delaware 43015

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

Chamber members: \$20 ~ Non-Chamber members: \$25

Deadline to register is Thursday, May 9, 2022

Cancellations after May 9 and no-shows will be charged.

[Click here to register](#)

## May Business BEFORE Hours

Start your day on Thursday, May 19 by networking when [Richwood Bank](#), 1512 West William Street, Delaware hosts the Before Hours. Food, networking—bring lots of business cards to share. The event is held from 8:00—9:30 am. Please let us know you'll be attending. [Click here to register](#).



## May Business AFTER Hours

End your day on Thursday, May 5, by networking when [United Church Homes](#), 9180 Antares Avenue, Columbus, hosts the After Hours. Food, networking—bring lots of business cards to share. The event is held from 5:00-6:30 pm. Please let us know you'll be attending. [Click here to register](#).



## New member, new business x two

Join us on Thursday, April 28 at 12:00 pm as we celebrate the grand opening and ribbon cutting of one of Delaware's newest businesses. [Delaware Northwest Veterinary Clinic](#), 109 West Lincoln Ave., Delaware. The Chamber welcomes Dr. Joey Abbruzzese, DVM and her staff to the Chamber and the neighborhood. Bring a friend—two-legged or four-legged! [Click here to let us know you're coming](#).



Then join us a month later, on May 26 at 1:00, to welcome [Metro by T-Mobile](#). We'll be cutting the ribbon at 45 E. Winter St., Delaware. [Click here to let us know you're coming](#).





## Member makes networking a snap

New Chamber members [Snappy's Automotive](#), hosted the April Before Hours, surprising guests with the size of their operation. Owner Brian Mason covers the back of the house and daughter Brooke handles admin and marketing of this family-owned business. Once through the vestibule and into the garage, the full-service automotive repair shop is surprisingly large. From new engines to oil changes, this shop can do it all.



Brian is a serial entrepreneur who does a little of this (woodworking) and a little of that (jewelry making). But it was the apple butter that stole the show. This family recipe is also a family tradition, as the Masons gather each year to

turn Brian's grandmother's West Virginia apple butter recipe into jars of the treat that are sold by the family to fund their charitable interests. The apple butter revenue is awarded as grants to finance extra-curricular activities to students who might otherwise not be able to participate.

Thank you to Brooke and Brian and all the Snappy's family for their hospitality. It was delightful to get to know these warm and inviting folks.

[Click here for more photos.](#)



## Delaware icon hosts After Hours, celebrates anniversary

[Fidelity Federal Savings & Loan](#) began in 1887 as the Fidelity Building & Loan Company. One hundred-thirty-five years later it is still located on N. Sandusky Street and still flourishing. The bank hosted the April Business After Hours and Chamber members and friends joined bank CEO Ana Babiasz and her amazing staff in celebrating this special milestone.



With food (or was it art?) from [Greater Gouda](#), and a champagne toast, the event had an air of elegance as guests mingled. Chamber president Holly Quaine presented a proclamation on behalf of the Chamber and asked guests to imagine what 135 years of community engagement looks like. Ana addressed her guests, taking them back to 1887 and shared that no matter the climate, Fidelity remains rooted in its neighborhood—customers and staff—as earnestly as it has for 135 years.

Thank you to Ana and her staff for their hospitality and to 135 years of Fidelity leadership for their enduring commitment to Delaware.

[Click here for more photos](#)



## Chamber's advertising opportunities a great value

Advertising in the Chamber newsletter has always been a great deal. With its distribution list of over 1200 Chamber members and its archival on our website, your ad has a long shelf life. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!**

Full page: 8.5 x 11 portrait    \$125 per run  
Half page: 8 x 5.25 H         \$90 per run

Quarter page: 4 x 5.25 V     \$75 per run  
Eighth page: 4 X 2.62 H/V    \$50 per run

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

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



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## New member celebrates new business

On April 13, the Delaware Area Chamber of Commerce celebrated the opening of [The Eye Care Studio](#) at 3769 Columbus Pike, Suite 115, Delaware. The full service eye care center represents a long-time dream of owner and optometrist Dr. Ame Cline. Dr. Cline has been practicing for 15 years, the last 12 of which were in Dublin. She is thrilled to open her own practice and wanted it to be in Delaware.



The Eye Care Studio's name has significance. Ame's husband is a social studies teacher at Shanahan Middle School in Olen-tangy Local Schools and shares their daughter's budding artistic interests. Displayed throughout the office is artwork done by Shanahan students. The Eye Care Studio holds community involvement as one of their most important core values. Their goal is to promote artists interested in displaying their work at their local small business to spread awareness of the art community and spotlight emerging artists in local neighborhoods. The Clines want to give them the platform to share their work with the public in a way they might not otherwise be able and plan to hold events at which the student artists can be there in person with their art. Follow their showcase schedule at [theyeyecarestudio.com](http://theyeyecarestudio.com).

[Click here for ore photos](#)

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## Chamber accepting Leadership Delaware program applications for class of 2023

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



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

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

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

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

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## Chamber website banner ads a great value

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

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



## Main Street reaches capital goal; honors Chamber members

[Main Street Delaware](#) held its annual gala and awards celebration April 12, honoring nine businesses and individuals for their outstanding commitment to preserving, protecting, and promoting historic downtown Delaware during 2021.

Susie Bibler, Main Street Delaware's executive director, and Zach Price, the organization's 2020 and 2021 president, welcomed attendees to the gala and shared information from the group's 2021 annual report.

"Thanks to you," Price told the crowd, "we volunteered 3,020 hours during 2021 to help support events, including the downtown clean-your-block party, Farmers' Market, First Friday celebrations, Summer on Winter concert series, and Home for the Holidays community Christmas.

"We also have collaborated with city, county, and community leaders to envision a comprehensive plan for the city and a revitalized East Side," said Price, a partner with [TRIAD Architects](#). "We are so excited by all we have achieved together and invigorated by everything that we will accomplish ahead."

A highlight of the evening came when award recipient Frank Reinhard presented Bibler with a surprise \$5,000 contribution from One Delaware to complete fundraising for Main Street's new Delaware Welcome Center, 20 E. William St. The center will open to the public as soon as renovations are complete this spring or early summer.

During the awards ceremony, the following businesses and individuals were honored for their 2021 contributions to downtown Delaware. Among them were Chamber members:

Business of the Year – [The Oak & Brazen Wine Company](#), for meeting every pandemic-related challenge with enthusiasm and innovation, including adding pick-up hours and an online ordering system with doorstep delivery.

Community Builder – Frank Reinhard, regional president of [The First Citizens National Bank](#), for his strong support of Main Street Delaware and the new Delaware Welcome Center and for his many years of community involvement with nonprofit organizations and municipal agencies, including the Delaware Area Chamber of Commerce, Delaware County Fair, Delaware County Finance Authority, Delaware County Foundation, Delaware Rotary, and One Delaware.

Outstanding Leader – **Zach Price**, for being a tireless advocate for historic preservation and his two years of service as president of the Main Street Delaware Board of Directors to help ensure continuity and success during the pandemic. Price also has served on Main Street's Design and Organization committees, using his expertise as an architect to help with the Delaware Strategic Vision Plan, the Winter Street alleyway project, and the Delaware Welcome Center.

Best Public Building Rehabilitation – The [City of Delaware](#), for its careful and creative renovation of the historic City Hall, which includes user-friendly and welcoming spaces for community members, updated technology, and new collaborative workspaces. Large murals also fill the new space in recognition of Delaware's impressive history. Mayor Carolyn Kay Riggle and City Manager Tom Homan accepted the award.

Main Street Delaware's annual gala was held at the historic Strand Theatre and featured tastes from many downtown food and drink establishments. The evening was presented with sponsorship from the Byers Auto Group.

As she helped to conclude the evening's presentations, Bibler told the crowd: "All of you help to make Delaware the wonderful community that it is. You inspire our work every day with your civic spirit, your creativity, and your commitment to improving your community and your world."

### About Main Street Delaware:

Main Street Delaware is a nonprofit 501(c)(3) member-supported organization that seeks to preserve and promote historic downtown Delaware. In addition to coordinating the First Friday celebrations and downtown Farmers' Markets, Main Street Delaware oversees the Home for the Holidays celebration and more. Main Street Delaware is an accredited Ohio Main Street Community. For additional information, contact 740-362-6050 or [director@mainstreetdelaware.com](mailto:director@mainstreetdelaware.com). Learn more at [www.mainstreetdelaware.com](http://www.mainstreetdelaware.com) or [www.facebook.com/](https://www.facebook.com/)



## New Ohio law limits overtime compensation

Beginning July 6th of this year, Ohio employers will be impacted by a new set of rules for hourly employees in regard to their overtime pay. Last week, Governor DeWine [signed Ohio Senate Bill 47 into law](#). It was touted as a much-needed legal gauntlet to protect Ohio businesses against an anticipated siege of lawsuits by employees claiming they were not paid overtime compensation for work performed outside of regular work hours.

The new law incorporates specific language found in the [Portal-to-Portal Act](#), an amendment to the federal [Fair Labor Standards Act](#) (FLSA), which would cover employee time spent before and after work in such activities as checking email. The Portal-to-Portal Act provides that time spent in preliminary and postliminary activities – those activities undertaken before and after the “whistle blows” – are not subject to federal minimum wage and overtime requirements. In other words, it is non-compensable time. The Portal-to-Portal Act is most known for its interpretation that commuting to and from work from one’s home is not compensable time.

Recently, the U.S. District Court for the Northern District of Ohio ruled that time spent in line to undergo a security screening after clocking out was a postliminary activity covered under the Portal-to-Portal Act and therefore such time was not compensable as overtime ([Thomas v. Amazon.com Servs., 462 F. Supp. 3d 828 \(N.D. Ohio 2020\)](#)). In that case, plaintiffs had filed a collective action arguing that Ohio’s wage laws did not incorporate the Portal-to-Portal Act and were entitled to overtime compensation. The Court concluded that in [adopting Section 7 of the FLSA in 2019](#), the Ohio General Assembly did in fact intend to incorporate the provisions of the Portal-to-Portal Act.

It appears that with SB 47, the Ohio General Assembly wished to clarify that either: The Portal-to-Portal Act was incorporated when Ohio law adopted Section 7 of the FLSA, or Assert that such Act will apply to Ohio employers.

However, given ambiguities created by the peculiar language of SB 47 and legal caveats to the Portal-to-Portal Act expressed in the FLSA regulations, time spent by Ohio employees performing preliminary and postliminary activities such as checking email may still be compensable time.

### SB 47 PROMPTS QUESTIONS

The ambiguity in SB 47 is first embedded in its incorporation of Sections 2 and 4 of the Portal-to-Portal Act only as an amendment to R.C. §4111.03 which statute is specific to overtime. Ohio’s minimum wage is guaranteed in the Ohio Constitution, Art. II, §34b, not §4111.03 and the Ohio Constitution does not provide for any exemptions regarding minimum wage. The federal Portal-to-Portal Act expressly applies to both minimum wages and overtime compensation. Secondly, as a result of SB 47 the new R.C. §4111.03 now reads that an employer does not have to pay “overtime at a wage rate of one and one-half times the employee’s wage rate for hours worked in one workweek” despite the language in the Portal-to-Portal Act which would have included exemptions from minimum wage requirements as well. SB 47 however only mentions overtime and is silent as to minimum wages. Thus, it is unclear whether the preliminary and postliminary activities referenced in SB 47 are intended to be exempt from all compensation or just overtime. That conundrum is exacerbated with the further amendment by SB 47 in creating new section 4111.031 which parrots the language of the Portal-to-Portal Act but again only in reference to “the overtime wage rate” whereas the Portal-to-Portal Act specific language that includes an exemption from paying minimum wages for such time.

### MOST OHIO BUSINESSES WILL NOT BENEFIT FROM SB 47

To the extent SB 47 is construed to include all the exemptions under sections 2 and 4 of the Portal-to-Portal Act of the FLSA, SB 47 is superfluous, as Ohio employers already enjoy protection under the Portal-to-Portal Act. In fact, courts have construed the FLSA and Ohio’s wage laws similarly as they invariably led to the same result. To the extent SB 47 is read to only apply to the exemption from overtime, it *will not* be any help to most of Ohio’s businesses, but it may well be a boon to Plaintiffs’ lawyers if employers mistake the scope of these amendments and fail to pay minimum wage (as opposed to overtime pay) for those activities which would be excused under the FLSA but would now constitute a violation of Ohio’s law.

### NUANCES SURROUNDING PRELIMINARY AND POSTLIMINARY ACTIVITIES

Even if SB 47 is read to include all compensation, as does the Portal-to-Portal Act, Ohio employers must still be cognizant of the nuances surrounding what *is* and what *is not* a preliminary or postliminary activity under the FLSA. Activities such as reading emails is not *per se* either. Although Ohio’s law now speaks generally to preliminary and postliminary activities, the exceptions under the FLSA for preliminary and postliminary activities only include those activities *unrelated* to the principal activities which the employee performs as part of his work duties or that are integral or indispensable to the job. ***Continued on next page***

## ***Overtime continued***

Therefore, whereas time spent commuting from home to work is not compensable, time spent commuting from home to a job site not in the ordinary course of the employee's job or commuting from job site to job site will be compensable time. Ordinarily, time spent changing clothes at the workplace for the convenience of the employee is treated as a non-compensable preliminary or postliminary activity. However, if the employee holds a position which requires certain clothing appropriate for a specific job or environment such as safety related clothing in a chemical processing plant, then changing clothes would constitute an integral part of the employee's principal activity. Such time would not fall under the Portal-to-Portal Act and would be compensable time for purposes of minimum wage and overtime requirements. Preparatory time or time spent in activities such as calibrating equipment, greasing a machine, picking up tools from the tool shed, or booting up a computer prior to actually commencing the primary activity of the employee's job is also generally considered to be compensable time and subject to overtime wage rates. Checking emails could very well be found to be compensable time.

### ***DE MINIMIS TIME***

The FLSA makes exceptions for [de minimis time](#), which is time that is indefinite and insignificant beyond the scheduled working hours. From an administrative perspective, *De minimis* time is generally difficult to be precisely recorded for purposes of determining compensation. However, claims for *de minimis* time are closely scrutinized and generally comprise periods of time from a few seconds to a couple of minutes. Courts will consider three factors to determine whether time worked is *de minimis*: The administrative difficulty in recording the time; the aggregated amount of time worked without compensation; whether the work is of a type performed on a regular basis

An employee who spends a few minutes each evening reviewing emails may be entitled to compensation given the regularity of the tasks and the aggregation of time over the workweek spent on that task as opposed to an employee who checked his email once on a Saturday during the month. Such work may be compensable even if not authorized and even if performed in violation of a policy requiring approval before working overtime. In order to be compensable, such work would have to be known or reasonably known to the employer; however, such knowledge may be actual or constructive.

### **OHIO EMPLOYERS ARE SUBJECT TO FLSA**

Most Ohio employers are subject to the FLSA which [covers all employers with over \\$500,000](#) in sales or business produced. Additionally, even if the employer is not covered, their individual employees can be if their duties involve work performed in interstate commerce or the production of goods intended for interstate commerce. Since the majority of businesses in Ohio are subject to the FLSA, SB 47 does not provide any additional exemptions for such businesses when determining compensable time with one exception. Ohio's minimum wage rate, and consequently its ultimate overtime wage rate, is higher than the federal rates. Therefore, in regard to preliminary and postliminary activities determined to be compensable under the FLSA and perhaps not under SB 47, Ohio businesses would only have to pay the overtime rate based on the federal rate not the higher state rate.

What is clear is that Ohio employers need to scrutinize their compensation policies with respect to preliminary and postliminary activities and *de minimis* time to assure compliance with federal and state law. Whether time spent before and after the workday is compensable under the FLSA will depend on whether the activity is related to the principal activity; how much time was spent; whether the employer had actual or constructive knowledge of the activity; whether the employee has sufficient evidence to corroborate the time allegedly spent.

Most Ohio businesses will be subject to that determination and cannot disregard the analysis of whether a preliminary or postliminary activity is compensable based on the amendments provided by SB 47.

If you have any further questions regarding the above analysis of SB 47 or further inquiries about Federal and Ohio wage laws, please contact Maribeth Meluch ([MM@kjk.com](mailto:MM@kjk.com); 614.427.5747) or another member of KJK's [Labor and Employment](#) practice group.

Source: [Maribeth Meluch](#) and [Alan M. Rauss](#), KJK

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



## Member welcomes new staff

Rebecca Skeeles began working at [EQUES Law Group](#) as a General Practice Associate Attorney in January 2022. She practices in the areas of business law and consulting, contracts, construction and commercial transactions, real estate, estate planning, and equine law.



Rebecca began working for legal research provider Casemaker in August 2013 as a national public speaker and legal research expert. She continued this employment until their merger with Fastcase legal research in July of 2021. In this role, she traveled the entire country training attorneys, judges, and other legal professionals on how to use Casemaker. This position took her from the bustling streets of Midtown Manhattan to speak at the New York City Bar Association to gorgeous Jackson, Wyoming for the Wyoming State Bar. She loved the diversity of the locations she visited and meeting legal professionals across the country. She also did online training and webinars.



Prior to working for Casemaker, Rebecca served as Attorney Services Consultant for the Ohio State Bar Association (OSBA) from 2007-2013. In this role, she traveled around Ohio promoting Casemaker and other member benefits. She provided professional training to the legal community, including law firms, corporations, government agencies, and law schools. She served as the “face of the OSBA.” She also launched the OSBA’s In-House CLE program and served as the Liaison for the OSBA Jury Instructions Committee.

Rebecca is most proud of her family’s business, Skeeles Manufacturing Inc., she started with her father in 1991, shortly after graduating high school. She helped build this business while simultaneously going to college and law school. She served as Vice-President of Sales and Corporate Counsel. Rebecca started out building plastic and wood store fixtures. The business grew into a prominent countertop fabricator in central Ohio, fabricating and installing quartz, granite, laminate, and solid surface countertops. Long-term customers included Preferred Living, Kitchen Saver, United Dairy Farmers, and The Wasserstrom Company, to name a few. The family sold the successful business in 2020.

Rebecca is a 1994 graduate of the Ohio State University with a Bachelor of Arts in Journalism. She received her Juris Doctor from Capital University Law School in 1999. She received Dean’s List honors at both schools while working full time. Rebecca is a member in good standing of the Ohio Bar since 1999, Supreme Court of Ohio. She is also a Supreme Court of Ohio Certified Mediator and Notary Public, State of Ohio.

Rebecca Skeeles has owned and shown Arabian and Half-Arabian horses competitively her entire life. She understands equine law and represents clients on equine law in all aspects from purchase agreements, contracts, and negotiations to negligence.

## 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).

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### OUR TEAM: LOCALS BORN AND RAISED

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

## From your government affairs committee; here's what we're keeping an eye on

### House Bill 616:

Introduced in early April, two Republican state representatives introduced House Bill 616, which prohibits curriculum and instruction materials on sexual orientation and gender identity in grades K-3. In grades 4 through 12, schools would have to adhere to age-and developmentally appropriate instruction materials, lessons and curriculum on sexual orientation and gender identity. HB 616 also seeks to control how racism is taught in K-12 schools. It would ban, for instance, The New York Time's "The 1619 Project," which seeks to explain the enduring effects of racism and slavery in American history and contemporary society. The bill would impact school districts, charter schools, science, technology, engineering and math or STEM schools, as well as private schools that take Ohio children on vouchers. The Ohio Chamber of Commerce recently issued a public statement of opposition to HB 616.

### Senate Passage of COVID Bill Unlikely

It is unlikely the Senate will pass a bipartisan \$10 billion COVID relief bill. Many Republicans – with the support of some Democrats – are trying to use the legislation as a vehicle to extend immigration restrictions put in place under the Trump presidency. Senate Republicans want Democrats to allow a vote on an amendment that would extend an order that made it easier to deport migrants at the border; the order specifically allowed the government to take emergency action to expedite deportations if there are public health concerns, such as the COVID-19 pandemic. Last week, the Centers for Disease Control and Prevention (CDC) announced that the order would be terminated on May 23rd. The timing coincided with a bipartisan agreement in the Senate to provide \$10 billion in funding for drugs, vaccines and tests as requested by the Biden administration. And that is what has put the fate of the legislation in peril.

The bipartisan support for continuing the order has created logistical irritation for the White House and Democratic leaders. If the Senate approves a extending the order as part of the COVID package, then the legislation could be doomed in the House of Representatives, where Democrats largely support terminating the order. As a result, Congress may have to punt on the bill and try to resolve it when lawmakers return later this month.



### Follow Ohio Chamber legislative updates

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



### Contact your legislator:

#### Ohio Senate District 19

Andy Brenner  
Senate Building  
1 Capitol Square  
Ground Floor  
Columbus, OH 43215  
Hometown: Powell  
(614) 466-8086  
[Email](#)

#### Ohio House District 68

Shawn Stevens  
77 S. High St  
13th Floor  
Columbus, OH 43215  
Phone (614) 466-1431  
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#### District 67

Kris Jordan  
77 S. High St  
11th Floor  
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Phone (614) 644-6711  
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#### US House District 12

Troy Balderson

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

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#### District 4

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Rob Portman  
[Email](#)



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## Transportation updates topic of chamber luncheon

Ohio Department of Transportation District 6 capital programs administrator Thom Slack presented to Chamber members at the April Third Thursday luncheon. Thom shared ODOT's mission to move people and products safely and efficiently and to take care of the transportation corridors already serving the public.

District 6 covers 8 counties and over 4800 miles of roadway. With an operating budget of \$55 million, ODOT takes on projects as varied as the counties they serve. ODOT's funding comes from both state and federal dollars and some of those dollars are used for projects in local communities like townships and counties.

Not surprisingly, ODOT saw a significant decrease in overall traffic in April of 2020 and another small dip in December of that same year. But current while car traffic is back to pre-covid levels, truck traffic is actually 14% higher than pre-covid. Also not surprising is the increase ODOT is seeing in construction costs: workforce, materials, logistics. They share those issues with the private sector.

A five-year guaranteed federal infrastructure bill passed in 2021 is good news for ODOT as it is assured money that comes with discretionary grant opportunities.

Thom shared a glimpse of the 2022 construction season that includes paving and shoulder-widening on 42, I-71 resurfacing from 36/37 to Polaris, and the Delaware portion of US 23 bridge repair.

Finally, Thom pleaded with attendees to be extra aware behind the wheel during orange barrel season. Distracted drivers continue to plague construction workers.

[Click here for Thom's presentation slides.](#)

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# May/June

## Calendar

### Ribbon Cutting

Thursday, April 28 12:00 pm  
Delaware Northwest Veterinary  
[Click here to register](#)



### HR Six Pack

Five of Six  
Monday, May 2  
8:00– 10:00 am  
Prior registration required

### Annual Dinner

Tuesday, May 3, 2022  
Hilton Polaris  
[Click here to register](#)

### Business After Hours

United Church Homes  
Thursday, May 5, 5:00– 6:30 pm  
[Click here to register](#)

### HR Six Pack

Six of Six  
Monday, May 9  
8:00– 10:00 am  
Prior registration required

### Government Affairs Committee

Tuesday, May 10, 8:00 am  
via Zoom

### Leadership Economic Development Day

Thursday, May 12

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

### Leadership Delaware Graduation Luncheon

Tuesday, May 17 Noon  
Willow Brook at Delaware Run

### Chamber Board Meeting

Wednesday, May 18 7:30 am  
Chamber office

### Safety Council

Wednesday, May 18, 11:00 am  
Via pre-registered Zoom link

### Business Before Hours

Thursday, May 19 8:00–9:30 am  
Richwood Bank  
[Click here to register](#)

### Third Thursday Luncheon

State of the Townships  
Thursday, May 19, 11:45–1:00  
Brookshire Banquet  
[Click here to register](#)

### Ambassadors

Tuesday, May 24, 4:00 pm  
TBD

### Ribbon Cutting

Thursday, May 26 1:00 pm  
Metro by T-Mobile  
[Click here to register](#)



### HR Council

Wednesday, June 1, 8:30 am  
Chamber office

### Business Before Hours

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

### Chamber Board Meeting

Wednesday, June 15, 7:30 am  
Chamber office

### Safety Council

Wednesday, June 15 11:00 am  
Via pre-registered Zoom link

### Business After Hours

Annual Joint Event with the  
Sunbury Chamber  
Tanger Outlet Mall  
Thursday, June 16 5:00-6:30 pm  
Click here to register

### Ambassadors

Tuesday, June 28, 4:00 pm  
TBD

### SAVE THE DATES

Golf Outing  
Friday, July 15, 2022  
Clay Classic  
Friday, October 14, 2022  
Annual Dinner  
Thursday, February 2, 2023

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

### What are you waiting for?

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

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

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

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

**Members who sign up receive a free 1/4 page newsletter ad!** Call the office for format details. So sign up today to make paying for your Chamber investment a snap. There are no administration or set-up fees.

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



# LEADERSHIP DELAWARE COUNTY

SINCE 1991

The Delaware Chamber of Commerce hosted the Health Care Day for their premier Delaware County Leadership program on Thursday, April 14, 2022, with leaders in presenting from across the county.

The day began in the chilled beauty of the [Barn at Stratford](#). Debbie Donahay, [OhioHealth](#) and Kim Saunders, [OSU Wexner Medical Center](#) (2018 Leadership graduate) expertly facilitated a robust and engaging agenda of multiple leaders in health care. The opening speaker was Armin Rahmanian, President of OhioHealth Dublin Methodist Hospital and OhioHealth Grady Memorial Hospital. Mr. Rahmanian shared his journey to OhioHealth, which began nine months ago. Joining OhioHealth from the Ohio State University, Mr. Rahmanian noted that OhioHealth is present in 40 of the 88 counties in Ohio and has over 35,000 employees.

*Continued on next page*



## Leadership Delaware Health Care Day Facilitator: Kim Saunders '18, Debbie Donahay

Newsletter editors: Kyle Pace, Dana Polhamus, Meghan Raehll

### Leadership Delaware Class of 2022

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

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

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

## Leadership continued

The focus of the discussion was on Grady Memorial hospital and service to Delaware County. Mr. Rahmanian outlined the Grady 2026 plan as focusing on four key docking stations. The first being the need to serve the communities growing demographic. The second is investing in associates and caring for the many physicians and staffing needs. The third is expanding the key service lines that include focuses on heart and vascular, neurology, oncology, primary care, women's



health, family care, and surgery orthopedics. And the fourth docking station is focus on access to health care and exploring “close to home” options and expansion.



Following Mr. Rahmanian's inspiring presentation, Marcus Thorpe moderated a panel discussion with prestigious guests Jeff Kasler, Director of Government Relations at OhioHealth, Dr. David Lee, System Vice President of Employer Services, and Shelia Hiddleston, [Delaware County's Public Health District](#) Commissioner.

The panel focused primarily on COVID-19 and lessons continuing to be learned as the world returns to work and learns how to pivot from a pandemic focus to an endemic focus on living with coronavirus. Featured foci centered on wrestling with misinformation, staffing shortages and fatigue, mental health, wellness for employees, being nimble and flexible to adapt to situations and redeploy and shift as needing to meet the needs of Ohio in the moment based on the best information available.

After the panel discussion, Kyle Lewis presented on [Delaware-Morrow Mental Health and Recovery Services \(DMMHRS\)](#), sharing a wealth of information about behavioral health services available across the county. Behavior health is understood to be both mental health and additional services such as alcohol and drugs. One critical aspect discussed was the need to beat the stigma around behavioral health. Key partnerships include [Big Brothers and Big Sisters](#), Cornerstone of Hope, [Del-Mor Dwellings](#), and [Helpline](#) who provides 24 hr crisis/texting hotline for suicide prevent and sexual assault, and a host of other important organizations.



Following the excellent presentations, Bryan Schnipke, Licensed Physical Therapist, from OSU Wexner Medical Center led the group in an outdoor session of some quick and simple exercises to get up from the chair and engage in stretches that promote good posture and health. After that, lunch was followed by an innovative presentation from Nate Rogers, Vice President of Transformation Acceleration at OhioHealth. Nate's presentation focused on major shifts in healthcare to be “all about the customer.” Drawing on design thinking, Mr. Rogers centered on understanding the needs and desires of the patient and adapted processes, procedures, technologies, and overall healthcare to center around those needs and make it as easy and comfortable as possible to have access to great quality health care.

Following Mr. Rogers, Dr. Golden-Kreutz and Ms. Laura Yomokoski presented on heart research and a device named, “CardioMems,” that is used to provide critical insights to healthcare providers for patients with terminal heart disease. The Ohio State University was a global leader in spearheading important trials and research to discover more about heart disease and share break-through innovations in collecting data that allows for tailor made solutions to heart disease treatment.

*Continued on next page*



## Leadership continued

For the final presentation/participation, Dr. Maryanna Klatt, Director of Integrative Medicine, and Professor at the Ohio State University offered research findings to the group on mindfulness and meditation. Dr. Klatt, first distinguished between mindfulness and meditation indicating the former was “actually being there in the present” and the latter was “paying attention to what is coming up in the practice.” Understanding



the brain is an organ in the body as well, Dr. Klatt shared exercises from the Mindfulness in Meditation program that has seen robust results in decreasing stress in workers from college students to first responders. Many of the participants experienced one quick exercise being effective in correcting forward facing shoulder posture.

The day ended on quite a dramatic note at the OhioHealth medical campus with the Med Flight helicopter touching down with pinpoint accuracy in the parking lot. The Delaware F.D. chief and other local hero first-responders shared a wealth of insights to the group leaving many in awe and grateful for the devoted healthcare workers to serve our county every day.

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



## Share your news

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



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

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## 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 ambassadors 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 26 event included:

Rebecca Skeeles [EQUES Law Group](#)

Joe Wilson [Homestead Beer Co.](#)

Greg Rowe [Horizon](#)

Anne Fouss [Kenwel Printers](#)

Amber Franke [RV Wholesalers](#)

Dr. Ame Cline [The Eye Care Studio](#)

[Click here for more photos](#) and join us for our next [New Member Orientation on July 26.](#)



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Lisa Clark, Manager

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Drawing By Karen Collins



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

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

[\\*Click here for details](#)

### Industry-Exclusive Platinum Level \$5000\*

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

### Gold Level \$3000\*

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

### Silver Level \$2000\*

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

### Bronze Level \$1000\*

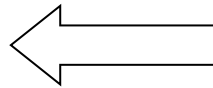
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

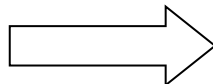
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a member of the Delaware Area Chamber of Commerce in good standing, you are encouraged to use the Chamber’s logo on your email signature, website, stationery and marketing materials. Call the Chamber for an electronic version of our logo. Take advantage of the cache your membership brings to your business.



Click the image to the left for a high quality version of the Chamber **web stamp**.



Click the image to the right for a high quality version of the “**Proud Member**” web stamp.



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

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



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- ⇒ No limit to the number of Hot Deals
- ⇒ Do-it-yourself: get your login and password and publish Hot Deals yourself– it's faster and the independence means you can post any-time, all the time.

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

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BELIEVE IN *WE*™  OhioHealth

To learn more about all the services offered at Grady Memorial Hospital, visit [OhioHealth.com/Grady](http://OhioHealth.com/Grady).



Welcome

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## Reinvesting Members

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[Bodine Perry](#)

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[City of Delaware](#)

[Clinicare Consultants, Inc.](#)

[Country Club Rehabilitation Campus at Delaware](#)

[Creative Foundations, Inc.](#)

[Delaware Northwest Veterinary Clinic, LLC](#)

[Gordon Flesch Company, Inc.](#)

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[Leaf Chiropractic & Wellness Center](#)

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[Modern Office Methods \(MOM\)](#)

[Money Concepts Sunbury](#)

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[Valley Title & Escrow Agency, Inc., dba Lawyers Title Agency of Delaware](#)

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

**Silver Level**



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

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

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

Your online calendar displays events from other members, Chamber events, and of course, any events that you have posted. You can register online for Chamber events only; to register for another member's event, please contact that member directly. If the event you'd like to register for has a fee associated with it (for example, Third Thursday luncheon is \$20 per person), you can pay online right then and there, select to pay at the door, or let us know you'd like an invoice. [Click here for the full instructions on registering for Chamber events.](#) So, you've attended an event and you opted to be invoiced for it. You can pay that invoice online as well as ANY Chamber invoice. [Click here for instructions on how to pay invoices online.](#)





## **Our Values—The Delaware Area Chamber of Commerce will:**

- treat all of our relationships with honesty, respect and fairness;
- be actively involved in our community and be leaders in identifying and addressing issues of community and regional concern;
- foster partnerships to improve the economic well-being and quality of life in the community;
- hold the business needs of our membership to be our highest priority;
- remain committed to fostering a rich sense of community and an unrivaled quality of life;
- stay connected to our membership - communicating information and opportunities to our members, public policy leaders, and the residents of the greater Delaware community;
- be an inclusive organization, sustaining a diverse membership by welcoming all interested parties to become involved and encouraging a variety of thoughts and view points; and
- be trustworthy and responsible stewards of the Chamber's funds, seeking to direct resources with wisdom and integrity.



**DELAWARE AREA**  
CHAMBER OF COMMERCE



## **Who we are**

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

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

## **What we do**

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

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

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

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

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

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

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

The Southern Ohio Chamber Alliance (SOCA) teamed up with Anthem Blue Cross and Blue Shield to create a health program that can lead to more rate stability – and it could offer potential savings for groups with 50 or fewer employees. This self-funded multiple employer welfare arrangement (MEWA) lets smaller employers join together to share in the overall claims risk. By being part of a larger, self-funded pool, employers have financial protection backed by Anthem's stop loss coverage.

## In addition to financial protection, this innovative alternative offers:

- Competitive rates
- Fixed, predictable monthly payments
- A variety of plan designs
- Anthem's broad Blue Access PPO provider network and Essential Rx formulary
- Coverage for claims run-out/terminal liability coverage
- Expanded wellness offerings
- Specially discounted rates on SOCA-exclusive specialty products including dental, vision, life, optional life, and disability insurance

**As a member in good standing with the Delaware Area Chamber of Commerce, your business is eligible for discounted group health care *including plans for sole proprietors*, sold through our Chamber-member authorized agents.**

**Contact one of our agents to see if there's a plan that's right for you.**

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## Our Vision

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



## Our Mission

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



# Did you know you can get a discount on health insurance for your company through your local chamber?



The relationship you have with your employees is key, especially when it comes to your health plan. That's why the Central Ohio Chambers of Commerce (COCC) and Anthem Blue Cross and Blue Shield teamed up to offer you ChamberSaver discounts.

## What matters most to you when it comes to your company's health coverage?

An affordable health plan? Healthier employees? A full range of health insurance offerings? That's exactly what you get when you choose ChamberSaver. Companies with 2-50 eligible employees can save 1.4% and companies with 51-500 eligible employees can save 1% on health insurance – and not just on a few plans, but rather, on Anthem's full range of health insurance offerings.\*

## Access to care that's right for your employees

When employees feel good, they are usually more focused and more likely to perform at a higher level, which can have a positive affect on a company's bottom line. That's why every Anthem plan includes 100% coverage for checkups, flu shots, and other preventive care services for your employees and their families. The reward is peace of mind and better health at no extra cost to your employees.

To learn more specifics about this new offering contact one of the following Chamber members who are Anthem Elite or Champion Brokers:

### **Creative Financial Insurance Services Agency, Inc.**

Jim Roesch  
[jwroesch@discovercfi.com](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.





Program assistance  
OSHA compliance  
Accident prevention  
Leadership  
Health & wellness

# STAY INFORMED SAFELY

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



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

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

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

Webinars kept the life blood pumping in our safety veins.

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

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

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

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