

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

December 2018

Sustaining Members

**Industry Exclusive
Platinum Level**



Gold Level



Silver Level



Bronze Level



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



Chamber receives 4 star reaccreditation

Five years after its first application was rewarded with a five-year, 4-Star Accreditation, the Chamber sought to apply for reaccreditation and was again recognized with a 4-Star rating. This impressive honor puts the Delaware Area Chamber and its 440 members among the top 3% of chambers nationwide. It also puts the Chamber among only three other accredited chambers in the state of Ohio. The determination is made by the Accrediting Board, a committee of U.S. Chamber board members and chamber executives from across the country.



“In mid 2012 I looked at the criteria for accreditation and knew that in the course of completing its five-year strategic plan, (2008-2012) the organization was already operating under the measures of a basic accreditation, as required by the accreditation board.”, said Chamber president Holly Quaine in 2014 when announcing the accomplishment. “I also knew that we were positioned in terms of structure, culture, leadership as well as the quality of our members, to take our organization to the next level. I was not at all daunted by the size of the other accredited chambers across the country because I know it’s not the size of the dog in the fight! In the way we think, act and operate we stand shoulder-to-shoulder with any metro chamber out there. I believe the idiom “we are what we perceive ourselves to be” and we perceive ourselves to be the yardstick by which local chambers should be measured.”

“The inspiration to complete the process and the determination to earn a 4-Star rating was in our membership and the Delaware County community.” continued Quaine. “The caliber of quality of life and business in Delaware County and, indeed, the region, sets a bar that the board of our Chamber feels an obligation to meet. “Quaine stands behind those comments in 2014 and adds, “When asked in the application of 2018 what being an accredited chamber means to us, I told the committee this:

Being accredited has been such a source of pride for us, particularly given our size. We use the accreditation logo with honor.

While we are thrilled to be recognized for the way in which our chamber operates and we view the process as a guidepost, we don’t operate the way we do because it will look favorably upon us. The reason we pursued our first accreditation was because we were already operating to the standards of the application. The application made us reach higher but it also validated. We believe the integrity of being accredited is that we’d operate at this level even if there was no opportunity for recognition.

There has never been a question of applying for reaccreditation; our 2013 accomplishment is not a solo endeavor. And we expect to be back here in 2023. Accreditation is as much a part of the fabric of our organization as any other process or policy or value....accreditation is a legacy. If this Chamber assumes it will always be seeking this recognition, it will never let its guard down or get complacent. No matter the external influences - goals change; a community is a living thing after all - the mission and vision and values will be required and evident in every aspect of the organization. That is the real benefit of the accreditation program - legacy. “

The only national program recognizing chambers for their effective organizational procedures and community involvement, Accreditation allows chambers to renew, improve, and promote sound business practices, policies, and procedures. The chamber’s accreditation rating is good for five years, after which the chamber will seek reaccreditation.

**2018 Board of Directors
Executive Committee**

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

Dusty Hostutler– Chair-Elect

[Edward Jones](#)

Ana Babiasz– Treasurer

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[Evans Farms Land Development Co.](#)

Todd Irion–Vice Chair

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Bill Morgan– Vice Chair

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Zach Price– Vice Chair

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**Powell Chamber joins Delaware for 7th
annual joint December AFTER Hours**

[First Citizens National Bank](#) is our host for the **December 6** Business AFTER Hours, held in partnership with our friends from the Powell Chamber. Prizes, food, networking– bring lots of business cards to share. The event is held at

First Citizens National Bank 9595 Sawmill Parkway, Powell, from 5:30–

7:00 pm at Please let us know you'll be attending. [Click here to register.](#)



December Business BEFORE Hours

Start your day on Thursday, December 20 by networking when the Chamber hosts its 2nd Annual Holiday Before Hours. Have your photo taken with SantaFrank and get a present!! Naughty OR nice– Santa has a gift for you! Food, networking – bring lots of business cards to share. The event is held from 8:00 - 9:30 am at the Chamber office at 32 South Sandusky Street, Delaware. Please let us know you'll be attending.

[Click here to register.](#)



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

Every quarter the Chamber holds a new member orientation. Members mingle with board members over coffee and pastries and then retreat to the conference room where Chamber staff run through the benefits of membership.

But we know that there are many of our current/long-standing members who could use a brush-up or have new staff who should be brought up to speed.

Everyone is invited– even prospective members, and the Chamber staff encourages you to register to attend; bring a client who may be considering membership.

Our next orientation is **Tuesday, January 22.** [Click here to register.](#) We'd love to see you! It's not just for new members!

Chamber welcomes newest sustaining member

Network Communication Installation



[Linixus Communications](#) is not just a new member to the Delaware Area Chamber. They are also its newest sustaining member. Coming in at the Bronze Level Sustaining, Linixus' president Shawn Miskovich is demonstrating his belief in the Chamber's mission and work and joins its other distinguished sustaining members listed on the front page of the newsletter.

Welcome to Linixus Communications and thank you for your over-and-above support.

If you'd like to learn more about becoming a sustaining member, [click here](#) or contact Chamber president Holly Quaine at 740-369-6221 or hquaine@DelawareAreaChamber.com

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Chamber now accepting 2018 award nominations

As the Chamber does every year, business awards are presented at our Annual Dinner. 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!!

Nominations must be received by January 5, 2019.

And save the date: the Annual Dinner will be held at the Hilton at Polaris on Monday, February 4. Watch for the electronic invite. Corporate sponsorships are still being accepted.

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.

Invitations are sent in early January to the primary representative of your company. Watch for it!

2019 Annual Dinner Corporate Sponsors

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Who will be presented with these awards in February?

⇒ 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



Member celebrates going out on her own

The Chamber was thrilled to help [Erin Brown](#) cut the ribbon on October 30 at her new **Edward Jones** office in Ostrander. Erin has been working for about 15 months from the Edward Jones office of **Dusty Hostutler** through the company's legacy program. The legacy program allows a new financial advisor a space to work out of the first 1-2 years and provides mentoring/coaching.

Congratulations to Erin and her family!

[Click here for p more photos.](#)



Community big winner on ballot issues

The Chamber is delighted that the [Delaware County District Library](#) and the [Delaware County Board of Developmental Disabilities](#) passed their levy issues on November 6. Thank you to all who supported these vital quality-of-life matters and thank you to the Library and the Board for the amazing work they do for the community and the region.

The Chamber is also pleased that Issue 1, which the Chamber opposed, failed at the ballot box. Thank you to the judicial and law enforcement community that worked so diligently against this issue.

And congratulations to [Delaware County's award-winning auditor](#) George Kaista on his reelection, as well as the loveliest of the three [Delaware County Commissioners](#), Barb Lewis, on her successful reelection.





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2019 Community Profile and Membership Directory

The 2019 publication of the Chamber's annual Community Profile and Membership Directory is on its way to the primary contact of your membership. Another beautiful piece was created by [Gayle Holton Design](#), printed by [Performance Printing, Inc.](#)

Copies are mailed to the membership and distributed throughout the year to Chamber walk-in traffic, new mover packets, staff recruitment packets requested by Chamber members and in many venues in the county. We encourage you to contact us for quantities of the publication to display and distribute in your lobby. The publication will also be linked on the Chamber's website.

Member promotes alum

[Ohio Wesleyan University](#) announced the appointment of Natalie Milburn Doan, J.D., as Vice President for University Advancement, overseeing the university's alumni relations, development, and career services teams. A 2003 OWU graduate, Doan has been serving as the interim vice president since June.

"Natalie emerged as the ideal candidate to lead our advancement efforts following a national search that resulted in a pool of absolutely stellar candidates," said Ohio Wesleyan President Rock Jones, Ph.D. "She is an outstanding team leader and strategic fundraiser who is deeply loyal and strongly committed to OWU's educational mission. Natalie has been involved with our \$200 million Connect Today, Create Tomorrow campaign since its inception and will – I am confident – help to make it OWU's most successful fundraising campaign to date."



Doan joined Ohio Wesleyan in October 2012 as a development officer for planned giving and became director of donor relations in October 2014. Her accomplishments in these roles include designing a comprehensive donor engagement program to better communicate and celebrate philanthropy; implementing best practices for documenting gifts and aligning them with strategic priorities; and cultivating relationships with alumni to develop individualized philanthropic plans, including planned giving, to support OWU's mission and priorities.

Since becoming interim vice president in June, Doan already has completed an analysis of Connect Today, Create Tomorrow fundraising to date and led the University Advancement team through strategic planning exercises to establish fiscal-year 2019 priorities. She also has redesigned the office to enable the hiring of a designated, full-time athletics fundraiser to support OWU's 25 NCAA Division III varsity sports.

Prior to joining Ohio Wesleyan, Doan worked for the Ohio Department of Commerce, serving as chief division counsel for its Division of Real Estate and Professional Licensing. Previously, she worked as a staff attorney and legal intern for The Legal Aid Society of Columbus. She holds a Bachelor of Arts degree in politics and government and psychology from Ohio Wesleyan and a Juris Doctor degree from Capital University Law School. Doan has been a licensed Ohio attorney since 2006.

"I'm grateful for the opportunity to serve my alma mater during this pivotal time in OWU's history," Doan said. "I have experienced firsthand the transformational educational experience provided by Ohio Wesleyan, and I will work tirelessly to help provide that same high-quality experience to current and future students."



Chamber Referral Buck\$\$...

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

The more we are, the stronger we are. Working together.... It's Good for Business!!

Looking for product or service? Look to your fellow Chamber members *first*.
The Chamber exists for and by its members– *check here* before you buy.

Board member named trial lawyer of the year



Chamber board member Maribeth Meluch was named “Lawyer of the Year” 2019 in Litigation – Intellectual Property by *Best Lawyers* magazine. Maribeth is a partner with [Isaac, Wiles, Burkholder & Teetor](#) and is finishing her second term on the Chamber board this December.

Since it was first published in 1983, Best Lawyers® has become universally regarded as the definitive guide to legal excellence. Best Lawyers lists are compiled based on an extensive peer-review evaluation. For the 2019 Edition of The Best Lawyers in America®, 7.4 million votes were analyzed, which resulted in almost 55,000 leading lawyers being included in the new edition. Lawyers are not required or allowed to pay a fee to be listed; therefore inclusion in Best Lawyers is considered a singular honor. Corporate Counsel magazine has called Best Lawyers “the most respected referral list of attorneys in practice.”

This is not Maribeth’s first award. She was previously recognized as an *Ohio Super Lawyers*, 2012-2013, 2015-2019; *The Best Lawyers in America*, Litigation - Intellectual Property, 2015-2019; AV – Preeminent Peer Review Rating from Martindale-Hubbell; she was highlighted in *Columbus Business First*, People to Know in the Law, Equine Law, November 2014; and received OSBA’s Community Service Award for Lawyers under 40 for the Fifth District, 1996.

Anybody who knows Maribeth won’t be surprised at this recent honor– she’s among the most articulate, brilliant, down-to-earth leaders most people will ever meet. Congratulations, Maribeth!!

Member benefits from other member’s scholarship

[Express Employment Professionals](#) of Delaware has awarded a \$500 scholarship to the [Columbus State \(Community College\)](#) Foundation for the Delaware Campus Scholarship, according to Tim Burke, franchisee of the local Express office.

“Express is committed to raising the level of education for both present and future generations,” Tim Burke said. “This scholarship program will not only build on that future, it will help exceptional students from Delaware continue their education.”

Express is on a mission to put a million people to work annually. In 2015, the company generated \$3.02 billion in sales and employed a record 500,002 people.

Tim Burke is a former Delaware Area Chamber board member. Well done, Tim.



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Member honored with award as industry leader

[Accent Information Systems](#) has been recognized as a leading VoIP and cloud communications service provider by the global, integrated media company TMC. Accent was awarded the Hosted VoIP Excellence Award for its VoiceONE business communication service. VoiceONE is a cloud-based business communication service which delivers voice, video, and team collaboration services designed to meet the demands of an ever-changing and dynamic business environment.



“We are honored to be recognized as one of the leaders in the cloud communications industry,” said Accent President/CEO, Chris Cameron. “We strive to deliver a customer-first service which enables businesses to be more productive, save money, and utilize technology to its fullest extent. This award further affirms what our current customers have known for years, Accent is a leader in the telecommunications industry.”

Delivering leading telecommunications solutions with a customer-first approach have been the cornerstones of Accent’s business since the company’s founding more than 27 years ago. Those principles have continued to differentiate Accent in the telecommunications and cloud VoIP industry today. This award adds to Accent’s rich history of delivering innovative solutions, exceptional customer service, and industry leading technology.

“It gives me great honor to congratulate the winners of the 2018 Hosted VoIP Innovation Awards,” said Rich Tehrani, CEO, TMC. “These companies excel in an increasingly-crowded marketplace by delivering innovative services. I look forward to seeing their future innovation and successes.”

The 2018 Hosted VoIP Excellence Award winners will be featured on INTERNET TELEPHONY online.

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.**

Six degrees of chamber member-to-member

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

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

Our Values

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

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.



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Your choice of a large pan of Chicken Diablo or Chicken & Mushroom Alfredo •

\$198.98

It comes with an incredible Italian salad with classic Italian dressing, your choice of pasta & sauce, our famous Tuscan bread & herb butter, & even brownies. You also get plates, bowls, silverware, napkin, salt & pepper, serving utensils, & a warming chafer with fuel. It's all self contained with easy set up & teardown, and nothing to return.

Ordering is easy.

Call The Warehouse Marion or Delaware ask for a party to go manager. We are always ready to help you with your catering or party to go order.

WHEN TO ORDER

We appreciate your order as far in advance as possible (24 to 48 Hours Minimum), but we can accommodate most same day orders. Our products are prepared fresh by order so if orders are placed less than 24-48 hours prior to pick up, some menu choices may be limited as some items need additional preparation time.

PAYMENT

Payment is required when you place your order.
We accept all major credit cards.

CARRY OUT

All products can be scheduled for easy pick up at either location, fresh hot and ready to serve your guests.

If you prefer to pick up in advance of your party, call and we will help determine the best products for your party & provide heating instructions for you.

If you require delivery, orders must be placed a minimum of 7 days in advance, a minimum order is required & there will be an additional fee for this service.

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Spaghetti & Tomato Sauce

Our House Made Tomato Sauce is vegetarian & gluten free (Gluten Free Pasta is available).

\$19.95 \$35.00 \$60.00

Spaghetti & Meat Sauce

House Made Tomato Sauce with with fresh ground beef & Italian sausage.

\$24.95 \$45.00 \$75.00

Chicken & Mushroom Alfredo

Grilled chicken & fresh mushrooms blended with our rich cream sauce & fettuccini.

\$29.95 \$55.00 \$100.00

Vegetarian-hold the chicken.

Chicken Diablo

Penne pasta, spicy tomato cream Diablo sauce, grilled chicken, fresh spinach & roma tomatoes. Vegetarian-hold the chicken.

\$29.95 \$55.00 \$100.00

Tuscan Chicken

Grilled chicken breast over angel hair pasta tossed in light cream sauce, topped with a blend of fresh herbs, cheese & tomato.

\$60.00 \$100.00

Ravioli

Jumbo cheese filled ravioli with your choice of House Made Tomato Sauce or meat sauce.

\$50.00 \$90.00

Lasagna

Our House Made Meat Sauce is prepared with fresh ground beef & Italian Sausage.

\$70.00 \$140.00

Gluten Free Pasta is available ask your party to go manager. Pasta choice or substitution of penne, fettuccini, angel hair or spaghetti noodles.



TUSCAN BREAD TO GO

Loaf of Bread with Herb Butter	\$7.99
Tray of 4 Loaves with Herb Butter	\$29.95
Herb Butter Only Small (8 oz) \$3.99 Large (16 oz) \$6.99	

SALAD BOWLS TO GO

Serves: Small Large

Italian Tossed	\$19.00	\$36.00
Crisp greens, carrots, Roma tomatoes, red onion, black olives, Pepparonchini peppers, mozzarella & classic Italian dressing.		
Classic Caesar Salad (Top it with Chicken)	\$19.00	\$36.00
Romaine, Parmesan, Tuscan croutons, & Caesar dressing.		
Warehouse 320 Salad	\$24.00	\$40.00
Romaine, leaf & iceberg, grilled chicken, sun dried apples, crasins, & walnuts. Dressing suggestion raspberry vinaigrette.		

PARTY APPETIZERS TO GO

Order the quantity you wish, we'll package your order in one disposable container.

Toasted Ravioli (7)	\$7.95
Spicy cheese filed, lightly breaded & deep fried, served with tomato sauce for dipping.	
Mozzarella Marinara (5)	\$6.95
Bruschetta (10)	\$6.95
Fresh Roma tomato & fresh basil with toasted bread.	
Risotto Balls (5)	\$5.95
Risotto, parmesan & herbs lightly breaded, deep fried, served with tomato sauce on the side.	
Spinach & Artichoke Dip	\$8.95
With parmesan flatbread for dipping.	
Sautéed Mushrooms (by weight approx. 12)	\$7.95
Garlic, lemon & cheese butter with a hint of white wine.	
Deep Fried Mushrooms (by weight approx. 12)	\$8.95
Calamari (Half Pound)	\$9.75
Deep fried, served with tomato sauce on the side.	
Mussels (1 Pound) In garlic butter sauce.	\$9.95
Deep Fried Zucchini (10) May require advance order time.	\$7.95
Served with tomato sauce on the side.	

PARTY PAN TOPPERS

Pan Size: Small Medium Large

Cheese Topping	\$2.99	\$4.99	\$7.99
Choose 5 cheese blend, mozzarella, provolone or cheddar.			
Sautéed Mushrooms (Sliced)	\$2.99	\$4.99	\$7.99
Green Peppers & Onions	\$2.99	\$4.99	\$7.99

PARTY SIDES TO GO

House Meatball	\$2.99 each
6 ounce meatball with ground beef & Italian sausage, in tomato sauce. Order the quantity you need packaged on the side.	
Chicken Breast (Whole, halved or chopped)	\$3.79 each
Charbroiled, packaged on the side or make your pan extra meaty by adding in any quantity you desire.	
Italian Sausage	\$2.99 quarter pound
Italian sausage packaged on the side, sold by the weight.	
House Made Tomato Sauce	16 ounces \$6.49 8 ounces \$3.59
House Made Meat Sauce	16 ounces \$7.59 8 ounces \$3.99
Alfredo Sauce	16 ounces \$8.99 8 ounces \$4.99



DESSERTS TO GO

Brownies (20)	\$22.00
Cobbler Cherry•Apple•Peach Serves 10-12	\$22.00
Cheesecake Or Tiramisu (6)	\$24.00
Death by Chocolate Cake (10)	\$48.00

PARTY EXTRAS TO GO

Tableware	\$1.00 per person
Plates, bowls, & silverware packets. (Knife, fork, napkin, salt & pepper)	
Serving Utensils	\$1.00 each
Plastic serving spoon, salad forks, or tongs.	
Large Pan Warmer with Fuel (1)	\$10.00
Fuel Only (1)	\$3.00

Chamber has dates available to host a networking event

One of the fundamental benefits of a chamber membership is the opportunity to meet other members. The Delaware Area Chamber offers members the chance to host or attend either an am or pm networking event most months. Want to show off your business by inviting members over for refreshments and schmoozing? The Chamber is taking reservations for hosting in 2019. Dates are filled on a first-come basis so contact the Chamber to hold your date. Contact Sarah at dachamber@DelawareAreaChamber.com. Available dates for 2019:

Business BEFORE Hours 8:00-9:30 am

Business AFTER Hours: 5:00-6:30 pm

January 3

July 11

March 21

March 7

August 1

August 15

April 4

September 5

November 21

May 2

October 3

June 13

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:

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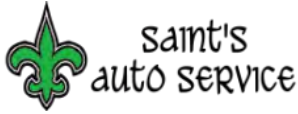
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Keep it in the family– use a Chamber member first and tell us about it

The Chamber is relentless about encouraging its members to do business with other members. Do you look to Chamber members first for goods and services? We'd like to hear from you. Tell us who you've done business with and send us a testimonial. hquaine@DelawareAreaChamber.com.



"Todd and Hayden of [Dry Patrol of Delaware](#) did an outstanding job cleaning our duct system of our newly built home today! They were careful using their equipment and made sure things were put back the way they found them. They were very professional and let me know what they doing every step of the way. Another bonus was, they were on time! We have utilized a variety of Dry Patrol's services in our homes and at our business. We will continue to recommend them to others as everyone (Bryan, Bob, Janine and the guys) are a wonderful company to work with at a reasonable price."

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

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



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



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

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



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



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](#)

"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.



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LEADERSHIP
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SINCE 1991

Leadership Delaware Class of 2019 Agriculture Day

Facilitated by Teresa Watkins '07

Newsletter Editors: Corie Dunfee Thompson, Angie MacWhinney, Kassie Neff, Jeff Rupp, Kyle Steinbauer

Leadership Delaware met on November 8th, 2018 for the class favorite, Agriculture Day. This month you will hear from class of 2019- Cora Thompson, Angie Macwhinney, Kassie Neff, Jeff Rupp, and Kyle Steinbauer. Before things were kicked off with opening remarks from our very own, Holly Quaine at Radnor Township Hall, we enjoyed delicious breakfast pastries from Fresh Start Café and Bakery!

Our Ag Day was moderated by Leadership Delaware class of 2007's Teresa Watkins. We then had a fantastic panel of local and national agriculture leaders. We were lucky enough to have Rob Leeds- Owner of Leeds Farm, Brett Davis- local grain producer/soybean association, Gary Davis- local grain producer, Tim Harsh- Owner of Harsh farms and member of Ohio Beef Council and Cattleman's Association, Doug Dawson- local farm owner and 3rd generation pork producer, and Earl Lehner- 5th generation local dairy and grain farmer. Nearly all of the 2019 class work in very different realms than agriculture so we listened intently as we got a "backstage pass to agriculture in [Delaware County](#)."

Continued on next page



Leadership Delaware Class of 2019

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

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

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

Leadership, continued

Each panelist commented on the “state of the agricultural community.” Topics of discussion ranged from economics, culture, community, family, technology, new international markets, new emerging industry, and government regulations. In 1998 over 170,000 acres were farmed in Delaware County. Today that number has drastically dropped to around 140,000 acres. This decrease is due to the huge population and commercial growth in the area. Although all of the panel members would be classified as “big farming” vs “small farming” due to acreage, they have extremely strong ties into the local community. Several panel members are a part of local associations such as Soy Bean association, Corn Association, and Beef Council to name a few. One of the members in particular, Bret Davis, spends time internationally developing new markets for America’s overproduction of most crops.



Often times farming inappropriately gets classified as an “behind the times” profession. These local professionals discussed some ways in how technology has allowed them to be more efficient. Technology has allowed them to significantly decrease cost and produce higher yields. A shocking example was given: 25 years ago corn yields would generate about 75 bushels per acre and this year some yields were as high as 250-260 bushels per acre.

We then boarded the bus for a short trip to Harsh Farms. Co-owner, Tim Harsh showed us around his cattle pasture. There he explained how his cattle operation worked and we were lucky enough to meet some of his “black angus beauties.” We learned that most of the calves are born from December to February and how motion sensor technology has given Tim some well-deserved rest. Instead of getting out of bed and to the barn every 3 hours (in Ohio winter*), he uses a camera and iPad to check in on the cattle about to give birth.

Hardscrabble Farms was our next stop, where we were greeted by the extremely successful and humble Skinner family. The family discussed the local economic state of soybeans and corn. They educated us on how they are able to use soil sampling and yields to administer chemicals and fertilizer more efficiently. This not only saves money but minimizes the use of unnecessary substances on the crops. We were then introduced to the “Soil Hawk.” The Soil Hawk was an impressive new piece of farming equipment that rapidly collects and organizes soil samples. The more traditional route is to probe the soil by hand and then individually put it in bags to be sent off for testing. This new technology is incredibly impressive and will be utilized as a way to optimize yields and efficiency.

At Sugar Valley Farms we were welcomed by Cathy Ross, who explained the operations of the farm. She was incredibly informative and quite hilarious. Sugar Valley Farms specializes in collecting specimens from stallions for artificial insemination. From this local farm, they send stallion specimen all over the country and Canada. Cathy explained that they stud out both trotters and pacers. Delaware has a huge horse racing community due to the presence of the Little Brown Jug. *Down by Sea-side* is their most famous stallion due to its great success in the horse racing community.



Price Farms Organics was the last stop to a wonderful day. We were met by owner and operator, Tom Price. This class 2 facility is licensed by the EPA and is inspected regularly throughout the year. Tom stated, “Price Farms Organics exists to keep unnecessary waste out of our landfills.” This farm works with both businesses and individuals in helping decrease our carbon footprint. One of the most frequent visitors to the farm is the **Columbus Zoo**. “Zoo Brew” is one of Price Farm’s most popular mixtures. This is a blend of many different materials, including: yard trimmings, animal manure (contributions from the zoo), and coffee grounds. There were questions as to why they did not have any issues with rodents and insects. We were educated that because of the bacteria and natural decomposition, the mountains of waste can be as hot as 130 degrees Fahrenheit!

Although we are just a few months into Leadership Delaware class of 2019, Agriculture Day is destined to be one of the favorites. Not only were we treated to an amazing pork loin lunch, we were lucky enough to spend time with some of the hardest working and intelligent farmers in the area. Many of the class members were asking how we can support our local farmers. Most of our panel sells to local businesses or even directly from their farms. Also, be sure to check how local/state/national elected officials plan to help manage the agriculture industry. What a fantastic day with Leadership Delaware! [Click here for more photos.](#)



Recreation Unlimited's

27th Annual Charity Wine Tasting
Celebration and Auction

Flavors of the Vine

The Best in Central Ohio!

Presented By

The Ginni Ragan Family

Friday, February 8, 2019

6:30 p.m. - 9:30 p.m.

Hilton Columbus/Polaris

Proceeds to benefit Recreation Unlimited's
camps and camper scholarship fund.

To secure your \$2,500 table sponsorship (8 seats) or
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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.



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December Calendar

Business After Hours Annual Joint Event with Powell Chamber

Thursday, December 6
5:30 pm—7:00 pm
First National Bank
[Click here to register](#)

Safety Council

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

Leadership Delaware Education Day

Thursday, December 13

Business Before Hours Chamber Holiday Party

Thursday, December 20
8:00 am—9:30 am
Chamber office
[Click here to register](#)

December 24 & 25 Chamber office closed



December 31 & Jan 1 Chamber office closed



SAVE THE DATES

Annual Dinner and Awards
Monday, February 4, 2019
Hilton Columbus/Polaris

Golf Outing

Thursday, June 6, 2019
Kings Mill Golf Course

Clay Classic

Friday, October 11, 2019
Black Wing Shooting Center

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

Food and art on the first wintry day

The first “weather” of the season may have kept some folks away, but those who attended the November Business After Hours enjoyed a beautiful venue, interesting and inspiring art, and great food when [Ohio Wesleyan’s Ross Art Museum](#) hosted the event on November 15.

Two remarkable exhibits are on display through December 13 and attendees enjoyed a tour with assistant director Tammy Wallace, in her 16th year at the Ross.

Double Take: Precision & Ambiguity in the Photograph: Photographs became a ubiquitous form of documentation because they created accurate and detailed reproductions of life. However, the detail of these images frequently belies their ability to fully explain a situation, an experience, or a story. This exhibit explores photographic images in which the promise of accuracy is in tension with a sense of ambiguity, which image clarity cannot fully address.

Culinary Roots | Migratory Routes: In this exhibition, art about food production and consumption reveals how what we eat is not just a source of nourishment but a force that creates, dissolves and reforms communities as immigrants both preserve and love the taste of home.

Thank you to Tammy and her staff for an intimate evening of networking and art. [Click here for more photos.](#)



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.*

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.](#)

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HOT DEALS

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- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)
- [Oak & Brazen Wine Co: Daily Deals - Oak and Brazen Wine Co.](#)
- [Free year-end W-2 processing for 2018 - Payroll Services, Inc.](#)
- [SnowPaw Custom Managed Firewalls - SnowPaw Solutions](#)
- [FREE Pilot of our Test Trust LockDown System - SnowPaw Solutions](#)
- [Tanger Outlets: Advertising & Partnership Opportunities - Tanger Outlets Columbus](#)

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

Too often a Delaware County school district is on the ballot asking taxpayers for their support in operating the district. And too often 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](#)

Did you know...

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

Connecting the dots for the bigger picture in health care

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

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

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

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

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

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

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

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

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

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

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

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 infomercial (although a speaker never left the building without making a contact or two) but an educational one.

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



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. (A/C)

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

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



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

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

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

Access to care that's right for your employees

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

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

Creative Financial Insurance Services Agency, Inc.

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

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

Mark Pettitt
pettitt@prefben.com
740-363-6028
www.prefben.com
611 South Sandusky Street, Delaware



Your chamber membership creates value for your company.

The savings alone is great. But consider what also comes with it.

- 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.





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

Steering Committee

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

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

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

Want more Safety Council news?

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

Follow Ohio Chamber legislative updates

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



Chamber looks to revive dedicated government affairs committee

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

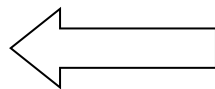
If you're that person and can commit to being actively involved, please email Holly at hquaine@DelawareAreaChamber.com.

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

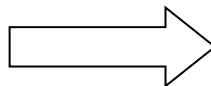
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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



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



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

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

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

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

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

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

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

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

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



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

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

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

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

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

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

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

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

Your Chamber membership: True or False?

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