

CHAMBER NOTES

A monthly newsletter of the
Delaware Area Chamber of Commerce

September 2022



Sustaining Members Platinum Level



Gold Level



Silver Level



The Delaware Area
Chamber of Commerce
Established 1907

facebook

LAST CALL FOR DIRECTORY ADVERTISING!!

2023 directory helps members with early-bird, new member and up-size discounts!

The Delaware Area Chamber's Community Profile and Membership directory is the only publication of its kind in Delaware County. This glossy, full-color directory starts with sections on community culture, education, health care, industry and commerce and more. Following is a cross-referenced listing of our members. Some 1000 copies are mailed to new movers, every chamber member and distributed throughout the county all year long. Members are encouraged to request (always free) copies for their lobbies, clients and new-to-the-area staff. And, of course, it's [accessible on our website](#). Advertising in the directory reaches thousands of potential customers and all photos in the publication are straight from our members; there's no stock photography.

[Click here for a price list and ad agreement form.](#)

- For an additional \$50, your ad can be posted for one month on the **Chamber's website**, getting your ad roughly **3600 views**.
- If you ran an ad last year and up-size your ad this year, you'll receive an **additional discount**.
- **New member** since last year's directory? Discount there as well.

Don't miss these incredible offers as the Chamber's way of recognizing your need to advertise and the way you've been tested this year. Questions? Contact the Chamber at dachamber@DelawareAreaChamber.com.

Reminder to respond to database update

Still on the subject of the directory, a reminder to respond when our office sends the primary contact of your membership an email requesting verification/update of the information we have in our database. We work hard to ensure the directory is accurate and so each summer we ask you to verify and/or make changes to your information. Watch your email for it.



Advertisers in this issue

Anthem Blue	CES Credit Union	HW&Co.
Cross/Blue Shield	Delaware Public Health	Maloney + Novotny
Black Wing	District	Manos, Martin & Pergram
Shooting Center	First Citizens	LPA
Bodine Perry	National Bank	OhioHealth
Central Ohio Symphony		Ohio Living Sarah Moore

Chamber Staff

[Holly Quaine, President](#)
[Sarah Yoakam, Office Manager](#)
[Matt Carbary, IT Mgr.](#)

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



2022 Board of Directors

Executive Committee

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[The Growth Coach](#)

Casey Converse— Chair-Elect

[Converse & Associates LLC](#)

Aric Arnett— Immediate Past Chair

[Ohio Living Sarah Moore](#)

Ana Babiasz— Treasurer

[Fidelity Federal Savings & Loan](#)

Mark Clack—Vice Chair

[Attindas Hygiene Partners](#)

Shane Dawson— Vice Chair

[Dinsmore & Shohl LLP](#)

Kirt Trimble—Vice Chair

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Sustaining Members

Bronze Level



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KJK

KOHRMAN JACKSON KRANTZ



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 15, 2022, 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: \$20 ~ Non-Chamber members: \$25

Deadline to register is Thursday, September 1, 2022

Cancellations after September 1 and no-shows will be charged.

[Click here to register](#)

September Business BEFORE Hours

Start your day on Thursday, September 1 by net-
working when [Columbus State Community](#)

[College](#) Delaware Campus, 5100 Cornerstone

Drive, 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.](#)



September Business AFTER Hours celebrates 130th anniversary!

End your day on Thursday, September 15 when by net-
working when [Ohio Living Sarah Moore](#) hosts the
Before Hours. And help them celebrate 130 years of
serving the Delaware community !! No small thing, 130
years so come congratulate our friends at Sarah Moore. Food, networking—
bring lots of business cards to share. The event is held from 5:00—6:30 pm.
Please let us know you'll be attending. [Click here to register.](#)



Ohio Living
Sarah Moore

September Safety Council

Arc Flash— A Personal Experience

You don't have to be a Safety Council
member to join us. Meeting is held on

Wednesday, September 28, 8:30-9:30 am at the Barn at Strat-
ford, 2690 Stratford Rd., Delaware. There is a \$5 fee to attend
and all are welcome. [Click here for details.](#)



Corporate Sponsor



Single Shooter \$130
Station Sponsor \$125
Mulligans \$5 each

Shooter Awards

Highest Score Shooter
Highest Score Team
Lowest Score Shooter

Clay Classic 2022

Friday, October 14, 2022
Black Wing Shooting Center
3722 Marysville Road, Delaware
12:00pm: Registration & lunch
12:30 pm: Mandatory safety briefing
1:00 Shooting begins

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

Lunch Sponsor



Deadline to register is October 3

City breaks ground on two significant Sawmill Parkway projects

The [City of Delaware](#) and EXXCEL Project Management, in partnership with Bridge Investment Group, broke ground August 4 on an economic development project that is expected to result in the creation of almost 2,500 jobs. Work is beginning on both the Sawmill Parkway extension and Sawmill Pointe Business Park.

Sawmill Parkway is being extended west 1,400-foot and should be completed by December 2022. Eventually, Sawmill will extend all the way to Section Line Road at a roundabout intersection. Water and sewer lines, stormwater, streetlights, fiber optics and bike paths are all part of the project.

The extension will open access to 290 acres, including the 89-acre Sawmill Pointe Business Park — 1.3 million square feet of industrial space, beginning with two 90,000 square-foot buildings.

The Business Park already has its first tenant after Delaware City Council in May approved a development plan for EXXCEL to construct a new building for Delaware-based packaging company [InnoPak](#). With the approved plan, a 202,165-square-foot building will be constructed on approximately 13.95 acres of land located north of the future Sawmill Parkway extension and east of the proposed Founders Court. Headquartered at 1932 Pittsburgh Drive, Inno-Pak will use the new building as a continuation of its production facility while also relocating some of its logistics.

“This project is an economic development driver for the City, the County, the region and the State of Ohio,” Delaware Economic Development Director Sean Hughes said. “This will provide new pad ready business park land available in Ohio.”

EXXCEL will subdivide the property for the creation of the industrial subdivision while also constructing Founders Court to access the Inno-Pak building.

Plans for the Sawmill Pointe Business Park began nearly four years ago with the annexation and rezoning of the site in 2018. In February, council approved a development agreement and school compensation agreement between EXXCEL, the City of Delaware, [Delaware City Schools](#), and the [Delaware Area Career Center](#) to fund the needed infrastructure associated with the site, including the Sawmill Parkway extension.

Inno-Pak is expected to create 34 new full-time jobs, with a payroll of \$2 million by the end of 2027 as part of Community Reinvestment Act agreement.



THE CENTRAL OHIO SYMPHONY

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44TH Season · 2022-23

Jaime Morales-Matos » Music Director



October 1, 2022



Tchaikovsky,
Morales Flute
Concerto &
Recuerdos for
Violin and Cello

November 19, 2022



Nabors, Bruch
Violin Concerto
and Brahms

December 11, 2022



Two Holiday
Performances!

March 5, 2023



UFO Concerto!
Polovtsian
Dances

May 7, 2023



Night Songs with
Angel Tyler,
Two Timpanists &
Beethoven's 7th

FIVE GREAT CONCERTS

in October, November, December, March and May

GRAY CHAPEL AUDITORIUM, DELAWARE, OHIO



Central Ohio Symphony
Engaging the Community Through Music

www.centralohiosymphony.org

Symphony Office
24 E. Winter Street
Delaware, OH 43015

For more information or to obtain
tickets (740) 362-1799 or
info@centralohiosymphony.org



Click the ad image to go to the website!

Networking event felt like homecoming

Once upon a time [SourcePoint](#) was called Council for Older Adults and it was, in addition to the wonderful work they do (more on that in a bit), it was a popular gathering place for meetings, civic club luncheons and the Chamber's Third Thursday luncheons. Then CFO became SourcePoint and their services grew and grew to the point (no pun) that it no longer had the capacity to cater to outside organizations. In fact, its very last outside event was the Chamber's luncheon in November of 2019.



So it was really great to be back when SP hosted the August Business Before Hours. The facility still looks as good as the day it opened, the organization still offers council to all things over 55 years old, continues its award-winning Meals on Wheels program and still has a most robust social aspect with some of the finest art in the county coming from its members.

Since we were last treated to SP's hospitality, long-time director Bob Horrocks retired and the lovely Fara Waugh



picked up the reigns and leads SP to the next level.

For 30 years SourcePoint has been helping keep senior citizens independent by offering the support that keeps them in their homes. A myriad of programs including caregiver support, Medicare prep... keeping seniors healthy and happy, that's SourcePoint.



Thank you to Fara and her amazing staff for their hospitality and for all they do to help maintain this vibrant demographic and their families. [Click here for more photos.](#)

Member brings After Hours to favorite Delaware venue

Everyone remembers last year's merriment when [Cummins Facility Services](#) held a Business After Hours at their facility in Marion. Silly glasses, LOTS of beverages, and, hey, a lake with a fountain!! But road construction and the heat of the summer had our hosts putting Chamber members first and they brought the mountain to Delaware by holding their event at one of Delaware's favorite venues: [The Barn at Stratford](#), part of the [Delaware County Historical Society](#). Partnering is in their DNA.



In addition to offering Chamber members the opportunity to network in style, Cummins is celebrating their 50th anniversary. Chamber president Holly Quaine took the occasion to present CFS with a proclamation recognizing their 50 years as a leader in the commercial/industrial cleaning industry, noting that they started as and remain as a 100% women-owned business. Leaders and innovators in their industry, committed to their staff and the customers and communities they serve, Cummins sets the standard for business. And they're a lot of fun, too.

Thank you to Cummins for their hospitality and congratulations on fifty years of excellence!!

[Click here for more photos.](#)



Favorite local attorney comes home

Maribeth Meluch has been a Delaware daughter for most of her brilliant legal career. The past several years found her in Columbus, even though her heart beats Delaware. So how happy are we that she made one (last, we hope) change when she accepted a partnership with [Kohrman, Jackson & Krantz, LLP](#), KJK, with offices in Cleveland and Columbus, now has a real home in Delaware. With Maribeth representing KJK in the town in which she's so well known and loved, it looks like everybody wins.

Maribeth—who, by the way, is on her third go-around as a Delaware Area Chamber board member having first served in the 1990s- cut the ribbon on her charming office on N. Union St. on August 8, surrounded by a community thrilled to have her back in town.

Maribeth is one of those people whose knowledge is both a mile wide AND a mile deep. Prior to practicing law, Maribeth conducted classified research in molecular biology for the renowned Battelle Memorial Institute. She also owned a beer and wine drive-thru and is familiar with the complex regulatory structure of Ohio's liquor laws.

Maribeth is an experienced business law attorney with a unique and diverse skillset including intellectual property and employment law. As an attorney with a string of awards to her credit, Maribeth has also created a niche practice in equine law after adopting two retired Thoroughbred racehorses.

And for several years, Maribeth has been partnering with Shane Dawson, [Dinsmore & Shohl](#) (another brilliant Chamber member attorney and multiple-term board member) to conduct the Chamber's popular HR Six Pack Series.

Congratulations to Maribeth and welcome home!! [Click here for more photos.](#)



And we thought that was the end of our article until we received the terrific news that Maribeth has, once again, been recognized by her peers for her brilliance as the 2023 “Lawyer of the Year” in Litigation - Intellectual Property in Columbus, OH. In addition to this honor, she will be highlighted in the 29th edition of The Best Lawyers in America® for her high caliber work in Commercial Litigation and Litigation - Intellectual Property.

For more than 40 years, Best Lawyers has been regarded—by both the profession and the public—as the most credible measure of legal integrity and distinction in the United States. As such, recognition by Best Lawyers symbolizes excellence in practice.

Inclusion in Best Lawyers is based on a rigorous peer-review survey comprising more than 12.2 million confidential evaluations by top attorneys. Their founding principle remains unchanged since 1981 and forms the basis of their transparent methodology: the best lawyers know who the best lawyers are. As always, no fee or payment to participate is allowed. Consequently, as a Best Lawyers honoree, Maribeth now possess the elite privilege to participate in their exclusive voting process for next year's edition.

Best Lawyers increases visibility of her recognitions to referring attorneys, worldwide counsel and clients of legal services through their partnerships with The Wall Street Journal, The New York Times, The Los Angeles Times, The Washington Post, Dallas Morning News and Tampa Bay Times, plus regional, business, local and consumer publications both in print and online.

Congratulations, Maribeth! We're so proud of you!

**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.**



DELAWARE AREA
CHAMBER OF COMMERCE



Supervisor Six Pack 100 Series

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. 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 \$250 per participant* (\$325 for non Chamber-member participants). 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 October 3, 2022**. 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.

** Four or more from the same business will receive a discounted price of \$200 per person.*

[Click here to register by September 26, 2022](#)

Class size is limited

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.

30th time's the charm

Five short years and a mere thirty potential sites later, [First Citizens National Bank](#) finally celebrated the grand opening of their Delaware branch with a ribbon cutting on August 25. And they partied like any good banker would: food, music, drink and lots and lots of folks to share in the merriment.

Regional president of the Delaware market Frank Reinhard led the ceremony with words of thanks to the project's architect, [Triad Architects](#), construction manager [2K General](#); the [city of Delaware](#) and the bank's staff. Senator Andy Brenner presented a citation; the bank's board chairwoman Nancy Johnson had a few words. City of Delaware mayor Carolyn Kay Riggle thanked the bank for their investment in the community and Chamber president Holly Quaine welcomed First Citizens and thanked the community for coming out to help celebrate.

And just like that, ribbon was cut and it was finally, finally official! Congratulations to our friends at First Citizens. [Click here for ore photos.](#)

An advertisement for HW & Co. CPAs & Advisors. The background is a photograph of a man in a suit, Tony LaNasa, sitting at a desk with a laptop and a telephone, talking to another man whose back is to the camera. The text is overlaid on the right side of the image.

**Our CPAs and advisors
understand that
conversations can
change everything
Let's Talk...**

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

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dachamber@DelawareAreaChamber.com ~ www.DelawareAreaChamber.com

OhioHealth Grady Memorial Hospital

Quality medical care serving the Delaware community.



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

BELIEVE IN *WE*™  OhioHealth

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



LEADERSHIP DELAWARE COUNTY

SINCE 1991

Leadership Delaware Class of 2023 Kick Off Luncheon

Leadership Delaware kicked off its new class with a luncheon at [Willow Brook of Delaware Run](#). Present were Chamber board members, session facilitators (all alum themselves) and the sixty members of the Class of 2023. From its humble beginnings 1991 with ten participants the program has evolved over the years and has become the Chamber's flagship program, graduating over 800 community members to date.

This year's class includes representation of private, public and agency organizations. Leadership's nine sessions are facilitated by Leadership alum who graduated from 1999 to 2022. 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 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
Shannon Schilling
[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](#)
Tina Smith
[Delaware County Transit](#)
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 Wegmiller
[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](#)
Class continued on next page

Leadership Class continued

Alexis Stiver

[Polaris Fashion Place](#)

Kevin Parrott

Casey Smith

[Preservation Parks of Delaware County](#)

Joshua Daughenbaugh

[Price Farms Organics](#)

Tim Coan

Beth Wilson

[Richwood Bank](#)

Brooke Diedrich

[Snappy's Automotive](#)

Mari Fridenmaker

Karen Pillion

[SourcePoint](#)

Erin Gliatti

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Cassie Call

Christina Dresdow

Rachel Roush

[Willow Brook Christian Communities](#)

Roger Hanafin

[YMCA of Central Ohio- Delaware](#)

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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.



Chamber website banner ads 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 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!!



Angel Boulis
Senior Manager

"As a 20+ year resident, I am proud to serve our community."



+ Delaware 740.362.9031
+ maloneynovotny.com

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
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- Membership
- Annual Events
- Newsletter
- Community
- Development
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- Leadership Delaware
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Banner ads will be \$125 for one month or \$300 for three months. Questions? Contact Sarah at dachamber@DelawareAreaChamber.com or call 740-369-6221.



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**Celebrating 71 Years
 Of Serving Central Ohio
 (1951-2022)**

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Drawing By Karen Collins

Welcome

New Members

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capitalone.com

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Desire Wellness Group

Kimberly Potter - Co-Owner
(614) 356-7233

desirewellnessgroup.com

Provides personal health & wellness consulting with functional medicine systems approach



Golden Reserve

Christian Norman - Retirement Planner
15 North Franklin Street
Delaware, OH 43015
(740) 602-1493

goldenreserve.com

Offers retirement consulting services



Mark Lecky Architects, LLC

Mark Lecky - President
668 South 9th Street
Columbus, OH 43206
(614) 621-9339

mlarchs.com

Provides commercial, residential & industrial architectural services



Pro Core Health Brokers

Carla Poston - Medicare Advisor
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[United Country Real Estate and](#)

[Auction Service](#)

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

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NOW OPEN at 33 W. William Street | 740-914-8774

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



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 298, Upper Sandusky, OH 43351

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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
Hometown: Powell
(614) 466-8086
[Email](#)

Ohio House District 68

Shawn Stevens
77 S. High St
13th Floor
Columbus, OH 43215
Phone (614) 466-1431
Fax (614) 719-6990

District 67

Kris Jordan
77 S. High St
11th Floor
Columbus, OH 43215
Phone (614) 644-6711
Fax (614) 719-0002
[Email](#)

US House District 12

Troy Balderson

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

[Email](#)

District 4

Jim Jordan
[Email](#)

US Senate

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

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regional chamber BUSINESS EXPO

A Joint Effort of Delaware Area and Marion Area Chambers of Commerce



DELAWARE AREA
CHAMBER OF COMMERCE



**GAIN LEADS
GET CONNECTED**



THURSDAY 4:00-6:30 PM
OCTOBER 20, 2022

Event located at **All Occasions Catering**

6989 Waldo Delaware Rd, Waldo, OH | Finger Foods Provided!

RESERVE YOUR BOOTH TODAY!

\$125 Early Bird Registration • after September 19: \$175 • Deadline October 10

Electricity and wifi available for additional \$25. Appetizers and beverages will be provided. Exhibitors registration includes listing on Exhibitor's Map. Vendor list with contact information. Exhibitors receive 10-ft space with pre-set 8-ft table and 2 chairs (must bring linen).

Joint Business Expo 2022 Exhibitors, please complete this form and send with payment to the Delaware Area Chamber for Commerce, 32 South Sandusky Street, Delaware, OH 43015, or for more information contact 740-369-6221 or email dachamber@delawareareachamber.com. Registration will not be finalized until payment is received. Registration deadline is Monday, October 10. Electricity and wifi, or both available for flat fee of \$25. Please specify your requirements in advance. Availability is limited. Exhibitors must bring their own extension cords and power strips. Host is not responsible for any power failure or insufficient power source.

NAME COMPANY

ADDRESS

EMAIL PHONE

SELECT CHAMBER
MEMBERSHIP

DELAWARE
AREA

MARION
AREA

SELECT BEST THAT
DESCRIBES YOUR EXHIBIT

TABLETOP
DISPLAY

FLOOR
DISPLAY

DON'T NEED
A TABLE

REQUIRE
ELECTRICITY (\$25)

REQUIRE WIFI
(\$25)

REQUIRE BOTH WIFI
& ELECTRICITY (\$25)

**CORPORATE
SPONSORS:**

\$1000

SPONSORS RECEIVE: Exhibitor space with premium space assignment; logo on marketing materials & websites OF BOTH CHAMBERS; logo on exhibitor bags, exhibitor map, and event signage



September/October

Calendar

Business Before Hours

Columbus State Community College

Thursday, September 1
8:00-9:30 am

[Click here to register](#)

Leadership Delaware

Thursday, September 9
Spectrum Temperament Development

Government Affairs Committee

Tuesday, September 13
8:00 am via Zoom

Third Thursday Luncheon

Annual State of the Schools
Thursday, September 15

11:45 am -1:00 pm
Brookshire Event Center
[Click here to register](#)

Business After Hours

Thursday, September 15
5:00- 6:30 pm
Ohio Living Sarah Moore
[Click here to register](#)

Board of Directors

Wednesday, September 21, 7:30 am
Chamber office

Ambassadors

Tuesday, September 27, 4:00 pm
TBD

Safety Council

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

Supervisor Six Pack

Monday, October 3
8:00-10:00 am
**NOTE AT NEW CHAMBER OFFICE:
2 TROY ROAD**
One of six:
Roles of a Supervisor
[Prior registration required](#)

HR Council

Wednesday, October 5
8:30 am Chamber office
**NOTE AT NEW CHAMBER OFFICE:
2 TROY ROAD**

Supervisor Six Pack

Monday, October 10
8:00-10:00 am
**NOTE AT NEW CHAMBER OFFICE:
2 TROY ROAD**
Two of six:
Establishing Yourself as a Leader
[Prior registration required](#)

Government Affairs Committee

Tuesday, October 11
8:00 am via Zoom

Leadership Delaware

Thursday, October 13
County Tour Day

Clay Classic

Friday, October 14, 2022
[Click here to register](#)

Supervisor Six Pack

Monday, October 4
8:00-10:00 am
**NOTE AT NEW CHAMBER OFFICE:
2 TROY ROAD**
Three of six:
Common Purpose
[Prior registration required](#)

Chamber Board of Directors

Wednesday, October 19, 7:30 am
Chamber office

Third Thursday Luncheon

Meet the New-ish City Managers/State
of the Cities of Powell & Sunbury
Thursday, October 20
11:45 am -1:00 pm
Brookshire Event Center
[Click here to register](#)

Sixth Annual Regional Expo with the Marion Area Chamber of Commerce

Thursday, October 20
[Click here for details](#)

Supervisor Six Pack

Monday, October 24
8:00-10:00 am
**NOTE AT NEW CHAMBER OFFICE:
2 TROY ROAD**
Four of six:
Communicating for Understanding
[Prior registration required](#)

New Member Orientation

Tuesday, October 25 8:00 am
Chamber office
[Click here to register](#)

Safety Council

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

After Hours & Ribbon Cutting

Thursday, October 27, 5:00-6:30 pm
Pro Core Health Brokers
[Click here for details](#)



Supervisor Six Pack

Monday, October 31
8:00-10:00 am
**NOTE AT NEW CHAMBER OFFICE:
2 TROY ROAD**
Five of six:
Dealing with Conflict
[Prior registration required](#)

SAVE THE DATES

Annual Dinner
Thursday, February 2, 2023
Golf Outing
Friday, June 2, 2023

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



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.

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*

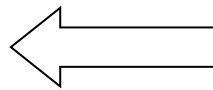
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

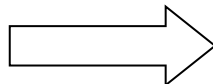
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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

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 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]

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: getyour login and password and publish Hot Deals yourself– it's faster and the independence means you can post any-time, all the time.

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

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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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.](#)

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 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

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.



We're looking for medical & non-medical volunteers to help provide support during public health responses!

DelawareHealth.org/Emergency-Preparedness | (740) 368-1700

- TO REGISTER, VISIT OHIORESPONDS.ODH.OHIO.GOV
- CLICK "REGISTER NOW"
- IN THE "ADD ORGANIZATIONS" LIST, SELECT "MEDICAL RESERVE CORPS ORGANIZATIONS"
- CLICK **DELAWARE COUNTY - MRC**
- COMPLETE THE REMAINING REGISTRATION APPLICATION



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.

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

740-363-5433

*Anthem Elite Certified



Preferred Benefits Services Agency

Mark Pettitt

mark@prefben.com

740-363-6028

*Anthem Elite Certified



Check Out the

HOT DEALS

from Chamber Members

Posting is FREE with your membership

- ⇒ [Recurring Service Discount—Busy B Cleaning Service](#)
- ⇒ [Earn Referral Buck\\$\\$ - Delaware Area Chamber](#)
- ⇒ [Join Safety Council— Delaware Area Safety Council](#)
- ⇒ [15% off Guest room Nationwide Hotel and Conference Center—Nationwide Hotel and Conference Center](#)
- ⇒ [Chamber Member Discounts—Staples](#)

Our Vision

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



Our Mission

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



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



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

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

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

Access to care that's right for your employees

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

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

Creative Financial Insurance Services Agency, Inc.

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

201 Pennsylvania Avenue, Delaware

Preferred Benefits Services Agency, Inc.

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



Your chamber membership creates value for your company.

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

- o Your choice of plans, from industry-leading consumer-driven health plans to point-of-service products
- o 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
- o Extensive selection of providers and lower in-network costs
- o Strong local service

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

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

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

Dental

- Industry-leading local and national networks with deep discounts, saving members an average of 34% on covered services when they visit an in-network provider
- No waiting periods for major services with employer-paid plans
- Flexible plan designs and optional benefits like annual maximum carryover and brush biopsy
- A dedicated dental service department that provides fast and accurate claims processing that beats the industry average, with the average claim paid in less than 3 days¹
- Expanded care with our clinically integrated program, Anthem Whole Health Connection, is included at no extra cost. This includes additional dental services for members with certain health conditions.

Blue View Vision

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

Life and Disability

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



¹ Internal data 2017

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

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





Program assistance
OSHA compliance
Accident prevention
Leadership
Health & wellness

STAY INFORMED SAFELY

Ohio employers small and large know Ohio Safety Councils offer convenient and affordable access to occupational safety education, resources and networking.



Learn among your business and community peers.
Contact your local safety council today and get involved to proactively prevent injuries, control costs and benefit your workforce.

“

Incidents and accidents do not pause for a pandemic. Taking a year off of Safety Council never crossed our mind.

~ Ryan Mathys,
Preferred Airparts, LCC,
Orville Area Safety Council

Webinars kept the life blood pumping in our safety veins.

~ Kent Sherry,
Bryce Hill Inc.,
Springfield-Clark County Safety Council

Even though the meetings are virtual now, it is still beneficial to meet, to talk, to share, & to learn with other members to continue to get the support we all need.

~ Jim Stephen,
Zemba Bros., Inc.,
Zanesville-Muskingum County
Safety Council

”

[Safety council locations | Bureau of Workers' Compensation \(ohio.gov\)](#)