“Smart” Communities: Shaping a Safe, Secure, Connected Future for Stark County

What makes up a “smart” community, and why would we want one? Find out at the next Stark Forum, when one of the nation’s leading experts on smart communities shares examples from around the country and world, and what a “smart” future may hold for our region.

Join Lisa Brown, National Senior Director-Strategy, Local Government & Municipal Infrastructure- Johnson Controls, for an enlightening session on how technology, connectivity and innovation are driving improved quality of life, more efficient municipal services, and increased business opportunities.

Johnson Controls has already made a historic 18-year investment in Johnson Controls Hall of Fame Village, in what will be the first-ever sports and entertainment “smart city.” Now they’re looking to make Canton one of the first “smart community” models in the country, with initiatives that would include:

- Improving public safety and police/fire operations
- Improving traffic, parking, street lighting and transportation
- Mitigating emergency situations/disasters
- Conserving and lowering utility costs
- Improving internet connectivity even in rural areas, and much more

Whether you’re in the public or private sector, you won’t want to miss this exciting glimpse into a smarter, more resilient future for our region.

December 11, 2018
11:30 am-1:00 pm
Pro Football Hall of Fame Event Center
Cost: $25 per person (ticket includes a plated lunch and free admission to the Hall of Fame Museum)

About Lisa Brown: Lisa Brown is the senior national director of municipal infrastructure and smart cities for Johnson Controls where she is responsible for growth of the local government market in North America. She has more than 25 years of experience in leadership roles in strategic planning for energy services companies and startup firms.
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!
ACTION NEWSLETTER is published monthly for the members of the Canton Regional Chamber of Commerce. The subscription cost is $25 per year and is included in the price of membership.

Reader questions and comments are welcome and encouraged. Contents may be reprinted with credit. Address all inquiries to:

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Canton, Ohio 44702
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ACTION
DECEMBER 2018
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LIGHT UP DOWNTOWN SET TO DAZZLE CANTON THIS THURSDAY!

Join us on this Thursday for a FREE Canton holiday tradition, Light Up Downtown! The whole family will enjoy Light Up Downtown, produced by the Canton Regional Chamber of Commerce. All of your favorite holiday characters will visit from winter wonderlands – and it’s all brought to life at Central Plaza.

TONS OF HOLIDAY HOOPLA!
The main stage show, featuring local dance and song troupes, begins at 6:00 pm, followed by a brilliant fireworks display. After the fireworks, watch 14 city blocks come alive with attractions, entertainment, refreshments and fun for children of all ages.

Light Up Downtown will be held snow, rain or shine. There will be plenty of parking both on-street and in the former Timken High School and Stark County District Library parking lots, as well as parking in various decks and lots throughout downtown for a nominal fee.

FAQS ABOUT LIGHT UP DOWNTOWN:

WHAT ARE THE HOURS FOR THE EVENT?
Festivities begin on Thursday, December 6 with a stage show at 6:00 p.m. and the event will conclude at 8:30 p.m.

WHEN ARE THE FIREWORKS, AND WHERE IS THE BEST PLACE TO WATCH THEM?
The fireworks will be shot off immediately following the stage show (approximately 6:45 p.m.) There will be great viewing at many areas along Market Avenue, especially in the areas of Tuscarawas and 2nd Street North.

WHEN WILL THE STAGE SHOW BEGIN?
The stage show begins at 6:00 pm at Central Plaza (Market Ave. and 2nd Street North.)

WHEN AND WHERE CAN WE GET PHOTOS WITH SANTA?
Don’t forget to bring your cameras and cell phones to take photos with Santa at the Canton Regional Chamber of Commerce, shortly after the fireworks have concluded. Please enter the 2nd and Market entrance to the Millennium building, and you will be directed to the Canton Chamber door. Photos will end promptly at 8:30 p.m. Other venues will also feature Santa Claus. Check the map for locations.

WHERE CAN WE BUY SOUVENIRS?
A variety of official souvenirs will be available at the white tent located in front of the Chamber offices, Market Ave. between 2nd and 3rd Streets.

WHERE ARE PORTABLE RESTROOMS LOCATED?
Portable restrooms are located in three areas: 5th Street & Market South (across from The Canton Repository), 3rd Street and Market Avenue North (by Rite Aid), and 5th Street and Market Avenue North.

WHICH BUSINESSES ARE HANDING OUT REFRESHMENTS OR DOING MAKE-AND-TAKE CRAFTS?
Each business decides how they want to participate, so we’re not sure which ones are offering refreshments or crafts. We can tell you that there are MANY businesses participating, so we encourage you to visit as many venues as possible.

WHERE CAN WE GO TO GET GLOVES, HATS, SOCKS THAT ARE BEING DISTRIBUTED?
Distribution takes place at Market Ave. & 5th Street South.

WHICH DOWNTOWN BUSINESSES ARE OPEN FOR LIGHT UP DOWNTOWN?
We’re excited to have over 40 venues in a 14-block area participating, most of which are along Market Ave.

HOW FAR NORTH AND SOUTH DOES THE EVENT GO?
The event runs from 7th Street North to 7th Street South.

WHERE ARE THE CARRIAGE RIDES BEING OFFERED?
Carriage rides are available on Market Ave. South, in front of the McKinley Grand Hotel. No rides during the fireworks.

IS FOOD BEING SOLD AT LIGHT UP DOWNTOWN?
Outside of the refreshments being offered by participating venues, we do not have food for sale. Check with some of the great downtown restaurants who might be open for dinner.
Grow Your Network - Meet New Contacts - Be Inspired
AULTCARE QUICKCONNECT LUNCHEON

Featuring Doug Pugh, Owner, Chick-fil-A, Canton Locations

Want to grow your contacts and leads? 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.

December Topic: What’s in a name? Does your name matter?

Join us for the AultCare QuickConnect Networking Luncheon on Dec. 19 featuring Doug Pugh, Owner, Chick-fil-A, Canton locations.

Doug has been a Chick-fil-A franchise owner since 1987 -- 31 years -- Belden Village Mall and Dressler Road locations. Doug is also a Stark State Adjunct Professor; board member of Whispering Grace Horses and a member of The Chapel in Akron.

Doug graduated from Louisville High School. He received his accounting degree from Cedarville University and a MBA from Franklin University.

Wednesday, Dec. 19
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 Dec. 17 at www.CantonChamber.org

Featured Entree of the Month:
Chicken Cacciatore with Penne Pasta, or Chicken Chef Salad

Community Salute Recap: HONOREES
CELEBRATED AT 2018 COMMUNITY SALUTE AWARDS

On Wednesday, Nov. 7, the Canton Regional Chamber awarded its 73rd annual Community Salute Awards of Appreciation and Merit to outstanding area community stewards. Thanks to all for a wonderful evening! Congrats again to these award recipients:

(Front Row from L-R):
Joseph French, Chief Executive Officer, Child & Adolescent Behavioral Health Award of Appreciation;
Judith E. Barnes Lancaster, Attorney at Law Award of Merit;
Kay Port, Director, Stark County Educational Service Center Award of Appreciation;
Denny Saunier, President & CEO, Canton Regional Chamber of Commerce

LaMar Sharpe, City of Canton Police Officer & President, Be a Better Me Foundation Award of Appreciation

(Back Row)
Tom Bender, Chapter Chairman, Canton Regional SCORE Chapter Award of Appreciation

Thank you once again to our sponsors for your generous support!
Canton/Stark County is home to the most dynamic businesses in the country. They go above and beyond to provide jobs and support the economic vitality of our community. These businesses make capital investments, dedicate resources, and help make our region more appealing for further business growth and relocation.

The Canton Regional Chamber of Commerce is seeking Business Excellence Awards nominations to 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 held by 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

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

SAVE THE DATE! Business Excellence Award winners will be recognized at our annual awards dinner on Tuesday, May 7, 2019.
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Call: 1-888-471-2717 to find the meeting nearest you!
(TTY/TDD 711) 7 days a week
8:00 am – 8:00 pm
Downtown Canton  ICE RINK NOW OPEN!

The City of Canton, in partnership with the Downtown Canton Special Improvement District, Coon Restoration, Canton Parks & Recreation, Arcade Coney, and Center Ice Sports, is pleased to announce that the Hall of Fame City Ice Rink opened on Nov. 22 for the 2018-2019 winter season. The outdoor ice rink is located on Courthouse Plaza (215 Tuscarawas St. W).

“We’re delighted to open the rink for the third season in a row,” said Canton Mayor Tom Bernabei. “It’s been a huge hit with people of all ages who want to enjoy outdoor fun in beautiful historic downtown Canton.”

Amenities include: on-site food and skate rentals at Arcade Coney, lighting for day and evening skating, outdoor seating and broadcasted music.

The rink is open Monday-Thursday from 10 am – 7 pm, Friday-Saturday from 10 am – 8 pm, and Sunday from Noon-6 pm. Admission is $2 with your own skates, $4 with figure skate or hockey skate rental. Check ice conditions at www.cantonohio.gov.

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SEASON PASSES FOR AULTCARE QUICK CONNECT LUNCHEON ON SALE NOW!

Get the best value for great networking and inspiring speakers at our monthly AultCare QuickConnect Luncheons! Our SEASON TICKET PASSES are an excellent value. When you buy an individual season pass, you’ll pay just $15 per monthly lunch – comparable to attending two lunches FREE OF CHARGE.

Season pass holders have access to attendee contact list upon request and receive other special perks all year long

Savings + Special Perks = WIN-WIN!

Call 330-458-2070 or visit www.canton-chamber.org to purchase your tickets today.
Learn More About Leadership Stark County

AT OUR INFORMATION BREAKFAST

For anyone interested in developing personal leadership and effecting positive change in our region, come to the information breakfast and learn about the programs offered by Leadership Stark County. You’ll learn the answers to these questions:

• How will Leadership Stark County participation benefit me or my company?
• What new competencies will I take away?
• How much time will it take to participate?
• How do I apply?
• How will Leadership Stark County change the way I solve problems, interact with team members, view my community, and approach the future?

Join us at the Information Breakfast and discover the answers to these and any other questions you may have. Leadership Stark County will soon be taking applications for our Signature Program and for the Spotlight for Young Professionals program. If you are interested in either of these programs please plan to attend the breakfast.

There is no cost to attend, however, reservations are requested by Friday, December 7. All are welcome. Make your reservation by calling 330-458-2095 or email the Leadership office.

Tuesday, Dec. 11
8:30-9:30 am
Canton Regional Chamber of Commerce
222 Market Ave. N
Cost: Free but Reservations Requested

Baker, Dublikar, Beck, Wiley & Mathews
ATTORNEYS AT LAW

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Presented by Mike Gallina, AultCare

Winning the Safety Championship ~
A Leadership PEP Talk!

As you wrap up your calendar year, you will undoubtedly be looking at your financial performance, employee performance, and overall strategic goal attainment. You will be asking yourself, “Did we win this year?” But, have you added employee and workplace safety into your final results to see if you have?

The SCSC also will once again host a Toys for Tots Holiday Toy Drive. Many less fortunate children in our community will not get the items on their wish lists this holiday season. Spread some holiday happiness to these children by donating NEW UNWRAPPED TOYS. You’ll make a difference for these needy children and their families. You may also give a donation check payable to “Toys for Tots.”

Thursday, Dec. 13
11:30 am-1:00 pm
Alex D. Krassas Event Center
Cost: $17 per person

About our presenter: Michael Gallina is currently the Vice President of Communications and Community Engagement for the AultCare Health Plans. Prior to joining AultCare, Mr. Gallina’s career spanned thirty (30) years in the field of education. Twenty-four (24) of those years were spent as a school administrator, with the final nineteen (19) years in the role of superintendent in the Minerva Local and North Canton City Schools, respectively.

Spotlight Company:

$17 per person
Join us at the Pro Football Hall of Fame with OSHA area directors on Wednesday, Dec. 19 for the Trench Safety Conference. Trenching and excavation work presents serious hazards to workers. One cubic yard of soil can weigh as much as a car. Employers must ensure that workers enter trenches only after adequate protections are in place to address hazards. Who should attend: Companies and government agencies working in residential and commercial excavation.

**Agenda:**

- Soil mechanics
- Trench safety regulations
- Shoring equipment
- Trench rescue/recovery
- Trench collapse – a personal story

Registration is required, as limited seating is available. Registration is FREE thanks to our sponsors and includes continental breakfast, admission to the Pro Football Hall of Fame following the conference until 5:00 pm, plus 25% in the Hall of Fame store.

**Wednesday, Dec. 19**

7:30 am – Noon

Pro Football Hall of Fame

Free, but advance registration is required

**PRESENTED BY SCSC AND OSHA**

**Thanks to these sponsors:**

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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 Mulligan’s Restaurant & Pub

Contact our Membership Department today to get started at 330.833.4400.
For many businesses, the last quarter of the year is when you are determining your health care coverage for the following year. The Canton Regional Chamber is proud to bring an affordable health care coverage option administered by AultCare to the small business community called the Canton Regional Chamber Health Fund. This is a self-funded plan made possible through a Multiple Employer Welfare Arrangement (MEWA) and is designed to offer small businesses a competitive option in the health care marketplace.

The Health Fund 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). All benefits are administered by AultCare.

Multiple plans are available, ranging from traditional co-pay plans to health saving account-compatible plans. Ancillary products including dental and vision are available.

To obtain health care coverage through the Canton Regional Chamber Health Fund, businesses must be a member in good standing with the Canton Regional Chamber of Commerce, which includes being up-to-date on membership dues. The Health Fund is exclusive to Canton Regional Chamber members. To become a member, contact the Chamber at 330.456.7253.

For additional product and eligibility information, please visit [www.aultcare.com/mewa](http://www.aultcare.com/mewa) or call AultCare at 330.363.6390.

If you are interested in receiving a quote on the Canton Regional Chamber Health Fund, contact your Independent Broker or AultCare Representative.
December CALENDAR

**6**

**Light Up Downtown**
www.lightupdowntown.com

Enjoy a stage show, 14 blocks of attractions, ice skating, refreshments, sleigh rides, a visit from Santa and fireworks!

**Thursday, Dec. 6**
6:00-8:30 pm
14 blocks in downtown Canton
FREE!

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**11**

**Leadership Information Breakfast**
www.leadershipstarkcounty.org

Learn more about Leadership Stark County’s programming and how to apply.

**Tuesday, Dec. 11**
8:00-9:30 am
Canton Regional Chamber of Commerce
Free, but reservations are required

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**19**

**Trench Safety Conference**
www.starkcountysc.com

Presented by the Stark County Safety Council and OSHA.

**Wednesday, Dec. 19**
8:00 am-Noon
Pro Football Hall of Fame
Free, but reservations are required

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**19**

**AultCare QuickConnect Luncheon**
www.cantonchamber.org

At the next QuickConnect: Doug Pugh, Owner, Chick-fil-A, Canton locations

**Wednesday, Dec. 19**
11:30 am – 1:00 pm
La Pizzaria
$18 for Chamber members

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**22**

**4th Annual Winter Wonder Flea**
www.downtowncanton.com

Downtown Canton’s last-minute maker market featuring 75 vendors!

**Saturday, Dec. 22**
10:00 am-3:00 pm
Canton Cultural Center

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**Shop Saturdays and Save!**
www.downtowncanton.com

Shop unique downtown Canton retailers and save 20% on a single item per store!

**Saturday, Dec. 8 & 15**
Store hours vary
Downtown Canton
(SEE COUPON ON PAGE 16!)

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**Stark Forum: “Smart” Communities**
www.cantonchamber.org

Join us for “Smart” Communities: Shaping a Safe, Secure, Connected Future for Stark County.

**Tuesday, Dec. 11**
11:30 am-1:00 pm
Pro Football Hall of Fame
$25, includes lunch

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**Stark County Safety Council Luncheon**
www.starkcountysc.com

Featuring Mike Gallina, AultCare, and the annual Toys for Tots drive.

**Thursday, Dec. 13**
11:30 am – 1:00 pm
Alex D. Krassas Event Center
$17 per person

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**4th Annual Winter Wonder Flea**
www.downtowncanton.com

Downtown Canton’s last-minute maker market featuring 75 vendors!

**Saturday, Dec. 22**
10:00 am-3:00 pm
Canton Cultural Center
WELCOME to our newest members, who joined Canton Regional Chamber of Commerce in October. 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.

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- appointments

One-way or round-trip.  
Group trips also available.
The Center Ice Skating Club will host a performance followed by FREE group and individual lessons at Canton’s First Friday on Dec. 7 starting at 6:00, all at the Hall of Fame City Ice Rink! The performance will feature Canton’s own Canton Precision Theatre teams along with feature skaters from the Center Ice Skating Club. Please come and enjoy the show and the free ice skating lessons!

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.

New York City Ballet principal dancers will perform the leading roles in Canton Ballet’s spectacular holiday showpiece The Nutcracker in four performances December 7-9 at the Canton Palace Theatre. NYCB dancers Sterling Hyltin and Joseph Gordon will dance Sugar Plum Fairy and Cavalier in all performances. This is an outstanding opportunity for audiences to see top-ranking members of America’s premier ballet company here in Stark County. Performances will be Friday, December 7, 7:30 p.m.; Saturday, December 8, 2:00 p.m. and 7:30 p.m.; and Sunday, December 9, 2:00 p.m.

‘Tis the season to pull out that credit card and shop ‘til you drop! What better way to do that than to come check out the amazing deals in the Canton Arts District on First Friday! Stop by local shops such as The Essential Alternatives, Pinetree Primitives and Rustic Riches, Avenue Arts Marketplace & Theatre, Grapes in a Glass and so much more to take advantage of sales, discounts and raffles! And while you’re at it, double your money by bringing your receipt of $30 or more from any downtown art shop or studio to Avenue Arts and get $10 back! Galleries will be hopping this First Friday as Fairless Elementary will be having an art show at Avenue Arts Marketplace & Theatre with a pop up vendor event in the theatre downstairs. Lynda Tuttle’s Art Center will be hosting a Christmas Exchange and Joseph Saxton Gallery of Photography will be hosting Lou Stoumen’s series “Hour by Hour.” Stop by JULZ for their featured artist, Therese Cook, and Boomdyada to decorate your own live tiny tabletop Christmas tree. Krampus is coming to Modern Ritual and John Strauss Furniture will be hosting a silent auction in their upstairs gallery! Also, don’t forget to stop by the newly established, SELENE STONE for their grand opening!


Downtown specialty retailers are offering a special promotion to shoppers: Enjoy a 20% discount off a single item. (Coupon attached!)

You’ll save on the most unique fashion, art, handmade goods, gifts, jewelry, personal care items, home furnishings, vintage goods, books and more, every Saturday through December 15th.

The shops are wonderfully walkable, the parking is FREE and the deals await!
One day they were growing dealers for a leading national brand of artificial grass and had just spent a cold, miserable week installing their biggest job. The next day the leading brand was forced into bankruptcy and unable to pay for the job they’d hired the Karmies to install. No supplier. No business. No desperately needed $40,000 payment.

As a business tool, disaster has its advantages. The Karmies soon became suppliers to a group of artificial grass dealers who’d also been left high and dry. ForeverLawn® was born without the luxury of being carried to full term. Eventually ForeverLawn® helped Brian and Dale Karmie discover their life’s calling, but not before testing their resolve in some unusual ways.

Before starting their entrepreneurial adventure, the close-knit Karmie brothers were well-paid software consultants. Success left them unfulfilled and sure they should be doing more with their lives. But, they didn’t understand what “more” meant. An article about artificial grass caught Dale’s eye and he sent it to Brian. Soon, they found themselves kissing families goodbye before a long drive to Albuquerque. There among the water-starved lawns of New Mexico, they became AstroLawn dealers.

Their rough start was a tangle of long work days and nights spent living in their rented warehouse. They sold, installed and collected payment but money was short and bank credit nonexistent.

Surprised to learn it snowed in Albuquerque, they weren’t prepared for a seasonal business downturn and started looking for winter business in Tucson. Soon they had five good jobs sold, but no money for supplies and travel. With time running out and no visible options, Brian took a phone call from a desperate contractor looking for a 50’ roll of artificial grass. They agreed to sell their one remaining roll for $3,000. Cash. Only after the mysterious contractor left did the Karmies realize they didn’t know anything about him, even his full name. Their best guess was an angel was sent to keep them afloat.

When disaster struck, there was confusion before a new path revealed itself. The Karmies analyzed how their supplier crumbled when ideas ran dry and integrity was lacking. They saw poor quality products muddling the market and decided to be different. Three words became their mantra: Innovation. Quality. Integrity. Building a business they could be proud of pulled them through more low points. More important it revealed their life’s calling.

Today, sitting in their brand new Louisville, Ohio, headquarters, Dale and Brian Karmie have turned ForeverLawn® into a leading artificial grass brand. They are market innovators with quality solutions for pet owners, golf enthusiasts, playgrounds, corporations and people who want the beauty of perfectly trimmed lawns without maintenance headaches. Life is good, but there was more.

While building a successful business on the fly, Dale and Brian Karmie became servant leaders helping thousands of their employees and dealers build better lives. Their living example and online training courses show others how to build successful dealer businesses while making an impact in their own communities. After 16 years of working toward something more, Dale and Brian Karmie finally understand what “more” is really all about.

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