

# CHAMBER NOTES

A monthly newsletter of the  
Delaware Area Chamber of Commerce

May 2023



**Sustaining Members**  
*Platinum Level*



*Gold Level*



*Silver Level*



*The Delaware Area  
Chamber of Commerce  
Established 1907*



facebook

## 2023 Golf Outing

**Corporate Sponsor**



**Breakfast Sponsor**



**Lunch Sponsor**



**Drink Cart Sponsor**



[Click here to register today!](#)



**Friday, June 2  
Kings Mill Golf Club**

2500 Berringer Road  
Waldo OH 43356

Check-in and breakfast 8:00 am

**Shotgun start 9:00 am**

**\$110 per golfer**

Includes:

18 holes with cart  
breakfast & lunch  
Proximity awards

Optional:

Skins \$20 per team

Mulligans \$5 each

50/50

**Other marketing opportunities:**

\$125 hole sign sponsorship

\$125 goody table on the hole

sponsorship

\$200 hole sign AND goody

table on the hole

### Advertisers in this issue

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## 2023 Board of Directors

### Executive Committee

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Kim Saunders

[Ohio State University Wexner Medical](#)

[Center Outpatient Care Lewis Center](#)

Brian Young

[Spectrum](#)

## Sustaining Members

### Bronze Level



## DELAWARE AREA CHAMBER OF COMMERCE

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

## Delaware County Community Relations & K9 Therapy

with

Deputies Keith Cox & Robert Martin

sponsored by



Thursday, May 18, 2023, 11:45am—1:00pm

### [Brookshire Event Venue](#)

405 Greif Parkway, Delaware 43015

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

Chamber members: \$25 ~ Non-Chamber members: \$30

Deadline to register is Thursday, May 4, 2023

Cancellations after May 4 and no-shows will be charged.

[Click here to register](#)

## May Business BEFORE Hours



Start your day on Thursday, May 4 by net-  
working when [Delaware Speech & Hear-](#)

[ing Center](#), 494W. Central Ave., Delaware, hosts the Before Hours. Food,  
networking— bring lots of business cards to share. The event is held from  
8:00—9:30 am. Please let us know you'll be attending.

[Click here to register.](#)

## Member raises the roof to hold celebration

In a first-ever event, the [Delaware County Historical Society](#) is holding a ribbon cutting for their new roof at the Barn at Stratford. And why not? This beautiful historical building underwent major renovations and they want to officially recognize this custom, \$800k work that will protect this lovely venue for another hundred years.



Join us at 3:00 pm on Monday, May 15, 2690 Stratford Road, Delaware. [Click here to register.](#)



## May Safety Council QPR Suicide Awareness Program

You don't have to be a Safety Council member to join us. Meeting is held on Wednesday, May 24, 8:30-9:30 am at the Barn at Stratford,



2690 Stratford Rd., Delaware. There is a \$5 fee to attend and all are welcome.

# THE CENTRAL OHIO SYMPHONY

Jaime Morales-Matos, Music Director

## *Ludwig Van Beethoven* **Symphony No. 7**

## *Philip Glass* **Concerto Fantasy for Two Timpanists**

John Kilkenny, timpani

Warren Hyer, timpani



## *H. Leslie Adams* **Nightsongs**

Angel Tyler, soprano



**Sunday, May 7, 2023 • 3:00 PM**  
GRAY CHAPEL, OWU, 61 S. SANDUSKY ST., DELAWARE



[www.centralohiosymphony.org](http://www.centralohiosymphony.org)

(740) 362-1799

[info@centralohiosymphony.org](mailto:info@centralohiosymphony.org)



## Chamber accepting Leadership Delaware program applications for class of 2024

Leadership Delaware is now accepting applications for the class of 2024. This prestigious program has become a must-have experience for emerging leaders in Delaware County. Through Leadership Delaware, class participants learn first-hand about the challenges and opportunities facing the community. Participants are exposed to people and places they could not on their own and discover a perspective unavailable in the normal course of their work. Even participants who've lived their entire lives in Delaware County are amazed at what they learn.



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

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

Over 850 Delaware County professionals have graduated from the program since its inception in 1992. These alumni serve on local boards and committees helping to shape the future of the Delaware area.

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

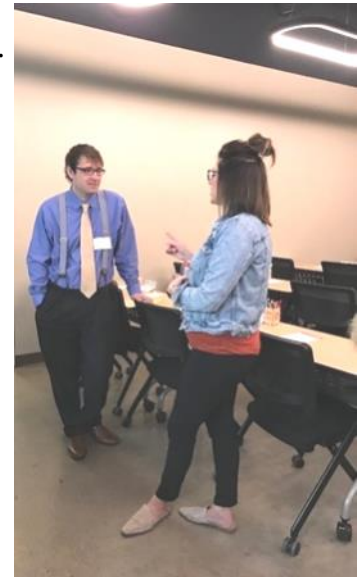
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### New member orientation

Each quarter the Chamber hosts an event to welcome new and prospective members (or new representatives from current members) to the organization. It starts with an informal reception attended by several board members and ambassadors and continues with a presentation of benefits and services that come with being a member of the Chamber. New members, prospective members and reps from veteran member businesses who attended the April 25 event included:

Jane Cirigliano, [Columbus Zoo and Aquarium](#) Eric Ricker [Langhals Law, LLC](#)  
Heather Nicol and Jenna Bechtel, [Cornerstone of Hope](#) Taylor Brown-Payne and Dennis Gullick, [Nesco Resource](#)

[Click here for more photos](#) and join us for our next [New Member Orientation on July 25](#).



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.

# OUR STUDENTS GET GREAT RESULTS

2+ GRADE LEVELS OF GROWTH IN 3 MONTHS OF TUTORING\*



## READING

Average grade level improvement  
2010 to 2014 for 3 months tutoring



## MATH

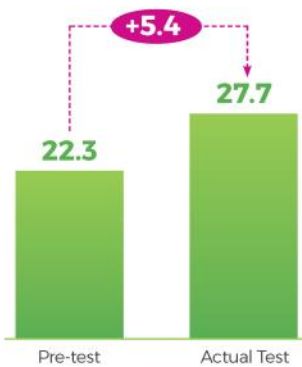
Average grade level improvement  
2010 to 2014 for 3 months tutoring



SCORE INCREASES OF 5.4 ON THE ACT AND 229 ON THE SAT\*\*

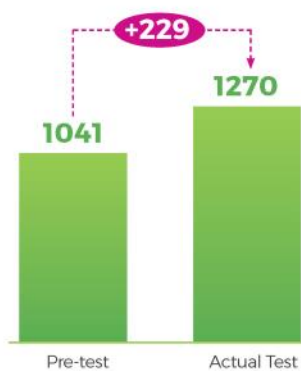
## ACT

Average score improvement



## SAT

Average score improvement



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## What a celebration!!

On April 12, [BIBIBOP Asian Grill](#) held a festival-like event to officially open their 50th location, this one in Lewis Center on Columbus Pike at Lewis Center Road. BIBIBOP was giving away free food for a year to the first fifty people who came through the doors and people were actually camped out to be the first in line! Staff from BIBIBOP locations in Central Ohio turned up to help celebrate and General manager Diana Panameno and district manager Eddie Chaib led their enthusiastic crowd



through wild cheers, whoops. Congratulations to BIBIBOP! [Click here for all the fun photos.](#)



## Chamber seeks members for Government Affairs Committee

The Chamber is looking for members to be active participants in its government affairs committee. The committee is responsible for setting the policy agenda for the Chamber, vet legislation/regulation that impacts business, educate the membership on issues and communicate with elected officials.

The committee meets at the Chamber office at 8:00am on the 2nd Tuesday of the month. If this sounds like something you can contribute to, please contact 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.

### Share your news

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

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



Mike Dickey, CPA  
Shareholder

*"I make it a priority to communicate accounting and tax issues to my clients in a straight forward and concise way."*



+ Delaware 740.362.9031  
+ maloneynovotny.com

## Chamber offers discounted tix to Cirque Du Soleil

Cirque Du Soleil is coming back to Columbus and Chamber members can purchase tickets at a 20% discount. This is a great way to thank your staff or treat the family. [Click here to purchase fewer than ten tickets under the Chamber discount.](#) You can save even more if you purchase in blocks of more than ten tickets. To do so, contact [Sarah Hudson](#).

If you've ever experienced Cirque you know how amazing it is!



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.

## Chamber website banner adds a great value

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

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

## Chamber newsletter advertising a good value

More than 1200 readers at over 450 businesses receive our electronic monthly newsletter. The newsletter is also linked to and archived on our website for even more exposure. Using the Chamber newsletter to reach hundreds of customers is a terrific value. All ads are in full color and should be sent electronically in either a Publisher, png, jpeg or PDF format **ONLY** by the 20th of the month for placement in the next month's edition. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!** Email your ad to [hquaine@DelawareAreaChamber.com](mailto:hquaine@DelawareAreaChamber.com) Ad prices are for one run:

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

### HOT DEALS

#### 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

- ⇒ No strings– FREE to Chamber members.
- ⇒ The Chamber's Website boasts visitors each day.

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

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

## SECURE 2.0 Act: Improved retirement rules



The Setting Every Community Up for Retirement Enhancement 2.0 Act of 2022 (SECURE 2.0) was signed into law on Dec. 29, 2022. This bill is designed to strengthen the retirement savings system by extending and expanding your savings opportunities. The effective dates vary greatly, with some provisions effective immediately and others deferred several years into the future.

Of the more than 90 provisions in SECURE 2.0, a few key highlights include:

- Increase in the required minimum distribution (RMD) beginning age to 73 in 2023 and 75 in 2033
- Higher retirement plan contribution limits for certain individuals
- Additional Roth retirement plan options
- Employer matches for qualified student loan payments
- Ability to roll over 529 assets to a Roth IRA for the 529 beneficiary
- New or expanded penalty exceptions for early withdrawals

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**Let's set up a time to discuss whether these new rules could impact your retirement goals.**



**Dusty Hostutler, CFP®, AAMS™**  
Financial Advisor

595 Sunbury Road  
Delaware, OH 43015  
740-363-9200



## OhioHealth Grady Memorial Hospital

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BELIEVE IN *WE*™  OhioHealth

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



**LEADERSHIP**  
DELAWARE COUNTY  
SINCE 1991

## Leadership Delaware Class of 2023 Health Care Day

Facilitators: Kim Saunders '18 & Debbie Donahey  
Newsletter editors: Christina Dresdow, Cassie Call

We started out the beautiful day in the basement of [Grady Memorial Hospital](#). Cherie Smith, Ph.D., RN who is the Chief of Nursing Officer and VP of Patient Care Services at both Dublin and Grady Hospitals, gave an intriguing introduction. She then introduced Steve Spain, who has been the finance manager at Grady since 2008. Steve detailed a story in which he had an accident where he broke his neck and was med-flighted to Grant Hospital. This experience allowed him to connect with several medical staff on a more personal level, which in turn has now helped him in his position at work, by allowing him to “put a familiar face” to a name when working on new budget proposals and projects. Steve also talked about The history of Grady Memorial Hospital. Here are a few of his main points from the presentation:

- 1904: Jane M. Case Hospital buys the Andrews House Mansion, built in 1843
- 1906: Hospital opens with 22 rooms & 216 patients
- 1972: Mary Grady leaves a legacy of \$4 million dollar estate to Jane M. Case Hospital. Requests the name be changed to: Grady Memorial Hospital
- 1983: East Wing & Main Entrance built
- 1990: Medical office building added
- 1999: Midge Glendening ER/Helipad completed
- 2005/2006: Ohio Health acquires Grady Memorial Hospital

*Continued on next page*

### Leadership Delaware Class of 2023

Carolyn Asher  
[Carolyn Asher American Family Insurance](#)

Lisa Clark

Jay McLaughlin  
[CES Credit Union](#)

Cody Hatten  
[City of Delaware](#)

Laura Cameron

Converse Electric

Mike Herzog

Jay Poroda

Buck Weaver  
[Delaware Area Career Center](#)

Paula Vertikoff

Travis Woodworth  
[Delaware City Schools](#)

Jessica Scott

Brittany Conn

Julie Streb

Adam Thacker  
[Delaware County Board of Developmental Disabilities](#)

Wendi Foos  
[Delaware County District Library](#)

Cobin Bentz

Deanna Roberts  
[Delaware County Job & Family Services](#)

Vince Villio  
[Delaware County Prosecutor's Office](#)

Brad Fisher  
[Delaware County Regional Planning Commission](#)

Rob Curren

Andy Farrow

Amber Shonebarger  
[Delaware County Sheriff's Office](#)

Tim Pyle  
[Delaware Fire Department](#)

Glynnis Dunfee

Lauren Robinson  
[Delaware Public Health District](#)

Kristan Warren  
[Delaware-Morrow Mental Health & Recovery Services Board](#)

Rick Dunlop

Ben Rogers  
[Del-Co Water Co.](#)

Sean McIntire  
[Del-Mor Dwellings](#)

Rebecca Skeeles  
[Eques Law Group](#)

Bill Martin  
[Fidelity Federal Savings & Loan](#)

Evelin Andrade-Wells

Krys Weibling  
[First Commonwealth Bank](#)

John Bradley  
[Haller Wealth Management](#)

Maureen Wagner  
[Huntington Learning Center](#)

Sarah Carlin  
[Maloney + Novotny](#)

Mike Stuckey  
[Marion Technical College](#)

Jodie Weibling  
[OhioHealth](#)

Claudia Wade  
[Olentangy STEM Academy](#)

Robin Duffee  
[Orange Township](#)

Carrie Snyder

Ostrander Civic Association

Toni Morrison  
[Pathways Financial Credit Union](#)

Dan Coutcher  
[People In Need](#)

Alexis Stiver  
[Polaris Fashion Place](#)

Kevin Parrott

Casey Smith  
[Preservation Parks of Delaware County](#)

Joshua Daughenbaugh  
[Price Farms Organics](#)

*Class continued on next page*

*Leadership Class continued*

Beth Wilson  
[Richwood Bank](#)  
Brooke Diedrich  
[Snappy's Automotive](#)  
Mari Fridenmaker

Karen Pillion  
[SourcePoint](#)  
Ame Cline  
[The Eye Care Studio](#)  
Cassie Call  
Christina Dresdow

Rachel Roush  
[Willow Brook Christian Communities](#)  
Roger Hanafin  
[YMCA of Central Ohio- Delaware Community Center](#)

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*Leadership continued*

Today: Roundabout awning added to the main entrance, and Grady strives to make the outside look like a country club by providing top-tier landscaping to make patients feel at home/at ease

Patient Room Upgrades: medical, surgical, and critical care units updated; Grady Family Birthplace Labor and Delivery rooms added.

Modernization of rooms: 10 private rooms added to 4N, converted double beds to 11 more rooms

2011: Delaware Health Center added on State Route 23, across from Camp Lazarus. This center reports to Grady and provides outpatient services, as well as- sleep services, lab/imaging, primary care, neurology, pain management, allergy, cardiology, breast care/mammography, and more.

2016: Lewis Center free-standing Emergency Department opens (owned by Children's Hospital, and is an extension of the Grady Emergency Dept.

This competes with the Mt. Carmel Emergency Department on 23 in Lewis Center

Grady's new shared vision is: "To provide exceptional care for all through experiences that earn a lifetime of trust."

Cherie Smith rejoined the conversation and shared her journey in the medical field. She was in the military for 24 years, and moved to Ohio from North Carolina. She is happy to report to others that she lives in the Delaware Community, and that 70% of all people who work at Grady live in Delaware. She believes this shows how invested the residents of Delaware are in the community they live in, and it allows the Grady medical staff to get to know their patients and fellow residents on a more personal level.

Questions for Cherie

What is Grady's focus on mental health (and Ohio Health)?

Cherie noted that Grady staff and leaders are actively having conversations to improve Grady's focus on mental health care as well as the topic of Ohio Health – in other words, these concerns are being addressed. Some of the active measures that they have been taking include the following: caregiver safety to limit patient-on-staff assault (these types of assaults naturally complicate the staff's ability to give proper care and it also hinders staff retention). However, as in many medical jobs, safety in the workplace cannot be guaranteed.



Service Limitations

This question build on question #1, the limitation of healthcare staff has been a challenge, especially when the goal is always to optimize patient health and safety. But, Cherie proudly noted that her staff always find a way to persevere and find ways to excel regardless of the struggles.

Travel nursing at the start of COVID also increased medical staffing challenges. Where pre-COVID, there would be 20 nurses travelling, during COVID the number had increased to 1,000. Why? Because travel nurses

are offered an \$150 hourly rate whereas hospital nurses are offered a \$35 hourly rate. This caused many hospitals to be short on staff during a high patient capacity time, but the number of hospital nurses is now slowly returning to normal. Many healthcare staff came back to the hospitals as pay to travel reduced and the harsh environments of travelling to understaffed areas took a toll.

*Continued on next page*

### *Leadership continued*

Deanna Brant, LPCC-S, Executive Director at the [Delaware-Morrow Mental Health and Recover Services Board](#) spoke to the Chamber class next. The goal of the board is to promote wellness and support recovery by planning, funding, and monitoring public mental health and addiction services for Delaware and Morrow Counties. The board also promotes a high quality and readily accessible behavioral health care network that anticipates and meets the changing needs of a growing community. The board operates on a \$1.5 million dollar levy annually. The provider network gives prevention and wellness outreach and engagement, residential services, recovery support, inpatient services, and opioid/drug addiction services. Notable provider contracts with the board include: [Del-Mor Dwellings](#) (affordable housing for persons with disabilities), [HelpLine](#) (24 hr. crisis hotline), JacobsWay (Sober living resources, treatment, and education), and many more. Mental Health services can be a muscle memory prevention method to dealing with various issues. Deanna went on to stress the importance of services for everyone at any moment, not just long-term mental health sufferers.



The amount of mental health services offered for those who are not long-term mental health sufferers, has been a major issue today. So, one of the steps to resolve this issue is to create a “middle” ground mental health hospital with 24-hour services; such as a Psychiatric Urgent Care, that will alleviate ER duties. However, the limitations to this include buildings/spaces, funding, and staffing. And the current numerous psychiatric services are not making money, so they are not sustainable.

Deanna encouraged folks to talk to people in power who have the ability to start these changes for a middle ground service that will have an enormous impact on mental health services long-term. Rather than a “vicious cycle” of stereotypes and prejudice, we need a “better cycle” of providing appropriate treatment and care for mental health sufferers to recover and re-join the work force, etc. Finally, we should all be able to talk about mental health stability and what ails us in everyday fashion – therefore, we must work towards normalizing mental health struggles to eliminate the stigma.

The next presenter, Jake Depp, PT at [The Ohio State University Wexner Medical Center– Lewis Center](#) came to talk about the importance of changing your positioning at work. In other words, if you work at a job where you primarily sit at a desk all day, he recommended that you get up and move every 20-30 minutes. Take a quick walk, go up/down the stairs to promote workplace wellness. He then gave a list of helpful and simple office exercises.

Bryan Tillman, MD at The Ohio State University, came to discuss The Retrievable Rescue Stent. This up and coming medical device was created as a Balloon Aortic Occlusion to help control rapid and sudden hemorrhaging. It will control bleeding of a patient until they arrive at a hospital/facility, and could save numerous lives by preventing shock, organ failure, and blood loss that often leads to heart attacks. It is not yet approved for humans, but Bryan and his team are working on an FDA approval.

The day concluded with an interesting and incredible experience – witnessing the Med Flight Helicopter and Helipad in action!

[Click here for photos](#)

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

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



## Who we are

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

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

## What we do

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

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

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

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

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

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

## Wellness theme of networking event

The Chamber's April Business After Hours was hosted by Dr. Brian Leaf, owner of [Leaf Chiropractic & Wellness Center](#). Opened in 2008, LCWC focuses on preventative wellness from the inside out. From nutrition to sports medicine to traditional chiropractic services, Dr. Brian is a champion of preventative health care and wellness regardless of age or condition of his patients. Not for nothing has Leaf been around since



2008— Dr. Brian's reputation, state-of-the-art technology, caring and professional staff and the culture of wellness that he's cultivated all speak to his passion and commitment to health.

Thank you to Brian and his staff for their hospitality. [Click here for more photos.](#)

**Leaf** chiropractic  
Massage ▶ Nutrition ▶ Wellness



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



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[dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com) ~ [DelawareAreaChamber.com](http://DelawareAreaChamber.com)

## Time to sign up for Safety Council

### What is a Safety Council?

Each Ohio Safety Council has the same goal - to increase safety awareness. But developing and maintaining a safe workplace is no easy task. That is why it must be a combined effort of local businesses and the community.

BWC's Division of Safety & Hygiene sponsors 83 Safety Councils across the state which are organized through chambers of commerce, trade and manufacturing associations or other local safety-minded organizations. These Safety Councils provide their local communities with quality programs addressing occupational safety and health, workers' compensation and risk management education and information. They inform participants about new techniques, products and services, and provide a thorough knowledge of these services.

### **The Delaware Area Chamber of Commerce sponsors the Safety Council program in the Delaware area.**

Why should my business join?

- Learn techniques for increasing safety in your workplace
- Network with other employers in your community
- Access useful, money-saving workers' comp and risk management information
- **Employers who are part of BWC's Safety Council Rebate Program can earn up to a 2-percent annual rebate on their workers' compensation premium by fulfilling an attendance requirement.**

*What is required by Safety Council members to earn incentives?*

- Join by July 31st;
- Attend 10 monthly meetings;
- Sign in at every meeting

Who can join?

The program is open to any Delaware County business regardless of Chamber of Commerce affiliation.

*Is there a fee to participate?*

There is a \$5 per person, per meeting fee that includes coffee and pastry and may be paid at the door by cash or check. Safety Council members may also chose to prepay \$60 per person for the entire fiscal year.

*When and where are the meetings held?*

Meetings are held on the fourth Wednesday of the month at 8:30 am at the Barn at Stratford, 2690 Stratford Rd, Delaware, OH 43015.

*How can our business join?*

Becoming a member is simple. Just complete the application form and mail (2 Troy Road, Delaware, OH 43015), or fax (740-369-4817) it to the Chamber. [Click here to join.](#)

### 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 and quality of life and the interests of 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.**

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

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



Sedgwick is Ohio's leading third party administrator for workers' compensation specializing in alternative rating/premium discount programs and cost containment strategies that annually save our clients over \$120 million in premium paid.

Take the first step needed to reduce your annual premium by requesting a free, no-obligation quote for group rating or other alternative rating/premium discount programs through our organization and let Sedgwick's experts work for you!

[Click here to request a savings analysis by completing an AC-3 online form \(Ohio BWC Temporary Authorization to Review Information form\)](#)

request a savings  
quote >  
[AC-3 form]

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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## Chamber's advertising opportunities a great value

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

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

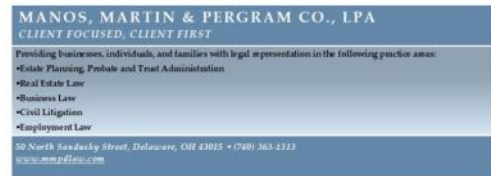
Quarter page: 4 x 5.25 V     \$75 per run  
 Eighth page: 4 X 2.62 H/V     \$50 per run

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



- About Us
- Find A Business
- Calendar
- Membership
- Annual Events
- Newsletter
- Community
- Development
- Safety Council
- Member Login
- Leadership Delaware
- Join The Chamber

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



## 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!!***



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Sarah Moore

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### OUR TEAM: LOCALS BORN AND RAISED

You've probably seen us at Chamber functions, supporting Main Street Delaware, or any number of community events over the years. We care deeply about our community and that pride shows through in everything we do.

To learn more about what we can do for your business, call 740-914-8774. We'll be glad to meet in person or virtually.



[FirstCitizensNational.com](http://FirstCitizensNational.com)



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

100 North Sandusky Avenue, PO Box 299, Upper Sandusky, OH 43351

\*Securities and insurance products are offered through Cetera Investment Services LLC, member FINRA/SIPC. Advisory services are offered through Cetera Investment Advisers LLC. Neither firm is affiliated with the financial institution where investment services are offered. Investment products are: **\* Not FDIC insured \* May lose value \* Not deposits \* Not bank guaranteed \* Not insured by any federal government agency.** Individuals affiliated with this broker/dealer firm are either Registered Representatives who offer only brokerage services and receive transaction-based compensation (commissions), Investment Adviser Representatives who offer only investment advisory services and receive fees based on assets, or both Registered Representatives and Investment Adviser Representatives, who can offer both types of services.

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

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

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

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

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

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

## **Creative Financial Insurance Services Agency**

Jim Roesch

[jwroesch@discovercfi.com](mailto:jwroesch@discovercfi.com)

740-363-5433

\*Anthem Elite Certified



## **Preferred Benefits Services Agency**

Mark Pettitt

[mark@prefben.com](mailto:mark@prefben.com)

740-363-6028

\*Anthem Elite Certified



## **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).

# Welcome New Members

## BIBIBOP Asian Grill

Diana Panameno - General Manager  
6547 Artesian Run, Suite 240  
Delaware, OH 43015  
(419) 969-4161  
[bibibop.com](http://bibibop.com)

*Offers an Asian grill with customizable menu*

## Cove, A Seafood Joint

Josh Dalton - Owner  
15 East Winter Street  
Delaware, OH 43015  
(614) 595-8240  
[coveaseafoodjoint.com](http://coveaseafoodjoint.com)

*Offers eccentric seafood dishes*

## Grace Clinics of Ohio

Kay Melching - Executive Director  
P.O. Box 444  
Delaware, OH 43015  
(740) 816-6955  
[graceclinicweb.org](http://graceclinicweb.org)

*Serves as a free medical clinic*



# Reinvesting Members

[All Occasions Catering & The Barn at All Occasions](#)  
[Amanda Plumbing Sewer & Drain](#)  
[American Electric Power Attindas Hygiene Partners](#)  
[Baymont Inn & Suites](#)  
[Berkshire Township](#)  
[Bill Kistner & Co.](#)  
[Black Wing Shooting Center](#)  
[Burgess & Niple, Inc.](#)  
[Central Ohio Veterinary Emergency City of Delaware](#)  
[Clinicare Consultants](#)  
[Delaware County Board of Developmental Disabilities](#)  
[Delaware Family Eyecare](#)  
[Delaware Vision Care](#)  
[Foot & Ankle Wellness Center](#)  
[Forman Insurance Agency, Inc.](#)  
[Gibeye's Pizza & The Ashley Water Hole](#)  
[Gordon Flesch Co.](#)  
Guebert, Rand  
[Hamilton Parker Outlet](#)

Hilborn, Jack  
Ketterling, Dee  
[Leaf Chiropractic & Wellness Center](#)  
[Liberty Casting Company](#)  
[Luther EyeCare](#)  
[Manos, Martin, & Pergram Co., LPA](#)  
[Marion Eye Center & Optical](#)  
[McDonald's - U.S. Route 23 Delaware](#)  
[N.P. Limited](#)  
[Partnership Polaris Centers](#)  
[Northstar Family Dental](#)  
[Oakhaven Golf Club](#)  
[Oxford Automotive](#)  
[Phoenix Environmental R & C Coaching, Inc.](#)  
[Roosters Men's Grooming Center](#)  
[RV Wholesalers](#)  
[Servicemaster](#)  
[Janitorial by Faith](#)  
[Terracon Consultants](#)  
[Valley Title & Escrow Agency, Inc., dba](#)  
[Lawyers Title Agency of Delaware](#)



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The Chamber welcomes  
its newest sustaining member

Silver Level



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Chamber members *first*.  
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*check here* before you buy.

### Chamber Staff

[Holly Quaine, President](#)

[Sarah Yoakam, Office Manager](#)

[Matt Carbary, IT Mgr.](#)

2 Troy Road  
Delaware, Ohio 43015  
740-369-6221

Fax: 740-369-4817

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



## Follow Ohio Chamber legislative updates

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



### Contact your legislator:

#### Ohio Senate District 19

Andy Brenner  
Senate Building  
1 Capitol Square  
Ground Floor  
Columbus, OH 43215  
(614) 466-8086

[Email](#)

#### Ohio House District 61

Beth Lear  
77 S. High St  
11th Floor  
Columbus, OH 43215  
(614) 466-1431

[Email](#)

#### District 60

77 S. High St  
11th Floor  
Columbus, OH 43215  
(614) 644-6711

#### US House District 12

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

[Email](#)

#### District 4

Jim Jordan  
28 Park Avenue West,  
Suite 100A  
Mansfield, OH 44902  
(419) 982-8045

[Email](#)

#### US Senate

JD Vance  
37 West Broad Street,  
Room 300  
Columbus, OH, 43215  
(614) 369-4925

[Contact](#)

Sherrod Brown  
200 North High St.,  
Room 614  
Columbus, OH 43215  
(614) 469-2083

[Email](#)

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**Let's Talk...**

**Tony LaNasa, CPA, CFE  
Managing Principal**

**HW & Co.**  
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# May/June

## Calendar

### Safety Council

Wednesday, April 26, 8:30 am  
The Barn at Stratford  
[Click here for details](#)

### Ribbon Cutting

Thursday, April 27 12:00 pm  
Dempsey Event Center  
[Click here to register](#)



### HR Council

Wednesday, May 3, 8:30 am  
Chamber office

### Business Before Hours

Thursday, May 4, 8:00-9:30 am  
Delaware Speech & Hearing  
[Click here to register](#)

### Government Affairs Committee

Tuesday, May 9, 8:00 am  
Chamber office

### Leadership Delaware

Thursday, May 11  
Economic Development Day

### Workforce Development & Education Committee

Friday, May 12, 8:00 am  
Chamber office

### Leadership Graduation

Tuesday, May 16, noon  
Willow Brook at Delaware Run

### Board of Directors

Wednesday, May 17, 7:30 am  
Chamber office

### Ribbon Cutting

Monday, May 15, 3:00 pm  
The Barn at Stratford  
[Click here to register](#)



### Third Thursday luncheon

Thursday, May 18, 11:45-1:00 pm  
Delaware County Sheriff's Department  
Community Relations/K9 therapy  
[Click here to register](#)

### Chamber Ambassadors

Tuesday, May 23, 3:30 pm  
Chamber office

### Safety Council

Wednesday, May 24, 8:30 am  
The Barn at Stratford  
[Click here for details](#)

### Golf Outing

Friday, June 2, 2023  
[Click here for details](#)

### HR Council

Wednesday, June 7, 8:30 am  
Chamber office

### Workforce Development & Education Committee

Friday, June 9, 8:00 am  
Chamber office

### Ribbon Cutting

Monday, June 12 1:30pm  
Central Ohio Veterinary  
Emergency  
[Click here for details](#)



### Government Affairs Committee

Tuesday, June 13, 8:00 am  
Chamber office

### BAH with Sunbury Chamber ???

Thursday, June 22, 5:00-6:30 pm  
Tanger Outlet Mall

### Board of Directors

Wednesday, June 21, 7:30 am  
Chamber office

### Chamber Ambassadors

Tuesday, June 27, 3:30 pm  
Chamber office

### Safety Council

Wednesday, June 28, 8:30 am  
The Barn at Stratford  
[Click here for details](#)

### Ribbon Cutting

United Way Young Adult Transitional  
Living Home  
Wednesday, June 28,  
4:00 pm  
[Click here for details](#)



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

### SAVE THE DATES

Clay Classic  
Friday, October 13, 2023  
Annual Dinner  
Thursday, February 1, 2024

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### Share your news

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



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

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

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

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

### Platinum Level \$5000\*

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

### Gold Level \$3000\*

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

### Silver Level \$2000\*

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

### Bronze Level \$1000\*

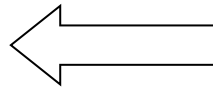
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

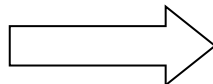
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



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



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



DELAWARE AREA  
CHAMBER OF COMMERCE



DELAWARE AREA  
CHAMBER OF COMMERCE



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.

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

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

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

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

## Our Vision

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

**Our Mission** The Chamber serves as the premier source for the success of the Delaware area business community by being a visionary leader for programs and services benefiting our members; supporting economic vitality, advocating for business, and providing collaborative growth opportunities.



## Did you know...

...that as a member of the Delaware Area Chamber you may use one of the Chamber's conference rooms? The Board Room sits 20 comfortably and has a screen, projector and Wi-Fi. The Conference Room can seat up to 36 classroom style. Also on hand: podium 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 also have a small office perfect for one-on-one meetings. We'll even supply coffee, tea and water. For Chamber members the first ten hours in any calendar year are free; \$25 an hour thereafter. To schedule the room, contact the Chamber at 740-369-6221 or [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com).



## MANOS, MARTIN & PERGRAM CO., LPA

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Drawing By Karen Collins

# 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.

