

CHAMBER NOTES

A Monthly Newsletter of the
Delaware Area Chamber of Commerce

September 2017



DELAWARE AREA
CHAMBER OF COMMERCE 110
1907 - 2017

Sustaining Members

Industry Exclusive
Platinum Level



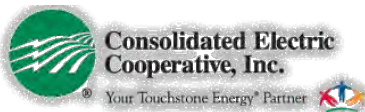
Gold Level



Silver Level



Bronze Level



The Delaware Area
Chamber of Commerce
Established 1907



Chamber joins other chambers in business expo

What started as a conversation every year about hosting an After Hours with the Marion chamber but never being able to coordinate a date, became a separate event; a hybrid of networking and expo and participation from chambers of commerce to the north and west of Delaware. Participating chambers are Marion, Wyandot, Crestline/Galion, Bucyrus, and, of course, Delaware.

NORTHWEST REGIONAL BUSINESS EXPO Thursday, October 26, 2017
4:00-7:00 P.M.
A joint effort of five Chambers of Commerce
GAIN LEADS & GET CONNECTED

BUCYRUS AREA | DELAWARE AREA | GALION-CRESTLINE AREA | MARION AREA | WYANDOT CO
Event Held at: All Occasions Catering, 6989 Waldo Delaware Rd, Waldo, OH (off of St. Rte. 23)

The event will be held on Thursday, October 26 at [All Occasions Banquet Center](#) with early bird pricing on exhibitor participation for only \$125. Corporate sponsorships of \$1000 are also being accepted with the sponsor's logo on all marketing material before, during and after the event, as well as an exhibitor table.

[Click here to register as an exhibitor or sponsor.](#) [Click here](#) to attend this free event and expand your network.

Delaware Chamber corporate sponsors:



Still time to register for the Supervisor Six Pack

Does your business rely on supervisors who were good performers who were promoted into a leadership role? Have these individual contributors been trained and coached to be effective supervisors? Could your technicians help you grow your business if they had the skills to be better leaders?



The Supervisor Six Pack – 100 Series provides six 2-hour sessions to expose your supervisors and leads to fundamentals required to transition from a technician to an effective leader for your business.

[Click here for details](#) – but hurry – deadline to register is **September 5, 2017**



**No Business After Hours
in September.
See you at the
Fair and the Jug!**



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[Cross/Blue Shield](#)
[Blue & Co.](#)
[Black Wing](#)
[Shooting Center](#)
[CES Credit Union](#)

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32 S. Sandusky Street

Delaware, Ohio 43015

740-369-6221

Fax:740-369-4817

www.DelawareAreaChamber.com



Forth
(The Jug is on
the third
Thursday this
year)



**DELAWARE AREA
CHAMBER OF COMMERCE**

You are invited to attend a program of the
Delaware Area Chamber of Commerce
The Annual State of the Schools

with

**Delaware County K-12 and Career Center
Superintendents**

sponsored by



Delaware County
Foundation

Thursday, **September 28, 2017**, 11:45am–1:00pm at [SourcePoint](#)
800 Cheshire Road, Delaware 43015

This luncheon will meet in the downstairs conference room.

Use the front entrance and follow the signs.

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

Chamber members: \$15 ~ Non-Chamber members: \$20

Deadline to register is Monday, September 25, 2017

Cancellations after September 25 and no-shows will be charged.

[Click here to register](#) or call 740-369-6221 or email

dachamber@DelawareAreaChamber.com

September Business BEFORE Hours

Start your day on Thursday, September 7 by networking when the Delaware campus of [Columbus State Community College](#), 5100 Cornerstone Drive Delaware, OH 43015, hosts the monthly Business Before Hours. Food, networking – bring lots of business cards to share. The event is held from 8:00 - 9:30am. Please let us know you'll be attending. [Click here to register.](#)

COLUMBUS STATE
COMMUNITY COLLEGE

**It's not too late to get YOUR ad in the 2018
membership directory**



The Chamber is entering into the last month of its ad campaign for the publication of the 2018 Community Profile and Membership Directory. The early bird special has passed, but new members and last year's advertisers who want to upsize their ad can still save. **If you ran a 1/8 page last year and upsize to 1/4 page take \$50 off; if you ran a 1/4 page last year and upsize to a 1/2 page, take \$75 off; and if you ran a 1/2 page and upsize to a full page, take \$100 off.** Artwork and payment must be in by October 1.

In addition, any member who joined the Chamber after June 1, 2016 qualifies for a new member discount of an additional 10% off the price of their ad. 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. Contact the Chamber at dachamber@DelawareAreaChamber.com with questions and to return your ad form. For a look at this year's directory, [click here.](#)

Chamber board endorses DCS levy



At its June meeting, the Chamber board of directors voted to endorse a 5-year 8.35 mil emergency levy that the [Delaware City Schools](#) is forced to put on the November ballot. This levy request comes six years after the last new operating levy was passed. At that time, that levy was expected to last three years. The November levy is vital because, at current funding from the state, the district will see an \$18 million deficit in the 2020/21 academic year.

Because of a funding cap enacted during the recession, those districts that grew during that time are not receiving the funds per pupil from the state that is required. Lifting the cap would mean that all districts receive the per-pupil funding they are entitled to. Asking local taxpayers to cover for what the state legislature rightfully owes those growth-districts should not be necessary, but Delaware City Schools and their teachers, support staff and most especially the students should not be abandoned by the residents of this amazing district at the local level as it has been at the state level. Because the state sees fit to hold tax payers responsible for school funding in districts that grew in a down economy (ironically, in large part to the excellence of the schools) DCS has no choice but to put the issue on the ballot and the Chamber asks the support of those voters in the district.

The district has demonstrated a commitment to controlling costs as evidenced by their low per pupil spending. DCS spends \$9,733 per pupil as compared to the state average of \$11,162 and a central Ohio average of nearly \$12,000. Without additional revenue, DCS would be forced to cut spending by an additional \$1000 per student – cuts that would negatively impact the quality of education through reduced academic and extra-curricular offerings and larger class sizes.

The Chamber also encourages voters to contact their representatives in Columbus. The chair of the House committee on education is Andy Brenner: 740-602-5033.

Chamber booking networking events for 2018

One of the fundamental benefits of a chamber membership is the opportunity to meet other members. The Delaware Area Chamber offers members the chance to host or attend either an am or pm networking event most months. Want to show off your business by inviting members over for refreshments and schmoozing? The Chamber is taking reservations for hosting in 2018. Dates are filled on a first-come basis so contact the Chamber to hold your date. Available for 2018:

Business BEFORE Hours:

8:00-9:30 am

January 4	July 5
February 1	August 2
March 1	September 6
April 5	October 4
May 3	November 1

Business AFTER Hours:

5:00-6:30 pm	August 16
January 18	September 20
March 15	November 15
April 19	
July 19	

Contact Sarah at 740-369-6221 or dachamber@DelawareAreaChamber.com

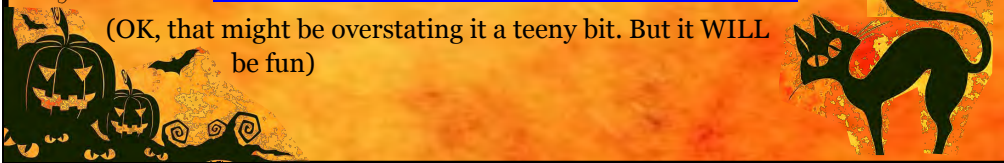
No September Business

After Hours BUT...

Mark your calendars now—you won't want to miss the Chamber's annual Halloween party on Thursday, October 19, 5:00-7:00. Costume contest, Tarot card readings, pumpkin painting, special brews and the chance to have your photo taken with Frank-and-stein and much more!! Come join the fun

if you dare... [Click here to enter the Chamber House of Horror.](#)

(OK, that might be overstating it a teeny bit. But it WILL be fun)



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 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.




DELAWARE AREA
CHAMBER OF COMMERCE
1907 - 2017



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Assisted Living
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DELAWARE AREA
CHAMBER OF COMMERCE
1907 - 2017



The Annual Supervisor Six Pack 100 Series



Does your business rely on supervisors who were good performers who were promoted into leadership role?

Have these individual contributors been trained and coached to be effective supervisors?

Could your technicians help you grow your business if they had the skills to be better leaders?

The Supervisor Six Pack – 100 Series provides six 2-hour sessions to expose your supervisors and leads to fundamentals required to transition from a technician to an effective leader for your business. The program includes:

- ⇒ **7 Roles of a Supervisor**
- ⇒ **Establishing Yourself as the Leader**
- ⇒ **Common Purpose – Everyone Wanting to Move in the Same Direction**
- ⇒ **Communicating for Understanding**
- ⇒ **Dealing with Conflict**
- ⇒ **Planning Work and Activities**

This program is available for \$200 per participant. Participants will be expected to complete program exercises between sessions that apply to their job. Successful participants will receive a 100 Series Certificate. The program will run from 8:00-10:00am for six consecutive Monday mornings beginning September 11. Attendees must prepay to be eligible to participate and must complete all six sessions to receive the 100 Series Certificate.

The series will be facilitated by Brad Schneider.

Click here to register by August 31, **SEPTEMBER 5 2017**

About Brad Schneider - The Growth Coach of Central Ohio



With 20 years of organization development experience, Brad Schneider has coached and developed leaders in businesses in the manufacturing, professional services, financial, IT, and retail industries. The Growth Coach provides him the opportunity to apply his vast coaching and organization development experience to help small and mid-size organizations to exceed their personal and organizational goals.

He has earned the SHRM-SCP and SPHR certifications from the Society of Human Resource Management and the Human Resources Certification Institute as a Senior Practitioner in business strategy implementation, business process design and implementation, and leadership coaching/development.

Enrollment Underway for Workers' Comp Premium Discount Programs

CompManagement, Inc.

A Sedgwick CMS Company

Don't miss your opportunity to save!

Did your organization complete a Temporary Authorization to Review Information (AC-3) form earlier this spring as part of our workers' compensation member benefit?

If so, your organization should now be in receipt of your savings analysis from our program administrator, [CompManagement](#), as long as your company was found to be eligible to participate in a premium discount program for the upcoming 2018 policy year.

Although the actual premium paid by individual private employers for workers' compensation coverage in Ohio depends on a number of factors, employers are always encouraged to learn more about programs that can assist in lowering their workers' compensation costs. If you are reviewing savings quotes from other group administrators, please make sure that you are examining them thoroughly to ensure that you are comparing similar discounts and service offerings. This important decision affects how much you pay in workers' compensation premiums, as well as who will be handling any claims incurred by your injured employees.

Please make sure to return your enrollment documents timely to ensure your participation. The deadline to enroll in a Group Rating program per the Ohio Bureau of Workers' Compensation (BWC) for the upcoming 2018 policy year is Monday, November 20, 2017.

If your organization is not eligible for Group Rating for the 2018 policy year, there are other options and discounts available (Group Retrospective Rating, Individual Retrospective Rating, EM Cap, One Claim, Destination Excellence, etc.) that offer a variety of discounts and may be compatible with other programs for potentially larger savings. The enrollment deadline for these programs is January 31, 2018.

We encourage you to explore your best savings option with our CompManagement representative, Rejeana Woolum-Napier, to see how your organization can realize your maximum savings for 2018. Rejeana may be reached at (614) 359-2403 or via email at Rejeana.Woolum-Napier@sedgwick.com. Don't miss your opportunity to reduce your workers' compensation premium for 2018 – act now!

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.

Having trouble clicking newsletter links?

If you have been having difficulty accessing links from the electronic newsletter, you may need to try the “alternative” version. Smartphone, tablet, Google Chrome, Microsoft Edge, and Firefox users should use the main version of the newsletter. Internet Explorer users can use the alternative version available from the newsletter email or found right below the main newsletter link from our newsletter webpage. Let us know of any other newsletter issues by contacting the Chamber at 740-369-6221 or email at dachamber@DelawareAreaChamber.com.

Chamber's event cancellation policy

From time-to-time the Chamber has to cancel a planned event. Sometimes it's because the presenter has an unexpected emergency, but usually it's because low registration doesn't justify asking a volunteer speaker to travel and for caterers to cook and set up a room for only a handful of attendees.

In those cases, we notify via email those who have registered for the event. Those who have not registered and show up at the venue will be inconvenienced and we apologize. Although we expect walk-ins at the event, we cannot predict how many there will be so we can't include that unknown number in our decision to hold or cancel an event. Often, had we known the number of unregistered walk-ins will attend, we would not have had to cancel the event.

Please understand that holding events is planned around knowing who commits to attending. Often, walk-ins impact the room set-up and the amount of food prepared. While we don't discourage walk-ins, we have no way of contacting them. If you find at the last minute that you can attend an event, call the Chamber the day before or the morning of the event to make sure your trip isn't wasted.

Bottom line: please register for events. Thank you!

NORTHWEST REGIONAL BUSINESS EXPO

Thursday, October 26, 2017
4:00-7:00 P.M.

A joint effort of five Chambers of Commerce
GAIN LEADS & GET CONNECTED

BUCYRUS AREA | DELAWARE AREA | GALION-CRESTLINE AREA | MARION AREA | WYANDOT CO

Event Held at: All Occasions Catering, 6989 Waldo Delaware Rd, Waldo, OH (off of St Rte 23)

RESERVE YOUR BOOTH TODAY!

EXHIBITOR ELIGIBILITY:

Available only to members of the participating Chambers.

FOOD AND BEVERAGES:

Finger foods and beverages will be provided for exhibitors and attendees.

REGISTRATION DEADLINES:

\$125 - Early Bird - October 5th
\$175 - Final - October 16th



ELECTRICITY and WIFI:

Applicants must specify in advance by indicating on the registration form. Availability is limited. Exhibitors must bring their own extension cords and power strips. Host is not responsible for any power failure or insufficient power source.

EXHIBITORS RECEIVE:

- 8 ft space with pre-set 8 ft table and two chairs (must bring own linen)
- Company listing on Exhibitors Map (refer to registration)
- Combined list of registered attendees

EXPO SPONSORSHIPS

\$1,000

SPONSORS RECEIVE:

- Exhibitor space with premium space assignment
- Logo on marketing materials, websites, exhibitor bags, exhibitor map, and signage

Your Opportunity to Network at a Regional EXPO

RESERVATION INFORMATION

To register as a Regional Business Expo 2017 exhibitor, please complete this form and send to the Delaware Area Chamber of Commerce, 32 South Sandusky Street, Delaware, OH 43015.

[CLICK HERE to register on-line](#) or by fax 740-369-4817. Registration deadline is Monday, October 16.

CONTACT INFORMATION

Company Name _____

Contact Person _____

Address _____

City _____ Zip _____

Phone Number _____

Fax Number _____

Email _____

REGISTERING WITH:

- Bucyrus Area Delaware Area Gallion-Crestline Area
 Marion Area Wyandot

EXHIBIT SPACE FEES (check all that apply)

- 8 ft space with pre-set 8 ft table and two chairs (must bring own linen)

Exhibit Description (select the best that describes your exhibit)

- Tabletop Display Floor Display Do Not Need a Table

Electricity: Yes WIFI: Yes Either or both flat fee of \$25

EXPO SPONSORSHIP \$1,000

PAYMENT METHOD

- VISA MasterCard Discover AMEX Check (Payable to Chamber)

Card # _____ Exp. Date _____

Card Holder Name _____ Signature _____

Card ID Code _____ Billing Address: _____

EXPO SPONSORS



QUESTIONS: Call the Chamber office at 740-369-6221 or email dachamber@DelawareAreaChamber.com



Delaware Area Chamber *Clay Classic 2017*

This is a great way to recognize staff and clients.
No shooting experience necessary!

Single Shooter \$125
Station Sponsor \$125
Team Sponsor:
(5 shooters) \$625

Price includes:

** Lunch
** Ammunition for
two rounds

** Gun rental
** Eye & ear protection
** Range Safety Officer
** Safety briefing

Friday, October 13, 2017
Black Wing Shooting Center
3722 Marysville Rd., Delaware
12:30pm—Registration & lunch
1:15pm—Mandatory safety briefing
1:45—Shooting begins
4:40-ish—Awards

Shooter awards

** High Shooter
** High Team
** Booby Prize

[Click here to register and/or sponsor a station.](#)

Chamber accepts board applicants

The Chamber's Nominating Committee is accepting Letters of Intent from members interested in serving on the board of directors beginning January, 2018.

The Letter of Intent is the first step in the nominating process. The Nominating Committee will vet applications and invite qualifying members to interview.

If you're interested in submitting a Letter of Intent, please call Holly at 740-369-6221 or via email to hquaine@DelawareAreaChamber.com
The Chamber will accept Letters of Intent until September 15, 2017.

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.

TIRED OF THE SAME OLD GROUP OUTING?
SHOOT FOR SOMETHING BETTER

Outdoor & Indoor Ranges • Meeting & Banquet Spaces • Full Catering
Professional Event Staff • Experienced Range Safety Officers

CALL 740.363.7555 TO SCHEDULE YOUR GROUP OUTING.
For more information, visit blackwingsc.com or email events@blackwingsc.com



The Non-Profit Bulletin Board

This feature is a vehicle through which the Chamber's forty-some members that are governed by a board of directors can connect with those interested in serving in the community.



Syntero has been providing compassionate and professionally counseling and community-based services in Central Ohio for over 40 years and is seeking board members to be part of their leadership team. A Syntero, Inc.

Board Member must possess a passion for and commitment

to improving the lives and opportunities for individuals and families struggling with mental health and/or substance abuse concerns or who could benefit from treatment or community-based prevention and early intervention programs. General Responsibilities:

- Prepares for and attends all full board meetings up to 8-9 times per year. This includes 8-9 board meetings lasting one hour in length and one strategic planning session lasting approximately 4-5 hours in length per year.
- Ideally serves on one standing committee that meets one time per month for one hour in length. The standing committees are finance or development.
- Attends one orientation meeting with agency and/or board leadership lasting approximately one hour in length prior to official board appointment.
- Ability to serve a three-year term.
- Actively leverages personal and professional contacts/connections to help fundraising efforts of the agency.
- Shares unique personal and professional perspective when necessary to help guide the agency's policies and mission.
- Stays informed of committee and board matters, prepares well for all meetings, and reviews comments on minutes and reports.
- Makes an effort to get to know fellow board members and builds a collegial working relationship that contributes to consensus related to overseeing the agency's alignment to its mission, adherence to policies, financial reports and practices.
- Makes a financial contribution to the organization annually in the amount that is comfortable for each member. Any amount is acceptable. The goal is that 100% of board members and executive leadership contribute financially to the agency annually to demonstrate our personal commitment to the agency to potential funders, clients and the communities we serve.
- Each board member will act as an ambassador of the agency in the community.

Qualifications:

- The ideal candidate will be passionate about supporting the agency's mission and vision of supporting individuals and families in need of mental health and substance abuse treatment and prevention services.
- The ideal candidate will be comfortable engaging in strategic oversight of policies, procedures and financial management of the agency.
- The ideal candidate will have a sincere commitment to work collaboratively with all constituent groups, including, staff, board, members, volunteers, donors, program participants, community members and other supporters.

For more information about serving as a Syntero board member, contact Julie Erwin Rinaldi, CEO at 614-889-5722, ext. 291 or jerinaldi@syntero.org [Click here to learn more.](#)

New member plans ribbon cutting

Please watch your email for details as we help celebrate with Javier & Bridgette Ramos, new Chamber members who recently purchased the



UPS Store in Delaware at 175 S. Sandusky St. The UPS Store had been at that location for several years, but Javier and Bridgett purchased it recently and are anxious to show off their remodeled store and to make their ownership official.



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BELIEVE IN *WE*™  OhioHealth

To learn more about all the services offered at Grady Memorial Hospital, visit OhioHealth.com/Grady.

BACK BY POPULAR DEMAND!!

**The Delaware Area Chamber of Commerce
is pleased to offer a 4-part
Microsoft Office Productivity Training
in partnership with
Clarity Technology Solutions**



Using Microsoft Office products doesn't have to be difficult. Register for this four-part workshop designed to maximize your Outlook, Excel, PowerPoint, Word, and Word programs.



Workshop Schedule

October 30 – Microsoft Outlook

- ⇒ How to use the Clutter tool
- ⇒ How to easily and quickly attach files
- ⇒ Utilizing the Outlook Calendar

November 6 – Microsoft Excel

- ⇒ How to create Waterfall charts
- ⇒ Explaining 3D maps and how to use them
- ⇒ How to use one-click forecasting

November 13 – Microsoft PowerPoint

- ⇒ Introducing 6 new chart types
- ⇒ How to set up a self-running presentation
- ⇒ How to use Presenter view

November 20 – Microsoft Word

- ⇒ How to track and review changes
- ⇒ How to insert a table or pie chart
- ⇒ How to set up keyboard shortcuts.

All sessions will be held at the Delaware Area Chamber of Commerce
32 S Sandusky St, Delaware, OH 43015
from 8:00 AM – 10:00 AM

Cost: \$125 for complete series

Pick any three sessions: \$100

Pick any two sessions: \$75

Single session: \$40

Deadline to register is October 16, 2017.

No shows will be charged the full amount.

This is a hands-on workshop so **please bring a laptop with your Microsoft Office Suite.**

All participants will be entered to win a FREE 1 Year Subscription for Office 365 Home Edition for 5 users

[Click here to register](#)

HEATING, COOLING AND BEYOND



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BBB of Central Ohio
Torch Awards for Ethics*

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After Hours an epic event

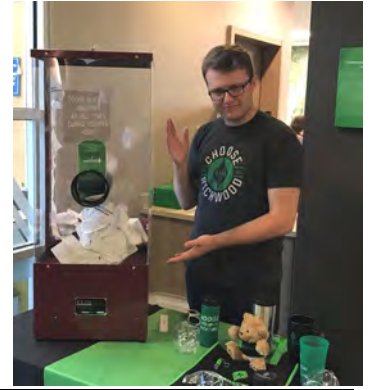
Richwood Bank sponsored the August Business After Hours, once again showing off their new coffee bar and, most importantly, the Star Trek pin-ball machine in the lobby, hence the epic-ness of the event. Richwood Bank rolled out the red carpet with food and drinks and everybody had a great time. The money machine was back filled with flying paper that was redeemable for prizes; every known combination of pizza, the AMAZING concoctions from the coffee bar, an ice cream trolley, adult beverages and a drawing for a humungous gift basket.



Thank you to Richwood CEO Chad Hoffman and his staff for throwing a real party!



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



New member opens second location and holds celebration

On Saturday, August 26, **Orange Township** administrator Lee Bodnar, Olentangy School district administrator Mark Raiff and Chamber president Holly Quaine joined new Chamber member **Mathnasium of Lewis Center** owner Satya Yaei as he and his staff held a ribbon cutting and day of community activities to celebrate the grand opening of his second location. Joining his successful Powell location, Satya's new Lewis Center location Mathnasium is a personalized, individualized math tutoring program for students K-12.



The need for a second location speaks volumes about the relationship and commitment among parents, educators and the private sector together investing in the advantages a solid, well-rounded education. And while owner Satya Yaei boasts that Mathnasium offers franchisees a solid business model and plenty of support, he is driven by a passion for being a partner in, and creating an opportunity for those "a ha!" moments that give children the belief they can do anything.

Congratulations to Satya and his team and welcome to the Chamber! [Click here for more photos.](#)

CPA | ADVISORS

blue

WE ARE RESPONSIVE.
WE ARE CARING.
WE ARE ADVOCATES.

8800 Lyra Drive, Suite 450 | Columbus, OH 43240
Gina Grote, Senior Manager | 614.340.6798 | ggrote@blueandco.com

SERVICE OVERVIEW

- Estate Planning
- Estate Tax Planning
- Agreed-Upon Procedures
- Mergers and Acquisitions Consulting
- Forecasts and Projections
- Employee Benefits Administration
- Employee Benefits Plan Design
- Outsourced Accounting Solutions
- Audits, Reviews, and Compilations
- Due Diligence
- Tax Return Preparation
- Tax Projections and Planning
- Family Office
- Retirement Planning
- Cost Segregation
- Payroll Services
- R&E Tax Credit
- Property Tax Return Preparation



Glenn Bertrand
Manager
NMLS # 1486526

33 London Road
Delaware, Ohio
740.363.8118

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CES CREDIT UNION
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DIFFERENTLY. STOP IN
TODAY TO LEARN
MORE.





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

Term: Up to 7 years

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

Fee: \$250.00

**Collateral: Vehicle or
Equipment**

FAHEY BANK

127 N. Main St.
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www.faheybank.com

740.382.8231

Member FDIC

Another member benefit: discount prescription drug card available FREE to you and all your employees

The Delaware Area Chamber of Commerce, through its membership in the Southern Ohio Chamber Alliance, can make you a hero in your workplace. And because you're a Chamber member in good standing, you can distribute FREE Prescription Drug Cards that can offer your employees and their families savings of up to 75% (discounts average roughly 30%) at more than 56,000 national and regional pharmacies. This card can be used as your primary plan and/or it can be used on prescriptions not covered by your insurance plan. This program also includes other value added programs which will be listed on the card. Generating the card is as simple and quick as entering a name in the card via the link below. (no application/enrollment or eligibility required). This program has "LOWEST PRICE" logic to guarantee the best deal on your prescriptions. (You pay the lower of a discount off Average Wholesale Price—AWP, discount off MAC Pricing or Pharmacy Promotional/Retail price). This card is pre-activated and can be used immediately!

Need to order hard copies of cards for your friends, family, members or employees?

Simply [click here](#) and follow the instructions to order your own personal cards online. You can even customize the cards by adding your own logo image to the cards! Just another way our Chamber looks out for you.

PRINT CARD **TEXT CARD** **EMAIL CARD** **SAVE CARD**

You will need to bring this card to the pharmacy with your prescription.

Rx Prescription Drug Card

Member: Confidential Member
ID Number: 3227AEEH3A
RxBIN: 610709
RxGrp: UN08

UNA RxCARD .COM

INSTRUCTIONS: This card/coupon is pre-activated and can be used immediately. Present this card/coupon to any participating pharmacy to receive a discount on prescription medications.

Pharmacy Helpline **800-223-2146** Customer Service **877-321-6755**

POWERED BY **UNA RxCARD** UNITED NETWORKS OF AMERICA

NOTE: Everyone is eligible for this program. There are no age or income restrictions. Each family member must have their own card. If you can't print a card have your pharmacy call the Pharmacy Help Line and we will help them process your prescription. This card functions as a coupon for prescription drugs at retail pharmacies. THIS IS NOT INSURANCE.



End of summer means back to business; calling all HR and Admin staff

After the summer break, the Chamber's HR and Admin Councils are ready to resume their meeting schedules. These two special interest groups are valuable educational, networking and best-practices-sharing opportunities. The HR Council meets on the first Wednesday of the month at 8:30am and anyone interested in joining should email Holly at hquaine@DelawareAreaChamber.com. The Admin Council meets on the fourth Thursday of the month at 9:00am at the Chamber and those interested should email Sarah at dachamber@DelawareAreaChamber.com.

If you are an HR or Admin professional or if you perform those duties within your organization, you'll want to join in.

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Mike Dickey, CPA
Shareholder

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 Canton | 330.966.9400
 Delaware | 740.362.9031

Elyria | 440.323.3200
 Worthington | 614.781.6174
maloneynovotny.com

Use your freebies with ChamberMaster

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

Click here for tutorials: [Hot Deals](#), [posting events](#), [register for events](#), [pay invoices online](#)

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.

HOT DEALS

Are YOU taking advantage of the FREE opportunity to list your sales and deals on the Chamber's website and newsletter???

Hot Deals is a value-added benefit that comes with your membership. You can post sales open to the public or Chamber-member discounts. And you can use the Hot Deals anytime all the time and change up your ads when you want to. Hot Deals are posted on the home page and linked on every page of the Chamber's website, visited over 6,000 times each month. They're also posted and linked in the Chamber's monthly newsletter which is distributed to over 900 recipients. And new Hot Deals are also automatically sent via email to over 300 who have signed up to receive new deals.

Hot Deals: what's keeping you from posting??

Call the Chamber and ask how to log in and post your deals: 740-369-6221 or email dachamber@DelawareAreaChamber.com.

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!!

Check Out the Latest

HOT DEALS

from Chamber Members

Posting is FREE with your membership

- [More Than 50% OFF CLOSEOUT - Foot & Ankle Wellness Center](#)
- [15% Off Legal Services—Joslyn Law Firm](#)
- [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- [Join Safety Council— Delaware Area Safety Council](#)

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

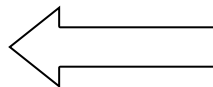
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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



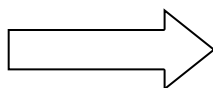
DELAWARE AREA
CHAMBER OF COMMERCE



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





Leadership Delaware Class of 2018 kick off luncheon

Leadership Delaware kicked off its new class at a luncheon at [Willow Brook of Delaware Run](#). Present were Chamber board members, session facilitators (all alum themselves) and the forty-four members of the Class of 2018. From its humble beginnings with ten participants to another record-breaking forty-four graduates in May of 2018, the program has evolved over the years and has become the Chamber's flagship program,

The Chamber is grateful to former Chamber executive director Rozella Miller and Leadership administrator for seven years Tracy Whited for laying the foundation of an amazing opportunity that current Chamber staff has built upon.

This year's class of forty-four include representation of private, public and agency organizations. Leadership's nine sessions are facilitated by Leadership alum. With facilitators who graduated from 1999 to 2017, this elite and passionate-about-Leadership group is the heart and soul of the program.

Here's to another incredible experience!!



Leadership Delaware Class of 2018

Robbie Apt
[Delaware County District Library](#)
 Daniel Bartha
[Delaware City Schools](#)
 Glenn Bertrand
[CES Credit Union](#)
 Kanda Benner
[Delaware County Family & Children First Council](#)
 Cindi Blair
[Delaware County](#)
 Deanna Brant
[Delaware Morrow Mental Health & Recovery Services Board](#)
 Erin Brown
[Edward Jones, Dusty Hostutler](#)
 Kelly Cochran
[Delaware County District Library](#)
 John Coady
 JP Morgan Chase
 Paul Endicott
[pauldavidendicott, LLC](#)
 Clare Edwards
[SourcePoint](#)
 Heidi Hackworth
[Delaware County Board of Developmental Disabilities](#)
 Melissa Henry
[Richwood Bank](#)
 Ashley Holtzlander
[Ohio Living Sarah Moore](#)

Tom Karn
[Maloney +Novotny](#)
 Jeff Kauffman
[Del-Co Water Co.](#)
 Lissie Krull
[Delaware General Health District](#)
 Angie Linnane
[Saint's Auto Service](#)
 Lori MacKay
[First Commonwealth Bank](#)
 Anne Miller
[Delaware County Board of Developmental Disabilities](#)
 Josie Montgomery
[Willow Brook Christian Communities](#)
 Bonnie Murray
[Fidelity Federal Savings & Loan](#)
 Suzie Orahod
 Ohio Board of Nursing
 Tracy Pabst
[Sam Dong Ohio](#)
 Ben Powers
 Family Promise of Delaware County
 Jason Price
[MT Business Technologies](#)
 John Regalsky
[Willow Brook Christian Communities](#)
 Mike Rhinehart
[Blue & Co.](#)
 Jenn Rose Caudill
[Emergency Plumbing Service](#)

Kim Saunders
[Ohio State University](#)
[Wexner Medical Center-CarePoint Lewis Center](#)
 Kim Schuette
[SourcePoint](#)
 Kelsey Scott
[City of Delaware](#)
 Adrienne Selsor
 Time, Talent & Treasure, LLC
 Mark Smiles
 The Greater Gouda
 Pam Steurer
[Delaware City Schools](#)
 T. Thomson
[Delaware County Agricultural Society](#)
 Mary Van Haaften
[Preservation Parks of Delaware County](#)
 Randy Van Tilburg
 The Mannik & Smith Group
 Chase Waits
[Delaware County Board of Developmental Disabilities](#)
 Stacy Webb
[First Commonwealth Bank](#)
 Amy Whitney
[Delaware General Health District](#)
 Sarah Yoakam
[Delaware Area Chamber of Commerce](#)
 Roberta Zeller Carr
[Delaware County Board of Developmental Disabilities](#)

Welcome New Members

AdvantaClean of Dublin

Scott Blackwood - Owner
400 Kingsbury Road
Delaware, OH 43015
(740) 816-9109

[www.advantaclean.com/
location/dublin-oh](http://www.advantaclean.com/location/dublin-oh)

Offers residential & commercial cleaning services; including mold control, air duct cleaning, water damage, & fire restoration

Equity

Scott Cubberly -
Senior Associate
4653 Trueman Boulevard,
Suite 100
Hilliard, OH 43026
(614) 334-7843
www.equity.net

Provides commercial real estate services including development, construction, property management, brokerage, asset management & consulting

Friends of CASA of Delaware and Union Counties

Michael Tucker - President
140 North Sandusky Street
Delaware, OH 43015
(740) 833-2634

[www.facebook.com/
DelUnFriendsofCASA](http://www.facebook.com/DelUnFriendsofCASA)

Provides abused or neglected children with a caring, consistent adult to advocate for their well-being

Marion Technical College

Debbie Stark - Dean of Business, Technologies, & Public Service
1467 Mt. Vernon Avenue
Marion, OH 43302

(740) 389-4636

www.mtc.edu

Provides associate degree & certificate programs in business, IT, healthcare, & arts & sciences

Silver Maple

Lora Longmuir -
Property Manager
278 Silver Maple Drive
Delaware, OH 43015
(740) 363-5393

www.silvermaple-trprop.com
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Taft Stettinius & Hollister

Steven R. Cuckler - Attorney
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Suite 101
Delaware, OH 43015
(614) 221-2838

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Teresa Lawrence -
Sales Consultant
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US Bank

Eric Waggoner -
Branch Manager
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Reinvesting Members

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[Acloche' Staffing](#)
[Cogburn Electric, Inc.](#)
[Delaware Creative Housing](#)
[Engineered Materials Systems, Inc.](#)

[Evans Farm Land Development Co.](#)
[Fuller Memorials](#)
[Liberty Community Center](#)
[Loeb Electric](#)
[Maloney + Novotny LLC](#)
[Methodist Theological School in Ohio](#)

[Mom Wilson's Country Sausage Mart](#)
[Next Day Signs LLC](#)
[Paynes Pizza & More](#)
[Royal Cabinets, Inc.](#)
[The Ohio State University at Marion](#)
[Two Men And A Truck](#)

September Calendar

Labor Day

Monday, September 4
Chamber office closed



HR Council

Wednesday, September 6
8:30am Chamber office

Workforce Development & Education Committee

Friday, September 8
8:00am Chamber office

Supervisor Six Pack

Monday, September 11
8:00-10:00am
Chamber office
Roles of a Supervisor
[Click here for details and to register](#)

Safety Council

Tuesday, September 13
11:30am—1:00pm
[Click here for details](#)

Leadership Delaware
Spectrum Development

Supervisor Six Pack

Monday, September 18
8:00-10:00 am
Chamber office
Establishing Yourself as a Supervisor
Pre registrations required

Infrastructure & Development Committee

Tuesday, September 19
8:00am Chamber office

Chamber Board Meeting

Wednesday, September 20
7:30am Chamber office

Little Brown Jug

Chamber office closed

Supervisor Six Pack

Monday, September 25
8:00-10:00am
Chamber office
Common Purpose
Pre registration required

Admin Council

Thursday, September 28
9:00am Chamber office

Third (Fourth) Thursday Luncheon

Thursday, September 28
11:45-1:00 SourcePoint
Annual State of the Schools
[Click here for details](#)

SAVE THE DATES

Annual Clay Classic

Friday, October 13, 2017
Black Wing Shooting Center
[Click here to register and/or sponsor](#)

Multi-Chamber Expo

Thursday, October 26, 2017
[click here for details](#)

Microsoft 4-Part Training

October 30, November 6, 13 & 20
[Click here for details](#)

2018 Annual Dinner

Monday, February 5, 2018
Nationwide Conference Center

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

School district dedicates construction projects' completion

In 2013, the residents of the [Delaware City Schools](#) approved a \$50million bond issue to make improvements to every building in the district. In addition to increased safety features, the need for across-the-district construction is the result of increased enrollment. On August 23, the district held a dedication and celebration of the completion of the projects. Remarks and a ribbon cutting held at Hayes High School was followed by an open house at every building.

The district's footprint is now totally different, but so is the enrollment. This consistently top-performing district grew even during the recession and stands at some 5700 students in five elementary, one middle and one high school. Projections of continued growth mean the construction projects will accommodate future growth. Among the construction partners is [2K General](#).

Respect for the community's attachment to the former Willis High School was an important part of the success of the levy campaign. The district kept its promise to move its administrative offices to Willis and to open it up to the community. With grades 6-8 at Dempsey Middle School, the old, meandering Willis is now home to agencies that support the community. The [United Way's Strengthening Families Initiative](#) is but one example of the district's vision of Willis repurposed as a hub of community engagement.

The Chamber congratulates the community for its wise support of a district with heart and passion and a commitment to responsible administration second only to quality education.



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.

Chamber newsletter advertising a good value

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

Ad prices are for one run: Full page: 8.5 x 11 portrait \$125
Half page: 8 x 5.25 H \$90

Quarter page: 4 x 5.25 H \$75
Eight page: 4 X 2.62 H/V \$50



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Chamber hosts Lt. Governor

The presenter at the August Third Thursday luncheon was Lt. Governor Mary Taylor. Approachable as always. Mrs. Taylor is no stranger to breaking new ground. Educated in public accounting, an issue over a public property matter was the catalyst for running for a seat on city council in her hometown of Green, Ohio. Later, while serving in the Ohio General Assembly, she broke with her party's position and voted against a tax issue; a move that ousted her from committees. Later she was elected state auditor, the only republican to win a state-wide office in 2006.

No stranger to speaking and acting on her core beliefs in spite of political correctness, the Lt. Governor identified the addiction crisis as one that hits very close to home. Not just passionate about the issue, she believes that a zero tolerance for pill mills, greater outreach in schools, more narcotics officers, collecting data to understand and predict the patterns of abuse, changing the stereotype that addiction happens only to a particular socio-economic population and using legislation to see addiction for the mental illness that it is so that it can be treated and de-stigmatized are vital to implement.

Mrs. Taylor spoke of the Ohio she views as one of creating opportunities to fulfill the potential of its residents. She is proud of the Common Sense Initiative's success. Since it was formed in 2011 sixty-one percent of legislation related to business regulation has been amended or eliminated. The \$8 billion dollar deficit inherited in 2011 now claims a \$2 million surplus.

But there are still challenges to be faced in Ohio, in spite of being ranked as one of the best quality-of-life states. Those issues include education funding reform, transportation and infrastructure and getting a handle on the addiction crisis not just for those addicted but the collateral damage that comes with it.

Thank you to Lt. Governor and her staff for accepting our invitation.

Thank you to our luncheon sponsor



Thank you to



for renewing your **Bronze Level Sustaining Membership**

[Click here to learn more about Sustaining Memberships](#)

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

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

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

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

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

Members who sign up receive a free 1/8 page newsletter ad!

Call the office for format details or with help creating your ad. So sign up today to make paying for your Chamber investment a snap. There are no administration or set-up fees.

* Don't know the month in which your renewal is due? Email dachamber@DelawareAreaChamber.com.

Business + Pleasure = Your Event



**ANNUAL MEETINGS
NETWORKING EVENTS
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RETREATS**

You get all of these up-to-date amenities plus the rustic charm of our authentic 1840s barn:

- Seating for up to 250 people
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- Sound system • Bistro lighting
- Catering available for snacks, meals, or buffet
- Prep kitchen • Climate controlled



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www.BarnAtStratford.org

The Barn at Stratford is owned and operated by the Delaware County Historical Society. All proceeds from events benefit historical preservation and education in Delaware County.



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We're so confident that we'll be able to help you save on your monthly processing costs that we promise - if we can't save you money, we'll give you \$25! And if we can help, and you sign with us by July 31, 2017, we'll give you \$25 just for giving us the opportunity to earn your business! It's a win-win!

To take advantage of this offer, and stop relying on your piggy bank to save money each month, simply send two months' Mastercard/VISA statements and we'll complete a side-by-side comparison with your current program. Give us a call at (419) 294-2351 for help with questions, and to discuss your credit card processing needs!

For more information, contact:

Stephanie Hufford

(419) 294-2351

SHufford@FirstCitizensNational.com



FY17 Steering Committee

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Bensen Fire & Safety
Mandie Curtis

CompManagement

Susan Garrett

Mail Pro 1

Larry Jones

Liberty

Casting Company

Mark Nelson

BWC

Gary Taylor

Boyd's Tire

Tracy Thompson

BWC

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

Monthly Safety Tip: 5 Tips for a Safer Work Force



Prevent musculoskeletal disorders. Tools designed to work with the body's natural movements can minimize the risk of these disorders.



Respect and prepare for invisible confined space hazards.



Atmosphere hazards might not be visible to the human eye, but they are all too common in manholes.



Be visible on the road. High-visibility clothing and equipment can prevent these devastating incidents.



Take ladder safety a step higher. Before using a ladder inspect rungs, missing bolts and other broken parts.



Keep your cool. Take preventative measures when working in extreme heat or cold.

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.

Safety Council basics:

- ⇒ Don't forget to sign in at every meeting and check the box if you are a CEO
- ⇒ Up to two of your 10-meeting requirement can be substituted by external trainings. Plan ahead for the year now and schedule your classes with BWC. [Click here](#) for a list of courses offered in Columbus for FY18
- ⇒ [Click here to go to the BWC monthly newsletter.](#)
- ⇒ [Click here to go to the OSHA QuickTakes monthly newsletter.](#)

Sponsor a meeting this year

Safety Council is now accepting sponsors for Safety Council meetings for FY18. The cost is \$50 per month; \$75 for the Health & Wellness Fair; \$75 for the Annual Awards meeting. Sponsor is listed on the website, the registration table, and the Chamber newsletter. The sponsor also brings a prize to raffle. Contact Tara at safetycouncil@DelawaereAreaChamber.com if you are interested. They go fast so contact Tara today.

The following months are up for grabs:

January 2018	\$50	May 2018	\$75
February 2018	\$50	June 2018	\$50
April 2018	\$50	July 2018	\$75

The wheels on the bus....

Kids are back in school. Watch for walkers, cyclists, roller bladders, skateboarders and school busses.



Safety Council

Calendar

September 12: Lunch and Learn sponsored by



October 10: What to Expect After You Call 911 & Business Continuity After a Fire sponsored by

November 14: Car Maintenance sponsored by



December 12: Distracted Driving sponsored by



Thank you to
[City of Delaware](#) Police Dept.
City of Delaware Waste Water
[Luvata Ohio, Inc.](#)
[PPG Industries, Inc.](#)
[V & P Hydraulics](#)
[Vertiv](#)

For conducting tours of your facilities for the August Safety Council meeting.

Connecting the dots for the bigger picture in health care

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

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

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

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

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

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

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

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

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

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

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

3-Anthem, Inc. data 2016.



Attention small businesses, new medical plan now available

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

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

Creative Financial Insurance Services Agency, Inc.

Jim Roesch
jwroesch@discovercfi.com

740-363-5433

www.discovercfi.com

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

Mark Pettitt
pettitt@prefben.com

740-363-6028

www.prefben.com

611 South Sandusky Street, Delaware

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.



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*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](#)

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.

Industry-Exclusive Platinum Level \$5000*

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

PLATINUM LEVEL: ONLY ONE PER INDUSTRY

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

*Spend your “a la carte” dollars

Annual Dinner Sponsorship

Platinum Sponsor	\$2000
Gold Sponsor	\$1500
Silver Sponsor	\$1000
Bronze Sponsor	\$500

Golf Outing

Main Event Sponsor	\$150
Hole Sponsor	\$125
Table Sponsor	\$125
Hole & Table	\$200

Clay Classic

Station Sponsor	\$125
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Leadership Delaware

Scholarship Sponsor	\$825
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Third Thursday with the Chamber

Luncheon Sponsor	\$125
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Monthly Newsletter

Full page	\$125
Half page	\$90
Quarter page	\$75
Eighth page	\$50

(Rate is per month. Choose 10 months and receive two additional months free. All ads are full color and hot linked.)

Annual Community Profile and Membership Directory

Advertorial (center spread)	\$2500
Inside front cover	\$1600
Outside back cover	\$2300
Inside back cover	\$1600
Full page	\$1100
1/2 page	\$900
1/4 page	\$550
1/8 page	\$350

All ads are full color and directory is linked on Chamber website. Rates effective for 2018 publication
Discounts may be available for early bird sales, new members and ad size upgrades.