Nominate Outstanding Businesses Through Jan. 20

Business Expo February 27

Message to Our Members from Denny Saunier Page 2
What is more invigorating than a new year and a new decade? We at the Canton Regional Chamber of Commerce cannot wait for the start of 2020. It’s hard to believe that this will be our 106th year of serving Canton/Stark County businesses and the community at large.

In 2019, our Chamber made substantial progress on the objectives within each of our six strategic goals. We have an opportunity to build on several recent accomplishments and successes. We have a set of clearly-defined program objectives rooted in our strategic plan. We are laser-focused on achieving our goals.

One of our most significant accomplishments in 2019 was greater regional collaboration with our counterparts in Akron. Following nearly a year of conversations, the idea of the Akron-Canton Metroplex was born. Simply put, we believe that we can leverage the strengths of our respective cities and counties to maximize the region’s overall success. Two examples of this were our first-ever joint Experience Akron-Canton guide and joint Economic Outlook Breakfast, both collaborative efforts with the Greater Akron Chamber. We look forward to making even greater progress on Metroplex initiatives in 2020.

Similarly, 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.

In 2019, we welcomed new neighbors to our first floor: The Stark County Minority Business Association. We are pleased to partner with the SCMBA to better serve small and minority businesses in the region. The SCMBA has a dedicated office at our Chamber to more closely align efforts to serve business members in Stark County and beyond.

In 2020, 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. The plan continues to exceed projections, and we are thankful that through our strong partnership with AultCare we can offer affordable health care coverage to our members.

We will place a stronger focus on Stark County’s retail sector, which is largely “headquartered” in the Belden Village/Jackson Township area. Besides generating the majority of the county’s sales tax, our retail hub abounds with jobs in hospitality and service for Stark County residents of all skill levels, as well as shopping and restaurants that contribute to overall quality of life.

We will continue to grow and strengthen two areas of great success in 2019: 1) Public Policy/Legislative Affairs, and 2) Education as it connects to our business community and retaining talent. Our directors in these areas, who were new in 2019, quickly made in-roads and an impact in our community. They have equally impactful agendas planned for 2020.

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.

Speaking of which, September 2020 will provide a truly once-in-century opportunity for celebration as Canton hosts the 100th birthday of the NFL. Our Chamber has been proud to play a key role in the development of Centennial Plaza in downtown Canton, and I have been honored to serve as Vice Chairman of the Centennial Celebration Host Committee. We look forward to the four-day extravaganza this fall and supporting our partners at the City and Pro Football Hall of Fame.
For 23 years, AultComp MCO focuses on what matters most: our community and personalized care. We assist with the efficient return to work for your employees, all while delivering exceptional customer service.

ABOUT US

Specializing in workers’ compensation medical management, AultComp MCO’s mission is to deliver high-quality services to our business partners. As we strive to exceed customer expectations, we will continually manage our resources cost-effectively, and maintain trust and integrity in all our partnerships.

OUR SERVICE

- Local Connections
- Superior Customer Service
- Reliable Claims Management
- Discount Opportunities

Phone: 330-830-4919 or 1-888-738-5800
Fax: 330-830-4902
Email: aultcompmco@aultcompmco.com
Web: www.aultcompmco.com

4650 Hills & Dales Rd NW
Suite 360
Canton, Ohio 44718
DENNY’S MESSAGE …

We will continue to collaborate, complement and partner with the Stark Economic Development Board to advance the business needs of Stark County. We will also 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.

As you can see, the new year and decade abound with opportunity. It’s our job, with your support and guidance, to turn opportunity into action and progress.

Our 2020 business plan outlines our yearly goals, objectives and strategies by department/program. These are the day-to-day and week-and-week goals that keep our organization humming. Each of these business goals tie back to an overarching strategic goal, so that we know – and you know – that our daily work is supporting a larger purpose. Read this plan in its entirety at www.CantonChamber.org.

I could not be prouder of our work at the Chamber and the collaborative work happening throughout our community. Thank you, as always, for your support; I am excited about the future we are mapping together.

Dennis P. Saunier,  
President & CEO

---

OUR MISSION:  
To lead the region in business and community development through collaboration and innovation.

OUR VISION:  
Advancing the business needs of region.

LOOK FOR US ONLINE!

Our Fan Page  
Facebook.com/  
CantonOhioChamber

Our Group  
Canton Regional Chamber of Commerce

Our Tweets  
@CantonChmbr

Latest News  
ChamberNews.org

WALSH UNIVERSITY DIGITAL CAMPUS

Online programs for adult students who want an edge in the marketplace

Choose from dozens of programs including:

🔹 Bachelor’s Degree Programs
🔹 Graduate Degree Programs
🔹 Certificate Programs
🔹 Education Endorsements & Licensures

Contact us for details!  
330.490.7238 or  
digitalcampus@walsh.edu
AULTCARE QuickConnect Luncheon

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 2020 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 2020 including progress on our five-year strategic plan.

Wednesday, Jan. 15
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. 14 at CantonChamber.org

Call 330-458-2070 or visit www.cantonchamber.org to purchase your tickets today.
When I was asked to Chair your Canton Regional Chamber of Commerce Board, I talked to many of the past chairs to seek their advice. A recurring theme they communicated to me was how fast the year as Chair will pass by. Wow, was that an understatement! As you read this message, I am the Immediate Past Chair of the board. Time really does fly! Yes, I do suppose that is a bit of a pun on my past career.

Thanks to the thoughtful leadership your Chamber has had in the past, we have a strong strategic plan in place. I am pleased to report that significant progress has been made on each of the six goals. Your Chamber continues to show leadership with new programs for our members in public policy advocacy and workforce education. New and expanded partnerships with The City of Canton, the Stark County Minority Business Association, MAGNET, and the Hall of Fame Village show our commitment to inclusion and making our community strong for the future. We are lucky to have Denny Saunier leading a highly motivated team that is laser-focused on these goals.

Perhaps the most important strategic initiative that began to take shape this past year is the Akron-Canton dialogue. I have long been a proponent of regionalism as a way for our communities to adapt and grow in the future. The Akron-Canton Metroplex discussion has led to many joint activities in petro-chemicals, economic updates and informational publications. We have just scratched the surface on this relationship. I am excited to see the possibilities of where this partnership can go in the future.

Being Chair has allowed me to peek behind the curtain of the many events that the chamber offers to its members. Business after hours, Quick Connect Luncheons, forums and of course the Hall of Fame Enshrinement Festival are some of the events offered. Many of these events give our city and region a national and even global spotlight. That spotlight will only grow brighter in the years to come, thanks in large part to the many sponsors and volunteers.

It has been an honor to lead this valuable community asset. I want to thank my fellow board members, Denny, the chamber staff and most of all you, our member organizations for your support. Your support of the chamber has made us successful for 105 years. As I hand the keys to the organization over to Joe Feltes’ capable hands, I know the Canton Regional Chamber of Commerce will continue to excel as an organization.

Rick McQueen, 2019 Chairman

---

New Board Members

Mark Vandegrift

Mark Vandegrift is the chief operating officer and a principal of Innis Maggiore. He stewards the brands of several of Innis Maggiore’s largest clients, directs the agency’s marketing technology offering and oversees agency operations.

Vandegrift’s extensive experience in designing business applications and information architecture is integral to the agency’s continued successes in guiding its clients through the digital space. With keen insights into the digital ecosystem, Vandegrift’s responsibility is to align all digital efforts with clients’ overall marketing strategies. He regularly speaks and trains on web technologies, digital marketing and positioning strategy.

Vandegrift has been with Innis Maggiore since 1998. He won Microsoft’s Gold CD Award for Vendor Excellence in recognition of the agency’s direct marketing program that generated great returns and significant cost savings for the technology giant. He also worked extensively with Bank of America successfully designing, deploying and evolving one of the nation’s first SaaS (Software-as-a-Service) platforms.

Vandegrift holds two bachelor’s degrees in German and accounting from Hillsdale College. He serves as board president/capital campaign chair of the North Canton Playhouse and board president/wish granter for Wishes Can Happen. He also serves on advisory boards for the Boy Scout’s Buckeye Council and Malone University, the sponsorship and marketing chairs for Game Changers Canton, and is a Business Excellence Awards committee member for the Canton Regional Chamber of Commerce. He served for six years on the board of the Canton Symphony Orchestra.

Kenny Peterson

He previously owned Hair Envy Beauty Salon and Havanna Beauty Supply in Aurora, CO.

Sharing his time between Ohio and Colorado, Peterson also owns a medical device sales company in Denver called KP Medical which he plans to expand.

He also hopes to expand his Nothing Bundt Cakes franchise. Each Nothing Bundt Cakes franchisee must select a local charity to support. To honor his Canton roots, Peterson supports the J Babe Stearn Community Center in southwest Canton.

Kenny Peterson is the owner of Nothing Bundt Cakes in Jackson Township.

He is a Canton native and former McKinley star defensive end who was named Ohio’s Division I Defensive Player of the Year.
Clients - for-profit businesses and non-profit organizations - come to SCORE with a remarkably broad range of needs, some of them seriously complex and sensitive. The 60 mentors in the Canton Regional SCORE Chapter consistently help them navigate the gamut.

That was underscored at last month’s 11th annual Client Recognition Event held in the Conference Center on the campus of Kent State University at Stark, the SCORE chapter’s host since 2006. Recognized were three successful SCORE clients, and their reasons for seeking help from SCORE were as diverse as their operations.

Four years ago Kris and Lacie Hart launched Hart’s Sports, a firm that specializes in designing and producing logo’d apparel. In the autumn of 2018 the Harts approached SCORE with a sensitive customer relations situation. The customer - a long-time, valued one - had emailed the Harts, ordering 100 logo’d hoodies. The Harts fulfilled the order and notified the customer that the 100 hoodies were ready for delivery. Oops. Only then did the customer - and thus the Harts - realize that she had made a typo - in the form of an extra zero. She had wanted 10 hoodies, not 100.

Understandably the Harts were concerned about having to absorb a significant loss. They asked SCORE for advice. Two SCORE counselors recommended that the Harts invite the customer to an in-person meeting. Not an email exchange or a phone conversation, but a face-to-face meeting. They advised remaining calm, avoid becoming emotional. Then, the counselors further advised, ask the customer if she might see a need for the hoodies over the next two or three years. If so, the Harts could recover at least some of the loss. Kris and Lacie implemented the advice. In the ensuing meeting, the customer said, yes, she did see such a need. Not long after that meeting, the customer phoned to say that she would immediately take the remaining 90 and pay in full. A sensitive customer relations situation - handled properly - not only solved a problem but strengthened the customer relationship. It should be added that SCORE offered an additional piece of advice: when receiving an email order, phone or email to confirm the accuracy of the order.

From then onward the Harts worked with SCORE to create a strategic marketing plan. Sales have increased and so has the Harts’ product line that now includes custom-designed vehicle wraps.

Rick Carter launched his IT business - Support Fire - 10 years ago. Six years ago he sought help from SCORE. It began with his asking a SCORE mentor to review a multi-page customer proposal that addressed a broad range of technology services. That has led to Rick using SCORE as his sounding board. During the ensuing years Rick has met with his mentor 30 times. He has built a strong business that has served a wide range of customers including veterinary wellness centers, a national retail chain, an advertising agency and a night club. In 2019 Rick achieved his best sales year - a 77 percent increase over 2018. Recently he has brought on two employees. Rick also has begun giving back to the community; every quarter he awards an area non-profit 24 months of free service.

News coverage underscores the ongoing tragedy of human trafficking. Kathie Gray, Corey Foraker and Heather Scott decided to combat the problem by forming Not For Sale: One Step At A Time. Their 501-c-3 non-profit is dedicated to both preventing human trafficking and educating on its evils as they work to ultimately abolish this 21st century form of forced labor and sex slavery. Sadly, Ohio ranks 4th in the number of reported cases. They came to SCORE needing a strategic business plan that would include finance, funding, marketing and operations. A three-counselor team guided them through that process. At one point they related that they needed a website but had no experience with retaining a website designer. One of the counselors with such experience offered to accompany them to meetings with design firms and do the questioning. After two such meetings, Kathie and Corey said they were ready to “fly solo.” They did so, made their selection and are pleased with the resulting website.

For help with any business situation, you can reach SCORE at cantonscore@gmail.com, 330.244.3280 or via www.canton.score.org.
2020 BUSINESS EXPO
PRESENTED BY AULTCARE
FEBRUARY 27 • 4–8 PM
KENT STATE UNIVERSITY AT STARK CONFERENCE CENTER

SHOWCASE YOUR PRODUCTS AND SERVICES AT THE BUSINESS EXPO. LIMITED SPACE AVAILABLE.

FEATURING 100 AREA BUSINESSES PLUS OVER A DOZEN LOCAL RESTAURANTS AT OUR “TASTE OF STARK”

GREAT NETWORKING GREAT FOOD GREAT BUSINESS LEADS

Join the Canton Regional Chamber for our 2020 Business Expo Presented by AultCare! One hundred area businesses will be on hand to share information about their products and services. And “Taste of Stark” will feature great food from over a dozen area vendors. Great networking, great food, great business leads. You won’t want to miss the premier business expo in Stark County!

(Exhibitor registration for CRCC Members ONLY will be on a first-come, first-serve basis).
Nominations for Stark County’s most prestigious business awards are due by Jan. 20, 2020.

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

Remember, nomination deadline is Jan. 20, 2020.

SAVE THE DATE!
Honorees of this year’s awards will be recognized during the awards dinner scheduled for May 5, 2020 at the Kent State University at Stark Conference Center.

SPONSORS TO DATE:
Business After Hours

JANUARY 30

Join the Canton Regional Chamber of Commerce for Business After Hours at the Crystal Clinic in Canton on January 30. Enjoy networking, a cash bar, door prizes, and complimentary hors d’oeuvres. All Business After Hours events in 2020 are presented by Apple Growth Partners.

Thursday, January 30
5:00-7:00 pm
Crystal Clinic
4466 Fulton Dr. NW
Canton, OH 44718
Free! Register at CantonChamber.org

Education Initiatives Update

BY BARBARA HAMMONTREE BENNETT, PE, PS, LEED-AP

In Stark County there are 6,417 job openings according to data collected through Ohio Means Jobs as of Dec 2, 2019. In today’s tight labor market many job openings are proving difficult to fill. In addition, since it is a job seeker’s market, many companies are experiencing turnover which adds another expensive burden to running a business.

One strategy to consider if not already implemented is to establish an internship program within your organization as we have willing, trained and able students that need a local business connection. It has been shown that internships yield positive ROIs and many internships lead into full time job offers. This benefits not only your business but also supports a sustainable economy by keeping our young talent in our community.

Here are some statics to consider:
• There are 18,000 high school students in Stark Co.
• There are 1,800 students in career tech programs in Stark Co.
• There are 16,000 students from Stark Co. in higher education
• There are 25,000 students attending Stark Co. colleges and universities.

These statistics show there is a sufficient talent pool for interns. Not sure about diving in? A good place to start for employers to evaluate and establish an internship program include the following:

• The Cost of Turnover Tool https://www.aspeninstitute.org/publications/cost-of-turnover-tool/

• The Chamber’s Internship Toolbox for Employers, which is based on national best practices and 20+ years of experience in managing interns. https://www.cantonchamber.org/Content/uploads/InternToolKit.pdf

Now is the time to post a spring or summer internship as students will start looking for intern opportunities soon. If your company is not sure where to start then please feel free to give me a call and I would be more than happy to ensure your company can connect to the many resources in our community to help establish an intern program in your organization.
First Friday is a monthly party in the downtown Canton Arts District in Canton, OH featuring themed music, performance and visual arts events and always a few surprises for adults and children. It is primarily a self-guided tour of local art galleries, studios, stores and restaurants.

First Friday begins with a First Stop at the Canton Museum of Art @ 5:30, followed by the full-out event downtown from 6-10 p.m. Rain, snow or shine, First Friday happens every month – year 'round!

First Friday is brought to you by the Downtown Special Improvement District and ArtsinStark. Plan your stops in advance by downloading the First Friday maps at downtowncanton.com.

Upcoming themes:
January 3 – Fire and Ice
February 7 – Wear Red Day
March 6 – Little Chicago

Aaron Costic of Elegant Ice Creations carves one of his award winning sculptures at Canton First Friday.

Expertise Pays Off.
For more than 85 years, we have helped middle market companies achieve financial success.

Menopause The Musical®
The Hilarious Celebration of Woman and The Change!

Four women at a lingerie sale have nothing in common but a black lace bra and memory loss, hot flashes, night sweats, not enough sex, too much sex and more. This joyful musical parody set to classic tunes from the '50s, '70s and '80s will have you cheering and dancing in the aisles.

Feb. 9, 2020 | 3pm
Canton Palace Theatre
Ph: 330.454.8172  www.cantonpalacetheatre.org
Group discounts available
LEADERSHIP AND COMMUNITY ENGAGEMENT for Young Professionals

APPLY NOW, CLASS BEGINS FEBRUARY 19!

For Stark County to thrive, it is essential that young professionals work, play, & stay in our community. The Spotlight Stark County program can be a key element to helping young professionals learn all that our community has to offer, make connections with a variety of people, and find their niche for meaningful service. Leadership Stark County’s young professionals’ program is geared to do all this along with building leadership capacities that make them valued members of their professional team, leading to employment stability.

Applications are available now at LeadershipStarkCounty.org. Class begins February 19 and meets six times.

Here’s what Spotlight young professional class members receive:

- Personal Gallup Strengths Assessment including Insight & Action Planning Guide
- Instruction on the six Leadership Competencies
- Professional headshot (electronic file)
- Volunteer community service opportunity
- Introduction to non-profit leaders
- Exposure to the arts scene
- Downtown development & history tour
- Optional opportunity to learn Boardmanship and be matched with a non-profit board
- Networking sessions at hip bistros

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.

LEADERSHIP STARK COUNTY

Spotlight Stark County in downtown Canton

ATTORNEY SUITES & OFFICES FOR LEASE
Carnegie Building - 236 3rd St SW, Canton, Ohio 44702
Join other attorneys in leasing one of several multi-office suites or a single office in the historic Carnegie Building home of Schulman & Roth Associates, 236 Third St SW, Canton. Only blocks from the Stark County Courthouse, Frank Bow Federal Building and Canton City Hall. Rents include utilities, use of common areas, a conference room and kitchen/breakroom. Elevator served. Other amenities negotiable. Twenty (20) parking spaces on site. ADA access.
Contact Spencer Hartung or Wick Hartung for more details.

Contact our team of professionals for all your real estate needs!

<table>
<thead>
<tr>
<th>Timothy Putman</th>
<th>Wick Hartung</th>
<th>Jim Bednar</th>
<th>Spencer Hartung</th>
<th>Saylor Putman</th>
</tr>
</thead>
<tbody>
<tr>
<td>President</td>
<td>Broker, V.P.</td>
<td>Agent</td>
<td>Agent</td>
<td>Agent</td>
</tr>
</tbody>
</table>
Name: Alyssa Shackle

Occupation/Title/Place of work:
President/Founder of GuidingHearts Home Healthcare – A non-medical home care company committed to giving our clients and families peace of mind as our passionate caregivers assist during their aging process in the home.

Age: 25

Why are you interested in Stark County’s Young Professionals initiative?
There is no other bond like Stark County. This community has given me so much and it’s time for me to finally give it back.

What would you share to encourage other people to join?
Ystark is a group of like minded professionals working together for a common goal. To help each other on both a personal and professional level and lift each other up to our best potentials.

Did you grow up in Stark? If so, where? If not, where did you move from and why?
Yes, 2012 graduate from North Canton Hoover.

Why do you stay in Stark County, from both a personal and professional point of view?
The support of a close knit community like Stark county is above all. Everyone looks out for one another and wants to help each other succeed.

What do you like MOST about Stark County?
I grew up here, and my parents grew up here and my grandparents before that.

Stark county has molded my entire life and who I am. It’s a community that gathers together during struggles and celebrates together during victories. It’s taught me loyalty, perseverance, and to never take the simple things for granted.

What would you change about Stark County if you could?
I wish that Stark County had more job opportunities of all levels.

What do you see as valuable opportunities for YPs in Stark County when it comes to career opportunities, cultural access, leadership or community involvement opportunities?
To create a group that trusts each other as their single referral source for all of our community needs. A group that accepts and helps each other through the hard times and knows to how to let loose and smile and laugh through good.

What would attract more YPs to Stark County?
More individual ystark! YP meet-ups.

What do you do in the evenings or on the weekends for fun in Stark County or NE Ohio?
Local Breweries/Wineries and restaurant

Could you see yourself spending your lifetime in Stark County and if not, what would cause you to leave?
Stark County will always be a big part of me life.

YP Profile
GET TO KNOW THE YOUNG PROFESSIONALS WHO WILL SHAPE THE FUTURE OF CANTON/STARK COUNTY! EACH MONTH, WE’LL INTRODUCE YOU TO A YP WHO IS LIVING OR WORKING, BUT MOST IMPORTANTLY, THRIVING IN STARK COUNTY!

Alyssa Shackle

WorkPlayStay is sponsored by:

Aultman
WHEN IT HITS THE FAN – CRISIS MANAGEMENT

It’s a simple fact: controversies today are tried in the Court of Public Opinion more often than in the Court of Law. News now breaks first on social media, with traditional media sweeping Twitter, Facebook, Instagram and YouTube for leads. Whether your company or organization is immersed in a sudden crisis or dealing with a hot-button issue, your news can easily “go viral” in moments. Since it takes a lifetime to build a reputation and only a few seconds to destroy one, “managing the message” is a necessary skill-set for business owners and their attorneys.

This fast-paced talk by veteran crisis management and communications specialist Bruce Hennes (GlenOak ’72), from Hennes Communications in Cleveland, Ohio, focuses on a highly strategic approach to communicating during a wide variety of situations, offering methods for establishing and maintaining “control of the message,” enabling you to move your message forward or mount a defense against a sudden onslaught from traditional or social media.

Thursday, January 9
11:30 am – 1:00 pm
Alex D Krassas Event Center
$17 per person
Register at CantonChamber.org
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:

TUESDAYS
Gregory’s Family Restaurant – 2835 Whipple Ave NW – 8 am
Courtyard by Marriott – 4375 Metro Cir NW – Noon

WEDNESDAYS
John’s Bar & Grill – 2749 Cleveland Ave NW – 8 am
Winking Lizard – 5710 Fulton Dr – Noon
Sylvester’s North-End Grill – 4305 Portage Rd NW – Noon

THURSDAYS
Buehler’s – 7138 Fulton Dr NW – 8 am
Holiday Inn Twenty/20 Taphouse – 4520 Everhard Rd NW – Noon

Contact our Membership Department today to get started at 330.833.4400.

At your location or ours, we’ve got you covered.

AultWorks Occupational Medicine specializes in treating work-related injuries and illnesses. We are certified by the Ohio Bureau of Workers’ Compensation.

Our services include:
• Injury Care
• Drug and Alcohol Screenings
• DOT and Pre-placement Physicals
• Pre-placement Physicals
• Random Management Programs

www.aultman.org/aultworks
1-844-285-9675

<table>
<thead>
<tr>
<th>Canton</th>
<th>Alliance</th>
<th>Orrville</th>
<th>Carrollton</th>
</tr>
</thead>
</table>
On March 31 – April 1, 2020, Ohio EPA will host our 11th Compliance Assistance Conference at the Greater Columbus Convention Center in downtown Columbus, Ohio. Through our conference, you will gain valuable information and contacts to help you with your environmental compliance responsibilities. We will be featuring two keynote speakers. Come hear Ohio EPA’s new Director, Laurie A. Stevenson, discuss Agency goals and objectives in the morning of day one, and then learn from U.S. EPA Regional Administrator Cathy Stepp about Region V priorities during our mid-day plenary session.

A large part of the conference is targeted to businesses and others who need to know the basics about environmental compliance. However, the agenda also includes advanced topics, such as Title V permits and reporting and a special three four-hour SPPC session. There also will be a plenary panel session from our program chiefs who will share the priorities and cover hot topics that are important to you. The complete conference agenda and registration information is now available at http://epa.ohio.gov/compliance_conference. Questions, contact Supora Hunter, Ohio EPA at supora.hunter@epa.ohio.gov.

Barbco, Inc. Co-Owner and CEO, Anthony R. Barbera was granted U.S. Patent #10465460 for the Barbco FlexBor tooling and technology on November 5, 2019. This is a proud moment in this East Canton, Ohio manufacturer’s storied 30-year history of driving the trenchless technology, horizontal boring, and underground manufacturing industries forward with world class capital equipment and cutting-edge technology. The FlexBor is an extremely cost-effective, environmentally safe trenchless method and tooling. The FlexBor is designed to virtually eliminate “frac-outs” / “inadvertent returns” that are often associated with horizontal directional drilling and the use of bentonite.

The Karcher Group announces the hire of two new full-time team members: Sales Coordinator Zechariah Eshack and Associate Video Producer Zoe Logston. The Karcher Group (TKG), a digital agency with more than 20 years of experience, continues to grow their internal team to match the needs of their expanding client base. “It’s an exciting time at TKG. As we continue to grow our client base, we’re able to focus on bringing in new talent to strengthen the services we offer to both our new and existing customers,” said Geoff Karcher, Owner and President of The Karcher Group.

Eshack comes to TKG having worked in both a medical data-entry role and the customer service industry. His customer service experience coupled with his ability to interpret and enter data make him a great fit for TKG’s expanded sales team.

Logston joins the agency’s creative team as a full-time employee fresh off a photography and videography internship with TKG. Before joining the TKG team she freelanced in the digital media space.

As a Stark County manufacturer, we need to hear your voice on the 2020 Ohio Manufacturing Survey. The Canton Chamber is a proud Community Partner on this survey, and we ask that you take the survey today. Your anonymous response will help inform our economic development organizations, influence our legislators, create new training programs and shape existing ones, and much more. To thank you for your 15 minutes, we’ll send you a business book of your choice for free, make a donation in your honor to Harvest for Hunger, offer you a free subscription to IndustryWeek, give you a free ticket to attend the Results Rollout event in February, send you the full report, and more! Now is a critical time for our region’s manufacturing, and we need to hear your voice (and those of your colleagues!) by the survey deadline on January 8th.

Please take the survey here: https://kent.qualtrics.com/jfe/form/SV_88HTnn93vhxTjxj7Source=cc

Innis Maggiore, the nation’s leading positioning ad agency, has announced the promotion of one associate and the hiring of another. Lee-Ann DeMoe was promoted to creative director and Katie Remark was hired as digital project manager.

“To remain Stark County’s leading creative advertising agency and America’s leading positioning ad agency, it’s key to get the right people on the team and then to get them in the right position,” said Dick Maggiore, president and CEO. “Lee-Ann and Katie possess the right skills to help our clients win in their marketplaces.”

DeMoe, a long-tenured, award-winning creative, joined the agency in 2001. She’s been integral in differentiating and dramatizing the positions of key agency clients. DeMoe was recognized for her creative prowess and asked to judge the 2018 District 2 ADDY awards in Pittsburgh. She directs creative strategy and design work, and creates compelling concepts for advertising materials, working directly with other designers and copywriters. She’s a resident of North Canton.

Remark will focus on managing digital work between the client services and digital marketing teams.

The Pro Football Hall of Fame and Canton Regional Chamber of Commerce have named two long-time community volunteers to the top leadership positions for the 2020 festivities that will celebrate the annual Pro Football Hall of Fame Enshrinement. Todd Stover will serve as General Chairperson and Dennis Manzella as General Vice Chairperson.

Stover and Manzella will lead the nearly 5,000-person volunteer corps that helps with the planning, coordination and execution of the events surrounding the annual enshrinement celebration. The volunteers provide a world-class experience to the hundreds of thousands of fans who will descend upon the Canton community for the 2020 Pro Football Hall of Fame Enshrinement festivities including Enshrinement Week Powered by Johnson Controls. The annual event kicks off the NFL’s season and centers around the Enshrinement Ceremony for members of the Class of 2020 that will take place on Saturday, Aug. 8 in Tom Benson Hall of Fame Stadium.
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.

Adovcare Clinic  
(HEALTH & WELLNESS)  
Steven Davis  
147 Wilbur Dr. NE  
North Canton, OH 44720  
330-754-4850  
www.advocareclinic.com

Accel Pest Control  
(PEST CONTROL-SERVICES)  
Shane Weiford  
2186 Locust St.  
Canal Fulton, OH 44614  
330-844-2260  
www.accelpest-oh.com

Advanced Recovery Concepts  
(HEALTH & WELLNESS)  
Dr. Amit Mohan  
4510 Dressler Rd. NW  
Canton, OH 44718  
216-450-1613  
www.arcproviders.com

Alex Wakefield State Farm  
(INSURANCE & FINANCIAL PLANNING)  
Katherine Patrick  
409 Applegrove St. NW  
North Canton, OH 44720  
330-494-2266  
www.insurewithalex.com

Brazen Business Services  
(ACCOUNTANTS - ACCOUNTING CONSULTANTS)  
Christine Weisgarber  
13771 Millersburg Rd.  
Massillon, OH 44647  
330-474-9984  
www.brazenbusinessservices.com

Bulk Carriers Transporation Equipment  
(TANK TRAILER SALES, LEASING & REPAIR)  
Richard Hartrick  
2743 Brightwood Rd. SE  
New Philadelphia, OH 44663  
330-339-3333  
www.bcte.com

Canton Specialty Fleet Services, LLC  
(FLEET SERVICES - SPECIALTY VEHICLES)  
David Ohl  
1324 Tuscarawas St. W  
Canton, OH 44702  
330-490-9090  
www.cantonsfs.com

Doylestown Telephone Co.  
(TELECOMMUNICATIONS)  
Thomas Brockman  
81 N. Portage St.  
Doylestown, OH 44230  
330-658-2121  
www.doylestowntelephone.com

Edward Jones  
(FINANCIAL SERVICES )  
Greg Olenick  
4535 Everhard Rd. NW  
Canton, OH 44718  
330-966-3050  
www.edwardjones.com

Fairway Carts/Onfire Marketing  
(GOLF CARTS - FIREPLACES - OUTDOOR LIVING)  
Suzette & Doug Schuller  
6944 W. Ave. NW  
North Canton, OH 44720  
234-209-9008  
www.fairway-carts.com

Family Life Home & Health Care Services  
(DEVELOPMENTAL DISABILITIES - SERVICES)  
Angelina Moody  
527 Hamilton Ave. NE  
Canton, OH 44704  
330-936-8338  
www.familylifecc.org

Fox Trot Aviation  
(aviation)  
Anthony Pentz, II  
3333 Mt. Pleasant St. NW  
North Canton, OH 44720  
330-904-5066  
www.foxtrotaviation.com

Giant Eagle on the Strip  
(GROCERS - RETAIL)  
Terrell Kemp  
6493 Strip Ave. NW  
North Canton, OH 44720  
330-497-7902  
www.giantegaile.com

Keller Williams Legacy Group Realty - Douglas Miller, SRES  
(REAL ESTATE)  
Douglas Miller  
4580 Stephen Cir. NW  
Canton, OH 44718  
330-575-1311  
www.douglasmillersre.com

Mayer’s Magical Productions  
(BALLOONS - ENTERTAINMENT - MAGIC)  
John Mayer  
3655 Sandy Ave. SE  
Canton, OH 44707  
330-413-6040  
www.mmpmagic.com

Microplex, Inc.  
(MANUFACTURERS)  
Valerie A. Walters  
7568 Whipple Ave. NW  
North Canton, OH 44720  
330-498-0600  
www.microplex-inc.com

Midlake Products & Manufacturing Co.  
(MANUFACTURERS)  
Jeff Rich  
819 Nickelplate Ave. N  
Louisville, OH 44641  
330-875-4202  
www.midlake.com

Nail Design  
(NAIL SALONS)  
Rabih Issa  
1664 N. Main St.  
North Canton, OH 44720  
330-244-2228

Resource MFG  
(STAFFING - EMPLOYMENT SERVICES)  
Michael Carney  
4709 Fulton Dr. NW  
Canton, OH 44718  
330-491-8399  
www.resourcefmg.com

RTM Transport, LLC  
(TRANSPORTATION)  
Allen Troyer  
5019 CR 120  
Millersburg, OH 44654  
330-893-2813

The Amy Wengerd Group - EXP Realty  
(REAL ESTATE)  
Amy Wengerd  
5553 Whipple Ave. NW Ste. 4  
North Canton, OH 44720  
330-681-6090  
www.amysguarantee.com

Trane HVAC Commercial Building Services  
(HVAC - COMMERCIAL & INDUSTRIAL)  
Megan Phillips  
9555 Rockside Rd. Ste. 350  
Valley View, OH 44125  
216-346-3865  

Weston and Associates  
(CONSULTANTS)  
Andrew Feucht  
47 Canal St. W  
Navarre, OH 44646  
330-265-1776  
www.westonandassociates.com
### January Calendar

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>3</strong></td>
<td>First Friday</td>
<td>Stark County Safety Council Luncheon&lt;br&gt;starkcountysc.com&lt;br&gt;When It Hits The Fan: Crisis Management&lt;br&gt;Thursday, Jan. 9&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>
</tr>
<tr>
<td><strong>9</strong></td>
<td>Stark County Safety Council Luncheon</td>
<td>Canton First Friday&lt;br&gt;cantonfirstfriday.com&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. 3&lt;br&gt;6:00-10:00 pm&lt;br&gt;Downtown Canton Arts District&lt;br&gt;FREE</td>
</tr>
<tr>
<td><strong>15</strong></td>
<td>AultCare QuickConnect Luncheon</td>
<td>Chamber Night with The Charge&lt;br&gt;cantonchamber.org&lt;br&gt;At the next QuickConnect: Denny Saunier, President &amp; CEO, Canton Regional Chamber of Commerce.&lt;br&gt;Wednesday, Jan. 15&lt;br&gt;11:30 am – 1:00 pm&lt;br&gt;La Pizzaria&lt;br&gt;$18 for Chamber members</td>
</tr>
<tr>
<td><strong>17</strong></td>
<td>Chamber Night with The Charge</td>
<td>Canton First Friday&lt;br&gt;cantonfirstfriday.com&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. 3&lt;br&gt;6:00-10:00 pm&lt;br&gt;Downtown Canton Arts District&lt;br&gt;FREE</td>
</tr>
<tr>
<td><strong>30</strong></td>
<td>January Business After Hours</td>
<td>Canton First Friday&lt;br&gt;cantonfirstfriday.com&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. 3&lt;br&gt;6:00-10:00 pm&lt;br&gt;Downtown Canton Arts District&lt;br&gt;FREE</td>
</tr>
<tr>
<td><strong>2/27</strong></td>
<td>2020 Business Expo</td>
<td>2020 Business Expo presented by AultCare&lt;br&gt;cantonchamber.org&lt;br&gt;One hundred businesses will be on hand to share info on their products and services!</td>
</tr>
<tr>
<td><strong>CANTON REGIONAL CHAMBER OF COMMERCE</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

---

**CANTON ALUMINUM**

Don’t Move...IMPROVE!

“Since 1952, Doing Home Improvements For You!”

- Custom Sunrooms • 3 & 4 Season Rooms • Patio Covers
- Awnings • Carports • Screen Porches & Upgrades • Windows
- Insulated Siding • Doors • Roofing • Gutters & Leaf Guards

Jerry and Marty Ortman - Owners<br>1330 E. Tuscarawas St., Canton, OH 44707<br>330-456-0021 cantonaluminum.com
The area’s most experienced cardiovascular specialists
(MCI: Mercy Cardiovascular Institute)

Record breaking times
from ER door to catheterization
(ECPC: Emergency Chest Pain Center)

First local heart center offering
non-surgical minimally invasive valve treatment

2nd Opinions/Appointments:
330-588-4676 or
cantonmercy.org/heart

Accepting most major insurances including AultCare & AultCare’s PrimeTime Health Plan.

THE HEART HOSPITAL
A Ministry of the Sisters of Charity Health System