

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

August 2018

Sustaining Members

**Industry Exclusive
Platinum Level**



Gold Level



Silver Level



Bronze Level



**The Delaware Area
Chamber of Commerce
Established 1907**



Chamber offers early bird advertising special

The Chamber is preparing its ad campaign for the publication of the 2019 Community Profile and Membership Directory. In order to ensure the accuracy of information published in the directory, the Chamber will be sending the primary contact of each membership an email requesting verification of the info in the Chamber's database.

To jump start ad sales and pass along savings to the membership, the Chamber is offering an early bird special. Ad prices remain at 2012 levels, but **ads purchased and paid for by August 15, 2018 will receive a 5% discount.** Artwork does not have to be turned in by August 15, but a commitment to the ad purchase must be made.

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. Click here for the [ad agreement form](#).

Contact the Chamber at 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 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 Award

⇒ Citizen of the Year

⇒ Corporate Citizen of the Year

⇒ Chamber Members of the Year

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

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!

**2018 Board of Directors
Executive Committee**

Glenn Marzluf– Chair
[Del-Co Water Company, Inc.](#)
Dusty Hostutler– Chair-Elect
[Edward Jones](#)

Ana Babiasz– Treasurer
[Fidelity Federal Savings & Loan](#)
Tony Eyerma–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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Denny Frierhood
[Performance Chrysler Jeep Dodge Ram Delaware](#)

Don Gaitten
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Rex Gore

[Black Wing Shooting Center](#)
Chad Hoffman
[Richwood Bank](#)

Maribeth Meluch
[Isaac, Wiles, Burkholder & Teetor, LLP](#)
Andy Miller

[Buckeye Valley Local Schools](#)
Liz Owens
[Alpha Group of Delaware](#)

Brad Schneider
[The Growth Coach](#)
Andrew Wecker

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

Staff

Holly Quaine, President
hquaine@DelawareAreaChamber.com

Sarah Yoakam, Office Manager
dachamber@DelawareAreaChamber.com
safetycouncil@DelawareAreaChamber.com

Matt Carbary, IT Mgr.
mcarbary@DelawareAreaChamber.com

32 S. Sandusky Street
Delaware, Ohio 43015
740-369-6221
Fax:740-369-4817

www.DelawareAreaChamber.com



August Business BEFORE Hours

Start your day on Thursday, August 2 by networking when [Foot and Ankle Wellness Center](#), 1871 West William St., Delaware, OH 43015 hosts the monthly Business Before Hours. Food, networking – 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.](#)



August Business AFTER Hours

End your business day and join us for networking on August 16, when we join our host [Richwood Bank](#), 1512 West William St., Delaware. Enjoy refreshments, food and networking. Bring lots of business cards to share. The event is held from 5:00–6:30pm. Please let us know you'll be attending. [Click here to register.](#)



Member celebrates new offices with ribbon cutting

Join us on Wednesday, August 1 when we help [AlerStallings - Delaware LLC](#) celebrate the opening of their new office in downtown Delaware at 15A North Franklin St. The law firm will be holding an open house from 4:30-6:30 with the ribbon cutting at 4:30.



[Click here](#) to let us know you'll be joining us.



Member celebrates 40 years

Join [Meade and Associates](#) on Wednesday, August 22 as they celebrate the 40th anniversary of this third-generation family-owned business. Brian and his family and staff will welcome well-wishers with an open house from 4:00–6:00pm with a special presentation at 5:00pm. Be there at 737 Enterprise Drive, Lewis Center. [Click here to let us know you'll be dropping by.](#)



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



presents
Cyber Security and Your Business
with

Rob Chaney, [SnowPaw Solutions](#)

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

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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.

Member makes Dateline Columbus in Ohio Business magazine



Columbus-based accounting firm [HW&CO](#) was chosen as the featured choice for Columbus in a recent edition of Ohio Business Magazine's Dateline showcase. In an article entitled "The Extra Mile" the company shared its extraordinary efforts in community partnerships and employee relationships. [Read the article here.](#) Congratulations, to Tony LaNasa and staff. We always knew you were cool.



A networking event full of goodwill

There's always something new to unveil when our friends at [Goodwill Industries serving Marion, Delaware, Union, Crawford & Morrow Counties](#), now in its 41st year, hosts a networking event. Held in Delaware at the busiest of their retail locations, this event began in the new 5000 square foot center for the agency's online auction venture. Think ebay: Gbay? Donated items from vintage wedding gowns to trombones, the staff assigned to this enterprise start by inspecting the donations to meet specific standards of condition and "fit" with the vibe of the program. Then the items are photographed and uploaded to their system where the photos are cropped and a description, minimum bid and, in some cases, authentication are applied. Then the items goes up on Gbay,...er, [shopgoodwill.com](#) which you have to see to believe.



The current trend of non-profits expanding their experience through "social enterprise" is old news to Goodwill Industries' mission of "Building lives that work". The Goodwill model IS social enterprise. At it's most basic level, Goodwill accepts donations and uses them to operate retail centers that employ their target population of persons with disabilities and disadvantages, offering those folks a chance to live productive lives, employed and skilled. Now put that model on steroids because that simple plan has grown and evolved. And recycling may mean "going green" today, but Goodwill has been leading the effort in re-use, recycle for years.



CEO Bob Jordan has been with Goodwill for 31 years and has been the driving force behind the amazing success of the organization that boasts 400 employees and a budget of \$11m. Goodwill is also the poster child for non-profits that run like a for-profit. With eleven retail locations and a sophisticated online auction presence, Goodwill is a major player on the retail stage.

Thank you to Bob and his staff for hosting our networking event and we look forward to Goodwill's next big idea! [Click here for more photos.](#)



Luncheon takes a summer break

The Chamber's monthly luncheon series is taking the summer off. Plan to join us on the **fourth** Thursday in September when we hold the annual State of the Schools. (See you at the Jug on the third Thursday)



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

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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. 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 | <input type="checkbox"/> BUCYRUS AREA | <input type="checkbox"/> DELAWARE AREA | <input type="checkbox"/> GALION / CRESTLINE | <input type="checkbox"/> MARION AREA | <input type="checkbox"/> WYANDOT COUNTY | <input type="checkbox"/> MORROW COUNTY |
| SELECT BEST THAT DESCRIBES YOUR EXHIBIT | <input type="checkbox"/> TABLETOP DISPLAY | <input type="checkbox"/> FLOOR DISPLAY | <input type="checkbox"/> DON'T NEED A TABLE | <input type="checkbox"/> REQUIRE ELECTRICITY (\$25) | <input type="checkbox"/> REQUIRE WIFI (\$25) | <input type="checkbox"/> REQUIRE BOTH WIFI & ELECTRICITY (\$25) |



New member orientation

Each quarter the Chamber hosts an event to welcome new and prospective members (or new representatives from current members) to the organization. It starts with an informal reception attended by several board members and continues with a presentation of benefits and services that come with being a member of the Chamber. New members, one prospective member and reps from veteran member businesses who attended the July 24 event included:

Susan Sparling & Gary Bucci - [Costco Wholesale](#)

Benjamin Powers & Michael Newcomb - [Family Promise of Delaware County](#)

Kate Miller - [FC Bank](#)

Michele Mercer - Health Markets

Matthew Farrell - [Smith-Feike-Minton Insurance](#)

Rob Chaney - [SnowPaw Solutions](#)

Olivia DelGarbino - [Swan Lake Event Center](#)

Amy Whetro— [Weichert Realtors, Triumph Group](#)





Welcome to the Chamber!

[Click here for more photos](#) and plan to join us at our next orientation on [October 23, 2018](#).



JUNE 5-8 + 26-29 • JULY 17-20 • AUGUST 7-10
10AM-3PM • \$399/Person

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-  Enjoyable and educational way to learn new skills
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(for special dietary needs, please bring a lunch.)

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dachamber@DelawareAreaChamber.com ~ www.DelawareAreaChamber.com



CALL 740-363-7555
OR PRE-REGISTER AT:
www.BlackWingSC.com





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

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

In addition to financial protection, this innovative alternative offers:

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

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



Chamber member best workplace. Again

Ohio magazine has named its best workplaces across the state and once again that list includes Chamber member [Richwood Bank](#). Richwood Bank is no stranger to recognition, having received both the Chamber's Innovation in Business Award (2017) and Outstanding Chamber Member (2015). Richwood was also the 2015 Extraordinary Bank of the Year winner by the [Institute for Extraordinary Banking](#) and earned a prestigious [Five-Star rating from BauerFinancial](#). Probably the best example of Richwood's commitment to excellence through evolution and innovation is the fact that it celebrated its 150th anniversary in 2017. Clearly Richwood endures.



As for the recent Ohio Magazine award, Richwood CEO Chad Hoffman says, "I believe our customers will receive the best service if we have a workplace that provides an enjoyable and engaging environment. Team members are our most valuable resource. We want to attract and retain the best performers at every level of our bank. Being recognized as a Top Workplace for the fifth straight year is a great compliment to the magic our team performs every day!"

Chad's comments are not hyperbole. Spend just a moment with this exceptional leader or any member of the Richwood team and you'll see why they earn the accolades locally, state-wide and nationally within their industry.

Congratulations to Chad and his amazing team.

Friends awarded special recognition

The [Friends of the Library](#) was recently awarded the prestigious Ohio Friends of the Library Recognition Award by the Ohio Library Council.

The Friends of the Library (FOL) serves as a support group for the [Delaware County District Library](#) system. They keep busy hosting book sales at library locations and hosting events with authors and illustrators of children's and adult books. The FOL also helps fund special activities like exhibits, holiday parties, book discussions, Summer Reading Program, and the Birthday Club.



OLC recognizes a Friends group, regardless of community size, that performs imaginative and effective activities that increase community awareness of its library, support library programs, and promote the mission, vision and core values of the library. Award nominations are judged on imaginative and/or effective activities; and activities that increase community awareness of the library, support library programs, and promote the mission, vision and core values of the library.

The OLC received letters of support from several friends of the Friends. Former library deputy director Don Yarman said, "I was present at the birth of the Friends of DCDL in 2007, when an interested group of citizens rapidly came together, volunteering to quickly draft by-laws and incorporate officially. They were focused: setting ambitious priorities--like establishing their 501(c)(3) status within months of incorporating--and establishing a professional, branded presence within the library's facilities. They have shown a particular skill with partnerships, reaching out to work effectively with businesses in support of their mission to promote the library and its programs."

Resident and library user Tami Furlong said, "What a gem we (as citizens and library lovers) have in the Friends of the DCDL. An amazing group of people with an admirable goal: to promote and support our wonderful Delaware County District Library. I have worked with them on many projects, and am always impressed with their energy, ideas, and perseverance."

And library staff member Rachael Clukey said: "The Friends of the Delaware Library encourage staff members to join their amazing organization. A huge perk that they provide for staff members that are also Friends members is a \$50 mini grant that can be used for conference attendance, organization memberships, and even Keurig machines for employees. I used this grant to join ALA Reference and Users Services Association Division."

Library director George Needham says, "In my experience with Friends of the Library groups, I have never worked with a group that was more engaged, energetic and innovative than the Friends of the DCDL. They're ready, willing and able to serve the Library in any capacity, and they do it with grace and good humor."

FOL board president Karen Cowan said, "The award would not have been possible without the hard work of our FOL Board and volunteers and without the exceptional support of George Needham, the library staff and board."

They will receive the award at the Council's annual conference, Wednesday, October 3rd, noon, at Kalahari Resort in Sandusky. Congratulations to our good Friends! Thank you for your tireless efforts in enhancing the library experience for our 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.

Want to learn more?

For more information, contact your local Chamber or (888) 506-1574.

Request a free quote at www.chambersaver.com/cocc.

* Discount available for fully-insured plans



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 days¹
- Expanded care with our clinically integrated program, Anthem Whole Health Connection, is included at no extra cost. This includes additional dental services for members with certain health conditions.

Blue View Vision

- One of the largest vision networks in the nation, with the choice of independent eye doctors or Glasses.com, ContactsDirect, 1-800 CONTACTS, LensCrafters®, Pearle Vision®, Sears Optical®, Target Optical®, or JC Penney® Optical stores
- Members can buy extra pairs of glasses for 40% off from any network provider. And kids under age 19 get UV-blocking Transitions® lenses at no extra cost while adults get a discount.²
- Access to a dedicated and knowledgeable customer support team 7 days a week
- Enhanced care with our clinically integrated program call Anthem Whole Health Connection is included at no extra cost. This includes market-leading collaboration between primary care doctors and eye doctors

Life and Disability

- A broad portfolio of life and disability products and an A.M. Best financial rating of A (Excellent)
- Value-add programs include at no additional charge provide emotional, financial and legal support, along online will preparation and identity theft recovery services
- Telephone claim intake is standard in addition to a dedicated call center with calls answered live during business hours
- Outstanding claims turnaround time and payment accuracy – and we help with Social Security disability filings and approvals
- Integration of short-term disability and our health benefits may improve employee health and productivity



¹ Internal data 2017

² Except when discounting of non-covered services is prohibited by state law. Standard broker commissions apply. Offer available to Ohio-headquartered businesses adding new Anthem dental, vision, life and/or disability plans. This discount program can be changed or terminated at any time.

Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company. An independent licensee of the Blue Cross and Blue Shield Association. ®Anthem is a registered trademark. The Blue Cross and Blue Shield names and symbols are the registered marks of the Blue Cross and Blue Shield Association.



Chamber newsletter advertising a good value

More than 900 readers at over 400 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value. All ads are in full color and should be sent electronically in either a Publisher, png, jpeg or PDF format **ONLY** by the 20th of the month for placement in the next month's edition. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!** Email your ad to hquaine@DelawareAreaChamber.com

Ad prices are for one run:

Full page 8.5" x 11" portrait \$125 Quarter page 4" W/H x 5.25 H/W \$ 75

Half page 8" W x 5.25" H \$ 90 Eighth page 4" W x 2.62" H \$ 50

Our Vision

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

Our Mission

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

Our Guiding Principle

The Delaware Area Chamber of Commerce acts as a champion of prosperity by influencing policy and regulations that impact the interests of business; researches, communicates, educates and advocates public issues on behalf of the interests of business and quality of life.

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 1/8 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? Contact the Chamber at*

dachamber@DelawareAreaChamber.com.

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

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

Membership is our voice; membership is our influence, membership is our strength.

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Members celebrates special anniversary

What a special After Hours in July. Chamber members joined community members in celebrating with the Hilborn family the 80th anniversary of [Hilborn Insurance Agency](#). Jack Hilborn beamed as he greeted an endless stream of visitors to the agency's office in downtown Delaware where it has been since Wayne Hilborn open the business in 1938. Wayne, aka "Mr. Delaware", so nicknamed for his contributions to his beloved city, welcomed his son Jack into the business in 1974 and they remained partners until Wayne's passing in 1995.

Wayne and Jack share a unique distinction of being the only father

and son who had each served as head of the chamber's board of directors:

1950 and 1982. Jack's lovely wife and former Cham-

ber staff member Mary were joined by Jack's siblings and son and granddaughter, and the agency received proclamations from the city of Delaware and the Chamber.

Eighty years of family business is no small thing and the Chamber is grateful to be able to share the celebration. Congratulations to the entire Hilborn family for their commitment and success.

[Click here for lots of photos.](#)



Hilborn Insurance

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.



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

Steering Committee

Susan Garrett

[Mail Pro 1](#)

Billy Gibson

[Del-Co Water](#)

Larry Jones

[Liberty](#)

[Casting Company](#)

Mark Nelson

BWC

Tracy Thompson

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 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!!


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 The Chamber will accept Letters of Intent until September 15, 2018.


**OPEN YOUR EYES
TO HOW CES CREDIT UNION
CAN HELP YOUR EMPLOYEES...**



We offer free educational classes on financial topics for your staff, on your schedule.

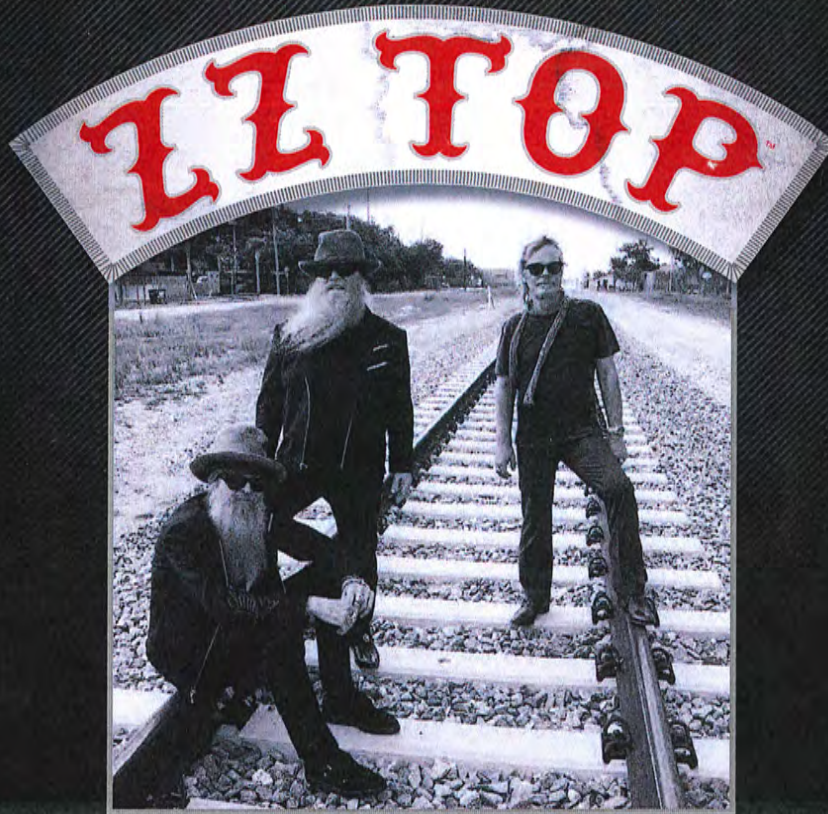
- Identity Theft Preventions
- Spotting & Stopping Scams & Frauds
- Improving Credit Reports & Scores
- Auto Finance Tips | Etc.

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



ALL TICKET PROCEEDS GO TO
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Benefitting The Hope Center Ohio



Thursday, August 9th, 2018 (Gates open at 5P)
All Ohio Balloon Festival
Union County Airport

\$300 VIP EXPERIENCE

VIP Shuttle • Seating Rows 1-4 • VIP Souvenir Lanyard • Private Party Tent
Heavy hors d'oeuvres (5-9p) • 4 Drink Tickets • Snacks 9-11p

\$100 PREFERRED SEATING

Rows 5-20 (seating provided)

\$30 GENERAL ADMISSION

BYOS (bring your own seat)





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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.

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.](#)



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!

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. We'll see how we can make your idea work.

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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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's 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.

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.

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.

Message to non-profits from the Delaware County Foundation

Non-profit organizations that serve Delaware County are eligible for grants from the [Delaware County Foundation](#). The grant application deadline is August 15. Apply on line at www.delawarecf.org/grants.

In 2017, more than \$2 million was awarded by the Foundation to non-profit organizations serving Delaware County. Grants ranged from \$500 to \$35,000.

If you have questions, contact the Foundation at 614-764-2332.



Delaware County
Foundation



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Loan special for a limited time. Subject to credit approval. All other loan terms and requirements apply. This offer is for new loans and is not available for refinancing existing Fahey Bank loans. Maximum loan amount is \$75,000.00. Other restrictions may apply. Interest Rate of 4.24%. Advertised rate available on 84 month loan. Rate without automatic payments deducted from Fahey Bank Account is 4.49%.

**Loan Amount:
\$10,000 - \$75,000**

Term: Up to 7 years

**Fixed Rates: As low
as 4.24% with
automatic payment
from your Fahey
Bank Account**

Fee: \$250.00

**Collateral: Vehicle or
Equipment**

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Member FDIC

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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 RxGroup: URX12124
 RxBIN: 013824
 RxPCN: RXCUT
 Helpdesk: 1-800-808-1213



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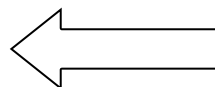
Looking for product or service? Look to your fellow Chamber members first. The Chamber exists for and by its members— [check here](#) before you buy.

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

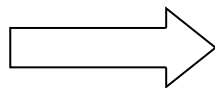
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



Welcome New Members

Hessler's Screen Printing and More

Kim Hessler—Owner
278 East Church Street
Marion, OH 43302
(740) 386-6131
www.hesslersllc.com

Offers custom screen printing, embroidery, signs, banners, vinyl decals, school apparel & business attire

Simero Roofing Systems, Inc.

Jack Clark—Operations Manager
320 London Road, Suite 502
Delaware, OH 43015
(740) 369-7663
Provides installation & repairs for roofing

SnowPaw Solutions

Rob Chaney—CEO
2 West Winter Street, Suite 201
Delaware, OH 43015
(740) 833-6344
www.snowpawsolutions.com
Offers firewall & cyber monitoring products

TAP Media, LLC

Mike McBride—Owner
750 Stonewater Court
Delaware, OH 43015
(614) 804-0114
www.tapconnects.com
Offers internet marketing solutions

Thryv

Lynn Thompson—Business Advisor
1856 Ashburn Drive
Delaware, OH 43015
(330) 418-4086
www.emp.thryv.com/site/LynnThompson
Offers an all-in-one customer relationship management software

Reinvesting Members

[Accent Information Systems](#)

[Canvas Creations For You](#)

[Central Ohio Symphony](#)

[Common Ground Free Store](#)

[Delaware Creative Housing](#)

[Delaware Family Dental](#)

[Delaware Speech & Hearing](#)

[Domtar Personal Care Division](#)

[Evans Capital Investments, Inc.](#)

[FC Bank](#)

[Get Fit LLC](#)

[Keller Williams Capital Partners/ML Waldron](#)

[Loeb Electric](#)

[Maloney + Novotny LLC](#)

[Midwest Acoust-A-Fiber](#)

[NorthStar American Concessions](#)

[Oakhaven Golf Club](#)

[PPG Industries, Inc.](#)

[Price Farms Organics, LTD](#)

[SERVPRO of Delaware](#)

[SourcePoint](#)

[The Delaware Arts Festival](#)

[The Growth Coach](#)

[The Union Bank](#)

August Calendar

Ribbon Cutting & Open House

Wednesday, August 1
AlerStallngs— Delaware LLC
[Click here for details](#)

Business Before Hours

Thursday, August 2
8:00– 9:30 am
Foot and Ankle Wellness Center
[Click here to register](#)

Leadership Class of 2019

Kick off luncheon
Thursday, August 9

Safety Council

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

Business After Hours

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

SAVE THE DATES

2018 Clay Classic

Friday, October 12
Black Wing Shooting Center

Annual Dinner and Awards

Monday, February 4, 2019
Hilton Columbus/Polaris

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

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.¹

Lower cost of care. Medical costs could fall \$3.27 for every dollar spent on wellness programs.²

Healthier, more productive employees. Absenteeism costs fall by about \$2.73 for every dollar spent on wellness programs.²

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.³

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

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



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

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

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

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

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

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

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

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

Your Chamber membership: True or False?

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

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.

"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](#)

[Firestone, Brehm, Wolf, Whitney & 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.

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.

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](#)

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

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

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 **HOT DEALS** from Chamber Members

Posting is FREE with
your membership

- [Moisture Control Solutions - AdvantaClean of Dublin](#)
- [Mold Inspection & Removal - AdvantaClean of Dublin](#)
- [Commercial HVAC Coil Cleaning - AdvantaClean of Dublin](#)
- [Air Conditioning Service/ Installation - Custom Air](#)
- [Walk-in Canvas painting- Canvas Creations For You](#)
- [18 and Under Summer Pass June 1st to August 31st, 2018. Just \\$25.00 - Delaware Area Transit Agency](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)
- [Oak & Brazen Wine Co: Daily Deals - Oak and Brazen Wine Co.](#)
- [SnowPaw Signature Security Assessment Package- SnowPaw Solutions](#)
- [SnowPaw Custom Manged 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 blasted 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.](#)

Connecting the dots for the bigger picture in health care

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

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

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

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

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

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

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

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

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

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

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

3-Anthem, Inc. data 2016.



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.



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](#)

Attention small businesses, new medical plan now available

Through our membership with the Southern Ohio Chamber Alliance, the Chamber is excited to offer a new self-funded medical plan for groups of 2 to 50 employees; the SOCA Benefit Plan. Anthem Blue Cross and Blue Shield will be administering this plan and will provide stop loss coverage. This new plan is a multiple employer welfare arrangement (MEWA) which enables smaller employers to join together to share in the overall claims risk. This new program offers competitive rates, fixed, predictable monthly payments, various plan designs, including four PPO and three HSA options, Anthem's broad Blue Access PPO Network and National RX Formulary, coverage for claims run-out/terminal liability coverage.

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

Creative Financial Insurance Services Agency, Inc.

Jim Roesch
jwroesch@discovercfi.com
740-363-5433
www.discovercfi.com

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

Mark Pettitt
pettitt@prefben.com
740-363-6028
www.prefben.com

611 South Sandusky Street, Delaware