HAPPY NEW YEAR from the Chamber!

Business Excellence Awards Nominations Due Jan. 21

Business Expo February 28
As the Canton Regional Chamber of Commerce enters 2019, we begin the year with a new, forward-looking strategic plan which will serve as a guiding document for our organization. The plan, which will carry our organization through 2023, outlines a compelling vision, unified direction, measurable goals, and road map to help advance our region's economic growth and visibility.

The six defined areas are as follows:

**STRATEGIC GOAL A:** Convene the region's leaders for economic growth in the I-77 corridor.

**STRATEGIC GOAL B:** Expand the region's talent development capacity.

**STRATEGIC GOAL C:** Be the voice of business in public policy advocacy, knowledge, education and influence working with our regional partners at the local, state and federal levels.

**STRATEGIC GOAL D:** Strengthen the economic vitality and brand of strategic economic centers (urban core, Belden Village area, and surrounding regions)

**STRATEGIC GOAL E:** Provide superior and recognizable value to our members.

**STRATEGIC GOAL F:** Optimize the Chamber's resource and revenue capacity.

A member of our Chamber Executive Management Team will lead each goal and serve as “Goal Champion.” He or she will be supported by a team of pertinent internal, and in some cases even external, members who will work together in support of the goal objectives.

In 2019, we will continue to market our highly successful Multiple Employer Welfare Arrangement, known as the Canton Regional Chamber Health Fund, to the small business community in Stark and surrounding counties. We expect to end 2019 with over 150 new Chamber members from the MEWA, and 2,700 lives covered (1,700 lives over projections). We are thankful that through our strong partnership with AultCare, we can offer affordable health care coverage to our members.

In the new year, we are excited to grow and strengthen our Chamber initiatives in the areas of 1) Public Policy/Legislative Affairs, and 2) Education as it connects to our business community and retaining talent. We are pleased to welcome two new staff members in these areas who bring with them a wealth of knowledge and expertise. This is good news for business community of Stark County, and for our Chamber.

We will continue to take steps to “Strengthen Stark” by thinking bigger and bolder through aggressive collaboration. We are committed more than ever to the group's vision for a vibrant, healthy future for Stark County, and will continue to contribute in many ways.

As we heard last month at Stark Forum with Lisa Brown from Johnson Controls, one way we can “Strengthen Stark” is through technology and innovation. Johnson Controls wants to make Stark County the first “Smart Community” model (of our size) in the country. We will be exploring partnerships and opportunities in both the private and public sector to capitalize on this tremendous opportunity.

We will continue conversations to encourage and facilitate a greater regional dialogue on economic development and workforce issues. With the Akron-Canton Airport serving as a central point of focus, we will work with our economic development neighbors along the I-77 corridor in an effort to achieve greater alliances and opportunities.

(continued on page 4)
YOU
MATTER.

TELL SOMEONE ELSE THEY MATTER TOO.

Everyone plays a part.
We all have a role.
Each of us can MAKE A DIFFERENCE.
You do matter — and the best way to have a positive impact is to pay it forward, with each of us helping one another cope, feel better and know that we belong.

PASS ON THE POSITIVITY TODAY!
DENNY’S MESSAGE …

We are grateful for an excellent working relationship with Canton Mayor Tom Bernabei. The city and the Chamber are stronger economic development partners than ever before.

With the city administration and another valuable partner, the Pro Football Hall of Fame, we will continue to work on development of the future Centennial Plaza (currently Market Square). With these partners and others, we will work in a leadership role in the planning of the 2020 NFL Centennial Celebration – a (truly!) once-in-lifetime opportunity for Canton.

In downtown Canton, the 10-acre Innovation District will kick into high gear in 2019, including having a dedicated staff person from JumpStart located downtown. We will be working to maximize this growth opportunity for our urban core.

None of this work could be done without you, our members. The new year abounds with opportunity. It’s our job to turn opportunity into action and progress. Thank you in advance for your support. It is a privilege to do this work.

Dennis P. Saunier,  
President & CEO
Grow Your Network - Meet New Contacts - Be Inspired

**AultCare QuickConnect Luncheon**
**Featuring Denny Saunier, President & CEO, Canton Regional Chamber of Commerce**

Join us each month for the AultCare QuickConnect Networking Luncheon where you can obtain business leads through enjoyable networking activities, hear a compelling speaker, meet new business contacts and enjoy a delicious meal. Plus, when you bring a door prize valued at $15 or more, you’ll receive 30 seconds at the microphone to promote your business.

**January Topic: Past, Present & Future of the Canton Regional Chamber of Commerce**

Our own Denny Saunier, president and CEO of the Canton Regional Chamber of Commerce, will kick off the 2019 AultCare QuickConnect Luncheon Series!

As he speaks on the past, present and future at the Canton Regional Chamber of Commerce, you’ll gain insights into how our organization is advancing the business needs of the region, as well as what to expect from your Chamber in 2019 including our new five-year strategic plan.

**Wednesday, Jan. 16**
11:30 am – 1:00 pm  
(Registration begins at 11:00 am)  
**La Pizzaria**  
3656 Dressler Rd. NW, Canton 44718  
$18/members, $25/non-members  
**Register by Jan. 15 at CantonChamber.org**

*Featured Entree of the Month: Chicken Parmesan or Grilled Chicken Salad*

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**AULTCARE QuickConnect Luncheon**
**Networking Luncheon**

Season Passes for AultCare Quick Connect Luncheon on sale now!

Our SEASON TICKET PASSES are an excellent value. When you buy an individual season pass, you’ll pay just $15 per program – a $3 saving per program, or comparable to attending two lunches FREE OF CHARGE.

*Season passholders have access to attendee contact list upon request, get two free guest passes to use during the year, and receive other special perks all year long.*

Savings + Special Perks = WIN-WIN!

Call 330-458-2070 or visit www.cantonchamber.org to purchase your tickets today.
Rick McQueen is the past President and CEO of the Akron-Canton Airport, retiring in 2018. Promoted to President and CEO at the Akron-Canton Airport in 2008, Rick worked to create and implement the CAK 2018 Capital Improvement Program; a 10-year, $118 million plan that included a 600 ft. runway extension. Other projects include a customs and border patrol facility and an extended upper level concourse.

Rick began his career at the airport as Airport Accountant in 1982. He was promoted to Controller, then Assistant Director of Finance and Administration and then held the position of Assistant Airport Director, the number two position in the organization.

Under Rick’s leadership, the airport received the Excellence in Engineering award from the American Council of Engineering Companies of Ohio; the FAA’s Great Lakes Region Safety Award; the American Society of Professional Engineer’s Excellence in Engineering Award; and the Summit County Sheriff’s Office Award for commitment to excellence and invaluable assistance. Rick was also recently named one of Crain’s Cleveland Business’ “Power 150” highlighting 150 of northeast Ohio’s top business/civic leaders. In May of 2014 he was named to the Corporate College Smart 50 celebrating Northeast Ohio’s top 50 executives for their ability to effectively build and lead innovative organizations.

Rick graduated from Walsh College with a Bachelor of Arts Degree in Accounting and Finance. He serves on the Canton Regional Chamber of Commerce Board, Stark Development Board, the OAA (Ohio Aviation Association) and NEOMED (Northeast Ohio Medical University). Prior to his employment at the airport, Rick worked for Ernst & Whinney (now Ernst & Young).

Bradley Belden has been working at The Belden Brick Company since 2004 and is now the VP of Administrative Services. His first years were served in the EH&S Department, but his responsibilities have grown to manage other departments such as Quality, Purchasing, and Customer Service. Brad has implemented efficiencies in the manufacturing operations as they relate to energy, raw material consumption, and additive usage. He serves on committees of the Brick Industry Association, on the Board of the Ohio Aggregates & Industrial Minerals Association, and the Board of the Ohio Manufacturing Association (OMA) where he also Chairs the OMA Energy Group.

Brad also serves on the local non-profit Boards of the Early Childhood Resource Center and ArtsinStark. He is also a proud member of the 19th Class of Leadership Stark County. Prior to his work at Belden Brick, Mr. Belden graduated from Boston College with a major in Finance and worked on the Chicago Board Options Exchange and in New York City for JPMorganChase.

Renato “Ren” Camacho is the President and CEO of the Akron-Canton Airport. Ren’s core responsibilities include leading a 50-member team of airport employees, strategic planning and all capital improvement programs. Specifically, Ren ensures the airport is a vital, economic engine that increases economic activity and pride to Northeast Ohio.

Ren has over 25 years of professional experience in the aviation and transportation engineering sectors, specializing in program management, new business development initiatives and major airport infrastructure projects.

Ren received his Master’s Degree in Transportation Planning & Engineering from Polytechnic Institute of New York University and Bachelor of Science in Civil Engineering from Rensselaer Polytechnic Institute. He has also received the designation of an Accredited Airport Executive (AAE) from the American Association of Airport Executives (AAAE).

Bradley Belden (continued on next page) ...
Teri Wilson serves as VP - Tax of The Timken Co. Named to this position in 2017, Wilson leads the Company’s global tax function, including customs and trade compliance. She is responsible for all areas of global tax including financial reporting for taxes, timely and accurate submission of tax filings in all jurisdictions, effective tax rate management, cash repatriation, tax controversy, tax compliance and transfer pricing.

Prior to joining Timken, Teri spent 19 years with Cooper Tire and Rubber Company in Findlay, Ohio, culminating in the position of Global Tax Director. Prior to her role at Cooper Tire, Teri was a Tax Analyst for Aeroquip-Vickers, Inc., a Fortune 500 manufacturer of automotive hoses and hydraulic parts.

Teri holds a bachelor’s degree in accounting from Bowling Green State University and an MBA from The University of Findlay. She also holds a Masters in Taxation and Graduate Certificate in International Taxation, both from Golden Gate University.
Today the Canton Regional Chapter of SCORE is widely known as a vibrant organization that is strengthening the small business community throughout its assigned five-county area. It wasn’t always that way.

As with most of SCORE’s 340 chapters nationwide, the chapter’s roots were humble. It began in 1980 as a branch of the Akron chapter and numbered just a handful of volunteers with virtually no operating budget. When that small branch was granted stand-alone chapter status in 1990, it had barely a dozen members and still only a tiny operating budget.

Today? The chapter membership totals 45. And what are they accomplishing? During the fiscal year that ended September 30, those members - dedicated volunteers all - had conducted more than 800 mentoring sessions for small for-profit businesses and non-profit organizations and put on more than 90 workshops covering a wide range of topics, among them grant writing, board basics, social media marketing, cyber security, franchising, HR management, marketing planning, cash management, business planning, search engine optimization - and many more.

Central to that growth and success has been support from organizations that believe in SCORE’s mission of strengthening area economies. Topping the list of supporters is Kent State University at Stark that in its Conference Center provides office, equipment, phones and space for mentoring sessions. Other key donors include Stark Community Foundation, Burton-Morgan Foundation, Hoover Foundation, Krugliak, Wilkins, Griffiths & Dougherty Co., L.P.A. and Consumers National Bank. Further bolstering the chapter’s ability to serve area businesses and non-profits is its partnership with the Greater Canton Chamber of Commerce. Twice in the last 12 months the SCORE chapter and the Chamber of Commerce have teamed to host a series of six workshops. SCORE, a 501-c-3 charitable organization provides counseling that is free of charge and confidential. Its success has led to recognitions. In recent years the chapter has been named district chapter of the year five times and in 2016 was voted national chapter of the year. This past November the Chamber of Commerce presented the chapter with its Community Salute Award.

The chapter has been blessed with strong leadership. Current chapter chair Tom Bender is about to hand the leadership baton to vice chair Barb Whiddon.

Editor’s note: New for 2019 is a monthly column from SCORE’s Canton chapter. The Canton Regional Chamber of Commerce and SCORE work in partnership to bring the members the Small Business Growth Network, which includes free business counseling, as well as workshops for a nominal fee.
KICK OFF THE NEW YEAR at Kozmo’s Grille

Join us for the first Business After Hours of the year on Thursday, January 24, at Kozmo’s Grille in historic downtown Massillon. Enjoy an evening of delicious complimentary appetizers, networking and a cash bar in a contemporary bar setting. This event is free, but we do ask that you register in advance.

All 2019 Business After Hours events will be presented by Express Employment Professionals.

Thursday, Jan. 24
5:00-7:00 pm
Kozmo’s Grille
37 1st Street SW, Massillon
Cost: free, cashbar
Register at CantonChamber.org

About Express Employment Professionals:
Express is on a mission to put a million people to work annually. In 2017, the company generated $3.1 billion in sales and employed a record 510,000 people. With over 800 locations throughout the United States, Canada, Express Employment Professionals is one of the largest Industrial and Administrative staffing companies in America. Each office is locally owned and operated, and the Canton, OH Express Employment Professionals franchise began operation in 2015 and serves all of Stark County areas with temporary and temp to hire help and direct hire employees in a variety of fields, including industrial, administrative, and professional staffing. Steve Michaels, Owner of Express Employment, is excited about partnering with the Canton Regional Chamber of Commerce for the Business After Hours series in 2018. “Since our opening in 2015, the Canton Regional Chamber has been a great partner in helping my new business grow and helping make an impact on the community” said Steve Michaels.

The Canton office, located at 4675 Dressler Rd NW is currently accepting applications.

For more information, visit www.expresspros.com/cantonoh.
Deadline Nearing FOR BUSINESS EXCELLENCE AWARD NOMINATIONS

Nominations for Stark County’s most prestigious business awards are due by Jan. 21, 2019.

The Canton Regional Chamber of Commerce is seeking Business Excellence Awards nominations for Stark County businesses. Help us celebrate businesses that have distinguished themselves by being a significant presence in and/or providing substantial benefit to the citizens and economy of Stark County.

To be considered, the business must be for-profit, non-publicly-traded, with no ownership from a publicly traded company. In addition, the business needs to have demonstrated several of the following attributes:

- Growth in business and/or employment
- Capital improvements
- Innovation (expansion of products/product lines)
- Longevity
- Expansion of operations and/or efficiencies
- Responsiveness to business/industry challenges
- Consistent involvement in the community
- Outstanding customer service
- Entrepreneurship

For full eligibility information, or to nominate a company, please visit cantonchamber.org/awards.

If you have questions regarding eligibility or the nomination process for Business Excellence Awards, please contact Melissa Elsfelder, event manager, at melissae@cantonchamber.org or 330.458.2073. Remember, nomination deadline is Jan. 21, 2019.

SAVE THE DATE!
Honorees of this year’s awards will be recognized during the awards dinner scheduled for May 7, 2019 at the Kent State University at Stark Conference Center.

For sponsorship opportunities, contact Chris Gumpp, director of Community Events & Sponsorships, at chrisg@cantonchamber.org or 330.458.2055.

SPONSORS TO DATE:

FOCUS ON YOUR FUTURE
We’ll take care of the rest.

STARK COUNTY’S PREMIER CONFERENCE CENTER
- Premium meeting spaces, designed to meet your needs
- Professional staff committed to the spirit of service
- Corporate training in a world-class facility
- Refined culinary choices prepared to meet dietary needs
- Ample, free and convenient parking

REQUEST A PROPOSAL
- 330-244-3300
- www.kent.edu/stark/cucc

KENT STATE UNIVERSITY
STARK Conference Center

IACC CERTIFIED VENUE
The Canton Regional Chamber of Commerce and AultCare have partnered together to offer a healthcare plan for the small business community through a Multiple Employer Welfare Arrangement (MEWA).

The MEWA was developed to provide additional options and to help control the costs of healthcare benefits. Medically underwritten MEWA rates may provide a less expensive option than a smaller community rated plan obtained under the Affordable Care Act (ACA). This plan is available for small group employers with less than 50 employees.

### Product Overview
- Small group coverage
- Self-funded plan with fixed monthly payments
- Groups are not subject to ACA community rating
- Benefits administered by AultCare
- AultCare Provider Network

### Eligible Employers
- Under 50 eligible employees
- 75% minimum participation requirement
- 50% minimum employer contribution for single coverage
- Member in good standing with the Canton Regional Chamber of Commerce

### Benefit Plan Options
- 12 plan options
  - Traditional co-pay plans
  - Consumer Driven Health Plans/Health Savings Account (HSA) Compatible
- Ancillary Product Offerings
  - Dental Coverage
  - Vision Coverage

For Chamber Membership information call 330-456-7253. For healthcare or health fund information, contact your independent Broker or your AultCare Representative. All AultCare health plan quote proposals include commission, unless otherwise specified.
Join the diverse community of over 1,000 residents who call downtown Canton home! We have two apartments available (approx. 600 sq ft each) as of Feb. 1, 2019 at the 400 McKinley Lofts in the heart of the Arts District. You’ll be footsteps away from independent dining, live music, coffee shops, galleries and more! Contact Annette Rosenberger at annette@cantonchamber.org to view the lofts or learn more.

Don’t miss FIRE & ICE First Friday on Jan. 4! (Photo on next page!) Bundle up and head downtown to enjoy a night like no other as we celebrate everyone’s favorite First Friday, Fire & Ice! A merry band of local carvers join the professional carvers from Elegant Ice Creations to cover the Arts District in works made entirely out of ice. And of course, stop in all your favorite “hot spots” for new art, fun finds, and great food.

Selene Stone is the newest addition to downtown’s retail scene, providing a variety of unique, consciously created and curated gifts to transform your space. This shop offers a blend of beautiful crystals and stones, jewelry, home goods and hand-crafted items. 502 McKinley Ave. NW, Canton, OH 44702 Visit them online at facebook.com/shopselenestone
HELPING GROW LOCAL BUSINESSES FOR 75 YEARS. NOW OPEN IN CANTON.

ACCOUNTANTS + BUSINESS ADVISORS

100+ EMPLOYEES

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Healthy Growth.

AKRON | CANTON | CLEVELAND | KENT

4740 Belpar St. NW, Ste. B, Canton, OH 44718 | 330-867-7350

applegrowth.com
Don’t delay. If you know a young professional person who would benefit from maximizing their talents, learning about Stark County, and networking with other young professionals, encourage them to apply now for the session beginning on February 26. Due to the popularity of the Fall program, the spring session is already about one-third filled. Here’s what Spotlight young professional class members receive:

- Opportunity to create a Personal Development Plan
- Instruction on the six Leadership Competencies
- Brief community service opportunity
- Introduction to non-profit leaders
- Exposure to the arts scene
- Downtown development & history tour
- Optional opportunity to learn Boardsmanship and be matched with a non-profit board
- Networking sessions at hip bistro

Tuition for the six sessions is $550 per person. Scholarships are available to non-profit organizations. Company group applications are welcome. Applications and more information are available online at LeadershipStarkCounty.org.
Fire Code Updates: What Not to Do

Our January presenters, Fire Marshals Roger Clark and Steve Waltman, will review important updates to the Fire Code. They will also share real life photos of “what not to do.” You won’t want to miss this informative update on fire safety!

Thursday, Jan. 10
11:30 am-1:00 pm
Alex D. Krassas Event Center
Cost: $17 per person
Register at cantonchamber.org by Jan. 7

About our presenters:
Since 2003, Roger Clark has worked for Ohio State Fire Marshal Office in the Code Enforcement Bureau. He currently covers five counties: Wayne, Holmes, Coshocton, Tuscarawas, and Carroll. He has been a Fire Safety Inspector since 1994, and has been an Advanced EMT since 1982.

Steve Waltman is a fire safety educator with the Ohio Division of State Fire Marshal. He has been with that State Fire Marshall’s Office for 20 years. Prior to that he was Fire Fighter EMT. Steve is a Fire and Life safety educator for the past 25 years. He is a qualified in critical incident stress debriefing.
JOIN A TIP CLUB
and Grow Your Business Leads
in the New Year!

Join a tip club for weekly networking meetings, and exchange sales leads or “tips” with fellow chamber members in a wide variety of industries!

Joining a tip club is free for members – just sign up, attend a casual breakfast or lunch, and pay for your meal each week! Clubs are facilitated by Chamber staff or Chamber Ambassadors. Breakfast clubs begin at 8:00 am; lunch clubs begin at noon.

Current Schedule of Clubs:

• Tuesday Breakfast at Gregory’s Family Restaurant
• Tuesday Lunch at Courtyard by Marriott
• Wednesday Breakfast at John’s Bar & Grill
• Wednesday Lunch at Arrowhead Golf and Banquet
• Wednesday Lunch at Sylvester’s on Portage
• Thursday Breakfast at Samantha’s on Portage
• Thursday Lunch at 20/20 Tap House at Holiday Inn

Contact our Membership Department today to get started at 330.833.4400.

THANKS FOR
THE RIDE OF A LIFETIME!

21 years of supporting SARTA's mission

YOU help make it happen. With your help, we provide efficient, affordable and sustainable mobility options for Stark County through Proline, Contracts and Fixed Routes served by over 200 employees. Your support keeps adding up:

+ 2.4 million rides a year
+ 160,000 Proline rides a year
+ 5,000 rides to work a day
+ 10,000 rides for veterans to the Cleveland VA clinic

SARTAonline.com

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2018 NOMINEE NUMBER EIGHT
The M. Conley Entrepreneur-Of-The-Year Award

WAIKEM AUTO FAMILY
Massillon, Ohio

In 1930, somewhere around 4th St. and Mahoning Ave. in Canton, the 13-year old son of Lebanese immigrants bought a beat up old bicycle for 5c. After fixing and shining it up, he sold it to another kid for 50c. George Waikem Sr. had discovered his life’s calling.

George Waikem’s sons love to sit around and talk about their father whose DNA has driven the family business for over 75 years. They tell about him buying, selling and servicing cars while working as a Timken tool and die maker. They recall him selling Canton cars to people around his San Angelo, Texas Air Force base after discovering a war-time shortage. They talk about how George Sr. started leasing cars in 1954 and soon built the largest independent leasing operation in the country. George Waikem Sr. was always a step ahead.

After the war, George’s booming lease business caused supply problems for other area dealers, so Ford demanded he buy his own franchise. His Massillon Ford dealership supplied cars to lease and, back then, local Ford buyers bought local. Lots of pleasant golfing afternoons followed.

Today, George Sr.’s sons, Chip, Doug and David — collectively known as Generation 2 — manage Stark County’s largest auto group and a number of other auto-related businesses. It’s an empire they worked side-by-side with their father to build. Their attention to detail and customer care created a business big enough to support a second and third generation of Waikems while giving back to their community at the same time.

It’s in the Waikem DNA to stay a step ahead. They bought a Honda franchise no one else wanted a year before the 1974 oil embargo. Soon Honda sales exploded. When a local Chrysler/Plymouth dealer teetered on the edge of collapse, they stepped in just before Lee Iacocca took over Chrysler, introduced new K cars and sent sales sizzling. Over the years they also bought franchises for Volvo, Buick, GM Trucks, Jeep, Audi, Porsche, Nissan, Subaru, Mitsubishi, Volkswagen, Kia, Daewoo and Hyundai. Some were sold to other local dealers as the Waikems refined their own unique sales and operating model. Others, like Hyundai, boomed as quality and marketing improved.

Chip, Doug and David all inherited their father’s hail-fellow-well-met personality and his eye for innovation. They accidentally discovered cars being sold on the internet when a disgruntled buyer asked them to match a price for an internet deal-gone-bad in California. Soon car dealers from across America were traveling to Canton to learn how to sell on the internet, leading to a prosperous training business later sold to Autobytel.com. They started a towing business to service their customers more efficiently. They purchased a northern Ohio Mighty Auto Parts distributorship after realizing they could offer customers the same quality repair parts for a fraction the price.

Today, Waikem Generations 2 and 3 meet in a monthly board meeting to discuss the business. Generation 3 — Chip’s sons George and Chris; Doug’s daughter, Adrian; and David’s son, Craig — is moving into the business at a time when car manufacturers are throwing out old rule books. Franchises no longer automatically transfer from generation to generation so Generation 3 has to prove their mettle. As Generation 2 already proved, don’t ever bet against a family with the entrepreneurial DNA of George Waikem Sr. in their blood.

Go to www.neobrightestlights.com to learn about the other nominees!
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**Statement of Certification:**

I certify that all information furnished on this form is true and complete. I understand that anyone who furnishes false or misleading information on this form may be subject to criminal sanctions (including fines and imprisonment) or who omits material or information requested on the form may be subject to civil sanctions (including fines and imprisonment) or who omits material or information requested on the form may be subject to civil sanctions (including fines and imprisonment).

**Editor:** Collyn Floyd
**Date:** 09/21/2018

CANTON REGIONAL SM
CHAMBER OF COMMERCE
David Baker has received a five-year extension to serve as the Pro Football Hall of Fame’s President & CEO. He will also assume the role of Chairman of Johnson Controls Hall of Fame Village, an $889 million mixed-use development project underway around the Hall of Fame’s campus. “First, we are thrilled to have David Baker continue to lead the Pro Football Hall of Fame into the future. His vision, determination and leadership have transformed the Hall and its brand since he arrived in Canton,” commented Pro Football Hall of Fame Chairman of the Board Randy Hunt. “In addition, having David serve as the Chairman of Johnson Controls Hall of Fame Village will hopefully ensure that this once-in-a-lifetime project will become as great as envisioned.”

The Ohio Small Business Development Center (SBDC) at Kent State University at Stark* will present “Leadership Blind Spots,” tips on how to take your company from struggling to best-in-class, on Jan. 22. Presented by North Canton resident Dean Langfitt, a partner of Sandler Training at The Ruby Group, the seminar will delve into common leadership pitfalls and help business leaders identify whether they have fallen victim. Langfitt will discuss “Blind Spots Syndrome,” which he says underlines many businesses and affects all leaders – no matter how hard they work. The program will take place from 8 to 9:30 a.m. at the Kent State University at Stark Conference Center, 6000 Frank Ave. NW. A continental breakfast will be offered at 7:30 a.m. Registration for this event is $25 per person. Registration and payment must be made online at cantonsbdc.org.

For the 10th consecutive year, Mercy Medical Center has again been awarded the U.S. EPA's ENERGY STAR certification—one of only three hospitals in the U.S., and the only one in Ohio, to earn this designation. In recognition of this achievement, Mercy held a special ceremony recently to honor the hospital’s facilities management team, as well as vendors and partners that assist in energy-saving initiatives. Each year the hospital’s main campus, a facility of one million square feet that’s a blend of old and new construction, saves approximately $976,000 in energy costs. On average, ENERGY STAR-certified buildings and plants use 35 percent less energy, cause 35 percent fewer greenhouse gas emissions, and are less expensive to operate than their peers—all without sacrifices in performance or comfort. Hospitals that earn EPA’s ENERGY STAR certification, on average, save $3,000 per bed annually on energy costs.

The third annual Core Value Awards Banquet presented by the Massillon/North Canton Elks 2029 will be held on Thursday, January 10th at Arrowhead Golf Club in North Canton. Each year, The First Tee of Canton honors participants that progress to the next level in the Life Skills Experience. This year nearly forty young people are being recognized for moving to either Par or Birdie level. Awards for the Core Value Participant of the Year and Volunteer of the Year will be presented to two individuals. The winners of The First Tee of Canton Junior Tour will also be honored that evening. Special guest speaker, Markus McFolling, will share with the guests his story about perseverance and resiliency. Markus is an ex professional football player originally from Seaside, California. He has become a passionate public speaker sharing his testimony in schools, churches, youth conferences and detox centers. Cost to attend the event is $15 and complimentary to those being recognized. To confirm your reservation, contact 330-452-5331 by January 2nd.

415 Group, a certified public accounting and business consulting firm, today named Chad Isler partner. Isler joins the firm’s ten other partners in managing client accounts and overseeing daily operations. “Chad has a proven track record of providing outstanding service to our clients,” said 415 Group Managing Partner Frank Monaco. “We’re confident that as partner, he will help steer the direction of our firm and continue to set our clients on the path to success.” In addition to Isler’s new role, the firm announced the promotions of five other associates to senior leadership positions including: Todd Ruggles, director; Brian Raber, senior manager; Christian Duckworth, senior associate; Michael Ferguson, senior associate; Austin Webb, senior associate.

After 18 years of monumental growth under his leadership, Walsh University President Richard Jusseaume has officially announced his retirement. Jusseaume will stay on as Walsh’s leader through the end of this fiscal year (June 30, 2019) and, to ensure a smooth transition for the new president, will remain in a consultant position for the final year of his contract. A national search to procure Walsh’s new president will commence immediately.

Officials from Aultman Health Foundation have shared details of a letter of intent (LOI) the organization submitted to Mayor Kathy Catazaro-Perry on Oct. 29 that is designed to restore the community’s access to important clinical care and support growth and development in the city of Massillon. Aultman representatives met with members of Massillon City Council on Monday evening to review the terms of the LOI. The LOI spells out the details of a plan designed to extend additional health care services to the city following the closure last February of Affinity Medical Center. Provisions of the proposal include:

- Aultman West will be renamed Aultman Massillon.
- Aultman estimates a planned investment to be $8 million for facility and service expansion.
- At the centerpiece of the project will be a fully staffed 24/7 emergency department at the Aultman West location. Additional services will include:
  - Observation beds for chest pain and other medical conditions that do not require hospitalization.
  - Expanded imaging and lab services.
  - Dedicated transportation services to transport patients between facilities.
  - Telestroke services connected to stroke physician specialists.

Aultman has begun the initial phases of this expansion. The project will take approximately nine months to complete, and when finished, Aultman expects to add up to 80 jobs at Aultman Massillon.
NEW MEMBERS

WELCOME to our newest members, who joined Canton Regional Chamber of Commerce in November. We encourage you to patronize their businesses. If you know of other businesses that would benefit from Chamber membership, please contact the Membership Department at (330) 458-2051.

1899 Indoor Golf
(GOLF - INDOOR FACILITY)
Brian Lindenbaum
4700 Everhard Rd. NW
Canton, OH 44718
(330) 637-4928
www.1899golf.com

Adaptive Sports Program of OH
(NON PROFIT ORGANIZATION)
Lisa Followay
100 Kurzen Rd. N
Dalton, OH 44618
(216) 374-8531
www.adaptivesportsohio.org

Air Con Tech, Inc.
(FABRICATORS)
Judith Wayts
2237 Aurora Rd. NE
East Rochester, OH 44625
(330) 895-2237

Alpine Bible Church
(CHURCHES)
Larry Bente
719 Dutch Valley Drive NE
Sugarcreek, OH 44681
(330) 852-3300
www.alpinebible.org

ALS Care Project
(for Lou Gehrig’s Disease)
(HEALTH AGENCY)
Pamela Cazzoli, RN
4450 Belden Village St. NW
Canton, OH 44718
(330) 492-4257
www.alscareproject.org

The Bank of Magnolia
(BANKS)
Kevin Greer
122 N. Main St.
Magnolia, OH 44643
(330) 484-7400
www.bankofmagnolia.com

Canton Bandag Co.
(TIRES)
Dave Richards
3321 Bruening Ave. SW
Canton, OH 44706
(330) 454-3025
www.cantonbandag.com

Central Christian School
(PRESCHOOL THRU HIGH SCHOOL)
Jeanne Zimmerly Jantzi
3970 Kidron Road
Kidron, OH 44636
(330) 857-7311
www.ccscomets.org

City of Uhrichsville
(GOVERNMENT)
Rick Dorland
305 E. 2nd Street
Uhrichsville, OH 44683
(740) 922-1242
www.cityofuhrichsville.org

Duane’s Auto Service & Repair Inc.
(AUTO & TRUCK REPAIR & MAINTENANCE)
Duane Covington
2229 Greensburg Rd.
North Canton, OH 44720
(330) 899-0326

Family Medicine of Stark County
(PHYSICIANS & SURGEONS)
Michele Moulos
6512 Whipple Ave. NW
North Canton, OH 44720
(330) 499-5600
www.familymedicinestark.com

First Friends Church of Canton
(CHURCHES)
Roger Fonte
5455 Market Ave. N
Canton, OH 44714
(330) 966-2800
www.firstfriends.org

FlorLine Group, Inc.
(FLOORING - INDUSTRIAL)
Staci Paulik
800 Vista Ave. SE
Massillon, OH 44646
(330) 830-3380
www.florline.com

H-W Machine of Canton, LLC
(MACHINE SHOP)
Cathy Simcic
4028 Southway St. SW
Canton, OH 44706
(330) 477-7231
www.hwmachine.com

Kisha & Tabellion Company
(CABINET SHOPS)
Robert Kisha
2001 Allen Ave. SE
Canton, OH 44707
(330) 806-3955
www.kishaandtabellion.com

Joyce A. Lamb, Attorney
(ATTORNEYS)
Joyce Lamb
1610 South Union Ave.
Alliance, OH 44601
(330) 823-9080

Medpro Group
(OCCUPATIONAL MEDICINE)
Jeff Vandorsten
2201 Benden Drive
Wooster, OH 44691
(330) 263-7270

Mennonite Mutual Insurance Co.
(INSURANCE)
Melanie Alger
1000 South Main St.
Orville, OH 44667
(330) 684-4117
www.mennonitemutual.com

Merit Seed Jeder Inc.
(SEEDS & BULBS - WHOLESALE)
Rita Yoder
4759 TR 366
Millersburg, OH 44654
(330) 893-3196
www.meritseed.com

Mobile IBC Services, Ltd.
(MOBILE IBC SERVICES)
Jeff Graham
30 South 4th Street
Dennison, OH 44621
(330) 324-6134
www.mobileibc.com

NewMarket Financial Advisors
(FINANCIAL SERVICES)
Brandon Lancaster
4505 Stephen Cir. NW - Ste 102
Canton, OH 44718
(330) 453-2219
www.newmarketfa.com

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### January CALENDAR

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Details</th>
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<tbody>
<tr>
<td>4</td>
<td>First Friday</td>
<td>Canton First Friday <a href="http://cantonfirstfriday.com">cantonfirstfriday.com</a> &lt;br&gt;First Friday is a monthly party in the downtown Canton Arts District featuring themed music, performance and visual arts events. Rain or shine, year 'round. January’s theme: Fire &amp; Ice &lt;br&gt;First Friday, Jan. 4 &lt;br&gt;6:00-10:00 pm &lt;br&gt;Downtown Canton Arts District &lt;br&gt;FREE</td>
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<tr>
<td>10</td>
<td>Stark County Safety Council Luncheon</td>
<td>Stark County Safety Council Luncheon <a href="http://starkcountysc.com">starkcountysc.com</a> &lt;br&gt;Join us for important Fire Code Updates: What Not to Do. &lt;br&gt;Thursday, Jan. 10 &lt;br&gt;11:30 am – 1:00 pm &lt;br&gt;Alex D. Krassas &lt;br&gt;Event Center &lt;br&gt;$17 per person</td>
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<tr>
<td>16</td>
<td>AultCare QuickConnect Luncheon</td>
<td>AultCare QuickConnect Luncheon <a href="http://cantonchamber.org">cantonchamber.org</a> &lt;br&gt;At the next QuickConnect: Denny Saunier, President &amp; CEO, Canton Regional Chamber of Commerce &lt;br&gt;Wednesday, Jan. 16 &lt;br&gt;11:30 am – 1:00 pm &lt;br&gt;La Pizzaria &lt;br&gt;$18 for Chamber members</td>
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<tr>
<td>24</td>
<td>January Business After Hours</td>
<td>January Business After Hours <a href="http://cantonchamber.org">cantonchamber.org</a> &lt;br&gt;Join us for the first Business After Hours of the year, presented by Express Employment Professionals. &lt;br&gt;Thursday, Jan. 24 &lt;br&gt;5:00-7:00 pm &lt;br&gt;Kozmo’s Grille, Massillon &lt;br&gt;Free, but reservations are requested</td>
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### NEW MEMBERS (continued) ...

- **Osborne Family Dental**  
  **(DENTISTS)**  
  Dr. Robert Osborne  
  901 Schneider St.  
  North Canton, OH 44720  
  (330) 499-1066  
  www.osbornefamilydental.com

- **P.S. Cook’s**  
  **(RETAIL STORES)**  
  Pete Cook  
  2350 Lincoln Way E  
  Massillon, OH 44646  
  (330) 880-0033

- **Resurance LLC**  
  **(RESTORATION SERVICES)**  
  Thomas Coyne  
  2011 - 37th St. NW  
  Canton, OH 44709  
  (877) 484-5521  
  www.4resurance.com

- **Ron Ruegg Automotive**  
  **(AUTO & TRUCK REPAIR & MAINTENANCE)**  
  Ronald Ruegg  
  6117 Alliance Rd. NW  
  Malvern, OH 44644  
  (330) 863-4422  
  www.ronrueggautomotive.com

- **SSB Community Bank**  
  **(BANKS)**  
  Doug Hensel  
  152 N. Wooster Ave.  
  Strasburg, OH 44680  
  (330) 878-5555  
  www.sbsonline.com

- **Erwin T. Su, D.D.S.**  
  **(DENTISTS - PEDIATRIC)**  
  Pamela Su  
  6655 Frank Ave. NW  
  North Canton, OH 44720  
  (330) 494-1993  
  www.drerwinsu.com

- **Summit Glove**  
  **(SAFETY PRODUCTS)**  
  Brett Sarbach  
  310 South Grant St.  
  Minerva, OH 44657  
  (330) 868-0066  
  www.summitglove.com

- **Surgery Alliance, Ltd.**  
  **(MEDICAL CENTER)**  
  Tiffany Pilmer  
  975 S. Sawburg Ave.  
  Alliance, OH 44601  
  (330) 821-7997

- **T.R. Snyder Construction, Inc**  
  **(CONCRETE CONTRACTORS)**  
  Terry Snyder  
  3717 Triway Lane  
  Wooster, OH 44691

- **Uhrichsville Carbide Inc.**  
  **(MANUFACTURERS)**  
  Rhea Septer  
  410 N. Water St.  
  Uhrichsville, OH 44683  
  (740) 922-9197  
  www.uhrichsvilledcarbide.com

- **Jeff Wallick, LLC**  
  **(CONSTRUCTION)**  
  Jeff Wallick  
  500 E. 7th Street  
  Dover, OH 44622  
  (330) 343-6160  
  www.jeffwallickllc.com

- **XL Pattern Shop, Inc.**  
  **(MANUFACTURERS)**  
  Richard Warfel  
  242 North Kansas Rd.  
  Orrville, OH 44667  
  (330) 682-2981  
  www.xlpatternshop.com
2018 NOMINEE NUMBER SEVEN
The M. Conley Entrepreneur-Of-The-Year Award

COASTAL PET PRODUCTS, INC.

Alliance, Ohio

As children, Jim Stout and his siblings were given pigs by their father. The others quickly sold theirs for a profit at the Wayne County Fair. Jim turned his pig into a breeding business that generated profit for years to come. Some entrepreneurs are just born that way.

Jim Stout has a lot of homespun sayings that define different parts of his remarkable life. About his childhood on a Shreve, Ohio farm, he says, “We were raised so poor we couldn’t pay attention.”

When driving a school bus to make ends meet during Coastal Pet Products early years, he mused, “We didn’t really need the money. I just did it to feed the kids.”

When he split from some early partners, he noted: “Best partnership I ever saw was bad.”

When talking about how he rose from poverty to lead a worldwide pet products empire with his own western Pennsylvania racetrack and a lobby filled with hunting trophies from around the world, he says: “Do what you do well and you’ll be compensated.”

Jim Stout was raised on common sense, but his uncommon business intuition made him a success in the hyper-competitive pet products industry. After working his way through The Ohio State University, Jim was sent to Boston to open Stouffer’s Top Of The Hub restaurant. Meanwhile his brother Tom and a friend started a side business in Alliance, Ohio, making dog leashes and collars out of poly ski rope.

Tired of the restaurant business, Jim made a few sales calls for his brother’s company and soon had contracts with many distributors. Disagreements among the partners led Jim and Tom to start Coastal Pet Products, named after Jim’s love of scuba diving. Jim became sole owner after buying out Tom who died well before his time. Soon the fun began.

Jim always wanted to sell the best, not the cheapest, so he developed a constantly growing line of high quality pet products and bought companies with similar standards. Following lessons learned when his father gave him the pig, Jim sacrificed present comfort for future success and was rewarded with steady, year-after-year growth.

There were bumps along the way, but when it came to customers, banks and vendors, Jim’s instinct was to “never put yourself in a position where they can kill you.” They never did.

A good part of Coastal’s growth was built around flagship items Jim designed. His contoured Kanine Buckle became the industry standard, sold by other pet product companies around the world. Coastal pioneered other innovations in pet products and, in time, became the proverbial “overnight success that took 50 years to build.”

Today, Jim’s daughter Kim is president and his eventual successor. From his new office down the hall, he can see a company built with his own labor, intuition, inventiveness and business acumen. The 400,000 sq. ft., meticulously clean manufacturing facility is built beside a man-made lake. There’s a 372 acre road-racing track north of Pittsburgh and a shiny 18-wheel rig to ferry his own race cars. There are over 450 employees, many who’ve been with him for years, and over 7,500 products sold worldwide.

Despite all this success, Jim always remembers a story told by an early business mentor: A man asked his professor about the secret to success. The professor said, “Jump when opportunity knocks.” When asked how to know when a good opportunity is knocking, he answered: “Just keep jumping.”

For 50 years Jim Stout and Coastal Pet Products have rarely stood still.

Go to www.neobrightestlights.com to learn about the other nominees!
4 AWARDS 4 YOU!

MORE THAN ACCOLADES –
A FULFILLED PROMISE TO OUR PATIENTS

Mercy Cancer Center is 1 of only 16 facilities nationwide to earn this prestigious award four or more times in a row. This distinction represents Mercy's commitment to the finest cancer care possible for every one of our patients.

Unmatched in Ohio!

Mercy Cancer Center
A Ministry of the Sisters of Charity Health System

CantonMercy.org/4Awards