

FOCUS

WINTER 2016 | VOL. IX NO. 4

ON BUSINESS



INNOVATION SOARS WITH
**PREMIER
HEALTH'S
CAREFLIGHT**

PLUS:

Have consumers chosen to #ShopSmall?

Getting down to business with
Congressman Warren Davidson

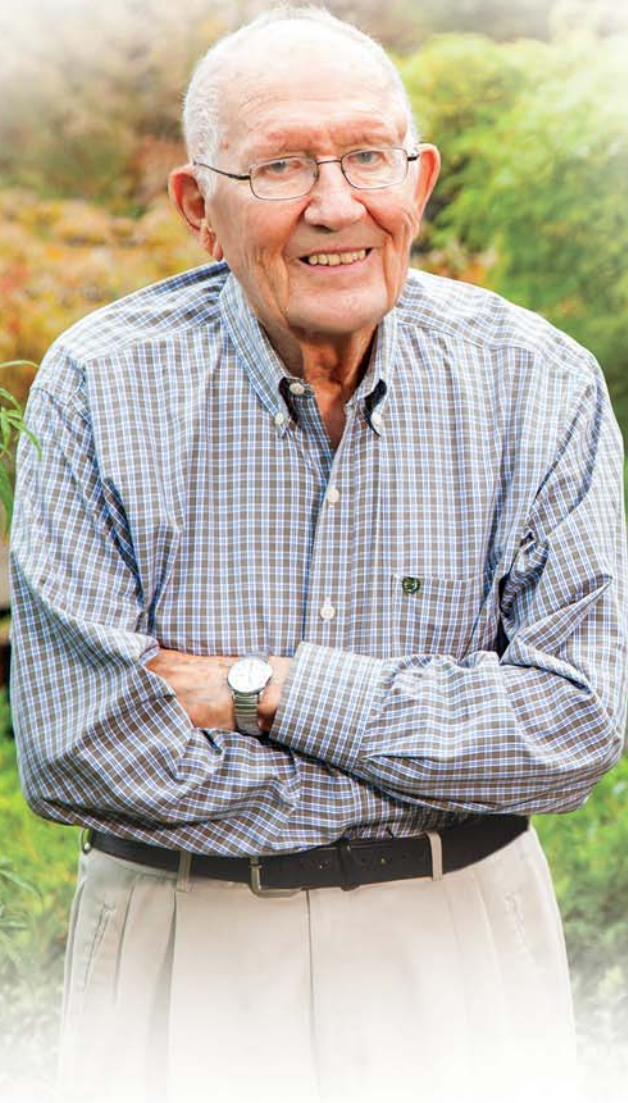
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PRESIDENT'S MESSAGE PLANNING OUR FUTURE



One of your Board of Trustees' most important functions is the strategic planning of our organization. Recently we completed our 2017-2019 Strategic Plan with the energetic support of 37 volunteers and staff led by Past Board Chair Dan McCabe and facilitated once again by Chamber volunteer Tim Hull. Our 3-year plan, which begins in January, is our Chamber roadmap for the near future and highlights the priorities on which we will focus our resources of time, talent and your dues dollars.

The Strategic Planning Committee revisited our Vision, Mission and Values and prioritized 5 strategic areas that they want our organization to implement over these next 3 years – Organizational Value; Workforce Alignment; Business Advocacy; Business Success and Regional Prosperity. These were all deemed critical to our members, organization and overall community success.

Plans are of no value if they just sit on a shelf. Since 1995, we have created a culture of planning for success and completing as much of the plan of work as we can each year for our members and the business community. But it takes a full team to accomplish these tasks ... members, volunteers, participants, leaders, board, community partners and staff all working together on the same goals and ideas. Our plans of the past have been highly credited in the success of our national 5-star accreditation and chamber reputation. The planning, our first step, is now over. Now it's time for the real work to come in 2017 and beyond.

I want to thank the entire team that put in hundreds of people hours in creating our roadmap and goals. We all owe them and our members our very best efforts in completing those goals. We hope that you will review our new plan on our Chamber's website at daytonchamber.org and be involved in its success; not only for your own business, but also for our organization and community.

Thank you.

Phillip L. Parker, CAE, CCE
President/CEO
Dayton Area Chamber of Commerce

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INNOVATION SOARS

WITH PREMIER HEALTH'S CAREFLIGHT

Premier Health has been recognized for a number of leading-edge medical technologies in recent years. Yet one of our most visible and widely valued innovations today revolves around transportation and was first introduced in 1983. For over 33 years we have been providing these services throughout our region.

Our CareFlight Air and Mobile Services focus on enhancing the capabilities and responsiveness of highly

qualified people and advanced technologies. Every second counts when responding to trauma and other life-threatening conditions. That's why we expanded our critical care fleet to include four helicopters, six mobile intensive care units, and other emergency response vehicles, totaling 36 units. CareFlight Air & Mobile has transported more than 70,000 patients.

Premier Health's transportation innovations go beyond having the largest fleet of patient transport vehicles in the



Miami Valley. What happens inside makes a critical difference. One of our life-saving distinctions includes helicopters that can transport two patients at a time, and they're also the fastest in the region. In addition, our fleet includes the latest GPS tracking systems, night vision goggles, and terrain awareness and warning systems.

The quality of our transport staff also plays a vital role. All members of our experienced team respond to a medical emergency with confidence and skill based on intensive orientation and training. In addition, our critical care nurses and paramedics each have at least three years of critical care experience. As a result, they have the ability to provide responsive care for a wide range of medical emergencies, such as trauma, cardiac, stroke, and pediatric high-risk obstetrical. This includes performing advanced airway procedures, inserting chest tubes, and providing critical procedures, equipment, and medications similar to those found in an intensive care unit. We bring the ICU to the patient, even at the scene.

Premier Health is proud to extend Dayton's rich heritage of transportation innovation to the delivery of responsive, high quality critical care. With inspiration and commitment, we look forward to even more life-enhancing innovations. ■



Premier's Careflight helicopter transports a patient. (Photo submitted.)



HAVE CONSUMERS REALLY CHOSEN TO *#SHOPSMALL?*

SMALL BUSINESS SATURDAY CAMPAIGN AIMS TO BUILD ON MOMENTUM

By: Holly Allen

The American Express Small Business Saturday campaign conjures wholesome images of shop owners flipping a “Now Open” sign and providing quality goods or services to their neighbors – Mrs. Smith from two blocks down who once babysat your cousin, or Mr. Goodstein from around the corner who taught guitar lessons to all the neighborhood kids. It’s a time capsule to our past, when business wasn’t a global venture moving at break-neck speed. And while technology continues to push the pace of business and expand each consumer base, there is a strong movement toward buying local from community minded entrepreneurs.

CASHING IN ON PERFECT TIMING

American Express launched Small Business Saturday in 2010 as a way to support its American Express OPEN product, aimed at small businesses. That first year, a few thousand businesses participated across the country, encouraging consumers to “Shop Small” the Saturday after Thanksgiving.

The Small Business Saturday campaign collided with the “buy local” movement at just the right time, spelling success for the credit card company’s now 6-year-old marketing idea.

In 2011, the U.S. Senate passed a resolution recognizing the campaign, making Small Business Saturday official. The following year, elected officials in all 50 states had voiced their support of the idea. By 2015, 95 million people shopped at a small business on Small Business Saturday.

WHY BUY LOCAL?

Becoming more community-minded consumers has created a bit of shopper backtracking. Many people want to know their hard earned dollars are not being sent away to a billionaire CEO halfway across the country. Many point to the increased popularity of the farmer’s market as a perfect example: Consumers hand money to their neighbor, who in turn, gives them a good they’ve worked hard to produce. Simple.

The benefits are clear. According to a study completed by Local First, a small business-focused non-profit in Grand Rapids, Michigan and Civic Economics, an economic analysis and strategic planning firm, spending at a local business ensures more money stays local. The study found

that for every \$100 spent at a locally-owned business, \$68 stay in the local economy. Compare that to just \$43 of the same amount spent at a non-locally owned business.

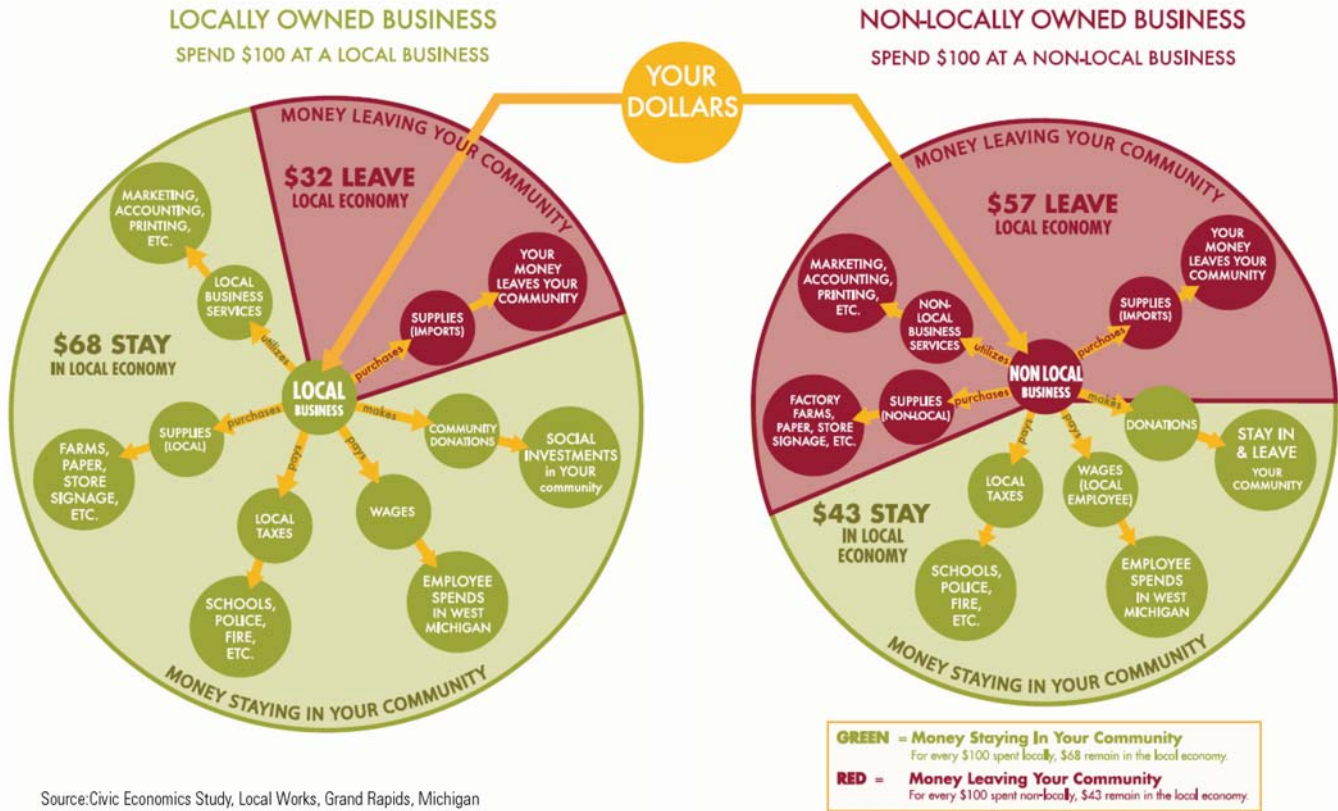
THE RISE OF A NEW SHOPPING HOLIDAY

American Express’s approach to Small Business Saturday is to provide small retail/restaurant businesses with resources they typically have a hard time coming up with on their own, namely advertising and marketing expertise. AmEx provides logos, artwork, marketing materials and even free social media tools to participating small businesses.

Social media has been huge for the campaign. The Small Business Saturday Facebook page has more than



Skincare by Design owner Heidi Nelson poses with #ShopSmall sign as part of the Dayton Area Chamber’s Small Business Saturday campaign in 2015.



Source: Civic Economics Study, Local Works, Grand Rapids, Michigan

3.5 million followers, and Twitter was inundated with more than 1 million #SmallBizSaturday tweets in 2015.

The company has also employed “Neighborhood Champions”, which help spread the news about the big day. In 2014, the Dayton Area Chamber of Commerce joined 3,000 other neighborhood champions in the U.S.

However, hype doesn’t always mean more dollars are making their way into the cash register. The real question is – has it worked for small businesses?

The Small Business Saturday campaign has certainly grown year after year. In 2014, an estimated \$14.3 billion was spent at small, independent businesses on Small Business Saturday, according to American Express. A 2015 Small Business Saturday Consumer Insight Survey released by the National Federation of Independent Business and American Express found Small Business Saturday spending had jumped to \$16.2 billion. This, as Black Friday spending and foot traffic decreased. In 2015, consumer spending on both Black Friday and Thanksgiving Day fell 1.5 percent, according to analytics firm RetailNext.



HOW TO SUCCEED ON SMALL BUSINESS SATURDAY

Small businesses only need to jump on the Small Business Saturday wagon to take advantage of the campaign’s momentum. The Dayton Area Chamber of Commerce can help connect business owners with the program through its neighborhood champion status.

Experts suggest running special sales for the weekend, as trends have shown that consumers are spending fewer dollars over the holiday weekend. Focus on getting foot traffic in the door, and partner with nearby small businesses whenever possible to market for the event.

Shoppers have also turned to the internet to stock up for the holidays, meaning small businesses that have an online sales presence will also be at an advantage.

And as is always true, we can do our part by making an effort to support each other. Dayton Area Chamber members will be featured on the chamber’s social media accounts leading up to this year’s November 26 event. Instead of braving the line outside a big box store this year, map a route between small businesses and share your #ShopSmall experience with a selfie at Facebook.com/DaytonChamber.

Holly Allen is Director, Marketing & Communications, Dayton Area Chamber of Commerce. ■



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The Chamber's monthly publication, "Economic Indicators", provides useful information in the areas of employment trends, new construction, home sales, sales tax collection and much more. These indicators allow analysis of economic performance and predictions of future performance. The indicators are available to Dayton Area Chamber members online and by subscription to Chamber Edge members. More information can be found at DaytonChamber.org. Here is a sampling from the July 2016 report:

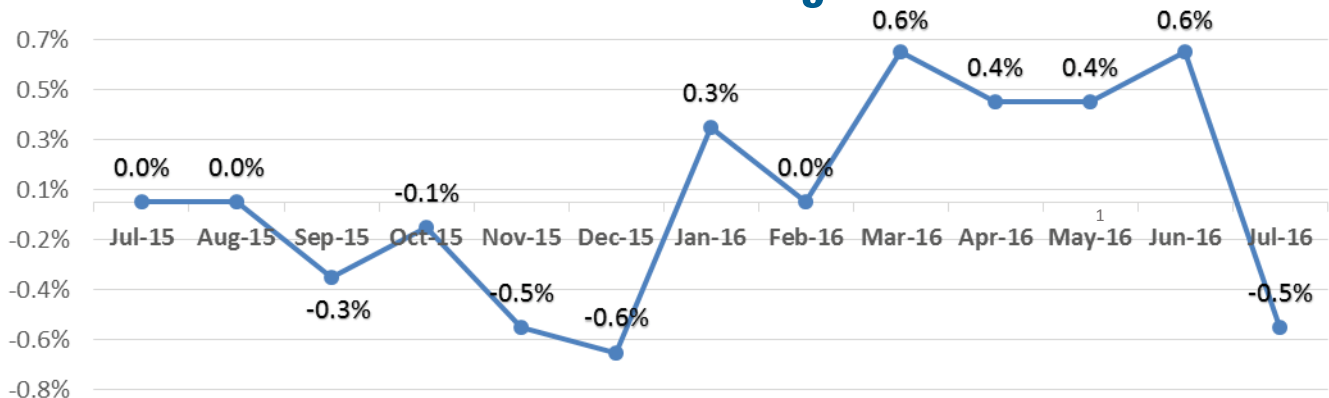
CPI Consumer Price Index

May 2016 %	
monthly change.....	-0.5%
CPI over the last 12 months Avg.....	0.4%

Cost of Living Index 2016 Second Quarter Cost of Living Index

Dayton, Ohio	97	Denver, Colorado.....	108.7
Columbus, Ohio.....	89.3	Miami-Dade County, Florida.....	109.4
Raleigh, North Carolina.....	92.6	Baltimore, Maryland.....	116.3
Richmond VA	93.7	Chicago, Illinois.....	119
U.S. AVERAGE.....	100	Portland, Oregon.....	125.6
Cleveland, Ohio.....	97.6	San Francisco, California.....	174.7

Consumer Price Index - Percent Change



Statistics for the Dayton MSA are no longer available. Based on Midwest region B/C MSA Population 50,000- 1,500,000.
Source: http://www.bls.gov/regions/mountain-plains/news-release/consumerpriceindex_midwest.htm#chart1

Sales Tax Collections

County	Rate (%)	Jun 2016	Jun 2015	12 Mo. Change	YTD 2016	YTD 2015	YTD Change
Butler.....	0.75.....	3,683,775.....	3,443,356.....	6.98%.....	21,916,190.....	20,152,558.....	8.75%
Clark.....	1.5.....	2,052,343.....	2,074,011.....	-1.04%.....	12,666,007.....	12,459,901.....	1.65%
Darke.....	1.5.....	780,521.....	706,032.....	10.55%.....	4,418,653.....	4,192,518.....	5.39%
Greene.....	1.....	2,166,363.....	2,145,470.....	0.97%.....	13,377,254.....	12,615,888.....	6.03%
Miami.....	1.25.....	1,545,281.....	1,453,365.....	6.32%.....	8,997,967.....	8,551,002.....	5.23%
Montgomery.....	1.....	6,700,048.....	6,819,162.....	-1.75%.....	42,449,548.....	39,563,474.....	7.29%
Preble.....	1.5.....	489,461.....	474,650.....	3.12%.....	2,802,661.....	2,787,663.....	0.54%
Warren.....	1.....	3,491,586.....	3,086,538.....	13.12%.....	19,142,290.....	17,676,771.....	8.29%
Region Total (\$000s)		20,502,597	19,389,144	5.74%	104,861,193	97,797,191	7.22%

Residential Home Sales

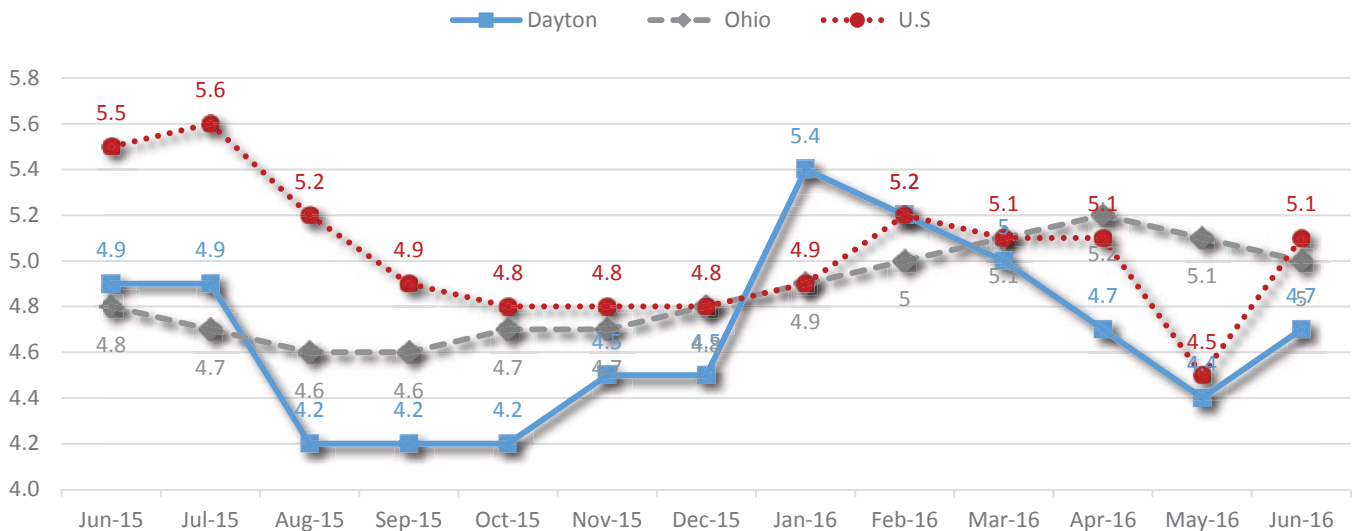
Dayton MSA	Jul 2016	Jul 2015	% Change	YTD 2016	YTD 2015	% Change
Number of Homes Sold.....	1495.....	1547.....	-3.36%.....	9046.....	8334.....	8.54%
Total Home Sales (\$,000s).....	234,667,160.....	229,809,672.....	2.11%.....	1,329,517,748.....	1,176,367,492.....	13.02%
Average Sale Price.....	156,968.....	148,552.....	5.67%.....	146,973.....	141,153.....	4.12%

Regional Employment Trends

Dayton MSA	Jun 2016	May 2016	Jun 2015	2016 Average	12 Mo. Change
Total Nonfarm Employment.....	386,700.....	387,000.....	380,100.....	383,217.....	6,600
Goods Producing Employment.....	53,900.....	52,700.....	51,900.....	52,283.....	2,000
Service Producing Employment.....	332,800.....	334,300.....	328,200.....	330,933.....	4,600

Unemployment Rates

	Jun 2016	Jun 2015	12 Mo. Average
Dayton MSA.....	4.7%.....	4.9%.....	4.7%
Ohio.....	5.0%.....	4.8%.....	4.9%
U.S.....	5.1%.....	5.5%.....	5.0%



Source: U.S. Bureau of Labor Statistics, Local Area Unemployment Statistics (LAUS), Labor Force Statistics including the National Unemployment Rate, www.bls.gov



Keith Harvey, Director of Engineering Services at TACG LLC, accepts the 2016 When Work Works Award on behalf of his company.

MAKING WORK – WORK

THE TOP 5 BENEFITS OF WORKPLACE FLEXIBILITY, AND DAYTON'S BEST EXAMPLES

By: Holly Allen & Jessica Wagner

Providing a flexible workplace isn't always at the top of an employer's list. The idea of loosening traditional office expectations can be scary to business owners and managers alike. But perhaps the results of an increasing number of workplace flexibility studies could fade the fear of breaking the typical workday mold.

New research continues to find important benefits to providing workplace flexibility, and the upside for employers is, flexibility comes in many forms, but often offer the same payoffs.

MAKING THE CASE FOR FLEXIBILITY

Why is flexibility rising on the want lists of job seekers? The modern workplace is demanding. In most cases, employees are expected to do more with less. Flexibility can foster a positive work environment, and it doesn't have to cost the employer a dime.

A study done by FlexJobs, an online resource for job seekers looking for a flexible work environment, surveyed more than 2,600 participants across all ages in 2015. The results highlight some of the benefits of a flexible workplace. These benefits were similar to the findings of a first-of-its-kind trial completed by two professors associated with the Work, Family and Health Network in 2015. They each found that providing workplace flexibility resulted in:



1. **Increased loyalty.** Providing employees the option to work remotely some of the time, choose an alternate work schedule or even just to take an hour or two to take a family member to a check-up increases employee loyalty, which can in turn increase productivity.

2. **Increased productivity.** Beyond the urge to go above and beyond for a company that's shown it cares about its employees and their families, the FlexJobs study found 76 percent of respondents would rather work on

an important project outside the office. More than half said working from home is a better option, because it eliminates distractions and interruptions from colleagues. This reduces absenteeism and presenteeism – which means showing up, but not being engaged at work.

3. **Increased job satisfaction.** Employees who feel in control of their schedules, who are involved in the organizational process and who feel supported by their superiors are happier with their jobs and feel less stress.

4. **Increased quality of life.** These studies have also found that employees who work in a flexible environment were more likely to say they had enough time to spend with their families. More than 87 percent of respondents to the FlexJobs study said having a flexible work schedule would lower stress levels, and more than 75 percent said it would make them healthier.

Naval Research Union - Dayton was recognized as a 2016 When Work Works Award winner at the August 24, 2016 Dayton Area Chamber Board Meeting.



5. **Increased employee retention.** It goes without saying that employees who are happy with their work-life balance are more likely to stick around.

Employers are paying attention to these findings. Workplace trends have shown movement toward more leave time for new parents, elderly caregivers or those with health issues. More employers are also giving the option of occasional telecommuting. In fact, a National Study of Employers found 67 percent of employers offered telecommuting as an option in 2014, compared to 50 percent in 2008.

As more job seekers search for an opportunity that fits their lifestyles, they're finding it more often with smaller employers. Smaller employers (50-99 employees nationwide) are more likely to allow employees to change starting and quitting times, work some regular paid hours at home occasionally, have control over when to take breaks, take time off during the workday to attend to important family or personal needs without loss of pay and return to work gradually after childbirth or adoption. They're also not as quick to reduce benefits.

DAYTON'S 2016 WHEN WORK WORKS AWARD WINNERS

Today's employers have many options from which to choose when it comes to providing a win-win workplace scenario for employees. Keeping on top of workplace trends and listening to the wants of top performers will ensure the business is attracting the workforce its leaders want. Successful supervisors are those who manage flexibility and support employees in and out of the office. In the Greater Dayton region we have several forward-thinking employers that recognize the value in making work "work."

The Dayton Area Chamber of Commerce is proud to congratulate 10 regional winners of the 2016 When Work Works Award, which is given by the Families and Work Institute (FWI) and the Society for Human Resource Management (SHRM). Applicants are evaluated on six research-based ingredients of an effective workplace: opportunities for learning; a culture of trust; work/life fit; supervisor support for work success; autonomy; and satisfaction with earnings, benefits and opportunities for advancement — all factors associated with employee health, well-being and engagement.

The Southwest Ohio recipients of the 2016 When Work Works Award are:

- BDO USA, LLP – Cincinnati
- BDO USA, LLP – Cincinnati
- BDO USA, LLP – Columbus

- Cornerstone Research Group – Dayton
- KPMG LLP – Cincinnati
- KPMG LLP – Columbus
- Naval Medical Research Union Dayton – Wright-Patterson AFB
- Pillar Technology – Columbus
- Strategic HR, Inc. – Cincinnati
- TACG, LLC – Beavercreek

If you're interested in applying for the 2017 When Work Works award, visit DaytonChamber.org for upcoming application information.

Holly Allen is Director, Marketing & Communications at the Dayton Area Chamber of Commerce.

Jessica Wagner is Manager, Workforce & Economic Development at the Dayton Area Chamber of Commerce. ■



Cornerstone Research Group is a 2016 When Work Works Award winner.

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LEADERSHIP DAYTON ANNUAL MEETING

The chamber's Leadership Dayton program welcomed Sinclair Community College President Stephen Johnson as its keynote speaker at the 40th Leadership Dayton Annual Meeting on September 13, 2016.



LD Keynote



Glenn Costie, CEO, Dayton VA Medical Center, received the Leader of the Year Award.



The 2016 Leadership Dayton Volunteer of the Year is Kevin Robie, Soin LLC.



The Greater Dayton Hospital Alliance (GDAHA) was named Program of the Year at the 2016 Leadership Dayton Annual Meeting. Pictured (L-R): Dr. Susan Hayes, Leadership Dayton Board Chair; Bryan Bucklew, President & CEO, GDAHA; Chris Kershner, Dayton Area Chamber of Commerce

DISNEY INSTITUTE: DISNEY'S APPROACH TO BUSINESS EXCELLENCE



More than 175 people learned Disney's secrets to success on August 4 at Wright State University.



Event coordinator Amanda Byers (center) accepts a plaque from Disney Institute presenters.



GENERATION DAYTON DAY 2016

Each year, Generation Dayton, the chamber's young professionals group, gives back to the community with Generation Dayton Day. This year, Generation Dayton's 10th anniversary year, more than 150 volunteers took part, giving more than 600 hours of service to 15 organizations. In all, they made a \$14,136 impact on the region.



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MEMBERS ON THE MOVE

CENTERVILLE KNIT & CROCHET

Navy veteran Beth Thorowgood opened the doors of her new store, Centerville Knit & Crochet at 8018 McEwen Road, Centerville, on August 23.



FREQUENCY FITNESS

Long time personal trainer Benjamin Heal opened Frequency Fitness at the Fairmont Plaza Shopping Center (1228 E. Stroop Rd., Kettering) on July 22.

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Premier Health's four hospitals — Miami Valley Hospital, with an additional site at Miami Valley Hospital South, Good Samaritan Hospital, Atrium Medical Center and Upper Valley Medical Center — know each community deserves and expects quality, easily accessible health care. Premier is committed to providing that care every day.



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CHAMBER EDGE MEMBERS



The Dayton Area Chamber of Commerce would like to thank the following Chamber Edge members, who are taking advantage of enhanced member services. Go to DaytonChamber.org or call 937-226-1444 to learn more about what Chamber Edge can do for you.

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Mark Jones

Miller-Valentine Group

Edward Blake

Mohlman Financial

Bryan Pitstick

Montgomery County

Erik Collins

Munoz Brandz

Jon Zwitt

Norton Engineering, LLC

John Norton, PE, BCEE

Office Depot Business Solutions Division

Greg Hause

Online Business Marketing Solutions

Rick Crombie

Payless Shoesource

Andy Matt

PNC

David Melin

Premier Health

Mary Boosalis

Providence Medical Group (PMG)

Susan Becker

R Health Matters

Rahim Rahman

Red Roof Inn-North Dayton Airport

Janet Wood

Resource Mfg

Linda Sommerville

Roby Services Ltd

Wendell Roby

Salinas Industries

Robert Salinas

Sandler Training By The Roger Wentworth Group, Inc.

Roger Wentworth

Securitas Security Services USA, Inc.

Bill Mangus

Seneca Financial Services, LLC

Juma Reed

Speedway LLC

Jim Lyon

Taylor Communications

Ben Cutting

The Bob Ross Auto Group

Jenell Ross

The Dannon Company

Douglas Dowling

The Hotel Dayton

Claudia Williams

The Schaefer Group

Frank Maher

The United Way of the Greater Dayton Area

Thomas J. Maultsby

The Vacation Van

Maria Snizik

Time Warner Cable Business Class

Mike Gray

Turn-Key Environmental Consultants, Inc.

William Treasure

University of Dayton

Ted Bucaro S.

US Bank

Ronald Amos

Vectren

Rachel Goodspeed

Vercom Systems, Inc.

Craig Troup

Virtualis, Inc.

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TO THE MEMBERSHIP OF THE DAYTON AREA CHAMBER OF COMMERCE

Pursuant to the Chamber Bylaws Article V. ELECTION OF TRUSTEES, Sections 1. through 6., the Chamber’s Governance Committee must meet and develop a slate of candidates qualified to meet the requirements as members of the Board of Trustees.

Additional names of candidates for Trustees can be nominated by using an official Chamber petition bearing the genuine signatures of at least five percent (5%) of the Chamber members in good standing. Such petition(s) shall be filed with the Governance Committee within ten (10) days after this notice has been delivered to the membership. If no petition(s) is valid within such ten (10) day period, nominations will be officially closed and the slate of candidates presented will be considered duly elected for the specified term(s).

The Chamber’s Governance Committee has met and has recommended a slate of trustees to be elected during our annual process. The Chamber’s Executive Committee has reviewed this list, determined that each is a qualified candidate and in good standing, and unanimously supports the election of the following candidates. If you have any questions or would like to request a petition, please contact the Dayton Area Chamber of Commerce at (937) 226-8225.



The Voice of Business

Recommended for Election to an Additional 2-Year Term From 1/1/2017 – 12/31/2018:

NAME	Organization
Carol Clark	Dayton Business Journal
Gary DeWitt	Hollywood Gaming At Dayton Raceway
Micheal Downing	LWC Incorporated
Dr. Steve Johnson	Sinclair Community College
Linda Kahn	The Ohlmann Group
Dan Kane	First Financial Bank
Dr. Joanne Li	Wright State University
Mike Maiberger	Premier Health
Tom Maultsby	United Way of the Greater Dayton Area
Tom Raga	Dayton Power & Light Co.
Christine Soward	DMSInk, Dayton Mailing Services, Inc.
Russ Wetherell	Kettering Health Network
Niels Winther	Think Patented

Recommended for Election to a New 2-Year Term From 1/1/2017 – 12/31/2018:

NAME	Organization
Jon Allison	CareSource
Ron Arling	Nidec Minster Machine
Lisa Rich-Milan	CompuNet Clinical Laboratories
Katie Ward	P & R Communication Services
Suzanne Winters	Wenco Construction Company



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Saying “Thank You for your service” is not enough. Help military veterans and their families with a donation to the future Dayton VA Medical Center Fisher House.

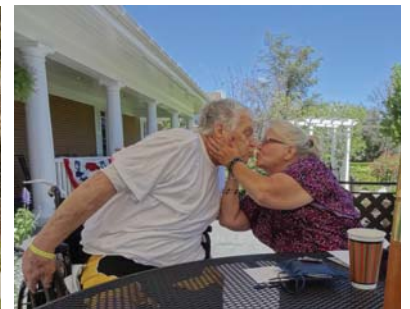


The Fisher House Foundation has committed to building this Fisher House at the Dayton VA Medical Center. The plan calls for a two story, 16 bedroom suite / 17 bath facility, 13,500 square foot, \$6.5M house.

Fisher Houses provide an opportunity for military families to stay together and support each other when a loved one is undergoing medical treatment. The Houses provide physical and emotional support to our servicemen and servicewomen, veterans and their families.

In September 2016 the project reached an important milestone — completion of a Memorandum of Agreement permitting demolition of two historical structures located on the VA campus site selected for Fisher House construction. The Medical Center is now well on the way to awarding a contract for building site preparation and we're looking forward to seeing progress toward a 2017 groundbreaking .

Donations can be made to the Fisher/Nightingale Houses, Inc., Post Office Box 33871, Wright-Patterson AFB OH 45433 or to The Dayton Foundation, 40 North Main Street, Suite #500, Dayton OH 45423 with an annotation of “Dayton VA Fisher House Fund #7748.”



Partner Agency



CFC Number: 43546

Fisher/Nightingale Houses, Inc., 417 Schlatter Drive, Post Office Box 33817, Wright-Patterson AFB OH 45433



GETTING DOWN TO
BUSINESS WITH:
**CONGRESSMAN
WARREN
DAVIDSON**



Republican Congressman Warren Davidson represents Ohio's 8th district. Following the resignation of John Boehner from the U.S. House of Representatives, Davidson ran in a special election to succeed him. He won the special election on June 7, 2016, and was sworn in June 9, 2016.

Rep. Davidson, a Troy native, is a former Army Ranger and businessman, who helped revamp his family's manufacturing business before starting a business of his own.

DACC: Each year, members of the Dayton business community travel to Washington D.C. for the annual Community Leader Fly-In to express the economic importance of Wright-Patterson Air Force Base. As the federal government navigates significant changes to federal defense spending and budget cuts, what recommendations would you share with our community to ensure we continue to build upon previous BRAC achievements for WPAFB?

Davidson: BRAC is focused on good stewardship of our scarce resources for national security. As such, the criteria should always emphasize a military installation's role in helping our nation fight and win wars. Because of the critical missions at Wright-Patt and the Springfield Air National Guard Base, our

facilities should continue to score well on any rational assessment.

Community engagement is also vital in building on our success. Public-private partnerships like the Colonel Devillier's award is a testament to the strong partnership between Wright-Patt and the community. More programs like this should be fostered.

We have an opportunity in that many of our Air Guardsmen in Springfield directly support the mission at Wright-Patt. The business community should consider opportunities to leverage private employers of these Guardsmen in support of Wright-Patt.

The Air Force continues to pursue collaboration between the Active and Reserve components. In pursuing this collaborative relationship, the 178th Wing at Springfield-Beckley Airport stands ready to support Wright-Patt so that the Air Force does not view the base as a standalone entity. Instead we should strive to ensure Dayton area's future as an essential hub of defense assets. It is critical that the community continue to engage the entire Ohio delegation in stressing the importance of Wright-Patt and the Springfield ANGB by letting Members of Congress know how we can be helpful in strengthening the mission.

DACC: As a small business owner & manufacturing entrepreneur, you know too well the challenges our small business owners face on a daily basis. In your new role in Congress, what steps would you like the

federal government to take in order to help businesses grow and thrive in our community and across country?

Davidson: Regulatory burdens are crushing small businesses. In the Constitution, only three branches of government are named. In the present day, there is a functional fourth branch that in some instances wields more power than the original three. The bureaucracy consisting of unelected bureaucrats has been strangling small businesses with regulation. Since President Obama has been elected, over 600 regulations, each costing over \$100 million, have been enacted. This works out to one major regulation every three days. Every time one of these regulations is enacted, mind you without congressional approval, small businesses and taxpayers are left with the tab.

America has one of the least competitive corporate tax environments among the leading global economies. We do, however, have the world's best markets for goods, services, capital, and intellectual property. America is still the world's land of opportunity. It is time for Congress to take action and reform the tax code, especially the corporate tax code. Taxes should be much simpler, flatter and oriented toward consumption. This would allow one of the most substantive reforms possible: border adjustability. Our current tax code effectively incentivizes imports over exports and keeps capital from returning home to US based corporations. These reforms would drive substantial growth for America, and benefit all Americans by raising take home pay and providing growing job opportunities and sustainable careers. I will be working with Ways & Means Committee to bring about these reforms.

DACC: Improving the Dayton region's transportation system to meet the current needs of the community is an issue that is at the forefront of the regional business community's legislative priorities. Multi-jurisdictional projects require state and federal transportation funding and years of planning to come to fruition, but are of the utmost importance because our region has begun to leverage our identity as a hub for logistics and distribution. What more can we do in Southwest Ohio to ensure that our region's transportation needs will continue to be met?

Davidson: Congress needs to keep federal fuel tax and other transportation funding focused on roads and bridges. At present, nearly 30% of funds are diverted to ancillary programs like public transit, commuter rail, bike paths, highway beautification and other projects. While these projects sometimes make local communities more livable and pleasant, they could be funded locally. The federal responsibility should be focused on federal highways and interstates in addition to the bridges and other infrastructure that makes them safe and efficient.

Congress should also prevent the IRS from carrying out their recently stated plan to limit tax exempt bonds used for multi-jurisdiction transportation projects. Lastly, our Air Traffic Control system requires a sustained effort to modernize in order to lead the world in aviation.

DACC: What is your position on earmarks at the federal level and their role in supporting community priorities?

Davidson: I oppose earmarks. I do believe government should fund specific projects, but many federal funds are and should remain block grants to the states, without "earmarking" specific winners in the appropriation. This puts the burden on state governments to work with the local communities to prioritize projects.

Although I oppose earmarks, I will work to support grant requests from appropriated funds, even if I opposed the appropriation. For example, although I do not agree that the federal government should spend federal funds to expand runways at municipal airports, our office is working with communities to obtain grants for that exact purpose. If the federal dollars are going to be spent, I favor seeing them spent here and will help. Nevertheless, when the next vote comes around, I would still oppose the federal appropriation on principle. Lastly, regardless of funding, I would oppose some requests on principle – abortion clinics for example.

DACC: The region's business community has identified workforce development as one of its highest priorities, with a significant emphasis on growing our own talent through a number of regional initiatives, including K-16 STEM education, job training and internship opportunities.

Creating a workforce pipeline in our community that matches the job needs outlined by businesses has required significant investment at the local and state levels from a wide variety of partners. What is being done at the federal level to support community initiatives that are so vital to meeting the demands for a high-tech workforce?

Davidson: When I served as Chairman of the Dayton Region Manufacturers Association, we focused most of our attention on this issue. Now, in my new role as congressman, I hear the same concerns everywhere.

This region has some excellent programs to address the needs, which should give us a competitive advantage as we seek to grow our region. I do not, however, see a substantial role for federal policy in education. Education policy does need attention, but the primary emphasis should be local, with the overwhelming emphasis on students and teachers in the classroom. I don't believe we need a national curriculum, a national lunch menu, or a national bathroom policy.

With respect to federal student loans, I have never understood why a student can go so far in debt for a degree with very little demand or earning potential (Medieval Art History for example). While a degree in high demand, with high earning potential (Electrical Engineering for example) has obvious financial advantages, I believe the private sector could meet the demand for these sorts of degrees for the students who show the aptitude and potential to repay the loans.

Federal programs are trapping students and families with heavy burdens with little reward. Whatever happened to working your way through school? This would benefit all parties with workers, experience, lower debt, less government, etc.

DACC: What issue do you most look forward to tackling in the coming session?

Davidson: We are focused on growing our economy, securing our country, and restoring justice to the Justice Department. But, I look forward to introducing a simple bill which would spurn Congress into fixing the broken VA. ■



LEWISBURG CONTAINER:

A SMALL-TOWN BUSINESS WITH A BIG NAME

By: Vince McKelvey

From oversized boxes for watermelons to easy-to-use containers for nuts and bolts to custom-designed, full-color cartons for beer, there is little in the corrugated packaging industry that Lewisburg Container can't do.

In fact, a big challenge for this industry stalwart based in the Preble County village of Lewisburg is getting clients to understand that a cardboard box can be so much more than just a box.

"There's a big misconception about any type of corrugated or paperboard packaging: Everybody sees what they've seen for a long time," said sales rep Nathan Blankenship. "So, when we went to the national craft beer conference ... everything that we had in the entire booth – we had a bar and a bar stool – everything was made out of corrugated."

He said brewers who saw some of the original packaging on display – such as a 14-pack designed for a Columbus brewery – would say: You can do that? "Honestly, we can pretty much do anything," Blankenship said. "Our head designer, I think he's been here for 35 years. He can pretty much put anything together."

A Pratt Industries subsidiary

Lewisburg Container dates its history to 1955 when the Love Box Co. of Wichita, Kan., paid \$1 and assumed the debt of a wooden crate business in Lewisburg, said Tami Meeks, sales and marketing manager. Love Box sent Jim McKinney to manage the company; 61 years later, his son, Dave McKinney, is at the helm. The company is now a subsidiary of Pratt Industries, a fast-growing paper and package maker that purchased Love Box in 2005, and Dave McKinney is now a Pratt division president.

Along the way, Lewisburg Container built an impressive reputation for high-quality, seven-color graphic printing. "All of our business cards, they still say Lewisburg Container ... just because we have a name in the industry," said Blankenship, a third-generation employee who followed his grandfather and father to the company. "It's kind of a big deal."

Well-known products arrive in Lewisburg boxes

Some highly recognizable national brands – Smirnoff, Delta Faucet, Bath and Body Works – sport boxes, cartons and displays produced in Lewisburg, but the Dayton region is critical to the company, as well. Regional businesses make up 60 percent of its customer base.

Local clients include Neaton Auto Products and Henny Penny in Eaton; MidMark in Versailles; Pioneer Automotive Technologies in Springboro and Saia-Burgess in Vandalia. "There are a lot more than that," Meeks said. "We run multiple trucks a day into Dayton."

Some of those trucks go to Mike-sells Potato Chip Co.

Blankenship said Lewisburg Container has one machine dedicated to making a specific type of box for Mike-sells. The boxes, which carry Mike-sells products to retailers, have a seamless bottom for increased durability and are stamped: Return this carton. "Mike-sells uses them seven or eight times," Blankenship said.

Lewisburg Container has annual sales of nearly \$100 million and employs between 250 and 300 people, depending on how many temporary workers it has on hand. In addition, two years ago Pratt built a corrugating plant right next door and that plant has 140 employees, Meeks said.

The corrugating plant operates as a separate business and will make boxes for large production runs, but a main function is to produce cardboard for Lewisburg Container. "They feed us their sheets, but they also have their own (box-making) equipment. They're more large-volume, truck orders with no frills or extra services required," Meeks said.

Green technologies and 100 percent recycled paper

The new corrugating plant is fully automated and state-of-the-art, and is a testament to Pratt's continued investment in its business. The company, founded in Australia, first came to the U.S. 25 years ago and, through expansion and acquisition, has become the nation's fifth-largest corrugated packaging company. It has more than 100 facilities in 26 states – including a corrugating plant in Springfield.

Pratt also is vertically integrated and dedicated to environmentally sustainable practices. Its boxes are made of 100 percent recycled paper produced at one of its four paper mills using material collected through its recycling division. Pratt literature says the new Lewisburg



Lewisburg container shows off coasters and six pack holders on a trade show display made of corrugated cardboard at the National Craft Beer Conference.



A Lewisburg Container employee works with corrugated cardboard.

plant has advanced water technology that allows for zero wastewater discharge; its forklifts run on compressed natural gas.

And Pratt offers corrugating designs, popular in Europe, that reduce the weight of a box while retaining strength. "They say the United States over packs by 20 percent on their boxes. So they're big on lightweight and figuring out exactly what's needed for that package," Blankenship said.

Thirty-eight machines provide production flexibility

Blankenship said Lewisburg Container's wide-ranging capabilities set it apart from other box-makers. The plant has 38 different machines capable of producing many different box designs, up to double-walled construction. The company can accommodate very small production runs as well as large ones, and has a lab that can make individual prototypes. "We can pretty much give (customers) a free sample so they can see it in their hand," he said.

Recently, for example, Blankenship showed off a prototype of a beer six-pack that was both unique and easy-to-assemble – an important feature for low-volume craft brewers who may be hand-packing their products. The package gave the

product a different look that might stand out on a retailer's shelves and included pop-out drink coasters for continued marketing after the carton was discarded.

New industries provide growth opportunities

Blankenship said Lewisburg Container is planning for continued growth, with a goal of increasing sales by \$25 million over the next five years. In a mature industry with strong customer loyalty, one way to do that is to identify new businesses and grow with them. For instance, Meeks said, "You'd be crazy not to go after e-commerce. That's such a huge market for everybody."

Along these lines, Lewisburg Container is working with craft beer brewers and with the brewers associations in Ohio and Indiana, building relationships in an industry that's seeing new breweries open up every day. Blankenship said Lewisburg can accommodate the small production runs and unique packaging craft brewers need.

Most new breweries are small and, like many start-ups, cash-strapped, but the potential is there. Some years ago, Blankenship said, Lewisburg began working with two smaller breweries – Summit in St. Paul, Minn. and Boulevard in Kansas City, Mo. – that now have multi-state distributions.

"As they grew, we kind of grew with them," Blankenship said. "I do think there's going to be some good things to come here." ■



Nathan Blankenship, Lewisburg Container sales representative, sells the possibilities of cardboard.



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BUSINESS SOLUTIONS CENTER

CHANGING THE FACE OF BUSINESS RESOURCE ACCESSIBILITY

By: Mark Anderson

Businesses in Montgomery County have access to a multitude of resources and support agencies willing to provide business services. As in most communities, these services and agencies were spread throughout the region and the collaboration between them wasn't always the best. Making the right connections could sometimes be difficult, and for the Dayton area to grow existing business and recruit new ones, a one-of-a-kind facility became a reality.

A new way to connect businesses to resources

The Montgomery County Commissioners set out to change the way businesses connect with the opening of the Business Solutions Center (BSC) in September 2016. This multi-agency collaboration is unprecedented, serving as a united front of higher education, government, and nonprofit organizations. Here, business leaders and entrepreneurs can access free services, including workforce training, labor market reporting, business networking and state-of-the-art meeting spaces.

"The Business Solutions Center is unlike any resource in the nation and is the latest example of how the Dayton region is a leader in meeting the needs of our existing and potential companies," said Judy Dodge, Montgomery County Commission President.

The BSC is the brick and mortar partnership between Montgomery County's Economic and Workforce Development departments.

The facility

The Center is located just west of University of Dayton Arena, at 1435 Cincinnati Street. This convenient location is accessible from I-75, and offers a large parking lot free of charge. Situated on the third floor, the Center is more than 10,000 square feet and has been completely renovated to include state-of-the-art event space, equipped with video conferencing and wireless capabilities.

Business services

The Business Solutions Center's innovative connection to resources is what sets it apart. This is partially due to its partnership with BusinessFirst!, which serves as a link to more than 80 regional partners. In-house and external partners drive the programs offered through the BSC: Workforce Planning, Incentives/Financing, Labor Market Information, Navigating Government, Business Courses & Industry Training, Concierge Services, Event/Meeting Space, and Business Networking.

- **Workforce planning:** One of the biggest challenges we hear from businesses is access to workforce. OhioMeansJobs has staff onsite to help businesses design a plan to connect with new employees. Workforce and Employer Consultants Specialists work together to assist in attracting, hiring, retaining and advancing various occupational workforce.
- **Incentives & financing:** The BSC is also committed to identifying resources which facilitate regional growth.

In doing so, experts individually meet with businesses to assist in financial assistance connections. These include grants, tax incentives, low-interest loan opportunities and microenterprise funding. Whether businesses are seeking a façade improvement grant or funds for a cardboard recycling machine, the Business Solutions Center can help.

- Labor market information: Through partnerships with Wright State University and Dayton Metro Libraries, the BSC has a unique connection to labor market information. Using labor market tools, the Center is able to demonstrate the regional salary for each industry, thus providing a compensation benchmark for small businesses to use. Labor Market Information also expands into labor trends and employment statistics, all of which can be separated by occupation.
- Navigating government: The Center helps businesses connect to the correct government office, streamlining government regulation processes. Our on-site team of Economic Development specialists help businesses

navigate specific government directives, such as vendor registration, zoning issues and permits.

- Business courses & workforce training: Companies of all sizes benefit from development opportunities, and investing in new or existing workforce can be a key to success. While important, these investments can add up quickly. The Business Solutions Center offers an answer by partnering with Sinclair Community College and the Small Business Development Center. Microenterprise and Small Business Development courses are offered in addition to training for both new and incumbent staff.
- Concierge services: A key service of the Business Solutions Center is providing one point of contact for all business needs. In addition to providing connection services, the Center has designated staff committed to following up with both the client and the regional partner, ensuring that the service need is met. This is a concierge level of service which has not been seen by government before.
- Event/meeting space: In addition to providing resource

connections, the Business Solutions Center also serves as an expansion of your organization. There are several meeting spaces available for reservation, including an event space which holds up to 85 guests. Our Executive Board Room is equipped with video conferencing capabilities, and sits up to 25. Further, there is a café and lounge space which are used by business travelers who stop by in between meetings to finish paperwork or grab a bite. These are free of charge and are reserved on a first come, first serve basis.

- Business networking: The Business Solutions Center offers a setting for companies and business-focused organizations to host after hours networking events. Thus far we have hosted several networking events and will continue to partner with industry associations and the Dayton Area Chamber to facilitate regional networking opportunities.

Regional growth requires thinking outside the box to deliver services for local businesses, and Montgomery County has created the Business Solutions Center to do just that.

“The Business Solutions Center is unlike any resource in the nation and is the latest example of how the Dayton region leads the way to meet the needs of existing and potential companies,” said Dodge.

The Center is grateful to all its partners and looks forward to continued success for local businesses and growth for the region’s economy.



The new Business Solutions Center offers business leaders a modern space for meeting, learning, accessing resources, or to use as a remote office space.



Using the Business Solutions Center:

Location: 1435 Cincinnati St., Suite 300

Website: MCOBIZ.com

Requests for using the space can be submitted via the website or at 937-813-1200.

Mark Anderson works for Development Services Montgomery County. ■



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A new partnership with CommuterAds will allow Dayton Area Chamber members and new customers of CommuterAds to advertise throughout the RTA's regional bus routes using audio messaging and scrolling digital text inside the bus. It's a chance to get in front of a captive audience, and CommuterAds can also work with you to either deliver your message based on bus location, time of day or both.



CommuterAds

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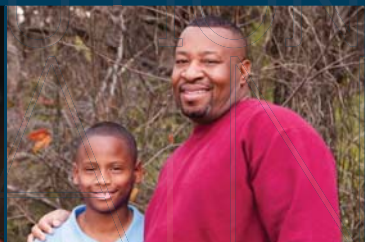
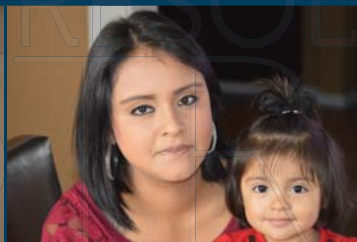
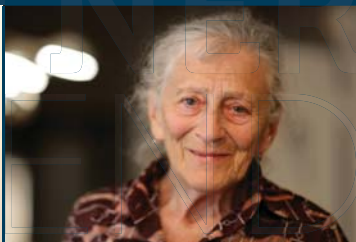
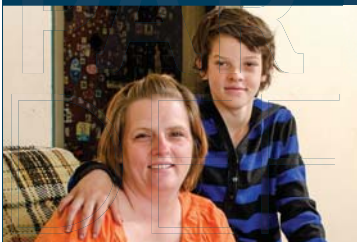


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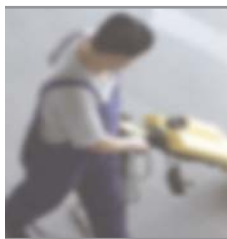
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The chamber's program allows members to save on the items they use most by customizing an account with our Office Depot partner representative. It also gives members the power to save on online purchases, using the member portal at DaytonChamber.org. And saving at the check-out in a brick and mortar Office Depot store is a snap with the store purchasing card.

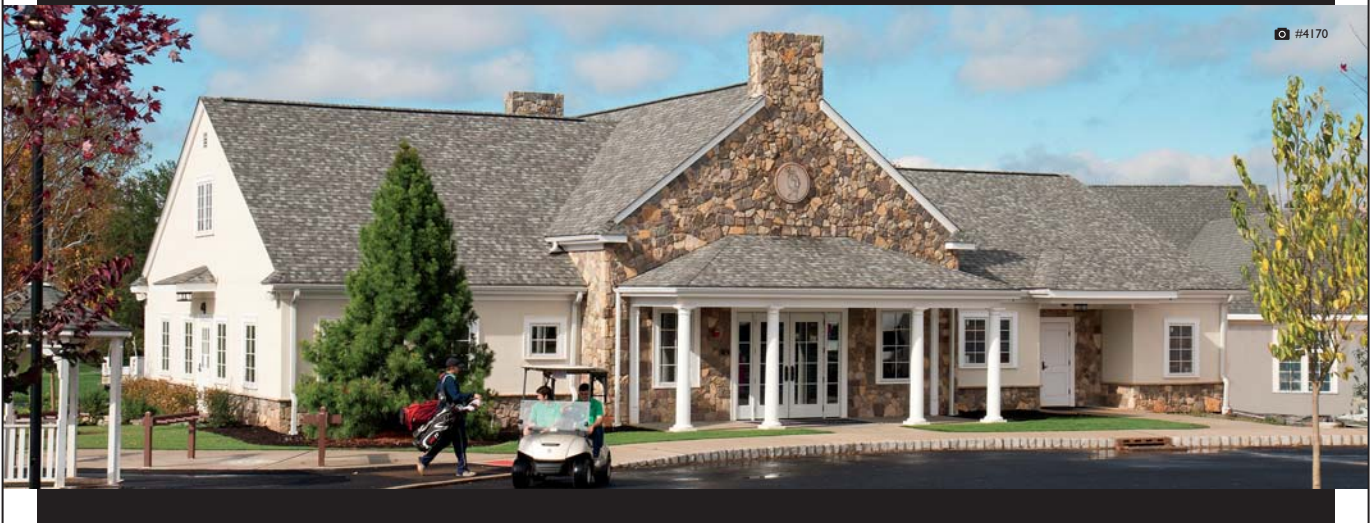
But what if you don't have your card? Office Depot now has chamber members covered. Just text "DaytonChamberSPC" to 555-888 to download a digital version right now. It only takes one text, and your Office Depot store purchasing card will always be at your fingertips. Because, let's be honest, you're never without your phone.

Don't forget, chamber members can save on more than just traditional office supplies. Office Depot offers savings of up to 40% on certain cleaning supplies, break room snacks, furniture, copying, printing and finishing services. Also, get orders of \$50 or more delivered for free!

If you have questions about the Dayton Area Chamber Office Depot program, contact Greg Hause at 513-319-4401 or greg.hause@officedepot.com. ■



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