Utica Midstream

JOIN US ON MAY 20

One year after the pandemic hit the Utica, what’s the outlook Midstream in the Utica? How many delayed projects have been moved into 2021? Are companies playing catch up?

When the Shell cracker plant opens what is its impact on Midstream? More pipelines? Is there a need for more fractionation and processing facilities?

What is the natural gas demand going to be? What was it during the pandemic? What’s the impact of a very cold winter on natural gas prices?

There are a considerable number of unknowns as 2021 progresses. Get the answers to these questions and more.

Thursday, May 20
7:30 a.m. to 3:00 p.m.
Holiday Inn Canton (Belden Village)
Register at www.CantonChamber.org

CONTENTS

Save The Date: Golf Outing | AultCare QuickConnect Luncheon | NETWORK | Manufacturing Partnership
Members Helping Members | SCORE | MAGNET | ystark! Twenty under 40! | ystark! Whole YP | Young Professional Profile
Stark County Safety Council | New Members | New Member Renewals | Chamber Ambassador | BizBitz

OUR MISSION: To lead the region in business and community development through collaboration and innovation.
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Join us at the AultCare QuickConnect Luncheon on Wednesday, May 19!

The luncheon will feature David Whitehill, President and CEO ArtsinStark and Cultural Center for the Arts. David’s topic will be "Strengthening Stark County’s Creative Sector.”

He is an award-winning arts and culture leader with more than 20 years of experience in Orange County, California, Bangor, Maine, and Asheville, North Carolina. Passionate about developing and expanding arts education and engagement, promoting the sector as a tool for economic development, and using arts as a driver in connecting and lifting up communities.

ABOUT THE LUNCHEON:
In following state guidelines for safety, the following are approved safety protocols. Limited Seating - 100 attendees (6 to a table).

Temperature will be taken at check-in. Masks are mandatory and social distancing guidelines will be followed.

If you would like to bring a door prize and promote your business in a 30 second commercial, please email Ashley Winter - ashleyw@cantonchamber.org. This will be first come first serve.

Wednesday, May 19
11:30 am – 1:00 pm
(Registration begins at 11:00 am)
5211 Tuscarawas St W, Canton, OH 44708
$20/members, $30/non-members
Register by May 12 at www.CantonChamber.org

AultCare QuickConnect attendees can obtain business leads through enjoyable networking activities, hear a compelling speaker, meet new business contacts and enjoy a delicious meal.

Temperature will be taken at check-in. Masks are mandatory and social distancing guidelines will be followed.

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If you would like to bring a door prize and promote your business in a 30 second commercial, please email Ashley Winter - ashleyw@cantonchamber.org. This will be first come first serve.
Harness your sales prowess with NEW CONTACTS
FREE contact follow-up list for all attendees!

Friday, May 14
AA Executive Event Center
5211 Tuscarawas St. W.
Canton, OH 44708

8:00 am - Registration
8:30 am - Noon - Networking
Cost: $35 for members, $60 for non-members
$15 surcharge for walkup registrations.
Breakfast buffet included.

Tabletop exhibits are available for $35.
Contact Molly Romig at (330) 833-4400 or mollyr@cantonchamber.org; space is limited!

Registration may be limited, so register NOW to save your spot! Sign up by May 1 at www.cantonchamber.org or contact Molly Romig at mollyr@cantonchamber.org or (330) 833-4400.

Event is non-refundable. No-shows will be billed.

Social distancing will be in place – seven people per table. All participants will remain masked unless giving your presentation, eating or drinking. We’ll learn more about each other’s business and services just no shaking hands this time.

Event will include a breakfast buffet and registration including table top exhibits beginning at 8:00 am. Networking will begin at 8:30 and participants will then be seated. We will continue through rotations until everyone has had an opportunity to meet (around noon). Exhibit tables will be open through registration, during breaks, after the seated event.

Bring your business cards – All participants will receive a booklet containing participant contact information.
Stark County is at the heart of manufacturing in northeastern Ohio. Five-hundred and fifty manufacturers work with 26,000 employees to provide the most wages of any industry category in the County, according to MAGNET’s 2019 NEO Manufacturing Survey. The Survey also concludes that in Northeast Ohio manufacturing drives more than 45% of our economy. Every one manufacturing job drives 3.6 other jobs. Manufacturing is our lifeblood whether we realize it or not.

Unfortunately, manufacturers are experiencing briddled growth because they are finding it very difficult to add qualified people to their teams. A core group of manufacturers located in Canton, Massillon, Alliance, Louisville and other Stark County communities has worked together to form the Stark County Manufacturing Workforce Development Partnership (Partnership). The Partnership is one of 18 industry sector partnerships that make up a statewide network of manufacturing workforce development stakeholders coordinated by the Ohio Manufacturers’ Association. The Partnership was formed by the founding manufacturers through the cooperative efforts of Barb Bennett at the Canton Regional Chamber of Commerce, John McLaughlin at the Stark Economic Development Board and Janelle Lee at MAGNET.

The goal of the Partnership is to support Stark County manufacturers’ expansion by growing the manufacturing labor force, offering career pathways, delivering training and education and sharing best practices within the manufacturing workforce development community. The first priority is to promote manufacturing careers to job seekers and students. The second priority is to reach out to students, parents, educators, and guidance counselors to encourage students to consider careers in manufacturing.

Participating member manufacturers are finding the Stark County community to be full of resources among workforce development professionals, economic development organizations, educators, and community-based organizations. These organizations round out the Partnership and will be key players to getting more people interested in manufacturing careers and helping to solve the labor shortage that is bridling manufacturers’ growth. We have great jobs and careers in Stark County Manufacturing!

Stark County Manufacturing Workforce Development Partnership

Founding Members
Barbco, Inc  Tom Schmidt
HP Products  Allen Green
Lindsay Precast  Mike Hoffman
The M. K. Morse Company  Jim Batchelder

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• Biery Cheese
• E-Tank
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• Harrison Paints
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• Koch-Knight
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• MT Systems
• Ohio Gratings
• Olde Wood, LTD
• Omniety Innovations, Inc.
• Professional Detailing Products
• Quickdraft
• Shearer’s Snacks
• Stark Industrial
• Tesla Nanocoatings
• V&S Schuler
• Wheeling and Lake Erie Railroad

By James T. Batchelder, President and Tom Schmidt, Vice President Stark County Manufacturing Workforce Development Partnership

SEE WHO IS HIRING!
Due to COVID-19, we’ve received a spike in requests from small business members who are struggling to renew their dues. We are asking members who are in a positive position to consider providing assistance through our “Members Helping Members” program.

Here’s how you can help members in need as we weather the pandemic:

• Consider donating $310 (our basic small business membership), or your own specified amount, along with your annual dues payment. You’ll see a “Members Helping Members” line on your invoice or when you pay online. Any funds will go toward covering the dues of a member who simply can’t renew this year.

• Go anytime to cantonchamber.org/members-helping-members to donate.

We’d like to give a special thanks to these companies who donated this month and helped save the Chamber memberships of small businesses:

• Cain Toyota - BMW
• H. Doyle Smith, Author
• Mid’s “True Sicilian Pasta Sauce”
Your business is doing well. You see an opportunity to expand. To do so you need an infusion of funding. You go to your bank or credit union. Do you have a business plan? If you do, take it with you. If you don’t have one and sit down with a lending officer, you might hear, “You should have a business plan. I suggest you get in touch with SCORE. They will help you create one.”

Yes, lending institutions are a major source of referrals for SCORE. If you contact SCORE and a first meeting is scheduled with one or more mentors, here is what you can expect to hear about business plans.

- We will guide you through the strategic planning process, serving as coaches and cheerleaders.
- Why should you put yourself through the process? Because it will sharpen your focus, add rigor to your thinking and spur creativity.
- The plan will give you a tool that you should use often - and update at least yearly.
- We will provide a template that includes the essence of a strategic plan, and we will walk you through the template.

What are the elements of such a plan?

- Aspirations. These are your dreams. They go beyond the near-term objectives you establish for your business.
- Opportunities.
- Challenges - present, near term, longer term.
- Statement of situation. This includes the facts that you deem relevant to your business’s success.
- Financial situation. We will help you assess and strengthen it.
- Objectives. Be sure to emphasize ones that are measurable.
- Strategies. These are the broad how-to’s that will help achieve objectives.
- Audiences. These are your customers, prospects and other constituents who will or can influence your success.
- Audience expectations. Divining these requires crawling outside your mind and then crawling inside your audiences’ minds and only then asking, “What do they expect from me?” (Many businesses don’t do this, to their detriment.)
- Messages. You want to craft ones that you believe will cause your audiences to take actions that YOU desire them to take.
- Tactics. These are the specifics that grow out of your strategies.
- Pricing. We will discuss pricing sensitivity and how you might experiment with pricing.
- Feedback. Record it - both positive and negative. Use it to update your strategic plan.

- Budget. Build a spending history. Link it to tactics. It will increase your sense of confidence and calm.
- Key performance indicators. These will help track your progress on your measurable objectives.

After a SCORE client completes a plan draft, we will review it and work with her/him to fine tune it. In the end, we want a client to see more clearly the path forward to greater success.

Canton Regional SCORE serves small businesses and non-profits throughout five counties - Stark, Tuscarawas, Holmes, Carroll, Harrison. You can learn more about the chapter at www.canton.score.org.
Baker, Dublikar, Beck, Wiley & Mathews
ATTORNEYS AT LAW

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For more than 30 years, MAGNET has been driving Northeast Ohio’s manufacturing growth by supporting small and mid-sized manufacturers. We roll up our sleeves to provide hands-on support with business consulting, new product design, operations excellence, and workforce innovation, bringing industry, education, and community leaders together to create tomorrow’s manufacturers.

Serving 24 counties in Northeast Ohio including: Ashland, Crawford, Erie, Huron, Lorain, Medina, Richland, Stark, Wayne

Contact Janelle Lee at MAGNET today:
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Mobile: 513-257-5338
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Twenty Under 40! awards

Tuesday, June 22, 2021
5:30 p.m. at UnHitched Brewing Co. • 115 South Mill Street • Louisville, OH 44641
Heavy hors d’oeuvres & one drink included per ticket. Ceremony begins at 6:45.
RSVP by 6/14. Tickets are $60 at cantonchamber.org or (330) 458-2070.

2021 Honorees

Kristina Belliveau • Ray Vincent Bertka • Courtney Brown • Ashley Collins • Nick Doyle • Courtney Dunlop • Robert L. Fountain IV
John M. Highman • Tave’ Hill • Devin Jordan • Dr. Kalli Paris • Dr. Tracy A. Popa • Katy Russell • Mike Scott
Very Rev. John E. Sheridan • Beth Starrett • Jamie Szittai White • Rev. Sarah Taylor Peck • Steven Tharp Jr. • Neil Weakland

Whole YP Wellness Series

Wellness Workshop: 8 Dimensions of Wellness
Friday, May 7 from 9 - 11 AM
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!

Name: Alex Steinmetz

Occupation/Title/Place of work: Principal Compensation Analyst at The Timken Company

Age: 29

Why are you interested in Stark County’s Young Professionals initiative?
I think Stark County has a lot to offer young professionals. One way to encourage other young professionals to decide to work, play and stay here in Stark County is by raising awareness of how great of an area we have here.

What would you share to encourage other people to join?
There are so many opportunities here in Stark County and I would encourage other young professionals to make the connections here in Stark so they can see all of the great opportunities.

Did you grow up in Stark? If so, where? If not, where did you move from and why?
I did not grow up in Stark County. I grew up in Willard, Ohio which is in Northwest Ohio. I moved here to attend Malone University for my college education and enjoyed my time so much in Stark Country that I decided to stay and start my career here.

Why do you stay in Stark County, from both a personal and professional point of view?
Stark County has been such a great fit for me both personally and professionally. Personally, I have enjoyed all of the great people that make up such a great community as well as the things to do here (from the Pro Football Hall of Fame to museums to enjoying a night out in the community with friends). Professionally, I feel as though I have had plenty of opportunity to work on challenging projects here in Stark County as well as make the connections that have helped me grow my career quickly.

What do you like MOST about Stark County?
The great people that live in Stark County and the food. So many great people that make up the community that I choose to be a part of and so many delicious places to eat!

What would you change about Stark County if you could?
I would change the perception of the area. I usually hear a lot of negative talk about the area and how there is nothing to do in Stark County, but I have had the opposite experience and have found lots of fun and exciting things here in Stark.

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?
With the number of large employers here in the area, young professionals have a lot of different opportunities to find a company with a culture that fits their needs. There are also a number of non-profit organizations that can help young professionals get involved in the community as well as take different leadership roles. As far as cultural access, downtown Canton has a really great art and music scene to get involved with.

What would attract more YPs to Stark County?
Awareness would be a great way to attract more young professionals to Stark County. I think the opportunities are here, young professionals just need to be aware.

What do you do in the evenings or on the weekends for fun in Stark County or NE Ohio?
In the evenings or weekends, I typically find some time to hang out with friends. We either go out to a local restaurant, find an event in downtown Canton or find our way on a short drive up to Cleveland to catch an Indians or a Cavs game.

Could you see yourself spending your lifetime in Stark County and if not, what would cause you to leave?
Without a doubt I could see myself spending my lifetime here in Stark County. I enjoy the community that I have become a part of and look forward to continuing to deepen my roots here in Stark County.
INSTRUCTORS:
Deb Bailey
Cari Gray &
Eric White

Deb, Cari and Eric are Safety Consultants for the Ohio Bureau of Workers’ Compensation, Division of Safety and Hygiene. Between the three of them, you will benefit from nearly 80 years in safety experience in a variety of industries including construction, manufacturing, healthcare, chemical, and many more. Slip, trips and falls are a main issue in every industry, so join us to learning a new approach.

Prevent Falls in All Industries

Falls are a major cause in workplace deaths and injuries. The annual Fall Stand Down often focuses on construction. We in this event will focus on slips, trips, and falls across all industries. OSHA will kick off the event and then we will discuss strategies for preventing slips, trips, and falls using the hierarchy of controls. We will also challenge employers to act and get involved. You will gain valuable resources to use in the future.

- FALLS are problem in All Industries – You can’t afford not to attend!
- Free BWC Virtual Seminar.
- Fast, easy way to bring safety to the workplace.

Who Should Attend? Any employer with workers who walk, use steps, and climb any height; Supervisors, Safety Managers, and Owners

NEED HELP?
Contact Cari.G.1@bwc.state.oh.us or Keith.G.1@bwc.state.oh.us
NEW MEMBERS

WELCOME to our newest members, who joined Canton Regional Chamber of Commerce in March. We encourage you to patronize their businesses. If you know of other businesses that would benefit from Chamber membership, please contact Molly Romig, Director of Membership and Retention at (330) 833-4400.

Case Farms, Inc.
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Since 1983 Direct Action Co. has offered superior, innovative equine and livestock supplements. Our mission is to provide the finest livestock health and nutritional products at the most economical price we possibly can in order to enhance the performance of our customers’ livestock.

Edward Jones – Ken Griffin
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Ken Griffin, Financial Advisor
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Kenneth.griffin@edwardjones.com
www.edwardjones.com/ken Griffin

No one plans to fail financially, it’s just that most people fail to plan. My job and mission in life is to help households or families like yours make a comprehensive strategy, then help guide them and their family through completion of that strategy, year after year using an established process and goal tracking.

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EDPS is the area’s only locally owned, fully registered payment processing company. We have been in the credit card processing business for over 33 years. Let us put our experience to work for you. EDPS is an A+ Accredited BBB member and preferred partner for the Tusc. County Chamber for 15 years.
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Misswendy0116@excite.com

PLANTED ROOTS is a locally owned family business operating in the area where “our roots are planted.” Currently offering supplies for landscaping including mulch, topsoil, rocks/stone, sawmill services, lumber sales. Coming in September 2021 - Mimi’s Dream Garden and Gift Shop will be opening!

Per-Tech, Inc.
(MANUFACTURERS)
Bob Phillips, Vice President
113 South Erie Street
Massillon, OH 44646
(330) 833-3809
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John Huff

gift from his wife, Mary. Upon his return, he said, “I want to do that more!” John organized a couple of cruises with groups of friends and associates, then in 2000 entered upon a new career in travel planning…specializing in cruises. At the invitation of an associate he attended a Chamber TIP club, joining the Chamber shortly thereafter. John helped create and has chaired the organizing committee for the annual Small Business Showcase. He is currently Vice-Chair of the Canton Chamber Ambassadors. John and Mary have lived in Jackson Township since arriving in the area in 1990. He’s a native of Chicago….ask him about his pizza recipe! Their three boys, all Jackson graduates, and their wonderful daughters-in-laws, have presented John and Mary with ten grand-children.

NAME: John Huff

BIO: After thirty-five years in the Christian ministry, John took his first cruise…a twenty-fifth wedding anniversary

gift from his wife, Mary. Upon his return, he said, “I want to do that more!” John organized a couple of cruises with groups of friends and associates, then in 2000 entered upon a new career in travel planning…specializing in cruises. At the invitation of an associate he attended a Chamber TIP club, joining the Chamber shortly thereafter. John helped create and has chaired the organizing committee for the annual Small Business Showcase. He is currently Vice-Chair of the Canton Chamber Ambassadors. John and Mary have lived in Jackson Township since arriving in the area in 1990. He’s a native of Chicago….ask him about his pizza recipe! Their three boys, all Jackson graduates, and their wonderful daughters-in-laws, have presented John and Mary with ten grand-children.

OCCUPATION: Vacation Planner with Dream Vacations

WHY DID YOU CHOOSE TO BE MORE INVOLVED IN THE CHAMBER?

Relationships are important to John and being able to use his talents and time to be a helpful influence in his community. The Chamber is an excellent venue for that. He’s learned the truth of the principle that people want to do business with people they KNOW, LIKE, and TRUST.

WHAT IS YOUR FAVORITE THING THAT HAS COME OUT OF YOUR CHAMBER MEMBERSHIP?

As an old guy, I was buying into the negative stereotype of the next generation of leaders. Through the Chamber, I have met and interacted with many young entrepreneurs…in businesses and non-profits. I am amazed and encouraged by their initiative, creativity, and dedication to their work and their world. I can’t wait to see what’s next from them. We are in good hands!

WHAT OTHER COMMITTEES/OR EVENTS ARE YOU INVOLVED IN WITH THE CHAMBER?

Small Business Showcase, Business Expo, AultCare QuickConnect Luncheons, and Business After Hours

WHAT WOULD YOU SHARE WITH THOSE COMPANIES THAT ARE NOT AS INVOLVED OR MAY NOT EVEN BE A MEMBER?

It’s OK to ask the question, “What can I get out of Chamber membership?” It will cost some money and some time. The more significant question is, “What can I put into the Chamber?” You probably started your business to make a difference. The Chamber makes a difference in myriad ways…so the Chamber is there to help.

IF YOU ARE INTERESTED IN BECOMING AN CHAMBER AMBASSADOR

REACH OUT TO ASHLEY WINTER AT ASHLEYW@CANTONCHAMBER.ORG
Dr. David Hartman, MD, FACS and his team at Fine Arts Skin & Laser are welcoming guests to their Summer Laser event on Thursday, May 13, 4-9 p.m. Attendees will explore services such as laser and feminine health treatments while enjoying hors d’oeuvres, a wine tasting and silent auction—all benefitting a good cause, the Harbor House, a domestic violence shelter. While the event is free for guests to attend, donations to Harbor House are highly encouraged, and reserving a spot is a must. During the event, the Harbor House will receive monetary donations or donations such as paper goods, feminine products, infant care items, and more. Throughout the night, Fine Arts Skin & Laser will feature various silent auction items ranging from $500-$1,500 dollars. Attendees are invited to donate to the silent auction for a chance to win various prizes. All proceeds will go towards the featured nonprofit. For more information or to reserve a spot call at 330-364-5656 or click here.

Premier Bank announced the addition of Shannon Kuhl as Executive Vice President, Chief Legal Officer. Kuhl brings with her 22 years of experience in banking and legal consulting, having spent most of her career at First Financial Bank (First Financial Bancorp.) headquartered in Cincinnati, Ohio, where she successfully managed the legal, compliance and risk areas. She most recently served as a Member of the Corporate Practice Group and Financial Institutions Services Group at Frost Brown Todd, LLC, where she focused on regulatory compliance, small business lending, M&A, contract review/negotiation, corporate governance matters, securities law compliance and SEC reporting and corporate policy development.

The Karcher Group, a digital marketing agency based in Northeast Ohio, announced its expansion into the North Carolina market. In 2016, The Karcher Group initially expanded into the Columbia, South Carolina market. Since that time, the agency has found the Charlotte, North Carolina area to be more central to their growing Southern client base. All the same services that TKG is known for in Northeast Ohio and the greater Columbia, SC area will now be available in Charlotte, including digital marketing strategy, content, SEO, social media, web development, video and motion graphics.

WRL Advertising announced that social media marketing and SEO intern, Jessica Trambley, will be joining the team full-time as Communications Specialist. Trambley started at WRL in August of 2020 as an intern under Olivia Huntley, Director of Digital Communications. After a few months of assisting the communications team and delivering excellent work, Huntley offered Trambley a full-time position at WRL.

Trambley’s new role will include building upon her current responsibilities as they relate to social media, public relations and media buying, internal communications, strategic research and branding, crisis communications, digital marketing, SEO/SEM, and beyond.

ArtsinStark launched its Annual Arts Campaign “Start with Art” with a raffle contest, an all-new campaign website and newly created video series featuring eight community leaders and honorary campaign chairs who discuss the importance of contributing to the campaign.

The raffle and virtual campaign are a response to the COVID-19 pandemic, which has restricted traditional campaign activities and events. Anyone can make a pledge now at www.artsinstark.com.

The arts are a vital part of our community and ArtsinStark needs your support to keep Stark County a vibrant place to live. Want to help? Make your pledge now at www.artsinstark.com.

Aultman Health Foundation will be the official health system of the Pro Football Hall of Fame for at least the next three years under an agreement announced today. The Aultman system has been providing expert medical services in a full range of specialty areas for nearly 130 years, combining the latest technologies with the exceptional care of its dedicated staff.

Aultman Health Foundation, a not-for-profit organization, ranks as Stark County’s largest employer. It has been a longtime supporter of the Pro Football Hall of Fame.

Schauer Group, Inc., the region’s recognized leader in the manufacturing of world class capital equipment for the trenchless excavation and underground manufacturing markets. In fact, there were strong sales of its Auger Boring Machines, Pathfinder 500, FlexBor tools, and bentonite pumps internationally and domestically. Moreover, Barbco had strong increases in parts sales and service calls. Lastly, Barbco capital equipment has been deployed to Australia, North America, Europe, and Central America in the first quarter! In order, to meet this demand, Barbco recently hired and added to its highly skilled team of machinists, welders, fabricators, and assemblers.

Barbco continues its relentless pursuit and commitment to build environmentally safe and innovative equipment. To that end, Barbco also received yet another patent for the technologically advanced and environmentally safe FlexBor tooling and technology.

Have business news you’d like to share via Biz Bitz? Send your news release to Collyn Floyd, director of marketing, at collynf@cantonchamber.org.
Mercy Medical Center is now a Cleveland Clinic hospital.

Together, we are committed to providing world class care in our community. In the coming months, we look forward to creating the next generation of healthcare for you and your family.

CantosMercy.org