

# CHAMBER NOTES

A Monthly Newsletter of the  
Delaware Area Chamber of Commerce

July 2019

## Sustaining Members

*Industry Exclusive  
Platinum Level*



*Gold Level*



*Silver Level*



*Bronze Level*



*Linux Communications*



*The Delaware Area  
Chamber of Commerce  
Established 1907*

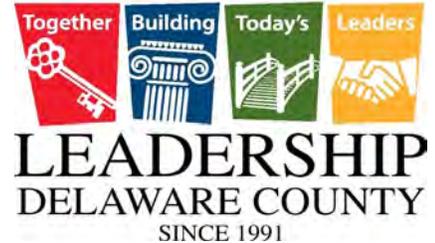
UNITED STATES CHAMBER OF COMMERCE

**ACCREDITED**



## Last call for Leadership program applications for class of 2020

Leadership Delaware is now accepting applications for the class of 2020. This prestigious program has become a must-have experience for emerging leaders in Delaware County. Through Leadership Delaware, class participants learn first-hand about the challenges and opportunities facing the community. Participants are exposed to people and places they could not on their own and discover a perspective unavailable in the normal course of their work. Even participants who've lived their entire lives in Delaware County are amazed at what they learn.



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

Spectrum Leadership  
Delaware County History  
and Tour  
Agriculture  
Education

Social Services,  
Volunteerism &  
Board Service  
Government

Law Enforcement and the  
Courts  
Health Care  
Economic Development

Nearly 700 Delaware County professionals have graduated from the program since its inception in 1992. These alumni serve on local boards and committees helping to shape the future of the Delaware area.

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

## 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, July 23**. [Click here to register](#). We'd love to see you!

## Advertisers in this issue

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# 2019 Golf Outing

**Country Club  
Rehabilitation Campus**  
*A Senior Health Care Community*



**Tournament Sponsor**



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**Lunch Sponsor**

## Rain, rain go away....

Two-and-a-half inches of rain fell just hours before the shotgun start of the 2019 Chamber golf outing at [Kings Mill Golf Club](#) on June 5th. But owner Linda Krom and her AMAZING staff cleared the course and 118 golfers didn't bat an eye. Even with two holes unplayable and jokes of "Lake Waldo", golfers gotta golf and the weather cleared up because, well, it never rains on a Delaware Chamber golf outing.

Back again in full support was our tournament sponsor [Country Club Rehabilitation Campus](#); beverage cart sponsor [V & P Hydraulics](#); [Delaware Court Healthcare Center](#) has been serving our golfers breakfast forever; and [Ohio-Health](#) was once again our lunch sponsor.



And because Chamber staff has yet to perfect the art of being in several places at one time, we always have volunteers to thank who step up out on the course taking cash from our golfers on double down holes and selling 50/50 tickets. A big thank you to those awesome gals from the Friends of the [Delaware County District Library](#) Karen Cowan & Linda Silverstein; Angel Boulis, [Maloney & Novotny](#); Amy Pinnick, [Fahey Bank](#); Matt Farrell, [Smith Feinke Minton Insurance](#); and Dee Ketterling.

And a very special thank you to Chamber office manager Sarah Yoakam who did all the event's heavy lifting.

Golfers played 16 holes this year. First place team with a score of 49 was Team [Fidelity Federal Savings & Loan](#). Second place team with a score of 52 was Team [Huntington Bank](#). Proximity prizes went to Glen Campbell, Team [V & P Hydraulics](#) Sales, who earned Longest Putt; Tiffany Maag, Team [Del-Co. Water](#), earned Women's Longest Drive; Brady Dalrymple, Team [42 Storage & U-SELL](#) took home Men's Longest Drive; and Justin Bresler, Team [Oak & Brazen Wine Co.](#) received the award for Closest to the Pin.

And [2K General's](#) Andy Wyeth earned the prize in a new category called "Closest to the Chamber President". Andy's "FORE!!" was one of FIVE that were heard off the tee of hole 15 to where Holly was sitting on hole 16. His ball landed not 8 feet from her. Hopefully this will be a prize unique to the 2019 outing!!



Team Sultans of Swing including Jack Hilborn, [Hilborn Insurance](#) and Brian and Lucas from Team [Triple T Transport](#) took home \$300 in skins winnings.

And there were other prizes, as well. [Emergency Plumbing Services](#) drew for a fabulous gift basket of adult beverages and golf paraphernalia, won by Team [Huntington Banks's](#) Dave Chapman. [First Citizens National Bank](#) gave a gift certificate to a local restaurant to Team [V & P Hydraulics'](#) Production II Kelly Conley.

*Continued on next page*



Andy Wyeth wins the first ever Closest to the Chamber President when his drive landed eight feet from Holly who was over on the NEXT hole!!

# 2019 Golf Outing

And the 50/50 winner, Mike Routte from Team [Preferred Wireless](#), in a remarkable act of generosity, insisted on donating his \$230 winnings back to the Chamber!!

And of course, several members had tables out on the course giving away everything from lip balm to Bloody Marys.

Thank you to everybody who came out to play with us, brought their clients and staff, and allowed us to pick their pockets. We appreciate the support on behalf of the membership and hope you all had as much fun as you looked like you were having.

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

And, of course, no respectable golf outing is held without members stepping up to sponsor hole signs, goody tables at the hole, goody bag treats and prize donations. Join us in recognizing these folks:

[2K General](#)

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[Blue & Co](#)

[Bresco Broadband](#)

[Buckeye Ready-Mix](#)

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[The Middlefield Banking Company](#)

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[Weichert Realtors - Triumph Group](#)



Preferred Wireless' Mike Rouke is 50/50 winner who gives winnings back to Chamber



Corp. sponsor Country Club Retirement Campus presents Team Fidelity Federal with First Place with a score of 49



Corp. sponsor Country Club Retirement Campus presents Team Huntington Bank with Second Place with a score of 52



Lunch sponsor OhioHealth presents proximity awards: Team Del-Co Water Glenn Marzluf accepts Tiffany Maag's Women's Longest Drive; Team 42 Storage's Brad Dalrymple earned the Men's Longest Drive prize; Team Oak & Brazen's Justin Bresler received Closest to the Pin trophy; and V & P Hydraulic's Glen Campbell accepts the Longest Putt award.



**FRIDAY, JULY 19<sup>TH</sup>**



**Cousins**  
**Maine Lobster**

• • • WILL BE ON SITE AT • • •



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## 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

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- ⇒ No strings– FREE to Chamber members.
- ⇒ The Chamber's Website boasts visitors each day.
- ⇒ And your Hot Deal will be listed in the Chamber newsletter and eblasted to nearly 1,000 Chamber-member addresses
- ⇒ No limit to the number of Hot Deals
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[Click here to find out what you're missing and for do-it-yourself instructions.](#)

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

## 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.

## Check Out the

## HOT DEALS

## from Chamber Members

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- [Join Safety Council— Delaware Area Safety Council](#)
- [Unlimited Summer Fixed Route Pass—Delaware Area Transit Agency](#)
- [Closeout on Revere Sandals and Therafirm Hosiery—Foot & Ankle Wellness Center](#)
- [Kona Ice Brings The Party - Kona Ice of Delaware/Marysville](#)
- [Oak & Brazen Wine Co: Daily Deals - Oak and Brazen Wine Co.](#)

## Our Vision

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

## Our Mission

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



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## 2019 Board of Directors

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[Edward Jones](#)

Zach Price– Chair-elect

[TRIAD Architects](#)

Ana Babiasz– Treasurer

[Fidelity Federal Savings & Loan](#)

Glenn Marzluf– Immediate Past Chair

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

Aric Arnett– Vice Chair

[Ohio Living Sarah Moore](#)

Todd Irion–Vice Chair

[Engineered Materials Systems Inc.](#)

Bill Morgan– Vice Chair

[2K General Co.](#)

### Board Members At Large

Scott Cubberly

[Equity](#)

Shane Dawson

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Denny Friermood

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Rex Gore

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Chad Hoffman

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Andy Miller

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Eric Moulton

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Liz Owens

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Scott Ruth

[Cogburn Electric](#)

Brad Schneider

[The Growth Coach](#)

Andrew Wecker

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

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Delaware, Ohio 43015

740-369-6221

Fax:740-369-4817

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

facebook



## Chamber offers early bird advertising special

The Chamber is preparing its ad campaign for the publication of the 2020 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, 2019 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](mailto:dachamber@DelawareAreaChamber.com) with questions and to return your ad form. For a look at this year's directory, [click here](#).



## July Business BEFORE Hours

Start your day on Thursday, July 11 by networking when the beautiful [Woodhaven Farms](#), 11401 Woodhaven Road, Johnstown, 43031 hosts the Before Hours. DO NOT be put off by the drive to Johnstown– it's closer than you think and so worth the drive. If you haven't been to Tami's place, you don't know what you're missing. Food, networking – bring lots of business cards to share. The event is held from 8:00 - 9:30 am. Please let us know you'll be attending. [Click here to register](#).



## July Business After Hours

End your day on Thursday, July 18 by networking when [COhatch The Newsstand](#) hosts the Before Hours. Food, networking– bring lots of business cards to share. The event is held at 18 East William Street, Delaware, from 5:00-6:30pm. pm at Please let us know you'll be attending. [Click here to register](#).



## Ribbon cutting celebrations x 2!!

The Chamber's golden scissors have been getting a workout of late which can only mean that we have a lot to celebrate in our business community! July is no exception.



It starts on Friday, July 12 at 1:30 when [C. G. Boyce Real Estate](#) shows off its new office as 11 1/2 West Winter Street Delaware, Ohio 43015. [Click here for details and to register](#).

Then be sure to join us on Tuesday, July 16 at 11:00 am when we celebrate with new member [Pearle Vision](#) when they cut the ribbon on their new Delaware location at 1260 Sunbury Road, Suite B. [Click here for details and to register](#).





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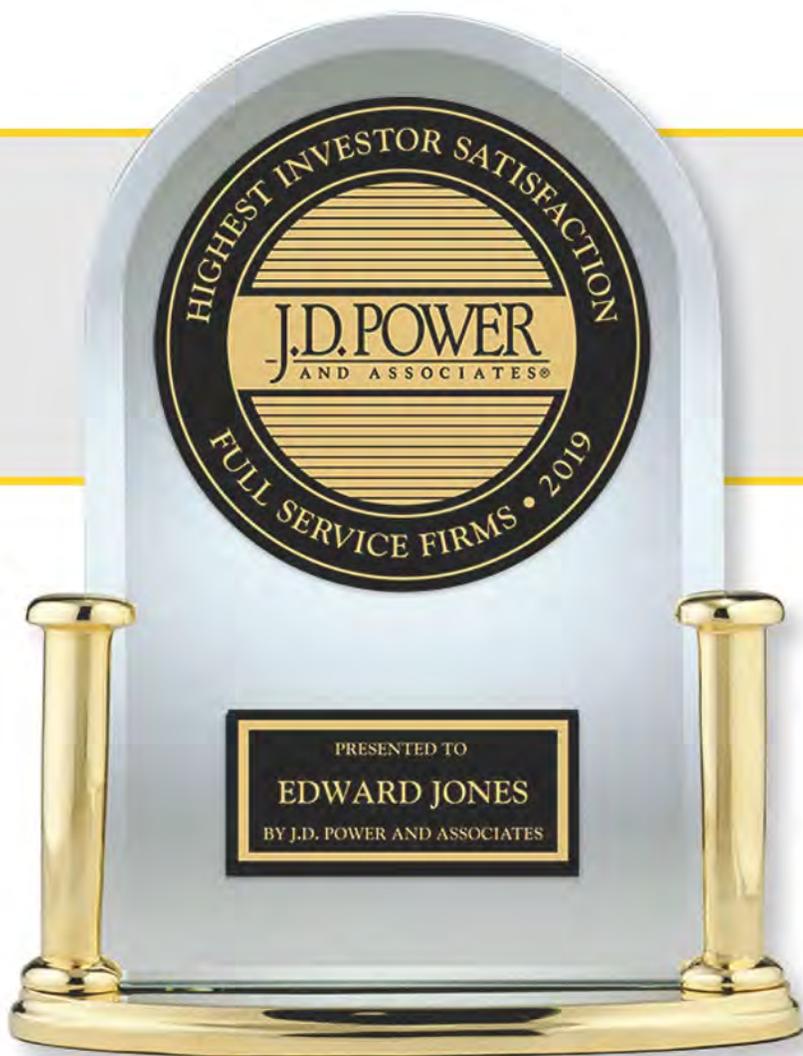
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**Dusty Hostutler, CFP<sup>®</sup>, AAMS<sup>®</sup>**  
Financial Advisor

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## Del-Co retains crown with best tasting water in Ohio

For the second year in a row [Del-Co Water Company](#) has been recognized for producing the “Best Tasting Water in the State of Ohio.” The honor was recently given during Ohio Rural Water Association’s Annual Conference. A panel was commissioned for a blind taste test to judge samples of water from several companies across



the state. When the final votes were tallied, Del-Co took home the top honor for the 3rd time in the past 5 years.

“We are incredibly proud to once again be recognized for our high-quality water” said Glenn Marzluf, General Manager and CEO for Del-Co. “There are a lot of important factors at play before the water comes out of the tap. You must have a good source, properly maintained facilities and a knowledgeable hard-working staff. We feel in a way this award is a validation of all of these.”

As champion, Del-Co will be invited to represent Ohio at the Great American Water Taste Test Event held by National Rural Water Association in Washington DC early next year.

Del-Co Water is a 501-C (12), member-owned, non-profit drinking water company, with a service area that extends into seven central Ohio counties.

Del-Co Water is committed to providing the best level of service related to drinking water to all customers both current and future.



## Grants available from Delaware County Foundation

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



In 2019, nearly \$1 million was awarded by the Foundation to organizations providing food, housing, mental health services, arts and environmental education, and student enrichment programs. Grants ranged from \$500 to \$35,000.

## 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 newsletter advertising a good value

More than 1000 readers at over 430 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value. All ads are in full color and should be sent electronically in either a Publisher, png, jpeg or PDF format **ONLY** by the 20th of the month for placement in the next month’s edition.

**And if you prepay for 10 months, you’ll receive two additional months of the same size ad FREE!** Email your ad to [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com)

Ad prices are for one run:

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



**Fresh Start Cafe & Bakery is turning three!**

**Stop by any time between 1:00 and 5:00 on Saturday, July 27, to say hello, grab a FREE mini cupcake and enjoy a \$2.00 drink special (any regular sized drink).**

**And also sign up to win one of many raffle prizes including gift cards, 3 month Coffee Club membership, mugs, and more (do not need to be present to win).**

**24 North Sandusky St., Delaware**

**Hope you can join us on our special day!**



## *Swan Lake Event Center*

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- Caterer's available to do hors d' oeuvres, stations, full dinner or desserts!

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[info@swanlakeeventcenter.com](mailto:info@swanlakeeventcenter.com) or 740.833.6024.

## SourcePoint announces new executive director

[SourcePoint's](#) Board of Directors is pleased to announce the appointment of Fara Waugh, LISW-S, to the position of executive director. Waugh succeeds Robert Horrocks, founding executive director of the nonprofit organization, who in January announced his intention to retire this year.



Waugh has 24 years of experience with SourcePoint, having joined the organization in 1995 to help develop and implement in-home care services. She has held administrative responsibility for each of the organization's community programs, including Meals on Wheels and nutrition, caregiver support, insurance education, grantee and provider relations, and quality-improvement efforts. Most recently, Waugh led the creation of a five-year strategic plan, which guides the organization in handling the rapid growth of the older population in Delaware County.

SourcePoint's board president, Roger Lossing, said the board conducted an extensive internal and external search for its new chief executive.

"The board of directors engaged in many hours of interviews and careful deliberation," Lossing said. "In the end, it was clear the strongest candidate was Fara Waugh. Her leadership experience with SourcePoint puts her in the best position to lead our organization into the future."



Waugh holds a master's degree in social work from The Ohio State University and is a licensed independent social worker. She has served on several volunteer boards, including her current role with the Concord Counseling Center, as well as the OhioHealth Grady Memorial Hospital Hospice Advisory Board and the Marion AIDS Task Force. Waugh currently serves as co-chair of the Partnership for a Healthy Delaware County, which oversees the Community Health Improvement Plan (CHIP). She resides in Westerville with her husband, Jay Fry.

"I'm both honored and excited to have the opportunity to lead such a passionate, dedicated team of professionals," said Waugh. "I have big shoes to fill and am grateful to the board of directors for their faith in my ability to do so. Delaware County's older-adult population continues to grow, and I'm privileged to ensure SourcePoint's ongoing commitment to be there every step of the way."

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## HelpLine names new associate director

[HelpLine of Delaware & Morrow Counties](#) has recently named Richard Steele, LPCC-S, as the new Associate Director for the seven-county nonprofit based in Delaware, OH.



As associate director, Steele will lead operations for agency programs that impact nearly 40,000 residents throughout the Delaware, Morrow, Crawford, Wyandot, Shelby, Union and Logan counties.

Specific responsibilities include program development and evaluation, supervision, fiscal and administrative oversight while building culturally proficient and inclusive teams representative of the diverse communities served by the agency. Ultimately, Steele will advance the agency mission to support and strengthen the emotional health and wellness of the community through empowering, educating and connecting.



"With nearly 20 years of nonprofit management, supervision and program development experience, Richard brings an exceptional strength to our organization," said Susan Hanson, Executive Director. "He brings a strong commitment to and depth of knowledge around the communities we serve. His skills will be a tremendous asset to HelpLine."

Steele comes to HelpLine from Maryhaven where he was the regional sites supervisor for nearly a decade. In that role, he directed the daily operations for offices in Delaware, Morrow, Crawford and Marion counties. Prior to his position at Maryhaven, Steele was an assistant executive director for Crossroads Center for Change and served as a bereavement coordinator for Tri-County Hospice and The Visiting Nurses Association Hospice.

Steele is deeply rooted and involved in the community having served as a member of the Delaware County Opiate Task Force, Specialized Docket Advisory Board, and Community Corrections Board – where he also served as a member in Marion and Morrow counties. He was also a member of the Marion County Rapid Overdose and Response Team.

A Licensed Professional Clinical Counselor with supervisory status, Steele earned a bachelor's degree in business administration from Bowling Green University and master's degrees in fine arts from the University of Cincinnati and clinical counseling from Ashland Theological Seminary.



## Staffing service celebrates new office

Although the weather was still cold when the new furniture was delivered, **Achloché** held its official ribbon cutting on June 26. Having long outgrown their space on S. Sandusky St. in Delaware, Donna Warbel was proud to show off the new local office of this 51-year-old staffing agency. Achloché has been in Delaware since 1980 and with its new office on the east side of Delaware, they are perfectly positioned to be part of this growing part of the community.

Thanks to Donna and her staff for letting the Chamber celebrate with them.

[Click here for more photos.](#)

# achloché

we know people

## Calling all young professionals

The Chamber is helping **MainStreet Delaware** in their efforts to gauge the interest in a YP group. They're asking your help in determining the level of interest as well as what that group might look like and want to accomplish. If you think you fall into the appropriate category (and we'll leave it to your best judgement) The [Young Professionals Questionnaire](#) is a quick few questions.



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

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

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

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

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

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

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



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## **FAHEY BANK HELPING HANDS SMALL BUSINESS LOAN.**

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The Fahey Bank Helping Hands Small Business Loan makes it easy for you to get the cash you need to help your small business. So whether it's a new vehicle or some new equipment, our fixed rate loan can help.

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**

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**Term: Up to 7 years**

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Bank Account**

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**Fee: \$250.00**

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**Collateral: Vehicle or  
Equipment**

### **FAHEY BANK**

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

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Member FDIC

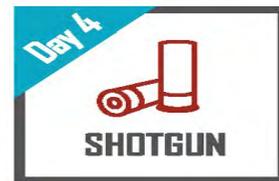
## Volunteers needed for county fair

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



**June 11-14 ~ June 25-28 ~ July 9-12 ~ July 30-Aug 2**  
**10am-3pm \$399 for 1 child, \$375 each with multiple child discount**

Each day will include safe handling and the fundamentals.

-  Boys and Girls, ages 10-16
-  Fun environment with range safety officers and instructors present at all times
-  Enjoyable and educational way to learn new skills
-  Everything is provided, including lunch (for special dietary needs, please bring a lunch.)



**CALL 740-363-7555**  
**OR PRE-REGISTER AT:**  
[www.BlackWingSC.com](http://www.BlackWingSC.com)

**3722 Marysville Rd. Delaware OH 43015 - 740.363.7555**

OhioHealth Grady Memorial Hospital

# Quality medical care serving the Delaware community.



Whether you need preventive care, emergency services, a routine test or rehabilitation, OhioHealth Grady Memorial Hospital is here for you. And, if additional care is required, *WE* seamlessly connect you with physicians and facilities from our entire OhioHealth system and then arrange follow-up care in your hometown.

BELIEVE IN *WE*™  OhioHealth

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

# Welcome New Members

## Hallenross and Associates, LLC

Linda Ross, founding associate  
1240 North 3 Bs and K Road  
Sunbury 43074  
(614) 296-8937  
[hallenross.com](http://hallenross.com)

*Offers American Sign Language interpreting services*

## Home Helpers Delaware-OH

Jen Mundwiler, owner  
6321 Lido Court  
Dublin, 43016  
(614) 468-8187  
[homehelpershomecare.com/delaware-oh](http://homehelpershomecare.com/delaware-oh)  
*Offers senior care options & home care services*

# July Calendar



**Chamber office closed**  
Thursday, July 4 and  
Friday, July 5

## Safety Council

Tuesday, July 9  
11:30 am—1:00 pm  
[Click here to register](#)

## Manufacturers' Council

Wednesday, July 10  
7:30 am, Chamber office

## Business Before Hours

Thursday, July 11  
Woodhaven Farm  
8:00—9:30 am  
[Click here to register](#)

## Ribbon Cutting

CG Boyce  
Friday, July 12  
1:30 pm  
[Click here for details](#)



## Ribbon Cutting

Pearle Vision  
Tuesday, July 16  
11:00 am  
[Click here for details](#)



## Irish Group Travel

Colleen Rush, owner  
778 Canal Street  
Delaware, 43015  
(877) 345-8368  
[irishgrouptravel.com](http://irishgrouptravel.com)  
*Offers group travel experiences to Ireland*

## Manpower

Robert Kane, market manager  
8315 North High Street  
Columbus, 43235  
(614) 885-0195  
[us.manpower.com](http://us.manpower.com)  
*Provides employment staffing & placement services*

## Pearle Vision

Julie Fish, store manager  
1260 Sunbury Road, Suite B  
Delaware, 43015  
(740) 212-6111  
[pearlevision.com](http://pearlevision.com)  
*Offers comprehensive eye care*

## Terrain Evolution, Inc.

Cindy Ries, co-owner/treasurer  
6539 Morningside Drive  
Lewis Center, 43035  
(740) 548-4664  
[terrainevolution.com](http://terrainevolution.com)  
*Operates as a full-service civil engineering company*

## Business After Hours

Thursday, July 18  
COhatch The Newsstand  
85:00—6:30 pm  
[Click here to register](#)

## New Member Orientation

Tuesday, July 23  
8:00 am  
Chamber Office  
[Click here to register](#)

## Chamber Non-Profit CEO Group

Friday, July 26  
9:00 am Chamber office

## Business Before Hours

Thursday, August 1  
Delaware County Fairgrounds  
8:00—9:30 am  
[Click here to register](#)

## SAVE THE DATES

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

# Reinvesting Members

[Accent](#)  
[Affordable Insurance Agency of Ohio](#)  
[All Occasion Vacations](#)  
[Brown Jug Storage](#)  
[Central Marketing Associates, Inc.](#)  
[Edward Jones - Philip Ulery](#)  
Evans Farm Delaware, LLC  
[Family Promise of Delaware County](#)  
[Fifth Third Bank](#)  
[Janet L. Phillips, Attorney at Law](#)  
[MP Digital](#)  
[Recreation Unlimited](#)  
[SERVPRO of Delaware](#)  
[Sherwin-Williams](#)  
[Simero Roofing Systems](#)  
[The Law Office of Brian Jones, LLC](#)  
[Tranquility Salt Caves](#)

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



## A Place to Call Home

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



Ohio Living  
Sarah Moore

740.362.9641 | [ohioliving.org](http://ohioliving.org)





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](#)  
 Bill McCaughe  
 Abrasive Technology  
 Mark Nelson  
 BWC

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

All meetings are at the Eagles Lodge,  
 127 East William Street Delaware, OH  
 unless otherwise specified.

Check the [Safety Council website](#)

for more details.

**Want more Safety Council news?**

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

**Chamber looks to revive dedicated government affairs committee**

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

If you're that person and can commit to being actively involved, please email Holly at [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com).

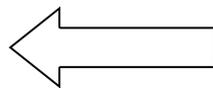
**Looking for product or service? Look to your fellow Chamber members *first*.  
 The Chamber exists for and by its members—  
[check here](#) before you buy.**

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

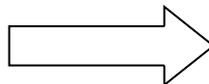
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



## Shopping + networking = pizza = heaven

The annual joint Business After Hours with the Sunbury/Big Walnut Chamber was held again this year at the [Tanger Outlet Mall](#). And while networking is the official reason for the monthly event, when it's held at THE premier outlet mall, it's pretty clear where the priorities ran for attendees. Mall manager Carl Landis rolled out the red carpet and attendees enjoyed mouth-watering pizza from High Rise Pizza Pies and sweets from Nothing Bundt Cakes. The event marked the third anniversary of the mall when the (sigh) Property Brothers cut the ribbon in June 2016.



Thanks to executive director John Fox and our friends at the Sunbury/ Big Walnut Chamber for sharing

this annual event. Biggest thanks of all to Carl Landis and his staff at Tanger. And put June 18, 2020 on your calendar when we do it all again. [Click here for more photos.](#)



**Tanger**  
Outlets



## State of the Townships

In spite of its fastest-growing status, [Delaware County](#) is still somewhat a study in contrasts. That was clear at the Chamber's June Third Thursday luncheon when a panel of representatives from three townships presented their unique "state of."

Mighty [Orange Township](#) with its nearly 30,000 residents, claims the majority of the county's retail and a significant commercial sector, making it the most diverse of the panel. County administrator Lee Bodnar is one of the township's nearly 100 employees in some seven department, including its own fire department. Just under 23 square miles, Orange Township manages a budget of over \$47 M and has a 2019 set of goals that include logo re-branding and website redesign, live-streaming meetings, a veteran's memorial project and a drone for the fire department.

Genoa Township's administrator Paul Wise painted a picture of a true bedroom community. With population growth of over 58% since the last census, Genoa also has nearly 100 employees. For the second year in a row, Genoa Township ZIP codes top central Ohio's "Wealthiest Zip Codes" list compiled by Columbus Business First magazine, with a median household income close to 60% higher than the rest of the state. And with 72% of the residents in this 21.5 square mile community holding a college degree or higher, that stat is more than double the state number, making Genoa a pretty educated township as well.

And then there's Radnor Township. At over 31 square miles, Radnor is larger than either Orange or Genoa but with its 1600 or so residents it remains primarily agricultural. One full time employee plus 25 part time firefighters make up the township's staff. (Well, plus their part time varmint guard, Ringo.) Trustee Dan Boysel painted a very different picture from his peers on the panel. With a budget of just under \$3 M, it's not unusual to find a trustee mowing or plowing. And everyone knows and/or is related to everyone— this tight-knit community lives by the weather, so vital to farming, its leading industry.

Thank you to Lee, Paul and Dan for their leadership. [Click here for the presentations slides with more detail.](#)

Thank you to our luncheon sponsor



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.

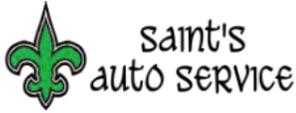
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## Keep it in the family– use a Chamber member first and tell us about it

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



"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](#)



RICHWOOD



FOOT & ANKLE WELLNESS CENTER

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



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

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

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

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

**Find out more about the SOCA Benefit Plan.** Call 1-844-MED-OHIO or visit [844MedOhio.com](http://844MedOhio.com), or ask your Chamber of Commerce for a referral to a participating broker.



## Did you know...

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

## Connecting the dots for the bigger picture in health care

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

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

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

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

Up to 74% lower medical costs and fewer hospital stays, when patients who have chronic disease or are pregnant treat their periodontal disease<sup>1</sup>

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

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

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

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

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

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

3-Anthem, Inc. data 2016.



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

## Save money on health benefits without pinching pennies

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

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

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

**Anthem** 

MEDICAL | DENTAL | VISION | LIFE | DISABILITY | BEHAVIORAL

\*Discount only applies to Chamber members who do not already have Anthem insurance. Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company. An independent licensee of the Blue Cross and Blue Shield Association. ® Anthem is a registered trademark. The Blue Cross and Blue Shield names and symbols are the registered marks of the Blue Cross and Blue Shield Association. (4/17)

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

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



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

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

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

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

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

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

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

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

201 Pennsylvania Avenue, Delaware

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

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

611 South Sandusky Street, Delaware



## Your chamber membership creates value for your company.

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

- Your choice of plans, from industry-leading consumer-driven health plans to point-of-service products
- Administrative convenience of working with one carrier who offers a complete menu of coverage options: prescription drugs, dental, vision, life insurance, long-term and short-term disability and employee assistance programs
- Extensive selection of providers and lower in-network costs
- Strong local service

You'll also benefit from access to discounts on Anthem dental, vision, life, and disability products.

Product	Group size	Discount
Dental	2-50	5%
	51-99	4%
	100+	2%
Full-service Blue View Vision plans	2-499	15%
Life and Disability	2-9	5%
	10+	10%

In addition to these great savings, Anthem products offer industry-leading product features and networks.

### Dental

- Industry-leading local and national networks with deep discounts, saving members an average of 34% on covered services when they visit an in-network provider
- No waiting periods for major services with employer-paid plans
- Flexible plan designs and optional benefits like annual maximum carryover and brush biopsy
- A dedicated dental service department that provides fast and accurate claims processing that beats the industry average, with the average claim paid in less than 3 days<sup>1</sup>
- Expanded care with our clinically integrated program, Anthem Whole Health Connection, is included at no extra cost. This includes additional dental services for members with certain health conditions.

### Blue View Vision

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

### Life and Disability

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



<sup>1</sup> Internal data 2017

<sup>2</sup> Except when discounting of non-covered services is prohibited by state law

Standard broker commissions apply. Offer available to Ohio-headquartered businesses adding new Anthem dental, vision, life and/or disability plans. This discount program can be changed or terminated at any time.

Anthem Blue Cross and Blue Shield is the trade name of Community Insurance Company, An independent licensee of the Blue Cross and Blue Shield Association.

® Anthem is a registered trademark. The Blue Cross and Blue Shield names and symbols are the registered marks of the Blue Cross and Blue Shield Association.



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

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

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

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

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

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

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

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

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



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

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

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

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

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

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

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

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

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## Your Chamber membership: True or False?

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