

El Toro's
'Neighborhood'
Now at Home in
Springboro

2
At 55, Wade
Insurance Keeps
Growing

4
SR 73/SR 741
Intersection
Reconstruction
Report

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New Location Allows Growth for Dental Practice

Drs. Junot J. Franco and Ileana T. Toro, Village Park Advanced Cosmetic and Family Dental, recently welcomed visitors to their new offices at 775 Gardner Road. Four years ago, the professional couple purchased the practice of retired Springboro dentist Tim Tschanz, whose building has been a fixture near the intersection of Main Street and Central Avenue, (SR 741 and SR 73).

By the end of last year, the practice grew by about 60 new patients a month and space became a paramount issue.

In addition to more space, the new Gardner Road office offers:

- A large, comfortable, tastefully appointed waiting area
- Exam chairs featuring heat and massage,
- A large monitor in easy view from each chair allows patients to view their x-rays, other aspects of their treatment, or watch cableTV
- A special waiting area for younger patients
- New medical equipment that features the latest in dental technology such as Cerec and Invisalign

Ileana described the couple's 'journey' to Springboro. "We had been practicing in Connecticut, but several opportunities came together to make it possible for us to



(continued on page 2)

School Uniforms Make a Thriving Business

Paul Scapatici's passion for entrepreneurship has found a home in Springboro, and now his e-commerce company needs a larger space to accommodate its rapid growth.

The company name puzzles many people – epluno- is a twist on the Latin imprinted on United States currency – "e pluribus unum," "From Many, One."

"Using e-commerce we provide a one-stop shop for schools' uniform and apparel needs. Our free service allows schools to outsource their apparel needs, and most importantly the costs and overhead associated with providing these items, to their students," says Paul. In fact, he notes, the process can also generate revenue for schools if they choose. The majority of his clients are K-12 private and charter schools and epluno now serves more than 300 schools in 32 states.

The process works like this: When a school chooses epluno for any of its apparel needs, epluno works to identify its needs and details, such as quantities needed and pricing.

(continued on page 3)



El Toro's 'Neighborhood' Now at Home in Springboro

El Toro Bar and Grill has made another neighborhood 'home.' This time, it's at 710 Gardner Road in Springboro.

The family-owned chain views each restaurant as "your neighborhood bar and grill," says El Toro District Manager Enrique Alvarez. Now it boasts of "neighborhood" eateries from Springboro in Warren County to Springfield in Clark County.

When the Springboro location opened its doors on a cold day in late December, the patio, of course, was empty. Today it bustles with lunch and dinner patrons. El Toro owners signed a 10-year lease on the former Max and Erma location which had a 10-year run in the location and shut its doors in January 2016.

Many local residents already knew El Toro from locations just north of Springboro, so the Gardner Road location became a natural choice for a new location, says Enrique. The goal, he says, is for El Toro to be top of mind when local residents think of quality Mexican cuisine.

The almost 6,000 sq. ft. restaurant employs about 35 staff, with chefs familiar with El Toro's extensive menu. The restaurant also features lunch specials, domestic, imported and draft beer, cocktails, mixed drinks and wine.

"We've had a great reception. The community knows us from our other locations and being in Springboro makes it very convenient for local residents who used to visit us at our other locations. We also provide a family-friendly environment," he added.

El Toro's hours are Monday through Thursday, 11 a.m.-10 p.m., Friday until 10:30 p.m., Saturday, 11:30 a.m.- 10:30 p.m. and Sunday 11:30 a.m. to 9 p.m. For more information call 937-748-2950, online at eltorobarandgrill.com or other social media.

New Location Allows Growth for Dental Practice

(continued from front page)

come back home to Ohio." They have two children, ages eight and two. "The timing was coincidental, but right after we decided to move back to Ohio, we learned that Dr. Tschanz's office was for sale and decided to make the move back to Ohio."

While the success of the practice called for more space, they were reluctant to leave their highly visible location for Gardner Road. "However, knowing the area of Village Park and around Gardner Road was growing so quickly, it would be a great opportunity to continue growing our practice."

As it turned out, the Gardner Road 'shell' became a blank canvas that offered great potential. "That 'shell' made it easier for contractors to design and develop our image." The buildout took just 15 weeks and the move was completed in early December. "We worked with a designer and our Cincinnati contractor who specializes in dental offices. They turned our 'sketches' into reality."

Their 'journey' actually began when they met in college. "Many graduates begin private practices right away. We chose to complete residencies at Miami Valley Hospital to broaden our knowledge and medical experience." Junot completed a surgical fellowship at the University of Florida and served on the staff at the Veterans' Administration Hospital in Dayton.

The office includes seven exam rooms and a surgical suite. In addition to the complete range of dental procedures they also offer same-day crowns (Cerec) and Invisalign, (invisible braces).

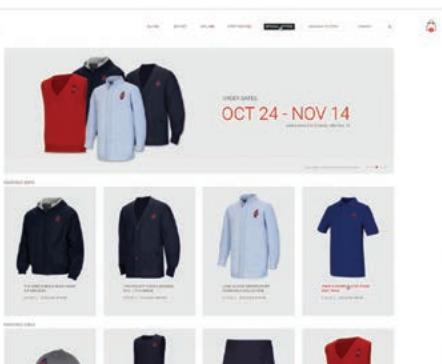
For more information, visit their website at www.springborodentist.com or call 937-748-2481 for an appointment.



School Uniforms Make a Thriving Business

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"We provide schools with a one-stop-shop. We are vendor neutral so schools can choose which vendors they want." Epluno then creates an online store where parents and students shop for a specific time period. Epluno staff handles order taking, payments, customer service, returns, etc. Each school has a dedicated account manager aided by a customer service specialist who help the district throughout the entire process.



The shop 'closes' when the ordering period ends and epluno assures purchases are printed, packaged, labeled with each student's name and shipped to the schools. As with all aspects of the process, shipping also is free. Shops reopen

when schools have additional needs, typically when the new school year begins. "Our 'season' is mid-June to the end of September."

Paul brings extensive experience in start-ups, having started and run successful companies based in his hometown in upstate New York. He and his wife moved back to Ohio about seven years ago after his previous company was purchased, and started epluno shortly after that.

One of Paul's biggest successes early in epluno's existence was recruiting his wife away from the corporate world. Darci, a Centerville native, was an executive recruiter for a Fortune 50 company. When epluno took off, "I talked her into playing in the sandbox with me. Her recruiting experience has been invaluable to epluno in helping us source and hire fantastic team members."

Epluno has grown out of two office spaces over the last 18 months, and finds itself in the same position again. They're currently looking to buy or build a facility which will accommodate their growth. "The state, the county's small business development office and Springboro officials have been phenomenal to work with," Paul states.

"Having experienced running business and offices in NY and CA, arguably two of the most difficult states for small business in the US, Ohio has been a dream. I'm very hopeful we can stay here in Springboro, and feel confident the city and Warren County will help in any way they can."

Epluno can be reached at 800-249-5275, info@epluno.com or www.epluno.com

At 55, Wade Insurance Keeps Growing

Ed Wade, owner of the Ralph E. Wade Insurance Agency at 775 Gardner Road has a work ethic that doesn't



get a lot of sleep, rarely takes vacations or sick days. Striding into the office at about 7:30 a.m. marks his rare concession to being a senior citizen.

It might be genetic or the lifestyle learned from his father, the late Ralph E. Wade, who founded the firm in 1962. In addition to the business, Ralph Wade left his four children a legacy of civic and community service.

From a cramped former post office building on W. Central Avenue near the center of Springboro, the Wade agency's service offerings, staff and headquarters have grown with the city. The 11,000 sq. ft. Gardner Road spec building stood alone on the street that parallels Ohio 741 near Dorothy Lane Market. Wade purchased the empty, unfinished shell and brought together a crew from various building disciplines who completed the makeover, turning the building interior into two office condos. Wade Insurance has 6,000 sq. ft. of contemporary office space for its 15 full time and one part time employee. "Almost all the trade and craftsmen involved in the project are longtime clients and people I've known for years so it was a great project," he says.

As an independent agency Wade offers clients a link to a wide array of insurance companies and products and tailors coverage to meet each client's needs. Technology has allowed Wade to expand the agency's reach and Wade's holds licenses in 34 states. "Commercial enterprises comprise about 65 percent of our services with the balance being personal insurance coverage such as home, auto, life and health."

Ed also co-owns Neely and Wade Insurance Agency in Winchester, Ky. "It's a personal affiliation. I go there once a week but stay in touch remotely on an as-needed basis," he says.

Community service has been a hallmark of Ed's personal and business life, including more than 30 years as a Clearcreek Township Trustee, with a final run planned for November. He was instrumental in the start of the Springboro Chamber of Commerce and served as its first president. He and the company have a long history of involvement with the county Agricultural Society, 4-H and area service organizations.

While the agency has reached the 55-year mark, Ed foresees continuing a 30 percent growth rate and adding four or five staff over the next five years. Perhaps then, he'll get to the office a bit later.

Wade Insurance can be reached on-line at wadeins.com, or 937-748-2651 or 800-860-2651.



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BUSINESS MATTERS

SR 73/SR 741 Intersection Reconstruction Project

The Warren County Transportation Improvement District (WCTID) has been contracted by the City of Springboro to complete the reconstruction of the State Route 73 & State Route 741 Intersection, and Milcon has been selected as the contractor for the project.

Construction began on June 19. The project is anticipated to last 12-14 months. Traffic is to be maintained during the entire project, however, there may be situations where the intersection might need to be closed for certain short periods of time to keep the construction crews safe.

A website has been set up at www.ci.springboro.oh.us/73-741project.html to keep residents and businesses informed as to the progress of the project. The website has a general overview of the project, project drawings and update photos. We will also try to keep residents and businesses informed of the project progress through this newsletter and social media.

The Reconstruction Project Will Include:

1) Widening the intersection and providing additional turn lanes for eastbound SR 73 to northbound SR 741 traffic (Dual left turn lanes); additional turn lane for westbound SR 73 to northbound SR 741 traffic (Right turn lane); as well as additional turn lane lengths in the northbound and southbound directions. There will be no round-about or traffic circle as has been rumored.



- 2) Upgrading traffic signals to mast arms so that signals are timed more efficiently to allow traffic to move through the intersection more smoothly, particularly during peak travel times.
- 3) Providing improved pedestrian crossings.
- 4) Upgrade drainage and utility systems in the intersection.

Key Project Benefits Include:

- 1) Safety upgrades, addressing capacity concerns by allowing more traffic to safely utilize the intersection and increase connectivity for pedestrians.
- 2) Additional aesthetic improvements to provide a more attractive gateway to the entire City and the Historic Downtown.
- 3) Ability for businesses to move products through the intersection much faster.

