

RICHLAND AREA CHAMBER & ECONOMIC DEVELOPMENT

CHAMBERLINK

AUGUST 2023



2023 Chamber Member Appreciation Day at Buckeye Imagination Museum

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Tenacity Turned Triumph: Stories of Business Expansion & Retention in Richland County

Global Medical Foam

By Sandy Messner, Director of
Marketing & Communications



Welcome to “Tenacity Turned Triumph,” a series celebrating the strength, resilience, and innovative spirit of Richland County’s business community. In this series, we explore the inspiring stories of local businesses that have transformed challenges into opportunities, turning their tenacity into triumph. Get ready to be inspired by the dreamers, makers, and doers who continue to reshape Richland County’s landscape and contribute to our ongoing story of success.

Embracing Tenacity: Global Medical Foam’s Journey

In our first edition of “Tenacity Turned Triumph,” we showcase the story of Global Medical Foam (GMF), a woman-owned provider of pressure-management products for medical facilities. Their journey is a testament to the tenacity and innovation that Richland County represents.

Collaboration and Determination Fuel Expansion

Being run out of a small building on Lexington Avenue in Mansfield, Ohio, GMF faced a good problem: a surge in demand for their products, but they needed more space to meet the increasing product demands. Behind their Lexington Avenue storefront was a building suitable for housing the assembly, packing, and shipping departments. Recognizing the opportunity for expansion, Victoria Langer, President of GMF, sought collaboration and embraced the power of partnership.

Securing the JobsOhio Inclusion Grant

Victoria worked with Barrett Thomas, Director of Economic Development at RCDG, to secure a matching \$25,000 JobsOhio Inclusion Grant, which helped them with their expansion plans. The JobsOhio Inclusion Grant is a State of Ohio-backed program that assists businesses with discounted space for expansion. With the additional funding, Global Medical Foam renovated a building behind its storefront, creating the necessary space to meet the growing demands for its pressure-management products.

Impact Beyond Success: Job Creation and Economic Growth

Global Medical Foam's expansion had far-reaching effects beyond its success. The creation of three new jobs provided employment opportunities for individuals and contributed to the overall job market in Richland County. Moreover, their commitment to growth increased their company's payroll by \$203,000, bolstering the local economy. The capital expenditure (capex) increase of \$66,540 further amplified the positive impact of their expansion.

Join the Journey of "Tenacity Turned Triumph"

Join us in exploring the success stories that shape our community through our "Tenacity Turned Triumph" series. These inspiring narratives of business growth, expansion, and retention highlight the positive impact of local initiatives, collaboration, and strategic decision-making. [Watch Global Medical Foam's journey on our YouTube channel](#), and subscribe to stay updated on our future stories of business success. Count on RCDG as your partner for business expansion and retention, and together, we will continue to write the story of "Tenacity Turned Triumph" in Richland County.



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- ADA Automatic Door Openers
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Live@Lunch August Schedule

LIVE PERFORMANCES | FOOD TRUCKS*
MECHANICS BANK | 2 S. MAIN STREET | MANSFIELD
All performances will be held 11:30 A.M. – 1:30 P.M.

AUG 11	Taylor Schlupp	Grunt Grub*
AUG 25	Milo's Music	Mr. Bill's Wood Fired Pizza*

Come early or stay later and enjoy the courtyard.
Our courtyard is open every Friday over lunch.

In the event of inclement weather, visit MyMechanics.com/LiveatLunch for updates.
**Food truck items available for purchase*

 **That's Better.**

MyMechanics.com

The official health insurer of
entrepreneurs



You put everything you have into your business. And we put everything into creating high-quality health insurance plans for you and your employees. We've partnered with the Richland Area Chamber and Council of Smaller Enterprises (COSE) to offer a unique benefit option for small businesses like yours. The COSE Benefit Plan is a multiple employer welfare arrangement (MEWA) that allows businesses of 1–50 to join together to share costs and combine risk. This offers rate stability, savings and the same great health benefits that large corporations have. Bundle your health plan with our dental, vision or life plans for a fully integrated benefits package.

Contact your broker | COSEBenefitPlan.com



MEDICAL MUTUAL®

Health | Dental | Vision | Life



BUSINESS AFTER HOURS

THURS. AUGUST 3, 5-7PM

ArcelorMittal

132 West Main St., Shelby

Join us for a great a night of networking while you enjoy the historic office building at ArcelorMittal.

- TWO COMPLIMENTARY ADULT BEVERAGES
- CATERED BY EXCLUSIVELY YOURS

FREE for members in good standing if RSVP is received by the **end of business on July 31st** (\$5.00 if registration is received after this date). Non-members are welcome to attend at \$5.00/person.



If this is your first Business After Hours, join us from 4:30-5pm for a "New Member Mixer" to meet our Chamber Ambassadors.

Register via the event calendar at www.richlandareachamber.com or contact us at:



419-522-3211



lduckworth@richlandareachamber.com



**RICHLAND AREA
CHAMBER
& ECONOMIC DEVELOPMENT**
Strong Business - Strong Community

Take home good memories.
Don't take home bad germs.
Wash your hands often.



Celebrate Small Business!

2023 Small Business of the Year Awards Nomination



To be considered for the Richland Area Chamber & Economic Development Small Business of the Year Awards, the nominated business must:

- Be headquartered in Richland County
- Employ 250 or fewer full-time equivalent employees
- In operation for at least three years
- Have annual sales revenue of less than \$2M
- Demonstrate an active concern for the community

Eligible applicants will be judged on the following:

- Business History & Performance
- Staff Training & Motivation
- Community Involvement
- Customer Service
- Business Strategies & Goals

To be considered for the Richland Area Chamber Small **Non-Profit** of the Year Award, the nominated organization must:

- Be headquartered in Richland County
- Total budget \$2M or less
- In operation for at least three years
- Must be a 501c3 organization

Eligible applicants will be judged on the following:

- Collaboration with other organizations
- Employee Practices
- Financial Performance (diversification, income streams, rainy day fund, etc).
- Customer Service
- Strategic Planning - long range

To nominate a business or organization, return this form OR email Lisa at lduckworth@richlandareachamber.com with your nomination selection(s)

Business Nominated _____

Contact Person _____ Title _____

Address _____ City _____ State _____ Zip _____

Telephone (day) _____ Fax _____ Email _____

Nominating Individual (Optional) _____

Email _____

Why are they deserving of the award (briefly):

Return To:

Richland Area Chamber & Econ. Development ~ 55 N. Mulberry St., ~ Mansfield OH 44902
Fax: 419-526-6853 Email: lduckworth@richlandareachamber.com

Deadline for nominations is September 8th, 2023.

Complete form online at: portal.richlandareachamber.com/form/view/23293





Savor & Sip Auction and Food Tasting

Previous events have sold out at 500 guests!



Promotion for Your Business

Audience: Area business leaders, professionals, support staff, general business crowd

Advertising/Promotion via: Email Blasts, Social Media Posts, Newsletter ads, Event Program, Event Banner & Event Posters

Sponsors also receive exclusive pre-sale opportunity before tickets are released to the general public.

Presenting Sponsor

\$4,000 Exclusive

- 30 Tickets Included
- Naming rights (Savor & Sip presented by...)
- **Guaranteed seating at a VIP table**
- Logo (small) on souvenir glasses (1 color)
- Logo (1 color) on tote bags for attendees
- Logo (large) on event banner
- Opportunity to set up a promotional table at the event to hand out information
- Company name/logo recognized on advertising
- Company name listed on all press releases
- Logo included in Chamber newsletter
- Logo included in Chamber emails about the event
- Logo on cover of "Tasting Menu"
- Full page ad in the "Tasting Menu" (3.75" w x 10.5" tall)
- Logo (large) on all event posters
- Business recognized on stage & in announcements
- Logo & link on event webpage
- Logo shared on social media
- Right of first refusal for next year

Souvenir Glass Sponsor

\$2,500 Exclusive

- 20 Tickets included
- Logo (1 color) printed on souvenir pub glass given to first 300 attendees, sponsors, & vendors
- **Guaranteed seating at a VIP table**
- Logo (1 color) on tote bags for attendees
- Logo on event banner
- Company name listed on all press releases
- Logo included in Chamber newsletter
- Logo included in Chamber emails about the event
- Logo included in the "Tasting Menu"
- 1/2 page ad in the "Tasting Menu" (3.75" w x 5" tall)
- Logo on event posters
- Business recognized on stage & in announcements
- Logo & link on event webpage
- Logo shared on social media
- Right of first refusal for next year



Platinum Sponsor \$1,000

- 8 Tickets Included
- **Guaranteed seating at a VIP table**
- Logo (1 color) on tote bags for attendees
- Logo (color) on event banner
- Company name listed on all press releases
- Logo included in Chamber emails about the event
- Logo included in the "Tasting Menu"
- Logo included on event posters
- Business recognized in announcements
- Logo listed on event webpage with link

Gold Sponsor \$550

- 8 Tickets Included
- Logo (1 color/small) on tote bags for attendees
- Name on event banner
- Name included in Chamber emails about the event
- Company Name listed in the "Tasting Menu"
- Company Name listed on event posters
- Business recognized in announcements
- Company Name listed on event webpage with link

Silver Sponsor \$300

- 4 Tickets Included
- Company name on tote bags for attendees
- Name on event banner
- Company Name listed in the "Tasting Menu"
- Company Name listed on event posters
- Business recognized in announcements
- Company Name listed on event webpage with link

Donations

Chamber members can also support this event and promote their business by contributing an item to the auction. Contact Lisa Duckworth at 419-522-3211 or lduckworth@richlandareachamber.com.

TO SPONSOR SAVOR & SIP:

Call Lisa at 419-522-3211 or email lduckworth@richlandareachamber.com

AUCTION AND FOOD TASTING EVENT



October 26th, 2023 5-8pm

at the Mid-Ohio Conference Center

☐

Yes, I would like to donate an item to the auction!

Business/Organization: _____

Contact Person: _____

Phone: _____ email: _____

Item(s): * _____

* Item enclosed _____ Need pick up between (dates) _____ & _____

Value of item: _____

Please respond by Friday, October 6th:

**Mail to: Richland Area Chamber & Economic Development
55 N. Mulberry St. Mansfield OH 44902**

Silent Auction

Call: 419-522-3211 Fax: 419-526-6853 Email: lduckworth@richlandareachamber.com

Why participate? This event is a great opportunity to highlight your business and potentially get some new long-term customers! Some great ideas include: gift cards, baskets, trips, gas cards, chocolate, tickets to sporting events, etc.

Thank you for your participation!

Workshop

DEMYSTIFYING IMPLICIT BIAS

FACILITATOR
**Renée L.
Thompson,**
President,
UPA
Consulting



Location: Hawkins Training Room
Ohio District 5 Area Agency on Aging
2131 Park Ave. W. Ontario, 44906

SEPT. | 13th | 2023

Virtual follow-up meeting: Oct. 11, 2023

\$100 per person

REGISTER

Participants will
learn to define and
detect biases in
order to foster
inclusivity and
boost productivity
in their workplaces.

SUMMERTIME MEMORIES



**Uncommon Nostalgia Ribbon Cutting -
Downtown Mansfield**



**Women's
Leadership Connection**



**Chamber Member Appreciation Lunch at
Buckeye Imagination Museum**



**OhioHealth Mobile
Mammography Ribbon Cutting**

**VISIT OUR
FACEBOOK PAGE
FOR MORE RIBBON
CUTTING PICTURES
AND VIDEOS!**





*Thank you to our
renewing members!*

CATALYTIC LEADER / PLATINUM



*Interested in enhancing
your member benefits?*

Contact Jennifer at 419-522-3211 or
jwagner@richlandareachamber.com

BOOST & EXCEL

Der Dutchman Restaurant

Oak Grove Manor

Spitzer Motors of Mansfield

BUILD & GROW

Alpine Electric Inc
Banks and Associates CPAs LLC
Barrister Title Group, LLC
BP Electric of Ohio Inc
Brost Foundry
Buckeye Horizon
Buckeye Village Apartments
Contact Industries

Dairy Queen MDQ Inc
Deer Ridge Golf Club &
The Black Dog Tavern
Elite Care Auto Center
Hixwood Ohio LLC
King Office Service Inc
Leppert Machine Co., Inc.
McDonald's SSM Inc.
Mr. Rooter Plumbing of Mid Ohio

Northwest Regional Systems
Richland County Board of
Developmental Disabilities
(Richland Newhope)
Shelby Printing, LLC
SSIP Insurance Partners
TGI Fridays
Universal Enterprises Inc.
Vector Security

ENGAGE & CONNECT

Applied Automation Enterprise Inc
Brandt's Custom Machining LLC
BrightView Mansfield
Buckeye Steamer Carpet Cleaner LLC
Callahan Door & Window
CRM and Associates Inc
Elite1 Home Inspections, LLC
Get Well Center
Gionino's Pizzeria
Haring Realty
Hergatt Machine, Inc.
House of Pieces
Hurdle Enterprises Inc
IST US

Kilgore & Herring CPA's LLP
Kingston of Ashland
Knapp Electric
Malabar Anesthesia Services Inc
Mansfield Christian School
Mansfield Fuel & Food
Mansfield Noon Optimist Club
Mansfield UMADAOP
Mansfield-Richland County Public Library
Martini's on Main
Mike Donahue State Farm
Morrison Drapery & Blinds
Renaissance Theatre
Richland County Job & Family Services

Richland Public Health
SASCO Specialty Advertising
Scheurer Distributing
Schroeder's Grain Farm
Sedgwick
Sentec Systems
Settlement Construction
Synergy Property Solutions, Inc
The Alpha Group of Delaware, North
Division
Thompson Memorials, LLC
Transformation Network
Tridico Screen Printing, Sign Co. &
Embroidery
Vans Tire Pros of Mansfield

Renewals reflect paid dues received from 6/22/2023 through 7/24/2023

NEW MEMBERS

PLEASE JOIN US IN WELCOMING THE NEWEST MEMBERS TO YOUR CHAMBER

A/kron Children's Hospital

1029 S. Trimble Rd. Mansfield OH
(419) 522-3341
www.akronchildrens.org
Category: Medical & Health Services/
Physicians, Surgeons

American Homestead Exteriors

2243 Texter Rd. Lexington OH
(419) 566-4401
Category: Construction, Contractors &
Service

Avita Ontario Pharmacy

600 Richland Mall Ontario OH
(567) 307-7570
avitahealth.org
Category: Medical & Health Services/
Hospitals

C.B Roofing & Building

653 W. Cook Rd. Mansfield OH
(567) 359-3896
Category: Construction, Contractors &
Services

Coffman Corvette, LLC

490 Dewey Ave Mansfield OH
(419) 522-2246
coffmancorvette.com
Category: Manufacturing, Industrial

Galeria Ekkles

103 N. Main St. Suite 203 Mansfield OH
(567) 231-7185
Category: Attractions, Recreation,
Entertainment/Museums

H.R. Choices, Inc.

322 E. Main Street Lexington OH
(419) 884-7700
www.hrchoicesinc.com
Category: Group Homes

Hunger Holler Farms

246 E 4th Street Mansfield OH
(567) 333-0061
hungerhollerfarms.net
Category: Attractions, Recreation,
Entertainment

Leapyear Studios

201 E 5th St Ste. 320 Mansfield OH
(419) 564-6373
www.leapyearstudios.org
Category: Schools, Universities

Lloyd Rebar Company LLC

139 Technology Parkway Shelby OH
(419) 775-6661
lloydrebar.com
Category: Manufacturing, Industrial

Matt Lamp Plumbing & Mechanical Inc.

4281 Rule Rd. Bellville OH
(419) 571-4971
Category: Plumbing, Heating, Cooling

Melanie Bradley, Sluss Realty

1872 Red Oak Drive Mansfield OH
(404) 357-6136
Category: Real Estate Services/Residential

Mid-Ohio Cleaning & Restoration

1332 West 4th Street Mansfield OH
(419) 775-7663
www.midohiocleaningandrestoration.com
Category: Fire and Water Restoration

Mong and Associates

782 Lexington Ave. Mansfield OH
(419) 564-2934
Category: Manufacturer Rep/Sales

Nourish Wellness Bar

16 Ogle St. Bellville OH
(419) 566-1632
Category: Health & Fitness

Platinum Family Wealth

103 South Diamond Street Mansfield OH
(419) 564-3353
platinumfw.com
Category: Financial Services

Primrose School of Hudson

1295 Corporate Drive Hudson OH
(330) 565-6641
www.primrosehudson.com
Category: Child Care

Richland Correctional Institution

1001 Olivesburg Rd. Mansfield OH
(419) 526-2100
Category: Government

Shrinathji Food Mart LLC

289 Marion Ave. Mansfield OH
(419) 526-3373
www.bestafastapizza.com
Category: Retail

Talbot Health Services

650 Park Ave West Mansfield OH
(567) 560-8001
www.talbothealthservices.com
Category: Medical & Health Services/
Mental Health

Trebel Energy (Trebel LLC)

1216 Lexington Ave, STE 301 Mansfield
(877) 861-2772
www.trebelllc.com
Category: Energy Consulting

Uncommon Nostalgia, LLC.

34 W. Fourth St. Mansfield OH
(419) 564-5642
www.uncommonnostalgia.com
Category: Retail/Specialty Stores

Winbigler Repair Center

111 Stewart Ave. Butler OH
(419) 688-4047
www.winbiglerrepair.com
Category: Auto/Boat/RV/Motorcycle
Sales, Service, Repair

PROMOTING YOUR BUSINESS IS EASY

when you're a Chamber member!



For more information,
contact Angie Fanello
at 419-522-3211 or
afanello@richlandareachamber.com

NEWSLETTER | EMAIL | PRINTED DIRECTORY
EVENT SPONSORSHIPS | AND MORE!

Angela Phillips Named Ernst & Young Entrepreneur of The Year® 2023 East Central Award Winner

Ernst & Young LLP (EY US) announced that CEO Angela Phillips of Phillips Tube Group, Inc., was named an Entrepreneur Of The Year® 2023 East Central Award winner. The Entrepreneur Of The Year Awards program is one of the preeminent competitive awards for entrepreneurs and leaders of high-growth companies. Angela was selected by an independent judging panel made up of previous award winners, leading CEOs, investors and other regional business leaders. The candidates were evaluated based on their demonstration of building long-term value through entrepreneurial spirit, purpose, growth and impact, among other core contributions and attributes.



As an East Central award winner, Angela is now eligible for consideration for the Entrepreneur Of The Year 2023 National Awards. The National Award winners including the Entrepreneur Of The Year National Overall Award winner will be announced in November at the Strategic Growth Forum®, one of the nation's most prestigious gatherings of high-growth, market-leading companies. The Entrepreneur Of The Year National Overall Award winner will then move on to compete for the World Entrepreneur Of The Year® Award in June 2024.

Congratulations, Angela, on this high honor!

Looking for local workforce talent?



Build Your FREE Business Profile Today on Community Opportunity!

Community Opportunity is a free comprehensive resource for students, job seekers, and area businesses alike to connect, network, and find/share employment opportunities within our community.

You will have access to local job seekers' resumes, and you'll also increase your organization's visibility and community engagement at no cost to you. To build your profile, visit www.communityopportunity.com and click "Company Registration".

Questions? Contact Clint Knight, Director of Workforce Development at the Richland Area Chamber & Economic Development at 419-522-3211 or cknight@chooserichland.com.

Mechanics Bank is Richland County's only independent bank and a special place for the approximately 150 employees who work here. Mechanics Bank is all about people – the customers we serve, the staff we employ and the neighbors that have turned into friends.

Our mission is to pursue excellence in every possible way to enrich the lives of people and the communities we serve. Mechanics encourages employees to be active in giving back to others on a personal level, be it locally, nationally or throughout the world, as we strive to make a difference. At Mechanics, one of the unique ways we serve our community and the world around us is through Humanitarian Leave. In addition to any community involvement as part of the Mechanics team, employees may take a full week of paid Humanitarian Leave to support the organization of their choice, as long as that organization helps provide food, clothing, and/or shelter to those in need. This benefit is in addition to an employee's paid time off.

For example, employees have used Humanitarian Leave to translate for medical teams in Nicaragua, to build Habitat Houses right here in Richland County, to help provide medical screenings in Peru and in numerous other places. The impact of Humanitarian Leave is far reaching and reminds us again how our work is "All About People."



NEW FEDERAL LAW PASSED

THE PREGNANT WORKERS FAIRNESS ACT ('PWFA')

WHAT EMPLOYERS NEED TO KNOW

What Is The Law?

Effective June 27th, 2023

The Act requires employers with at least 15 employees to provide reasonable accommodations to workers' known limitations related to pregnancy, childbirth, or related medical conditions, unless such accommodations would cause an undue hardship on the operation of the employer's business. An "undue hardship" is significant difficulty or expense for the employer. Unlike the ADA, the PWFA may require elimination of essential job functions temporarily as an accommodation (an example may be lifting).

What does the PWFA prohibit?

Employers cannot: Require an employee to accept an accommodation without a discussion about the accommodation between the worker and the employer;

- Deny a job or other employment opportunities to a qualified employee or applicant based on the person's need for a reasonable accommodation;
- Require an employee to take leave if another reasonable accommodation can be provided that would let the employee keep working;
- Take adverse employment actions against an individual requesting reasonable accommodations;
- Retaliate against an individual for reporting or opposing unlawful discrimination under the PWFA or participating in a PWFA proceeding (such as an investigation); or
- Interfere with an employee's rights under PWFA

What are Possible Reasonable Accommodations?

Reasonable accommodations are changes to the work environment or the way things are usually done at work. Examples are not limited to, but include:

- Ability to sit or drink water;
- Access to closer parking;
- Flexible hours;
- Appropriately sized uniforms and safety apparel;
- Additional break time to use the bathroom, eat, and rest;
- Ability to take leave or time off to recover from childbirth; and
- Exemption from strenuous activities and/or activities that involve exposure to compounds not safe for pregnancy.

Other Laws That Provide Protection To Pregnant Workers

The PWFA applies only to accommodations. Existing law makes it illegal to fire or otherwise discriminate against workers on the basis of pregnancy, childbirth, or related medical conditions. The PWFA does not replace federal, state, or local laws that are more protective of workers affected by pregnancy, childbirth, or related medical conditions.



419.747.7479



[midohiojobs.net](https://www.midohiojobs.net)

For questions about the law, please contact your organization's legal representative.

Need an HR partner that delivers workforce solutions?
Contact Spherion Mid Ohio today.

UPCOMING CHAMBER EVENTS

Register for these events **HERE**
or visit our event calendar at
www.richlandareachamber.com

- 8/3 Business After Hours, 5-7pm @ ArcelorMittal Tubular Products Shelby
- 9/13 Demystifying Implicit Bias Workshop, 8:30a-11:30a @ Area Agency on Aging
- 9/20 Women's Leadership Connection, 11:45a-1p @ DLX Kobacker Room
- 9/28 Business After Hours, 5-7pm @ New Day Creative
- 10/26 Savor & Sip Auction & Food Tasting
- 12/1 Small Business of the Year Awards



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RICHLAND NEWHOPE INDUSTRIES, INC.
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419-774-4400

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Questions Call: 419.774.4437

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and pricing list



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- Assembly
- Custodial Services
- Document Destruction



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30 North Diamond (3rd floor City building)
Mansfield, Ohio 44902
Mon - Fri: 7:30am - 3pm
Free Wi-Fi Inside
www.citygardencafe.org

Element of Art

s t u d i o / g a l l e r y

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Phone: (419) 522-2965
www.eoastudiogallery.com



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