

# CHAMBER NOTES

A monthly newsletter of the  
Delaware Area Chamber of Commerce

July 2023

## Sustaining Members Platinum Level



## Gold Level



## Silver Level



Ohio Living  
Sarah Moore



The Delaware Area  
Chamber of Commerce  
Established 1907



facebook

## 2024 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.
- And our always-popular **early-bird discount**.

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](mailto:dachamber@DelawareAreaChamber.com).

### Chamber Staff

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

2 Troy Road  
Delaware, Ohio 43015  
740-369-6221  
Fax:740-369-4817  
[DelawareAreaChamber.com](http://DelawareAreaChamber.com)

### Advertisers in this issue

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DELAWARE AREA  
CHAMBER OF COMMERCE



## Supervisor Six Pack 2.0

**Are you a manager or supervisor?**

**How's that going?**

**What's your next step in leadership development?**

**Take your leadership to the next level with SSP 2.0**

This 6 part workshop structure challenges participants to apply the content to pertinent issues in their organization. Each session will have an assignment to complete on the job during the month and then present back during the course. Participants will identify a capstone project to implement that will positively influence their organization. Business leaders sending participants will have access to the assignment as well as coaching points reflective of the course work; actively engage in coaching to these topics to activate the learning through action. [Click here for program session details.](#)

- ⇒ **Basic Strategic Thinking**
- ⇒ **Help: I'm in the Middle!**
- ⇒ **Presentation Skills**
- ⇒ **Change Management**
- ⇒ **Influencing & Motivating**
- ⇒ **Professionalism & Etiquette**

**Capstone Project:** This project will be assigned to groups of 2-3 participants who will have the opportunity to target an area of leadership and management. It would involve the concepts covered in the program and would be focused in at least one of the following areas:

- ⇒ Employee Engagement
- ⇒ Retaining Talent
- ⇒ Managing Performance Issues
- ⇒ Developing Employees

Project participants will set a project goal and collaborate together to create activities, strategies, and initiatives to achieve their goal for their team in their respective organizations. Program facilitators will help them select a goal and provide guidance on achieving their goals.

Ideal participants have held their supervisory position for at least a year. SSP 2.0 is available for \$900 per participant\* (\$1000 for non Chamber-member participants). Participants will be expected to complete program exercises between sessions that apply to their job. The program will run from **8:00-11:00am on the second Wednesday of the month for six months beginning August 9, 2023**

**Chamber office  
2 Troy Road, Delaware**

*\* Four or more from the same business will receive a discounted price of \$750 per person.*

[Click here to register](#) by

**August 1, 2023  
Class size is limited**



**LET'S LEAD**  
HR CONSULTING



## 2023 Board of Directors

### Executive Committee

Casey Converse—Chair

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### Board Members at Large

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Todd LeClair

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[Delaware Court Healthcare Center](#)

Chuck Moore

[Commodore Bank](#)

Liz Owens

[The Alpha Group](#)

Scott Ruth

[Cogburn Electric](#)

Jason Sanson

[GHD Group](#)

Kim Saunders

[Ohio State University Wexner Medical](#)

[Center Outpatient Care Lewis Center](#)

Brian Young

[Spectrum](#)

## Sustaining Members

### Bronze Level



## June Safety Council Presents: Ergonomics

You don't have to be a Safety Council member to join us. Meeting is held on Wednesday, June 28, 8:30-9:30 am at [The Barn at Stratford](#), 2690 Stratford Rd., Delaware. There is a \$5 fee to attend and all are welcome.



## Member celebrates transitional housing

Join us on Wednesday, June 28 at 4:00 when we help the [United Way of Delaware County](#) cut the ribbon on their recent venture. Tree-House, 104 Oak Hill, Delaware, is a young adult transitional housing facility offers stable housing to young adults aged 18-24 who find themselves homeless. Filling this need in Delaware County is just another program in the United Way's vast array of filling the needs of our community.



United Way  
of Delaware County

[Click here to let us know you're attending and parking suggestions.](#)

## July Business AFTER Hours

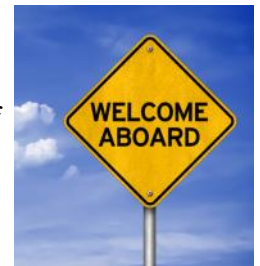
End your day on Thursday, July 20 by networking when [Dempsey Event Center](#), 123 Hyatts Road, Delaware, hosts the After Hours. Food, networking—bring lots of business cards to share. The event is held from 5:00—6:30 pm. Please let us know you'll be attending. [Click here to register.](#)



## New member orientation—welcome or brush up

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

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



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

Our next orientation is **Tuesday, July 25**. [Click here to register.](#) We'd love to see you! It's not just for new members!

## July Safety Council Presents: Safety Jeopardy

You don't have to be a Safety Council member to join us. Meeting is held on Wednesday, July 26, 8:30-9:30 am at [The Barn at Stratford](#), 2690 Stratford Rd., Delaware. There is a \$5 fee to attend and all are welcome.



# 2023 Golf Outing

Mother Nature cooperated this year when a 120+ Chamber members and friends came out to the 2022 Chamber golf outing at [Kings Mill Golf Club](#) on June 2.

A huge thank you to Linda Krom and her team at Kings Mill

This year's tournament sponsor was our good friends at [Cummins Facility Services](#); beverage cart sponsor [V & P Hydraulics](#); lunch sponsor [OhioHealth](#), and [Delaware Court Healthcare Center](#) has been serving our golfers breakfast forever.

And because Chamber staff has yet to perfect the art of being in several places at one time, we always have volunteers to thank who step up to help us out. A big thank you to those awesome gals who took your money and your picture; Angel Boulis, [Maloney & Novotny](#); Matt Tway, [Goodwill Industries](#); Brian Young, [Spectrum](#); Joe Corna, [Bridge Credit Union](#); Susie Bibler, [Delaware County Foundation](#); Dee Ketterling.



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

First place team with a score of 56 was Team [Delaware County District Library](#) and second place team with a score of 57 Perrypro Tech.

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

Thank you to everybody who came out to play with us, brought their clients and staff, and allowed us to pick their pockets. We appreciate the support on behalf of the membership.

[Click here for photos.](#) And go to the next page to see who went home with awards.

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

[Amanda Plumbing](#)

[Attindas Hygiene Partners](#)

[Bridge Credit Union](#)

[Buckeye Ready Mix](#)

[Charter Next Generation](#)

[Consolidated Cooperative](#)

[Creative Financial Insurance](#)

[Services Agency](#)

[Cummins Facility Services](#)

[Delaware Area Safety Council](#)

[Del-Co Water Company](#)

[Delaware Court Healthcare Center](#)

[Delaware Smile Center](#)

[Dumbaugh Insurance](#)

[Elford, Inc.](#)

[Emergency Plumbing Heating & Air](#)

[Fidelity Federal Savings & Loan](#)

[First Citizens National Bank](#)

[First Commonwealth Bank](#)

[Haller Wealth Management Group](#)

[Helpline of Delaware & Morrow](#)

[Counties](#)

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[RCD RV Supercenter](#)

[SERVPRO of Delaware](#)

[Smith-Feike-Minton Insurance](#)

[Trimble Insurance](#)

[Triple T Transport](#)



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.



# 2023 Golf Outing

Corporate Sponsor

Breakfast Sponsor



Lunch Sponsor



Drink Cart Sponsor



First Place  
Delaware County District Library  
Score: 56



Second Place  
Perry Pro Tech: Score 57



Closest to the Pin: Vince Steele (not shown)  
Longest Putt & Men's Longest Drive: Drew Nichols  
Women's Longest Drive: Kaley Haas



# Close to home, resources you value, contacts you trust

Equip yourself to make your workplace safer. You can:



Earn a 3% safety council rebate on your workers' compensation premium\*

Learn techniques for increasing safety, health, and wellness in your workplace.



Network and share best practices with employers in your community.



Access risk management information and strategies to reduce your workers' compensation costs.



Find resources to assist you in accident prevention.

## Delaware Area Safety Council 740-369-6221

\*By meeting eligibility requirements

**Ohio**

**Bureau of Workers' Compensation**

Governor Mike DeWine  
Administrator/CEO John Logue



**DELAWARE AREA  
SAFETY COUNCIL**

**We've got you covered**

[www.bwc.ohio.gov](http://www.bwc.ohio.gov)



4/14/2023



# Equip yourself locally with resources and prevention strategies to make your workplace safer

Thousands of Ohio employers benefit from education, resource sharing, and premium savings\* while actively participating in their local safety council. And you can join them.

## In a BWC Safety Council you will:

- Learn techniques for increasing safety, health, and wellness in your workplace.
- Network and share best practices with other employers in your community.
- Identify resources to assist your accident prevention efforts.
- Access risk management information and strategies to reduce your worker's compensation costs.

To earn a 3% safety council rebate on your workers' compensation premium, meet rebate eligibility requirements in one of Ohio's more than 80 BWC-sponsored safety councils.

## Participation is simple.

- Join or confirm your existing, active membership in a local safety council by July 31, 2023.
- Attend 10 in-person safety council meetings between July 1, 2023 – June 30, 2024.
  - o At least eight, or all 10, through attendance at local safety council sponsored monthly meetings, seminars, or special events.
  - o You can earn external training credit for up to two meetings through attendance at BWC-sponsored in-person or virtual training courses or in-person safety training from other external sources (e.g. industry associations, third party administrators, etc.). It is the employer's responsibility to submit documentation to their safety council by June 30, 2024 for attendance at non-safety council safety training to qualify. Documentation must be an official certificate of attendance.

## Additional safety council rebate eligibility guidelines:

- A person can represent only one policy number with their attendance at a safety council meeting or external training event.
- Safety council monthly meetings do not qualify for meeting credit for any employer not enrolled in that safety council.
- No matter the duration of the training, seminar, or conference, or how many employees participate, only one external training credit is earned per event.
- Safety training conducted at an employer's workplace does not qualify for safety council rebate program eligibility.
- Virtual/online training does not qualify for safety council rebate program eligibility except BWC virtual training classes.

\* The rebate offer excludes self-insuring employers and state agencies. Limitations apply to professional/alternate employer organizations and their clients.

To receive the rebate, not to exceed \$5,000 annually, employers' policies must be current with respect to all payments due to BWC. Employers may not have cumulative lapses in workers' compensation coverage in excess of 40 days within the prior 12 months. Additionally, employers must have timely reported actual payroll for the preceding policy year and pay any premium due upon reconciliation of estimated premium and actual premium.



**Bureau of Workers' Compensation**

Governor Mike DeWine  
Administrator/CEO John Logue

**We've got you covered**

[www.bwc.ohio.gov](http://www.bwc.ohio.gov)



4/19/2023



Dreaming up the ideal retirement is your job.  
Helping you get there is ours.

We're excited to hear from you.



**Dusty Hostutler, CFP®, AAMS™**

Financial Advisor

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



**Corporate Sponsor**



DELAWARE AREA  
CHAMBER OF COMMERCE



**Lunch Sponsor**



**Shooter Awards**

- High Shooter
- High Team
- Booby Prize

# 2023 Clay Classic

Deadline to register is October 2

**Friday, October 13, 2023**  
**Black Wing Shooting Center**  
**3722 Marysville Road, Delaware**

12:00pm: Registration & lunch  
12:30 pm: Mandatory safety briefing  
1:00 Shooting begins  
3:00-ish: Awards

**Single Shooter \$130**  
**Station Sponsor \$125**  
**Team Sponsor (5 shooters) \$650**  
**Mulligans \$5 each (limit 5)**

**Shooter Amenities**

- Lunch
- Shells
- Gun rental
- Eye & ear protection
- Range safety officer
- Safety briefing
- Optional side games

**TEAM REGISTRATION**

Team sponsor company name \_\_\_\_\_

Contact name \_\_\_\_\_ Phone \_\_\_\_\_

E-mail \_\_\_\_\_

Shooter #1 \_\_\_\_\_ Shooter #2 \_\_\_\_\_

Shooter #3 \_\_\_\_\_ Shooter #4 \_\_\_\_\_

Shooter #5 \_\_\_\_\_

**INDIVIDUAL SHOOTER REGISTRATION**

Company name \_\_\_\_\_

Shooter \_\_\_\_\_ Phone \_\_\_\_\_

E-mail \_\_\_\_\_

**STATION SPONSOR REGISTRATION**

Company name on sign \_\_\_\_\_

Contact name \_\_\_\_\_ Phone \_\_\_\_\_

E-mail \_\_\_\_\_

Number of Shooters x \$130 \_\_\_\_\_

Station Sponsor \$125 \_\_\_\_\_

Mulligans \_\_\_\_\_ x \$ 5 \_\_\_\_\_



**TOTAL**

**\$** \_\_\_\_\_

Please invoice  Check enclosed

Credit Card # \_\_\_\_\_ exp. date \_\_\_\_\_

Delaware Area Chamber of Commerce, 2 Troy Road, Delaware, Ohio 43015  
740-369-6221 ~ fax 740-369-4817 dachamber@DelawareAreaChamber.com



## Member opens clinic for our furry pals

On Monday, June 12 [Central Ohio Veterinary Emergency](#) cut the ribbon on their new facility at 585 Sunbury Road, Delaware. Delaware's only 24/7 veterinary care clinic began as a mobile orthopedic surgery enterprise that grew into its very impressive current state. With 14– yes, 14 – veterinarians plus vet techs, vet assistants and admin staff, owner and vet Dr. Jimmy Reynolds will boast nearly 100 employees by summer's end.

Whatever attendees expected, COVE in person is remarkable. The term “state-of-the-art” was coined for a business like COVE. And their mobile unit is still a big part of their business model– they work in collaboration with local vet clinics to bring services to pets wherever they receive their primary care.

Combining quality care, passion and compassion, COVE is a progressive, innovative clinic with an iconic understanding of the role pets play in our lives.

Congratulations to Dr. Reynolds and his staff and welcome to Delaware.

[Click here for more photos.](#)



# SUNDAY, JULY 9

## BUY A \$5 DUCK AT ZOOMDUCKDERBY.COM

FIRST PLACE \$1,500  
SECOND PLACE \$1,000 • THIRD PLACE \$500

You don't have to  
be present to  
win, but why  
miss the fun?!

Presented by,



2023 Client Champions  
Ashton & Doug





OhioHealth Grady Memorial Hospital

# Quality medical care serving the Delaware community.



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

BELIEVE IN *WE*™  OhioHealth

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

## Chamber website banner adds a great value

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

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

### HOT DEALS

#### Why aren't YOU advertising FREE on the Chamber's Website???

If you're not publishing **Hot Deals** on the Chamber's home page, you're missing one of the benefits of Chamber membership and missing thousands of potential customers

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

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

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

## Premier Countertop Fabricator

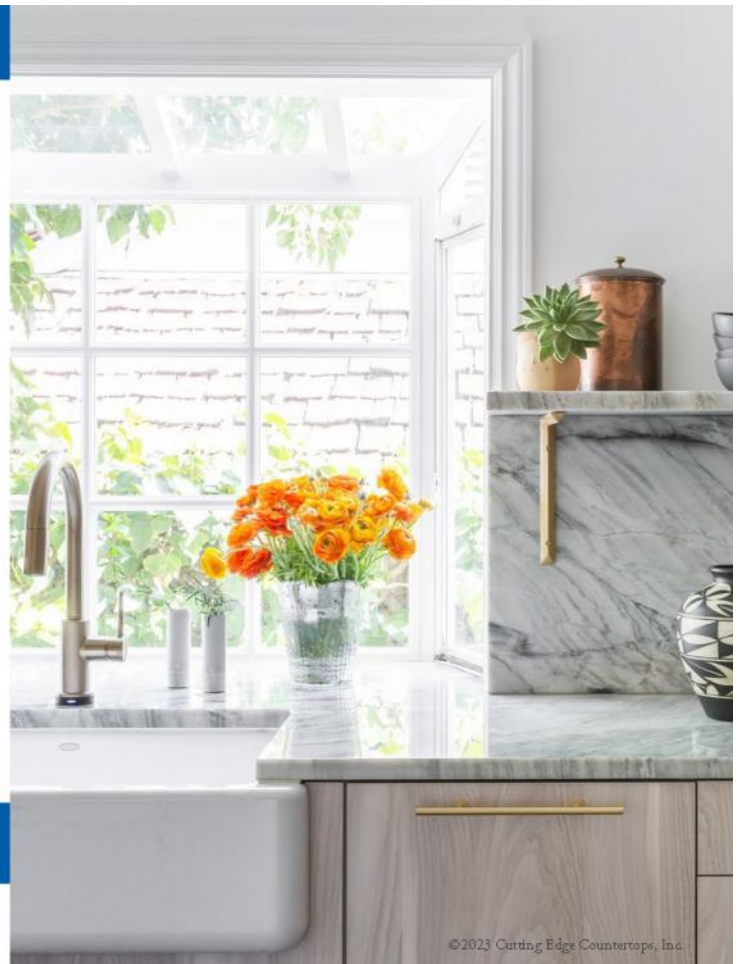


At Cutting Edge Countertops we provide outstanding craftsmanship with meticulous care in all projects, big and small. Family owned and trusted, we offer an extensive selection of materials and colors with quick project turnarounds. Plus, you can expect exceptional customer service as we bring your countertop vision to life.

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



## Member recognized yet again

Ohio Business Magazine recently recognized [HW&Co.](#), as one of the Best Workplaces in Ohio for 2023. This is HW&Co.'s third year being honored with the designation. The Best Workplaces in Ohio list highlights those Ohio companies that are making a difference in their employees' lives and their communities.

"We are grateful to work with wonderful clients and colleagues while making long-lasting, beneficial impacts on the communities we serve." HW&Co. President & CEO Brandon Miller said. "Being publicly and independently acknowledged as one of the Best Workplaces is an honor and privilege"

You can read more about the Best Workplaces in Ohio at Ohio Business Magazine's website.

About HW&Co.

HW&Co. is a Top 300\*, regional, independent Certified Public Accounting (CPA) firm providing accounting, tax, healthcare consulting and private business advisory services to privately held companies and family-owned businesses in industries such as construction and real estate, healthcare and manufacturing and distribution as well as nonprofit organizations. HW&Co. services clients in over 40 states. [www.hwco.cpa](http://www.hwco.cpa)



## 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.



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



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



[www.hwco.cpa](http://www.hwco.cpa) | 614-794-8710

## Shopping + networking = pizza = heaven

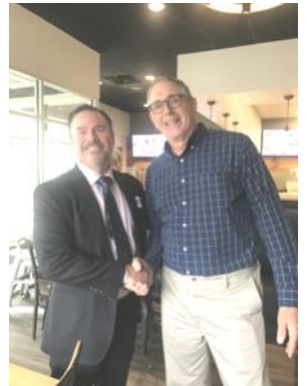
The annual joint Business After Hours with the Sunbury/Big Walnut Chamber was held again this year at the [Tanger Outlet Mall](#). And while networking is the official reason for the monthly event, when it's held at THE premier outlet mall, it's pretty clear where the priorities ran for attendees. Mall manager Brianne Knight rolled out the red carpet and attendees

**Tanger**  
Outlets



enjoyed mouth-watering pizza from High Rise Pizza Pies and sweets from Nothing Bundt Cakes. The event marked the seventh anniversary of the mall when the (sigh) Property Brothers cut the ribbon in June 2016.

Thanks to executive director Nancy Crawford and our friends at the Sunbury/ Big Walnut Chamber for sharing this annual event. Biggest thanks of all to Brianne and her staff at Tanger. [Click here for more photos.](#)



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.

### MANOS, MARTIN & PERGRAM CO., LPA

Attorneys at Law



**Celebrating 72 Years  
Of Serving Central Ohio  
(1951-2023)**

50 North Sandusky Street • Delaware, Ohio 43015-1926

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e-mail: [email@mmpdlaw.com](mailto:email@mmpdlaw.com); Web page: [mmpdlaw.com](http://mmpdlaw.com)

Practicing in Business, Civil Litigation, Employment, Estate Planning and Estate Administration, and Real Estate

Drawing By Karen Collins



# OUR STUDENTS GET GREAT RESULTS

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



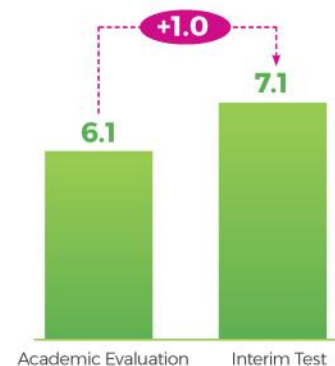
## READING

Average grade level improvement  
2010 to 2014 for 3 months tutoring



## MATH

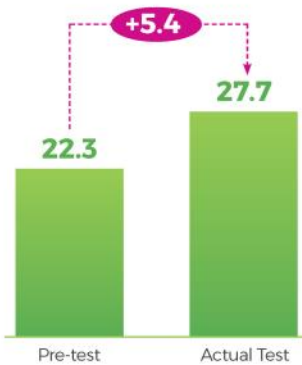
Average grade level improvement  
2010 to 2014 for 3 months tutoring



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

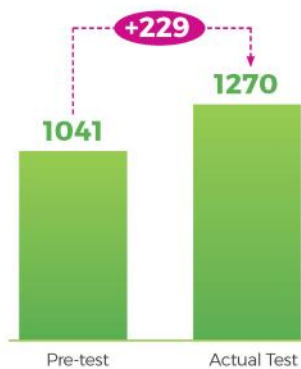
## ACT

Average score improvement



## SAT

Average score improvement



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**NEW DATES**



DELAWARE AREA  
CHAMBER OF COMMERCE



## HR Six Pack Series Returns

Are you or one of your staff performing the HR functions in your business?

Are you responsible for only HR but aren't up-to-date on the changing labor laws?

Even a small business without a dedicated HR professional– ESPECIALLY a small business without a dedicated HR professional– needs to understand the current laws, best practices and advice regarding your relationship and responsibilities as an employer.

This program offers a well-rounded exercise in how HR function can prevent expensive issues.

The program includes:

- ⇒ Hiring: applications, interviews, ADA, I9, reference checks, tests and assessments, avoiding pitfall questions you think is innocent small talk; medical marijuana in the workplace
- ⇒ Employment manuals: policies, content, required postings, NLRB guidelines for social media, confidentiality; non-competes and non-disclosure agreements, protecting trade
- ⇒ Leave: sick leave, drug rehab programs, EAPs, ADA accommodations, absenteeism
- ⇒ Non-discrimination: medical exams, more ADA, religion, race, national origin, gender, age, LGBT– (restrooms and health care provisions), establishing a culture to avoid unintentional insensitive comments that can cause big issues
- ⇒ Regulatory: wage and overtime, commissions, OT exemptions, record-keeping, OSHA, Whistleblower, HIPAA, time-keeping, email and smart phone issues, unemployment compensation
- ⇒ Discipline: progressive discipline, best practices, termination, severance agreements, more ADA, employment references, documentation, process of termination, workplace violence resulting from termination

This program is available for \$250 per Chamber-member participant. (\$325 for non-members) **The program will run from 8:00-10:00am for six consecutive Monday mornings beginning September 11 at the Chamber office.** Attendees must prepay to be eligible to participate. [CLICK HERE TO REGISTER.](#)

As it always is, the series will be facilitated by our brilliant attorneys Maribeth Meluch, [Kohrman, Jackson & Krantz, LLP](#), and Shane Dawson, [Dinsmore Shohl, LLP](#), who, between them, have over 50 years' legal experience.



## 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.

## Membership has its benefits: meeting room space

Do you need a place off-site for a meeting, training, planning session, etc? As a member of the Delaware Area Chamber of Commerce, you have access to the Chamber's board & conference room.

Need to meet one-on-one, we can accommodate that too!

### Amenities? Yes, we have them!

Laptop  
Smart screen

Laser pointer  
Wifi

Also included:  
Coffee, tea & water



### Will you be ordering food?

We ask that you use a fellow Chamber member for your needs for both take out or catering

- All Occasions Catering
- BIBIBOP Asian Grill
- Bun's Restaurant
- City Barbecue
- Cove, A Seafood Joint
- Fresh Start Cafe & Bakery
- Gibeye's Pizza
- The Greater Gouda
- Jet's Pizza
- Jimmie G's Barbeque
- Keystone Pub & Patio
- Las Miches Marisqueras
- McDonald's
- Old Bag of Nails
- Pizza Cottage
- S Squared Food & Beverage
- Tim Horton's
- Warehouse Italian
- Wendy's

### Sign me up!

The rooms can be reserved Monday-Thursday from 8:30 a.m.-4:00 p.m. Other arrangements may be made based on availability. The first 5 hours in a calendar year are included in your membership. Rate after five hours is \$25 per hour through the end of the calendar year. Not a member? No problem. You are able to rent the space for \$50 per hour. If you join the Chamber within 30 days, your fee will be applied toward your membership.

Whether you need space for an hour or the entire day, we request that you email [dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com) or call 740-369-6221 to get your event on our calendar. The calendar fills quickly, so book your event today!



**Boardroom seats 20**

**Conference Room  
seats 32-34**





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

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



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

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

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

request a savings  
quote >  
[AC-3 form]

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

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## Chamber's advertising opportunities a great value

Advertising in the Chamber newsletter has always been a great deal. With its distribution list of over 1400 Chamber members and its archival on our website, your ad has a long shelf life. **And if you prepay for 10 months, you'll receive two additional months of the same size ad FREE!**

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

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

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



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



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

# OFFICE SPACE FOR LEASE

## SECOND FLOOR SUITES AVAILABLE NOW IN DELAWARE'S HISTORIC JAIL

Owned by Delaware County Historical Society

Lots of natural light with great views of downtown Delaware. Adjacent to county offices with ample off-street parking. Walk to all of Delaware's great amenities. Be a part of history while creating your own. For more information, contact:



**GEORGE MANTZOROS, BROKER**  
 Office: 740.324.7555  
 Cell: 614.306.3831  
[pagamproperties@gmail.com](mailto:pagamproperties@gmail.com)



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

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

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

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

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

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

**Creative Financial Insurance Services Agency**

Jim Roesch

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

740-363-5433

\*Anthem Elite Certified



**Preferred Benefits Services Agency**

Mark Pettitt

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

740-363-6028

\*Anthem Elite Certified



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

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

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

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

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

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

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

# Welcome

## New Members

### Cats Only Veterinary Clinic of Lewis Center

Andrea Lukuch - Owner  
529 Preakness Way  
Lewis Center, OH 43035  
(614) 459-4105  
[catsonlyvc.com](http://catsonlyvc.com)



*Offers a full service veterinary clinic for cats*

### Las Miches Marisqueras, LLC

Diana Coyt - Operation Manager  
77 Lake Street  
Delaware, OH 43015  
(740) 417-9372



[toasttab.com/las-miches-marisqueras-77-lake-st](http://toasttab.com/las-miches-marisqueras-77-lake-st)

*Provides casual dining serving Mexican fare*

### Lyon & Co, LLC

Barb Lyon - Chief Empowerment Officer

(740) 513-8574

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

*Offers strategic solutions to help businesses set goals, identify & analyze risks & opportunities, & develop a plan of action*



### Smoothie King

Virginia Kamentizer - Director of Marketing  
8597 Columbus Pike  
Lewis Center, OH 43035  
(201) 874-9525  
[northernblendslc.com](http://northernblendslc.com)



*Offers a variety of smoothie options*

### Stockhands Horses for Healing

Angela Mack - Director of Development  
3788 Olentangy River Road  
Delaware, OH 43015  
(740) 602-4021



[stockhands.org](http://stockhands.org)

*Serves as a non-profit providing therapeutic equine assisted services*

### Wendy's (Delaware)

Joseph Curran - President  
1850 Columbus Pike-(740) 369-7301  
185 South Sandusky Street-(740) 369-3332  
2065 Highway 23 North-(740) 362-0506  
Delaware, OH 43015



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

*Serves as a fast food casual restaurant*

## Reinvesting

### Members

[Affordable Insurance Agency of Ohio](#)  
[Brandon Shroy - Attorney at Law](#)  
[Central Marketing Associates, Inc.](#)  
[Cogburn Electric, Inc.](#)  
[Coldwell Banker Realty - Delaware](#)  
[Delaware Area Career Center](#)  
[Delaware Court Healthcare Center](#)  
[Delaware Northwest Veterinary Clinic](#)  
[GHD Group](#)  
[Gibson The Florist](#)  
[Hallenross and Associates, LLC](#)  
[Haller Wealth Management Group](#)

[Home Helpers Delaware-OH Maryhaven](#)  
[Master Lighting Service, Inc.](#)  
[MP Digital](#)  
[R.F. Meyer & Associates, Attorneys at Law](#)  
[Recreation Unlimited Foundation](#)  
[Sedgwick](#)  
[Simero Roofing Systems, Inc.](#)  
[Stratagem Management](#)  
[Swan Lake Event Center](#)  
[The Animal Health Organization](#)  
[The Eco Plumbers](#)



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### Share your news

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

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







## Follow Ohio Chamber legislative updates

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



### Contact your legislator:

#### Ohio Senate District 19

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

#### Ohio House District 61

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

#### District 60

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

#### US House District 12

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

#### District 4

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

#### US Senate

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

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

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# July/August

## Calendar

### Chamber Ambassadors

Tuesday, June 27, 3:30 pm  
Zoom

### Safety Council

Wednesday, June 28, 8:30 am  
The Barn at Stratford  
Ergonomics

[Click here for details](#)

### Ribbon Cutting

United Way TreeHouse:  
Young Adult Transitional  
Living Home

Wednesday, June 28, 4:00 pm

[Click here for details](#)

### Workforce Development & Education Committee

Friday, July 14, 8:30 am  
Chamber office

### Business After Hours

Thursday, July 20,, 5:00-6:30 pm  
Dempsey Event Center

[Click here to register](#)



### New Member Orientation

Tuesday, July 25, 8:00 am  
Chamber office

[Click here to register](#)

### Chamber Ambassadors

Tuesday, July 25, 3:30 pm  
Zoom

### Safety Council

Wednesday, July 26, 8:30 am  
The Barn at Stratford  
Safety Jeopardy

[Click here for details](#)

### Business Before Hours

Thursday, August 3, 8:00-9:30 am  
SourcePoint

[Click here for details](#)

### Supervisor Six Pack 2.0

Session one of six  
Wednesday, August 9, 8:00-11:00  
Chamber office

[Click here to register](#)

### Leadership Delaware Kick Off

Thursday, August 10, 11:30 am  
Willow Brook at Delaware Run

### Workforce Development & Education Committee

Friday, August 11, 8:30 am  
Chamber office

### Business After Hours

Thursday, August 17, 5:00-6:30 pm  
Alpha Group

[Click here to register](#)

### Chamber Ambassadors

Tuesday, August 22, 3:30 pm  
Zoom

### Safety Council

Wednesday, August 23, 8:30 am  
The Barn at Stratford  
Ladder Safety


[Click here for details](#)

### SAVE THE DATES

Clay Classic  
Friday, October 13, 2023

Annual Dinner  
Thursday, February 1, 2024

[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.

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**Ohio Living**

Sarah Moore

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



## 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\*

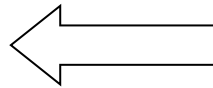
- Recognized for twelve months as Bronze Level in Chamber newsletter, as well as event programs (\$500 value)
- \$500: “a la carte” dollars applied to your choice of Sponsorship/Advertising Opportunities

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

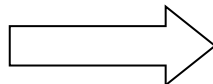
The most comprehensive research study to date on the relationship between Chamber membership and consumer confidence shows a marked effect for both large and small business. The caveat, however is that the positive outcomes only occur when the consumer knows that a business is a Chamber member. As a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

## Member makes a move

[The Central Ohio Symphony](#) is pleased to announce that it has opened its new office at 20 W. Central Avenue, Delaware, in the first floor of the Historic Jail and Sheriff's Residence. The property, just west of the County's Historic Courthouse, is owned by the [Delaware County Historical Society](#) and the two groups entered into the lease earlier in May.

Warren Hyer, Executive Director of the Symphony, commented on the new location. "This is ideal for both groups," he said. "This keeps the building in daily active use, fulfills needs for both groups, and shows the Historical Society's commitment to the performing arts." "If you are a musician, you are a historian, whether you are playing a work from the 1700s or something just written in 2023," Hyer added. "A musician performs every piece in the style and form in which it was written."



Director Donna Meyer, Executive Director of the Historical Society, expressed similar thoughts. "The Delaware County Historical Society is pleased to lease space in the Historic Jail and Sheriff's Residence to the Central Ohio Symphony for use as their new office location. We are thrilled to be able to partner with another non-profit and we know they appreciate the historical significance of the beautiful 1878 building, as they make it their new home."



Since the lease was signed, there has been a flow of music scores, office materials, instruments, music stands, and more to the new office.

"With our 37th annual 4th of July concert around the corner, we are happy to be in our new office and to remain in downtown Delaware," said Hyer. "A lot of volunteer time and a lot of energy went into this move, and we are grateful for all the help."

All of the Symphony's contact information remains the same. The office can be reached by phone at 740-362-1799; the mailing address remains P.O. Box 619, Delaware, OH 43015, and the website at [centralohiosymphony.org](http://centralohiosymphony.org) has already been updated to reflect the move.



## First for business. First for Delaware.

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](http://FirstCitizensNational.com)



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

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

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Delaware Area Chamber of Commerce ~ 2 Troy Road, Delaware, Ohio 43015 ~ 740-369-6221 ~ fax 740-369-4817  
[dachamber@DelawareAreaChamber.com](mailto:dachamber@DelawareAreaChamber.com) ~ [DelawareAreaChamber.com](http://DelawareAreaChamber.com)



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



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

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

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

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

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

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

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

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

201 Pennsylvania Avenue, Delaware

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

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

611 South Sandusky Street, Delaware



## Your chamber membership creates value for your company.

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

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

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

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

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

### Dental

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

### Blue View Vision

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

### Life and Disability

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



<sup>1</sup> Internal data 2017

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

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

