

# The Chamber Link



Volume 57 January 2016



Business After Hours at Kingwood



Business After Hours at Ohio Health



Small Business Saturday - Squirrel's Den



Chamber Staff - Small Business of the Year Awards

## Ribbon Cuttings



Time Staffing



Homespun Fashion's



Lotus Moon Studios



Tara Therapy Salon & Art Studio



Donahue Insurance & Financial Services



Steve's Old Style Barbershop



Hands to Serve



The Ren & Little Buckeye

# The Importance of Small Business

By: Jodie A. Perry, IOM  
@RichlandAreaCh



We recently celebrated our 18<sup>th</sup> year of the Small Business of the Year awards. We also just hosted the first countywide promotion of the Small Business Saturday event on the Saturday after Thanksgiving. Between these two events, I've had the importance of small business on my mind.

It's natural that larger businesses tend to get the headlines, but did you know that it's actually small businesses who have helped power the United States through the recession? From mid-2009 to 2011, small firms accounted for 67 percent of the net new jobs. Today, the United States has 28 million small businesses that employ more than 120 million people – that's over half of the working population.

The government definition of small business might be a little larger than you might expect. According to the Small Business Administration there are two widely used size standards – 500 employees or less for most manufacturing and mining industries and \$7.5 million and under in average annual receipts for many nonmanufacturing industries. While those might sound huge compared to some small businesses, they are small compared to the giant industries in the world today.

For our recent small business awards, we had six finalist businesses. If you want a better idea of what an impact just 6 successful local businesses can make on our economy consider these numbers, together they: employ over 130 local people, have revenues in excess of \$20 million dollars, annually give tens of the thousands of dollars to support local charitable causes. Imagine that multiplied by the hundreds of other local small businesses in just Richland County alone and you can see the powerful impact they have on our economy.

Small businesses are also important because they bring flavor and a unique feel to the community. Imagine our community without your favorite local restaurant, boutique, hair salon, bar or bookstore. Small businesses help our community differentiate itself from all the others. The owners of these stores can provide superior customer service and help you find what you need. They often see a need in the community and fill it.

I would like to congratulate our finalists (Hursh Drugs, Metronome Music, The Shealy Group and Sun Graphics) and our two winners (Jones Potato Chip Company and MHS Industrial Supply) for the Small Business of the Year awards. They were measured on their customer service, their employee practices, their community involvement, overall business performance and entrepreneurship. Truly, these businesses are some of the finest small businesses we have in this community.

One final note, just because we've put the spotlight on small business recently does not mean we don't truly appreciate the impact of the large businesses in our community. Our community can only succeed if we have a healthy balance of both. Keep in mind that every large business started off as a small business. You never know which small business of today might be a Fortune 500 company in the future.

I hope you will join me in continuing to support our local small businesses. If you are an average consumer, consider changing just 5% of your spending to support small businesses; if we do that together it could have a huge impact on these businesses. If you are a business owner or manager, I encourage you to think about calling some of our local small businesses the next time you need to purchase goods or services for your business. Together, if we all "Shop Small" a little bit more, just imagine the impact we can have! Let's get to work.

*Article originally appeared in the December Business Journal published by the Mansfield News Journal*

## Chamber Staff

Contact us @ 419-522-3211 or e-mail us:  
[info@richlandareachamber.com](mailto:info@richlandareachamber.com)

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Richland Area Chamber of Commerce

# BUSINESS AFTER HOURS

## at Visiting Nurse Association

Help VNA celebrate their new location at:

40 West 4th Street  
Mansfield, OH 44902  
(formerly MKC Associates)

Join us on

**January 21, 2016**

**5:00 - 7:00 p.m.**

We invite you to tour VNA's new location, enjoy hor d'oeuvres prepared by Ed Pickens Café on Main, and meet the individuals dedicated to providing the highest quality home care in the region.

Please fax, email or mail this registration to the Richland Area Chamber of Commerce by Monday, Jan. 18, 2016.  
Cost: Free for Members (if registering on or before January 18.)

Company \_\_\_\_\_

Name \_\_\_\_\_ Email \_\_\_\_\_

Name \_\_\_\_\_ Email \_\_\_\_\_

Name \_\_\_\_\_ Email \_\_\_\_\_

Richland Area Chamber of Commerce  
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Jones Potato Chip Co.



MHS Industrial Supply



The Shealy Group



Metronome Music Inc.



Hursh Drugs, Inc.



Neil Hamilton &  
Patty Ades/Presenters



Sun Graphics/  
Heart of Ohio Magazine



State Representative  
Mark Romanchuk



# Small business wins big at Chamber awards

Brittany Schock, Staff Reporter/Richland Source, Dec 4, 2015

MANSFIELD, Ohio – Though they be but little, small business in Richland County are fierce. Their importance to the local economy was recognized and honored during the Richland Area Chamber of Commerce's 18th annual Small Business of the Year awards.

Two local businesses stood out among the rest during Friday's award ceremony: MHS Industrial Supply and Jones Potato Chip Co., who walked away with top honors. MHS Industrial Supply won for the category of 14 employees and under, while Jones Potato Chip Co. won for businesses with 15 employees and over.

The winners proved themselves to be prime examples of local small businesses. Rep. Mark Romanchuk described small businesses as the "backbone" of the economy in Richland County.

"Forty years ago our top 10 employers were medium-to-large sized companies, and today none of those companies are here," said Romanchuk. "That makes small businesses even more important to our economy here in Richland County."

MHS Industrial Supply and Jones Potato Chip Co. were two of six finalists for the 2015 Small Business of the Year award. Other finalists included Metronome Music, Inc., The Shealy Group, Hursh Drugs, Inc., and Sun Graphics & Heart of Ohio Magazine.

Jodie Perry, president of the Richland Area Chamber of Commerce, said the six finalists alone employ more than 130 local people and collect revenues in excess of \$20 million. They also give tens of thousands of dollars annually to support local charitable causes.

"Imagine that multiplied many times over and you start to get a feel for just how important our local small businesses are," said Perry.

The six finalists were chosen from 59 total businesses nominated, and 21 selected semifinalists. In order to qualify for the Small Business of the Year award, businesses must be headquartered in Richland County, employ 250 or fewer full-time employees, be in operation for at least three years, have a sales revenue of less than \$20 million, and demonstrate an active concern for the community.

Nominees were judged on employee practices, community involvement, customer service, entrepreneurship, and overall business performance. The two winners for 2015 will also be nominated to the national Small Business of the Year award through the U.S. Chamber of Commerce.

The first winner of the afternoon, MHS Industrial Supply, was first incorporated 75 years ago in Mansfield and recently expanded into a 42,000 square-foot location on Sawyer Parkway. The awards committee was impressed with MHS Industrial Supply's strong suite of benefits offered to employees, and the company's consistent and strong growth in recent years.

Continued on next page...



## COMMUNITY

At Mechanics Bank, our relationship with our community is a little different. As Richland County's only independent bank, our community is much more than just geography or a dot on the map. It isn't our regional office or district area. It's our community. And this community isn't just where we have our bank – it's where we have our heart.

# Mechanics

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Continued from previous page

"This business has seen consistent and strong financial growth in the past decade despite a challenging economy," said Patty Ades of Mechanics Bank, a member of the awards committee. "They take good care of their employees, evidenced by the fact that their average employee tenure is over a decade. The business is actively involved in the community, as are their owners."

Ann Downs, president of MHS Industrial Supply alongside her husband Phil, thanked their employees for their hard work in keeping the company going. "I think one of the questions Phil and I get asked the most is, how do you work together and live together?" said Ann Downs. "It has its challenges, but we have such different personalities and we've been able to make it work over the year. It seems to be his strengths are my weaknesses and my strengths are his weaknesses, so we've made it work very well for us." Downs also thanked her fellow small business owners and community members sitting in the audience at the Holiday Inn banquet hall.

"All of you sitting here today really are what has driven us to the successes that we've had," she said. "We feel we're very blessed to be part of a community that supports their small and local businesses to the extent that this community does."

The second business honored during Friday's ceremony was Jones Potato Chip Co., which was originally founded in 1941 by Frederick Jones. Starting with a 1,000 square-foot facility, the company expanded several times and now operates in a 67,000 square-foot area processing 12 million pounds of potatoes per year.

"If you've lived in this community all your life, you grew up snacking on this businesses' products," said Neil Hamilton of Hamilton Insurance Group Inc., a member of the awards committee. Hamilton shared the committee was impressed by Jones Potato Chip Co. taking advantage of new markets and lines of business by diversifying their product offerings during challenging economic times. "The founder was famous for saying, 'Every bag counts,' and they have shown a strong entrepreneurial spirit for several generations," said Hamilton. "They are not only an industry leader but a model for businesses in our area."

Bob Jones, president of Jones Potato Chip Co., thanked his family members present on Friday, all of whom either currently work for the company or have in the past. "I've got great employees who are very dedicated," said Jones. "It's an honor to receive this, there's a lot of people that made this happen."



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## Upcoming Events

- 1/7/16 — Rebranding Meeting 8-9am
- 1/14/16 — Economic Forecast Breakfast with CVB, RCDG, MOESC, 7:30-9am
- 1/19/16 — Business Expo Meeting 9-10am
- 1/20/16 — Board Meeting 7:30-9am
- 1/21/16 — Business After Hours: Visiting Nurse Association (see page 3)
- 1/22/16 — Ambassadors Meeting 8-9am
- 1/27/16 — Business Advocacy Meeting 7:30am
- 1/28/16 — Chamber Annual Meeting & Dinner (see insert for sponsorship and registrations forms)
- 2/3/16 — Business Boot Camp "Grow Simply" by Jeremy Harrison/Spire Adv. & Web Design
- 2/5/16 — Chamber Coffee
- 2/18/16 — Business After Hours: Tribute to TWIN, 5-7pm @ Area Agency on Aging

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CELEBRATING

25

YEARS | 1992-2016

# 2016 REHAB TELETHON

THE REHAB CENTER

— A CATALYST COMPANY —

SATURDAY, FEBRUARY 6TH, 2016  
12PM – 9PM

PRESENTED BY:

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**MT** Business Technologies, Inc.



Phone: 419-756-1133 | [www.therehabcenter.org](http://www.therehabcenter.org)



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| 12-1PM | MISS OHIO—SARAH HIDER / JOE LENEHAN |
| 1-2PM  | MANSFIELD SENIOR HIGH CHOIR         |
| 2-3PM  | MADI AND ANA HEICHEL                |
| 3-4PM  | UNITED IN HARMONY                   |
| 4-5PM  | JAI MERINA                          |
| 5-6PM  | THE RACE MINISTRIES                 |
| 6-7PM  | NEWDOME AND THE FIDDLERS            |
| 7-8PM  | FUN CENTER CHORDSMEN                |
| 8-9PM  | BOB COX AND FRIENDS                 |

To make a pledge on February 6th call (419) 529-5200

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- Visit [www.catalystlifeservices.org/donations](http://www.catalystlifeservices.org/donations)
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**\$10 each or 3 for \$25**

Use our company hashtag when you  
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**Bose Wave SoundTouch  
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Drawing will be held at:  
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**Saturday, February 6th, 2016**  
You need not be present to win.

**Watch it happen on  
WMFD TV!!**

Return top portion with payment.  
Keep this stub for your records.

Ticket Number Copy



# 2016 Economic Forecast Breakfast



**Speaker** Dr. Joel Elvery, Economist, Federal Reserve Bank of Cleveland

**Date** Thursday, January 14, 2016

**Time** 7:30am - 9:00am

**Place** Mid-Ohio Conference Center (890 W. Fourth St.)

**Cost** \$15.00 per person

**Caterer** Ed Pickens Café on Main



*Dr. Joel Elvery is an economist in the Research Department at the Federal Reserve Bank of Cleveland. Dr. Elvery's primary fields of interest are labor, public, and urban economics. He also specializes in applied econometrics, which involves studying economic models and using statistical trials*

*to calculate future trends. His current work focuses on the regional economy in the Fourth Federal Reserve District.*

Sponsored by:



*Please fax, email or mail this registration to the Richland Area Chamber of Commerce by January 11, 2016.*

**Cost: \$15.00 per person**

*Reservations must be cancelled two business days in advance to avoid being charged for the event.*

Company \_\_\_\_\_

Name of Attendees \_\_\_\_\_

Number Attending \_\_\_\_\_ Check Number \_\_\_\_\_ Please Invoice \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Visa/MC/Disc # \_\_\_\_\_

Exp. Date \_\_\_\_\_ Security Code \_\_\_\_\_

***RICHLAND AREA CHAMBER OF COMMERCE***

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***ECONOMIC  
FORECAST***

**PLEASE RSVP NO LATER THAN JANUARY 11, 2016**

**RCDG  
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# Richland Area Chamber of Commerce

## ROARING Annual Meeting & Dinner

### Sponsorships



#### LEVEL

#### INCLUDES

### Big Cheese Sponsorship \$1000

- \* Full page ad in the program book
- \* Full table (8 tickets) and table sign
- \* 2 bottles of wine at the dinner table
- \* Corporate name recognition in all publicity regarding this event
- \* Business name & logo recognition during the PowerPoint slide show
- \* Recognition from the podium of sponsorship
- \* Business name, logo and link on Chamber website event page
- \* 8 Drink Tickets

### Bee's Knees Sponsorship \$500

- \* Half page ad in the program book
- \* Half table (4 tickets) and table sign
- \* Corporate name recognition in all publicity regarding this event
- \* Business name & logo during the PowerPoint slide show
- \* Business name, logo and link on Chamber website event page
- \* 4 Drink Tickets

### Real McCoy Sponsorship \$325

- \* Quarter page ad in the program book
- \* 2 tickets to the event
- \* Business name listed during the PowerPoint slide show
- \* Business name on Chamber website event page
- \* 2 Drink Tickets

### Glad Rags Sponsorship \$150

- \* Business card ad in the program book
- \* Business name on Chamber website event page
- \* 1 ticket to event
- \* 1 Drink Ticket

#### Richland Area Chamber of Commerce

55 N. Mulberry Street

Mansfield, OH 44902

(419) 522-3211

Fax (419) 526-6853

[www.RichlandAreaChamber.com](http://www.RichlandAreaChamber.com)

**Ads are due to the Chamber no later than Friday, January 8<sup>th</sup>**

Please submit your ad electronically in PDF, JPG or TIF format to

Angie Fanello at [afanello@richlandareachamber.com](mailto:afanello@richlandareachamber.com)

**Thursday, January 28th, 2016**

*Social Hour at 5:30pm*

*Dinner at 6:30pm*

Ralph Phillips Conference Center  
at the Kehoe Center

\$40.00 per person (before 1/19)

\$50.00 per person (after 1/19)

Turn page over for response form

Richland Area  
Chamber of Commerce

# 2016 Annual Meeting & Dinner

Thursday, January 28, 2016

Name of Sponsor: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Sponsorship Levels:

|             |                    |
|-------------|--------------------|
| Big Cheese  | \$1000 (8 tickets) |
| Bee's Knees | \$500 (4 tickets)  |
| Real McCoy  | \$325 (2 tickets)  |
| Glad Rags   | \$150 (1 ticket)   |

Advertisement needs to be sent electronically in PDF, JPG, or TIF format.

Advertisements due by January 8, 2016.

| Names of Attendees | Choose One:   |                     |  |
|--------------------|---|---------------------|--|
|                    | Braised boneless<br>short ribs w/<br>bourbon BBQ<br>sauce | Chicken<br>Parmesan | Linguine<br>w/ artichoke and<br>red pepper<br>marinara |
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INDIVIDUAL TICKETS

\$40.00 per person (before 1/19)  
\$50.00 per person (after 1/19)

Order by calling the Chamber at 419-522-3211 or  
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Please return form with payment to:

Kathy Fox

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11<sup>th</sup> Annual



Hurry!  
Booths are limited!

RICHLAND AREA CHAMBER OF COMMERCE

# BUSINESS EXPO

CONNECTING BUSINESSES TO CONSUMERS

## DETAILS:

- Thursday, March 17th, 11-5pm, at the Richland County Fairgrounds
- NEW FOR 2016! Set up will take place from 3-5pm on Wed., March 16<sup>th</sup> to allow for a "Expo Eve" **Business After Hours** from 5-7pm that evening - this allows even more exposure for our participants!
- Since March 17th is actually St. Patrick's day, this will be a great Blarney Bash!
- Booth prizes will be awarded for: Most Creative, Best Use of Theme, & People's Choice
- A special Vendor Networking opportunity will be held over coffee & donuts just prior to the opening of the EXPO.
- Admission will be free, and once again, we will find various ways to promote the Expo to the public.

Register before 2/12 to  
get early bird pricing!

**COST:** The booth cost is only \$160 if you reserve your space before February 12th. After this date, the booth cost will be \$210. Booth size is 8 x 10. This includes 8 ft. table, two chairs, and electricity/wifi.

PLEASE AVOID THE TYPICAL WAITING LIST FOR  
BOOTH SPACE BY RESPONDING PROMPTLY!

-----  
**COMPLETE FORM AND RETURN WITH PAYMENT AS SOON AS POSSIBLE TO RESERVE A BOOTH**  
(BOOTH SPACE OFFERED ON FIRST COME, FIRST SERVE BASIS)

☐ WE AGREE TO HAVE OUR BOOTH SET UP FROM 10:30AM UNTIL 5:00PM. WE UNDERSTAND THAT IF WE DO NOT CANCEL BEFORE MARCH 4TH, WE WILL STILL BE CHARGED FOR THE BOOTH.

Organization: \_\_\_\_\_

Address: \_\_\_\_\_

Contact person: \_\_\_\_\_ Email: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

**PAYMENT:** ☐ check enclosed ☐ VISA/MC/DISC# \_\_\_\_\_

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## RICHLAND AREA CHAMBER OF COMMERCE

# BUSINESS EXPO



## SPONSORSHIPS

Please submit by  
February 12th

### Pot of Gold Sponsor—\$1,000

(4 Available)

- Double booth spaces in a prime location
- Aisle will be referred to as "Company Name Aisle" in verbal and printed references
- Logo (large) on goodie bag given to attendees
- Logo (large) on all promotional materials for Expo
- Logo (large) on booth map provided to attendees
- Logo & link on Chamber website for Expo
- Logo promotion on Chamber social media
- Logo in Chamber Newsletter regarding Expo
- Up to 3 items in goodie bag given to attendees
- Logo & link on Chamber email blasts for Expo

### Silver Shamrock Sponsor—\$750

- Logo (small) on goodie bag given to attendees
- Logo (small) on all promotional materials for Expo
- Logo & link on Chamber website for expo
- Logo promotion on Chamber social media
- One (1) booth space in a prime location
- Name in Chamber Newsletter regarding Expo
- Up to 2 items in goodie bag given to attendees
- Logo & link on Chamber email blasts for Expo

### Blarney Stone Bronze Sponsor—\$500

- Name on goodie bag given to attendees
- Name on all promotional materials for Expo
- Name & link on Chamber website for Expo
- Logo promotion on Chamber social media
- Name in Chamber Newsletter regarding Expo
- One (1) item in goodie bag give to attendees
- Save \$50 on a booth space
- Name listed on Chamber email blasts for Expo

### Lucky Leprechaun Sponsor—\$250

- Name on promotional materials for Expo
- Name on Chamber website for Expo
- Name promotion on Chamber social media
- Name in Chamber Newsletter regarding Expo
- Name listed on Chamber email blasts for Expo
- Save \$25 on a booth space

### COUNT US IN AS A SPONSOR FOR THE 2016 BUSINESS EXPO!

Organization: \_\_\_\_\_

Address: \_\_\_\_\_

Contact person: \_\_\_\_\_ Email: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Circle One: Pot of Gold (\$1,000) Silver Shamrock (\$750) Blarney Stone Bronze (\$500) Lucky Leprechaun (\$250)

**PAYMENT:** ☐ check enclosed ☐ VISA/MC/DISC# \_\_\_\_\_

exp. \_\_\_\_/\_\_\_\_ Security Code \_\_\_\_\_

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