



THE Business Connection

VOLUME 53 | ISSUE 5 | MAY | 2026

ANNUAL GOLF OUTING



JUNE 8, 2026 THE LEGENDS OF MASSILLON

REGISTRATION: 7:30 A.M.

SHOTGUN START 9 A.M.

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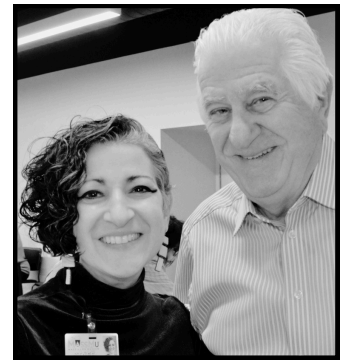
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March Business Connection Live



TOP: Mike Gallina, Aultman Health System; Christopher McIntyre, Speaker - National Inventors Hall of Fame; Debbie Busby, Massillon WestStark Chamber of Commerce; Joel Endres, The Workshops; Sarah Colucy, The Commercial and Savings Bank; Sean McAfee and Joel Dutton, Dutton Auctions; Alexandra Nicholis Coon, Massillon Museum; Robert DeHoff

SECOND: Matt Hull, Krugliak Wilkins Griffiths & Dougherty Co., LPA; Amy Brewer; Jessica Bair, Altercare Country Lawn; Chris Massouh, C. Massouh Printing, Brad Custer, Custer Products Limited; Jason Green, Adams Signs & Graphics; Mary Beth Green, Mary E. Ulm, Attorney at Law; Matthew Kishman, 50th District Ohio House of Representatives; Kathy Shultz, Farmers National Bank

THIRD: Sarah Colucy, The Commercial and Savings Bank; Jim Stanford, YMCA of Western Stark County; Anthony Repp, MCTV; Morgan Wolf, Massillon Museum; Wes Humble, Liberty HealthShare; Chris McIntyre, Speaker - National Inventors Hall of Fame; Mike Sturdivant



Massillon Cemetery Clean-Up

DAVID SCHULTZ DAY OF SERVICE

Saturday, May 2 • 10:00 am–2:00 pm
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How to Stop Overthinking and Start Moving Your Business Forward

Business success requires quick decision-making-not long, drawn-out consensus-building. The risk isn't as great as you think, so make a decision and get moving.

By: Collin Williams

Are you a doctor? Me neither. So why do we spend so much time obsessing over **business decisions** like we're performing open-heart surgery? If I had to make a medical decision, I would really be in trouble. And that's why I don't. But guess what? A lot of medical decisions are made quickly.

I've worked in both giant corporations and scrappy startups. You know what sets them apart? In large companies, 99% of the time is spent worrying about the 1% of things that *might go wrong*. In small ones, 99% of the time is spent sprinting forward - because there's no time to sweat the small stuff. Get moving and start dying (metaphorically). It's that simple.

In essence, what I'm talking about is the difference between paralyzing risk management and bold **risk acceptance**. One keeps the wheels spinning; the other keeps the business moving.

I once wrote a LinkedIn post that simply said: "The biggest mistake you can make is being afraid to make one." It's something I remind myself of on tough days. Because no matter how chaotic it gets, what we do isn't life or death - it's business. And business requires momentum. It doesn't require months of groupthink.

How do you keep the business moving?

1. Be ruthless, but thoughtful, about hiring

I worked at a company where closing a deal required six levels of approval. Six. Levels. Of. Approval. That's not process - it's pure bureaucracy and pain. As you grow, be intentional. Every hire should have a clear purpose and deliver real value. If you can't answer these questions in a positive manner:

- *What does this role do?*
- *How does it help us grow?*
- *Is it really a full-time position?*
- *Would it better to outsource it than keep it in-house?*

...then don't hire. You're building a team, not a padded org chart.

2. Make the call at 51%

You don't need 100% certainty to act. You don't even need 60%. If you're 51% sure - leaning ever so slightly toward one direction - that's enough. It has to be.

Waiting for perfection leads to paralysis. Move. Decide. Adjust later if needed. Deal with the fa comes. In my experience, the big scary "what-happen. What *does* happen? Nothing - because decision gets made.

3. Two days max

If it's decision that keeps your business running shouldn't take more than a day or two. That includes tough calls like terminations. Sure, major even acquisitions or IPOs deserve more deliberation isn't a one-size-fits-all prophecy. But day-to-day stalling if it drags on. Every extra day adds uncertainty and that's a cost you don't want. Let me tell you a secret: The decision you come to on day 30 is likely the same one you came to on day two. Try it sometime and see...or don't, because that means you're seriously delaying.

4. If you're wrong? The world won't end.

In most cases, the worst-case scenario is a loss of revenue. Not good - but not fatal either. As long as your decisions are ethical, you'll live to fight another day. Don't let **fear of failure** keep you frozen. Action beats inaction. Every time.

How to think less and do more

1. Build smart consensus

Get input from your team, but don't let collaboration become a boomerang. Bounce ideas around, align direction, and *then execute*. Note, this does not mean that everyone has to agree. Quite the opposite. Use smart consensus to inform your decision. This isn't picking curtains - it's about moving the business forward. Stop polishing decisions and just ship them.

2. Get expert advice (but don't marinate in it)

Need a legal opinion or some financial expertise? Great - get it. Find a lawyer. Hire an accountant. Use experts like a compass, not a crutch. Their guidance should help you move faster, not slow you down. You should get additional warm fuzzies relying on information provided by an expert who has seen the problem before. That should give you even less incentive to delay.

continued on pg 5

Business Briefs

~ Saturday, May 9th **Massillon Public Library**, celebrate mom with a cozy, creative afternoon! Make a Mother's Day candle with your mom!

~Join the **Lions Lincoln Theatre** for The King's Speech (sponsored by Friends of The Massillon Public Library) on Saturday, May 9th at 7pm.

~ Saturday, May 17th join the **MAGI** Poker Ride from 9 am to 1 pm. Enjoy a beautiful ride and support your area trails. Poker hands are \$5 each.

~Join the **Massillon Museum** for their Brown Bag Luncheon on May 26th. The luncheon runs from 12:10 to 12:50pm. Speaker will be Chiara Power: "Women in Pants: Bicycles, Bloomers & the New Woman of the 1890s".

~June 14th join the **Massillon Woman's Club** for the Community Picnic celebrating Massillon's 200 and America's 250. Cost is \$5 and it runs 11am to 3pm.

~His brief retirement is over! Tim Reinhart has taken back **Santangelo's Catering**. Visit santangelos.net for more information. To book an event, call 330.456.1556. Welcome back Tim!



~ Sunday, May 10th: Thank you to all the mother's who make things GREAT!

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Business Connection Live

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May 18, 2026
11:45 AM - 1:00 PM

Massillon Museum
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Members \$18
Non-Members \$20

Special Speaker:
Jon Wonsetler
Site Manager, BitDeer



Here's the Scoop!

Got a business brief or exciting news to share? We wanna hear it! Shoot us an email at info@massillonohchamber.com and let's spread the word!

3. Trust your gut

Seriously. Your gut's smarter than you think. I once ignored mine and joined a hot startup that felt "off." Turns out, it *was*. The founders ended up under federal indictment. **Your instincts** are data, too. Learn to listen. When your gut is *screaming*, pay attention. Your first impression is often the correct one.

Time is the real currency

Time isn't just money; it's *everything*. You only get so much of it. Long, drawn-out decisions not only stall your business - they eat into your life.

When you take forever to make a call, you're not just delaying growth - you're delaying freedom, balance and personal progress. So don't waste time trying to perfect every move. Businesses aren't built on perfection. They're built on momentum.

Ask yourself: What feels better - crawling or driving a Ferrari?

Start the engine. Let's go.

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109th Annual Dinner



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The Commercial & Savings Bank



Companies may be entitled to tariff refunds in wake of Supreme Court

Decision

By: Matthew R. Hull, Director/Shareholder at Krugliak, Wilkins, Griffiths & Dougherty Co, L.P.A.

Recent developments in U.S. trade law have created significant implications for companies that have paid tariffs under the International Emergency Economic Powers Act (IEEPA). The U.S. Supreme Court has ruled that these tariffs were illegal and therefore invalid. This ruling has prompted a wave of legal activity as affected businesses explore avenues to recover previously paid duties.

In response, several specialized law firms have already filed complaints with the Court of International Trade (CIT) on behalf of numerous clients, in some cases even prior to the Supreme Court's decision. As a result, legal experts are strongly encouraging companies to take proactive steps to protect their rights. Filing a complaint with the CIT is viewed as a critical measure, as it prevents tariff liquidations by U.S. Customs and Border Protection (CBP) from becoming final and compels the government to formally respond. While CBP has indicated its operational ability to process refunds, a concern remains as to whether refunds will be granted absent a company-specific court order.

continued on pg 9



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LUNCH \$1,250

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CART \$500

Company logo on each cart; your logo in the program and marketing materials, recognition at dinner.

COFFEE & DONUTS \$500

Event signage and company logo on program and marketing materials

DRIVING RANGE \$250

Company name and logo signage at the driving range; recognition in newsletter and outing instructions, recognition at dinner.

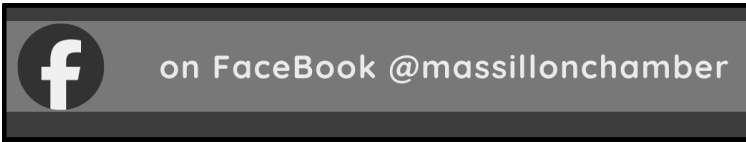
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Custom pin flag with your company logo to keep after event

Membership Renewals

We extend our gratitude to the members who renewed their commitments in March 2026. We acknowledge and appreciate your long-standing membership. Let's continue to support Chamber Members moving forward.

AHEAD Inc.....	23yrs
Benmit Pipe and Tubing Services.....	5yrs
Cherry Road Winery.....	4yrs
Custer Products Limited.....	2yrs
Faith in Action.....	24yrs
Huth Ready Mix & Supply Company.....	67yrs
HydroThrift Corporation.....	19yrs
JTS Flooring, LLC.....	1yr
Kent State University at Stark.....	11yrs
Krugliak Wilkins Griffiths & Dougherty Co., LPA.....	34yrs
Massillon Area Greenways Inc.....	11yrs
Massillon Community Charitable Fund.....	11yrs
Massillon Knights Foundation.....	21yrs
Ohio Restoration Solutions and Construction.....	7yrs
Operation Flags of Freedom.....	7yrs
Ryan Homes.....	7yrs
SACS Consulting & Investigative Services, Inc.....	8yrs
Sgt. Clean Car Wash.....	41yrs
Studio 136 Dance Center.....	10yrs
The Laurels of Massillon.....	30 yrs
The Plastic Forming Company Inc.....	33yrs



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JUNE 11	7:00 PM	DJ'S ROCK N' ROLL BIG BAND
JUNE 18	7:00 PM	WHISKEY BOUND
JUNE 25	7:00 PM	INTO THE BLUE (9 PIECE ELO TRIBUTE BAND)
JULY 3	7:00 PM	LA FLAVOUR (3RD OF JULY CELEBRATION)
JULY 9	7:00 PM	SILVER SPRINGS (FLEETWOOD MAC COVER BAND)
JULY 13	6:30 PM	OFF THE RECORD
JULY 16	7:00 PM	IMAGINARY COOKIES
JULY 20	6:30 PM	LAUREN MASCITTI
JULY 23	7:00 PM	DAVE BANKS BIG BAND "THE ALOHA SHOW"
JULY 27	6:30 PM	TIM & TJ GANG
JULY 30	7:00 PM	OVERBOARD
AUGUST 3	6:30 PM	THE CANAL FULTON COMMUNITY BAND
AUGUST 6	7:00 PM	BACK 2 EDEN
AUGUST 13	7:00 PM	IN THE HEARTLAND (MICHAEL STANLEY TRIBUTE BAND)

Event cancellation notices and updates will be posted on the City's and Chamber's social media channels.

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Businesses now face several strategic options, including initiating litigation in the CIT, waiting for a potential government-established refund process, or pursuing alternative claims. Each path carries its own advantages and risks. Given the evolving nature of this legal landscape, companies that have incurred substantial tariff costs may benefit from consulting with experienced legal counsel. Taking timely action could be essential to preserving potential refund opportunities in what remains a rapidly developing area of law.



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4:45 - 6:45 PM.

7-9 P.M.

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GOLD \$5,000

Gold sponsor recognition at every Thursday concert, logo on banner hung at Duncan plaza all summer long, recognition and link on the community event page on Chamber website, company logo on 2026 Cruise-In T-Shirt.

SILVER \$2,500

Silver Sponsor with plaque recognized at Cruise-In, Silver sponsor recognition at every Thursday concert, logo on banner hung at Duncan plaza all summer long, company logo on 2026 Cruise-In T-Shirt.

BRONZE \$1,000

Logo on banner hung at second stage during the car show, recognition as "bronze sponsor" at every Thursday concert, and company logo on 2026 Cruise-In T-shirt.

COPPER \$500

Company logo on banner hung at second stage during the car show, company logo on 2026 Cruise-In T-Shirt.

IRON \$100

Company logo on the 2026 Cruise-In T-shirt.

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Business Growth Forum

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Sales Approach

"Great Product, Weak Sales? Why Selling Feels Awkward - and How to Fix It Without Feeling Pushy"

Friday May 15, 2026
8:00 a.m. - 9:30 a.m.

- 8:00 a.m. - 8:15 a.m. - Registration & Networking
- 8:15 a.m. - 9:15 a.m. - Panel Discussion
- 9:15 a.m. - 9:30 a.m. - Networking

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Register



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