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SPRING 2017 | VOL. IX NO. 4

ON BUSINESS

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President's Message

FOCUS ON ...

2017 REGIONAL DEVELOPMENT



We should all be excited by the development which has occurred in the Dayton area in 2016, but in 2017 some new projects will open their doors and there is great promise for a number of additional projects.

The airport and surrounding areas in northern Montgomery County and southern Miami County will continue to grow. Austin Road, spilling over into Warren County, continues to expand, as does the western side of Greene County. Downtown Dayton has shown some very strong growth patterns in housing that will continue well into

2017, but the commercial side will see some new construction as well.

Several interesting new projects will add businesses and jobs which will further stimulate more residential space.

The Arcade could be one of downtown's newest and best success stories. It seems much is shaping up for that redevelopment to occur. The new downtown library will open in the spring; Tech Town continues to fill its occupancies; and the Water Street area will continue its growth as will a number of other unique opportunities like downtown entrepreneur "pop-ups".

I believe with leadership from the University of Dayton and Premier Health, we'll have some very relevant discussions regarding the future reuse of the fairgrounds. We may not see much dirt turned there in 2017, as I believe those two strong organizations will take their time and be thoughtful and strategic, but any new use will add to a new dynamic of downtown's "Short South".

In all, it seems the Dayton area is poised for some good commercial and residential growth in every area of our region. I, for one, look forward to this new stimulated growth, especially in downtown, where the time has come for a strong comeback. New developments, coupled with a good business growth year for employers, should equal a solid 2017.

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

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PREMIER COMMUNITY HEALTH

Tending to Employee Health and the Bottom Line



As health care costs increase, so do the challenges businesses face as they look for ways to attract, retain and care for employees while keeping an eye on the bottom line. Annual premiums for employer-sponsored family health coverage reached \$17,545 in 2015, up four percent from 2014, with workers on average paying \$4,955 toward the cost of their coverage, according to an Employer Health Benefits Survey conducted by the Kaiser Family Foundation and Health Research & Education Trust.

Meanwhile, a 2016 study by the Centers for Disease Control and Prevention (CDC) estimated that U.S. employee absenteeism costs associated with conditions such as hypertension, diabetes, smoking, physical inactivity, and obesity were greater than \$2 billion per condition per year.

But the news isn't all grim. The same study also indicated that workplace wellness programs have the potential to reduce both medical and absenteeism costs. Despite that considerable potential, many employers don't have the resources or medical expertise to implement such a program.

Premier Community Health is an organization that has dedicated itself to not only help area businesses meet such challenges, but to improve the health of the community for subsequent generations. As an affiliate of Premier Health, Premier Community Health serves more than 200 employers of various sizes in more than 65 school districts throughout the Miami Valley.

Premier Community Health partners closely with employers to offer proven, well-designed and measurable programs to educate employees, improve their health, and lower health care costs. Moreover, they work with each business to develop a scalable plan to meet specific needs within limited budgets.

"We really want to come alongside of employers and learn more about the needs of their businesses," said Yonathan Kebede, vice president of operations at Fidelity Health Care, which operates Premier Community Health. "This is not a one-size-fits-all approach. We really want to listen and learn as much as we can about a company's culture and use what we gather to tailor a program to keep their employees healthy."

This initial effort is part of a comprehensive process that allows Premier Community Health to design and implement a campaign that will engage employees and obtain desired results.

"We begin with an assessment which gives us a good idea about the general health of their population base, but we don't just stop there,"





said Kebede. “We analyze that information and present what the data is telling us and then share the different kinds of programs and services that are available to address an organization’s specific needs. Our ability to offer such comprehensive data is what separates Premier Community Health from other wellness program providers.”

Employers then choose from a variety of services designed to fit within their budgets and to meet identified needs. These services include health risk assessments, biometric screenings, health presentations, specialty programs, wellness incentive programs, and online wellness coaching and education.

All screenings and assessments include a personal and confidential telephone follow-up by one of Premier Community Health’s educators to any participant whose results are considered high risk, would like tobacco treatment, or needs a physician referral.

In addition, Premier Community Health’s affiliation with Premier Health gives companies direct access to more than 2,000 physicians and specialists when and if they are needed. Other available resources include:


- Certified health educator specialists
- Athletic trainers
- Certified diabetes educators
- Certified tobacco specialists
- Registered nurses

- Registered dietitians
- Certified counselors
- Certified yoga instructors
- Certified personal trainers

As individual employee results are confidentially gathered over time, Premier Community Health uses aggregate data to fine-tune a company’s wellness program to fit its needs and engage employees on a deeper level.

“The first thing we really like to focus on is the growth and encouragement of employee participation,” said Kebede. “The more involved they are, the clearer the picture becomes. Our online wellness portal gives companies a one-stop shop, showing the number of participants along with the number of people at risk for each of the screenings we’ve done, to what the national average productivity and loss of productivity and claims costs would be. We have all of that upfront. When we do an assessment of that information, we can say, ‘Your company has this many people at risk, and we can tell you how much this is costing you based upon national statistics.’”

Though health care costs continue to grow, Premier Community Health can creatively adapt to a company’s needs and design solutions that allow them to not only meet these challenges, but also improve the health of their community. Interested employers may contact Premier Community Health for more information at (937) 227-9400. ■



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SIGNATURE NO LONGER NEEDED: *BIOMETRIC PAYMENT IS HERE*

What you need to know if your business accepts
credit cards

While selfies may seem like a practice only millennials embrace, baby boomers and their parents may start snapping them shortly too.

Why? Because they'll be able to pay with a selfie early this year. And while this technology isn't ready today, it's coming down the pipeline, so merchants should be aware.

In the first half of 2017, Mastercard will roll out Identity Check Mobile™ to the North American market, according to a recent press release posted to its website.

The payment technology application will use biometrics, including fingerprint and facial recognition, to verify a cardholder's identity and simplify online shopping.

BMO Financial Group will be the first bank in the U.S. and Canada to offer the app to its corporate customers.

Mastercard and BMO partnered on a soft launch in the first week of October. They rolled the app out to 12 European markets and participants completed a survey afterward. According to their responses, 74% said biometrics are easier to use than passwords and 90% anticipate using biometrics for online payment security in the future.

PAY WITH A SELFIE: HOW IT WORKS

To use biometric payments, existing BMO commercial customers must opt-in to Identity Check Mobile™. From there, a single application – jointly provided by BMO and Mastercard – notifies the user immediately when payment verification is needed. The user then either swipes his or her fingerprint or takes a selfie.

Typically, existing verification methods take shoppers away from a retailer's website or mobile app so they can type in a password. This process is inefficient and can cause a consumer to abandon his or her purchase, or the transaction declines if the password is incorrect.

Identity Check Mobile™ reduces the need for passwords and significantly speeds up the checkout process.

"Making the online payment experience near frictionless and more secure is a priority for Mastercard," said Ajay Bhalla, president of Enterprise Risk & Security at Mastercard. "Moving this technology beyond the pilot phase is a significant milestone in the evolution of payments."

MAKE A PAYMENT WITH THE BLINK OF AN EYE

Fingerprints and selfies aren't the only biometric ways to make a payment. Now, some consumers can pay by phone with a simple scan of their eye, reports Digital Transactions.



Recently, Delta ID Inc., a California-based company announced that its ActiveIRIS technology is powering the iris scanner built into Fujitsu's latest smartphone. (Fujitsu is a multinational information technology equipment and services company that's headquartered in Tokyo, Japan.)

Through this technology, the iris in the eyes serves as a unique and secret "password" that consumers never have to remember. Users simply look at their device to unlock it, make a payment or log into an application.

"Iris scanners are an extremely popular feature in Fujitsu-manufactured smartphones," Katsumi Takada, president, Fujitsu Connected Technologies Limited, said in a statement. "We are impressed by the significant enhancements in usability and reliability in the latest version of Delta ID's ActiveIRIS technology."

During testing, the new iris scanner had a 99.7% success rate indoors and an above 90% success rate outdoors in bright sunlight, reports Digital Transactions.

Currently, the iris scanner is found only on high-end devices, but eventually that will shift.

IS IRIS-SCANNING FOR PAYMENT SECURE?

Security is one of the hallmarks of iris-scanning technology, but some people still wonder: What if your biometric data is stolen?

Smartphone vendors, however, combat this potential threat by keeping biometric data within the device and never posting it online. It's encrypted information and there is no online repository of credentials for hackers to raid, Brett McDowell, executive director of the FIDO Alliance told Computerworld.

HOW REALISTIC IS IRIS-SCANNING?

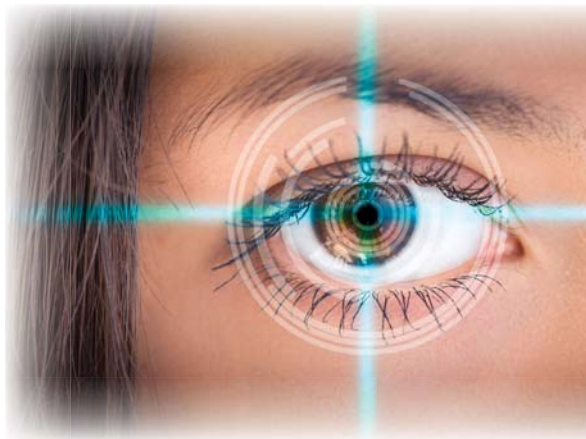
While iris-scanning for payment seems great in theory, it may not take off for quite some time. According to a U.S. Federal Reserve survey taken in 2015, 75% of respondents say they don't use mobile payments because they feel it's easier to pay with cash or card. Nearly 60% of participants were concerned about security and privacy.

However, research analysts speculate that the rollout of chip cards may eventually boost interest in mobile payments.

LEARN MORE

Want to know more about your options for accepting payment? Contact Dayton Area Chamber of Commerce partner Infintech. As a chamber member, you're entitled to

exclusive savings and a no-cost analysis of your current payment processing system. Call or email Margie Ventre at margie.ventre@infintechllc.com (513) 395-9486 or Rebecca Zeller at rebecca.zeller@infintechllc.com (513) 338-8478. ■



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DANIEL PINK



MOLLY FLETCHER



ANDY STANLEY



SUZY WELCH



DR. HENRY CLOUD



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The chamber's monthly publication, "Economic Indicators", provides useful information to allow analysis of our region's economic health and predictions for 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. Below is a sampling from the November 2016 report:

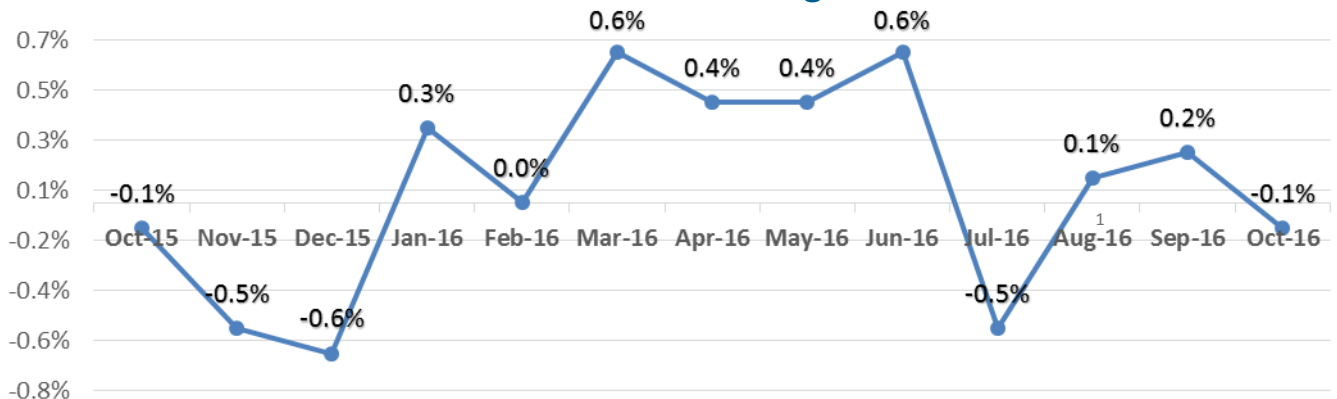
CPI Consumer Price Index

October 2016 %	
monthly change.....	-0.1%
CPI over the last 12 months Avg.....	1.0%

Cost of Living Index 2016 Third Quarter Cost of Living Index

Dayton, Ohio	91.8	Denver, Colorado.....	112.6
Columbus, Ohio.....	89.3	Miami-Dade County, Florida.....	108.7
Raleigh, North Carolina.....	94.7	Baltimore, Maryland.....	115.1
Richmond VA	94	Chicago, Illinois	117.6
U.S. AVERAGE.....	100	Portland, Oregon	128.2
Cleveland, Ohio.....	98.2	San Fransisco, California.....	181.9

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 (%)	Sep 2016	Sep 2015	12 Mo. Change	YTD 2016	YTD 2015	YTD Change
Butler.....	0.75.....	3,763,311	3,390,426	11.00	33,053,689	30,675,649	7.75
Clark.....	1.5.....	2,104,236	2,110,308	-0.29	19,056,614	18,889,639	0.88
Darke.....	1.5.....	728,695	761,168	-4.27	6,673,951	6,501,345	2.65
Greene.....	1.....	2,270,327	2,148,150	5.69	20,247,180	19,178,106	5.57
Miami.....	1.25.....	1,502,933	1,502,582	0.02	13,575,786	13,032,915	4.17
Montgomery.....	1.....	6,492,556	6,270,484	3.54	63,101,357	59,173,449	6.64
Preble.....	1.5.....	473,456	499,285	-5.17	4,407,476	4,247,368	3.77
Warren.....	1.....	3,402,728	3,279,535	3.76	29,518,977	27,618,753	6.88
Region Total (\$000s)		20,738,240	19,961,938	3.89	189,635,031	179,317,224	5.75

Residential Home Sales

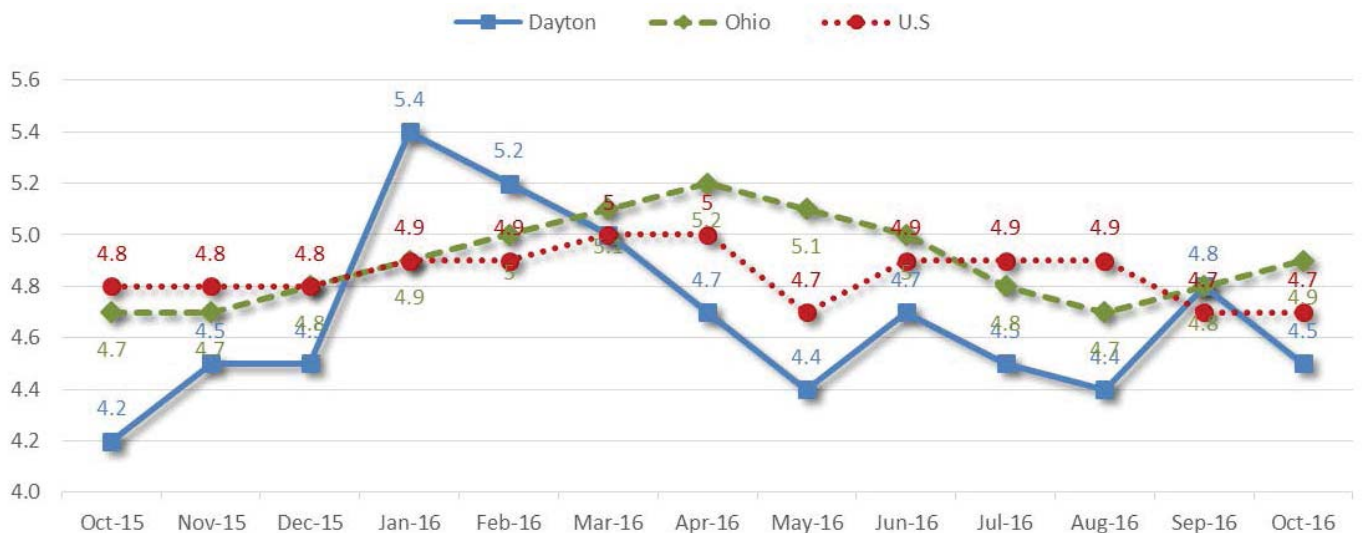
Dayton MSA	Oct 2016	Oct 2015	% Change	YTD 2016	YTD 2015	% Change
Number of Homes Sold.....	1325.....	1209.....	9.59%.....	13620.....	12414.....	9.71%
Total Home Sales.....	198,767,519.....	160,244,708.....	24.04%.....	2,004,733,228.....	1,748,029,416.....	14.69%
Average Sale Price (\$)	150,013.....	132,543.....	13.18%.....	147,190.....	140,811.....	4.53%

Regional Employment Trends

Dayton MSA	Oct 2016	Sep 2016	Oct 2015	2016 Average	12 Mo. Change
Total Nonfarm Employment.....	389,400.....	388,100.....	382,600.....	385,050.....	6,800
Goods producing employment.....	53,000.....	53,300.....	53,700.....	52,283.....	-700
Service-providing employment.....	336,400.....	334,800.....	328,900.....	330,933.....	7,500

Unemployment Rates

	Oct 2016	Oct 2015	12 Mo. Average
Dayton MSA.....	4.5%.....	4.3%.....	4.7%
Ohio.....	4.9%.....	4.7%.....	4.9%
U.S.....	4.7%.....	4.8%.....	4.8%



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

MIAMI VALLEY CAREER TECHNOLOGY CENTER



November 2016 graduates MVCTC Logistics program show off their certificates. The logistics pre-employment training program prepares qualified job seekers for jobs in local warehouse and distribution centers. Students earn a Manufacturing Skills Standards Certificate (MSSC) and Fork Lift certification. Photo submitted.

MVCTC

Technical Schools Drive Workforce Development in the Miami Valley

The U.S. Bureau of Labor Statistics estimates that the unemployment rate in the Dayton, Ohio region was just 4.7% in November of 2016. While the job market appears competitive, the truth is that many employers in the Miami Valley continue to struggle to fill specialized job roles. Over the last twenty years, unskilled jobs have virtually vanished, while the number of open, high-skilled positions have soared.

To solve this talent gap, a number of trade and technology schools have stepped in to partner with local business and industry partners to transform unskilled job seekers into specialized experts who can fill the skilled positions driving the region's economic growth. One of these organization is the Miami Valley Career Technology Center (MVCTC) located in Englewood, Ohio.

MVCTC is a career technical school that offers over 40 programs for high school juniors and seniors in Montgomery, Warren, Preble, Darke, and Miami counties. They also offer lifelong learning opportunities for adult students looking to make a career change. In addition, the school's Adult Education program also offers services for employers, including assessing pre-employment or current employee skills, short-term training, and working with employers to create customized training as needed by their respective industries.

MVCTC's campus has been designed to be a living laboratory for students. It consists of a 240 acre campus that hosts two farm buildings, an aircraft hangar, 20 acres of woods, and even a stocked pond. MVCTC's hands-on approach was developed exclusively for imparting real-world skills to junior and senior high school students as well as adult learners.

IDENTIFYING TALENT GAPS

The training and certification classes offered by MVCTC were developed with the Montgomery County Job Center and Ohio Means Jobs to target specific talent gaps. These programs are also part of a statewide initiative called the Ohio Adult Diploma Program, which is dedicated to develop Ohio's skilled workforce by providing an opportunity to earn a diploma and receive job training in a high demand occupation for 1.1 million Ohioans.

One of these programs is MVCTC's short-term training class in Logistics and Manufacturing, which was designed to impart necessary skills sought by employers such as Caterpillar in Clayton, Ohio.

Robert Penrod, a recent MVCTC Adult Education Logistics program graduate, was hired immediately after graduation by the Caterpillar facility.

"The program from MVCTC did prepare me for a career in the Logistics area," said Penrod. "The type of responsibilities, and the activities that we will be expected to perform. It made the orientation program offered by Caterpillar easier to understand."

CUSTOM TRAINING PROGRAMS

Local employers are also key to the success of technical schools like MVCTC. Adult Education staff members at MVCTC routinely meet with area employers to create customized training and services programs to fill skilled positions at these organizations. Customized training programs of this type can be offered at the employer site or at the MVCTC campus in Englewood.

Some training programs created for local industry leaders include Logistics and Distribution Training for Caterpillar, Payless, and Meijer; Promotion training programs for Meijer Maintenance and GE Aviation; and Apprenticeship Programs for Montgomery County HVAC apprentices.

Working hand-in-hand with local employers also increases the likelihood that graduates will receive immediate job placement. Learning real-world skills is highly motivating for MVCTC students: 99% of students complete their career technical degree.



MVCTC's short-term training in logistics and manufacturing helps job seekers gain the skills local businesses need. Photo submitted.



Through partnerships with local businesses, MVCTC students can learn manufacturing certifications that earn them an immediate career. Photo submitted.

EMPLOYER RESOURCES

Assessing a potential employee's skills can be a costly and time-consuming process for area businesses. That's why MVCTC Adult Education also provides area employers with skill assessments using the ACT WorkKeys® System and other nationally recognized assessment tools. This system is used by thousands of companies worldwide to select, hire, train, develop and retrain high-performing employees. This data can save companies tens of thousands of dollars and prevent issues associated with hiring an employee who may not be the right fit.

MVCTC also provides certified job profiling services for employers that include comprehensive job analysis data that can be matched with assessment results to provide employers with essential information for employee selection and training. These and other customized assessment services ensure the selection and/or promotion of the best, most qualified personnel for the position.

THE FUTURE OF WORK

The skills required for future careers are changing rapidly, and MVCTC and other technical schools continue

to invest in new programs that focus on subjects such as robotics and automation, precision machining, aviation maintenance, electrical trades, natural resource management, and game programming and web applications to keep up with growing demand.

Their assessment center provides a convenient location for students to certify credentials in these fields, too. As a Pearson VUE and PSI Lasergrade test site, candidates may complete a variety of computer-based exams, including the GED and the new FAA Part 107 Unmanned Aviation General (Drone) certification test, as well as testing in Manufacturing Skills Standards Council, Logistics and Manufacturing, HVACR EPA, and a variety of healthcare and client specific exams.

Whatever the future of work, technical schools like MVCTC are poised to develop a passionate, skilled workforce to undertake it – today, and for many years to come.

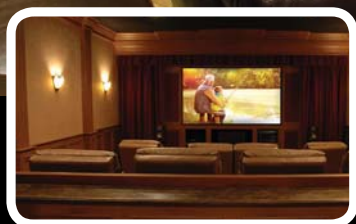
For more information about MVCTC, please visit www.mvctc.com. If you're an employer that would like to learn more about services that MVCTC offers to area businesses, contact Amy Leedy, MVCTC Adult Education Director, at 937-854-6051. ■

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CRAWFORD, MURPHY & TILLY

Engineering services firm Crawford, Murphy & Tilly (CMT) opened the doors to a new office at 84 Remick Blvd., Springboro on September 15. Headquartered in Illinois, CMT provides professional engineering services for infrastructure projects and land-use planning.



SVG MOTORS

Since its launch in 2014, SVG Motors has grown from a small car lot in Vandalia to a thriving company that includes SVG Chevrolet in Greenville and SVG Chrysler Jeep Dodge Ram in Eaton. On November 26, the SVG team officially opened the SVG Super Center in the former Moorman Pontiac location at 400 Shoup Mill Road, Dayton.



FUYAO GLASS AMERICA

Fuyao Glass America celebrated the grand opening of its 116-acre Moraine plant on October 6, 2016. The facility, which is housed in the former General Motors assembly plant, will soon be the largest glass fabrication plant in the world with the capacity to produce four million automotive car sets and four million automotive replacement glass windshields each year. The plant currently employs 2,000, although Fuyao expects to employ upwards of 2,500 people by the end of 2017.



GRIFOLS TALECRIS PLASMA RESOURCES



Chamber members helped cut the ribbon on a newly remodeled Grifols Talecris Plasma Center at 3909 Salem Avenue on September 12, 2016. Grifols Talecris is the third largest manufacturer of life-saving plasma therapies produced from donations of human plasma that are used to treat small, chronically-ill patient populations. The updated facility allows for secure processing of

donors, clean and comfortable donation stations and state-of-the-art storage and fast transport of plasma donations.



DOWNTOWN DAYTON I-75 MODERNIZATION PROJECT

In a long awaited ribbon cutting ceremony, ODOT officials and community partners announced the official completion of the I-75 modernization project, which created a smoother, less congested commute through downtown Dayton. The more than \$300 million project began in phases in 2007 and finished one year ahead of schedule and nearly \$1 million below budget. With urging from the business community, the Dayton Area Chamber of Commerce lobbied to make this project possible and is proud to see its completion.



PLUG POWER INC.

Plug Power, a leader in hydrogen fuel cell energy solutions, cut the ribbon on its new West Carrollton service center on South Alex Road October 12, 2016. The state-of-the-art monitoring system at this facility specifically monitors hydrogen dispensing infrastructures across the globe. Plug Power utilizes Internet of Things (IoT) technology throughout its systems to maximize customer productivity and uptime of their industrial truck fleet. Dayton supports around-the-clock monitoring of more than 35 GenFuel hydrogen fueling stations and 137 hydrogen dispensers.



BUSINESS TRAVELERS CENTER AT DAYTON INTERNATIONAL AIRPORT

A newly redesigned Business Travelers Center was officially designated at Dayton International Airport November 10, 2016. To facilitate the demands of the modern business traveler, the remodel added 480 square feet (now 1,880 square feet) and 22 seats, jumping from 36 seats to 58. More than half of those seats now have direct access to charging stations. The new space also offers a new dining room called "The Wright Stuff, which allows travelers to grab a bite to eat without leaving the lounge.



BUSINESS SOLUTIONS CENTER

Montgomery County's new vision for business service delivery, the Business Solutions Center, officially opened November 8 with a ribbon cutting. The facility is located at 1435 Cincinnati Street, Suite 300, Dayton, and provides workforce training, financing help, workforce planning and business concierge services all under one roof.



SUPERIOR ABRASIVES



On November 2, Superior Abrasives debuted its new 84,000-square-foot manufacturing plant in Stonequarry Crossings, at the corner of Peters Pike and Fieldstone Way in Vandalia. Superior Abrasives makes coated and non-woven abrasive products for the industrial metalworking industry and has clients throughout the United States and in Canada, Mexico and Europe.



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The Dayton Area Chamber of Commerce Board of Trustees recognized these Volunteers of the Quarter at the November 16, 2016 meeting. (L to R) Carla McKelvey, Staffmark; Christine Soward, DMS Ink; Nick Seitz, Firefighter Safe. Not pictured: Bill Whistler, Shook Construction.

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"If you can measure it, you can manage it." This engineering premise is the basis for an energy audit—to allow building owners to measure how their facilities are operating and to discover ways to cut operating expenses and energy usage. A new partnership with Energy Optimizers, USA will allow Dayton Area Chamber members to obtain an exclusive Member Discount Energy Audit Program to "measure" their buildings and energy savings recommendations to take positive steps to reduce operating expenses. This exclusive Member Discount Energy Audit Program (value up to \$10,000) is designed specifically for Dayton Area Chamber members.



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STANDING ON THE EDGE

Strong business migration to downtown Dayton
could be on the horizon

By: Holly Allen





The spotlight is not something to which downtown Dayton had been accustomed, but the glare has been increasingly bright in recent months. Major development wins have caused the tide to turn for the once-forgotten core of the region, catching the eye of business leaders, developers and residents alike. As they settle into 2017, city leaders say downtown Dayton is standing on the edge of something great and now more than ever, it's ready to jump.

"The energy and enthusiasm for what's happening downtown has really kicked into high gear," said Sandy Gudorf, President of the Downtown Dayton Partnership, a non-profit funded primarily through a Special Improvement District to provide services such as business development, advocacy and marketing. "Part of that is because some large projects have started construction, so people can see the progress."

A total of 10 downtown projects were completed in 2016. They include high profile wins such as the 215 new waterfront apartments at Water Street which are already fully leased; CareSource's 48,000 square foot expansion at Kettering Tower, the new Roger Glass Stadium and sports complex at Chaminade Julienne; the Brownstones at 2nd and the completion of an overhaul of Warren Street, connecting downtown with the University of Dayton campus.

A NEW IMAGE FOR DOWNTOWN

Longtime business residents say the change is visible – pointing out a dramatic upswing in activity and public perception.

"The difference in the last 10 years from both a business and recreational standpoint has been remarkable," said Andrew C. Storar, President of Pickrel, Schaeffer and Ebeling, which has been located in the central business district for more than 100 years. "I have noticed a visible and rapid revitalization where businesses are not only moving into town, but people are as well."

For many business leaders, the recent recession was a low point, when many spaces were left vacant and interest in downtown retail and office space waned. That triggered a modern urban flight with both residents and businesses finding new space in the suburbs.

“The center city is very different today than it was five, 10, even 20 years ago,” Gudorf said. “Today’s downtown has the largest number of residential units it’s seen in decades. Storefronts are filling with independent businesses, including locally owned shops and restaurants.”

Residential growth has been huge. Downtown Dayton now boasts 1,320 housing units with an additional 442 units in the pipeline for the next 18 months. Approximately 30,000 people live in Greater Downtown, 2,800 of those in the Central Business District and Webster Station, and Gudorf says the demand for more housing is there. Downtown’s occupancy rate is 97.3 percent, the highest in the Dayton region.

BUSINESS OCCUPANCY IN THE CORE HAS ROOM TO GROW

Due in part to the business exodus to the suburbs, the number of downtown jobs has remained stagnant

for the past five years. Lost jobs have been backfilled by anchor employers like CareSource, small technology companies, creative services firms and locally owned restaurants and retail shops. Gudorf also points to the rise in entrepreneurs with more than 100 startups launching downtown in just five years.

The challenges remain in first floor space, Gudorf said. “Most of these areas will be addressed by the development projects in the pipeline ... between the Arcade, Centre City and the Fire Blocks projects, more than 100,000 square feet of first floor space will be activated,” said Gudorf.

Centre City, a vacant building at 40 S. Main St., is well on its way to development. It was awarded \$5 million in tax credits in late December 2016. The proposed plans include creating 164 new apartments and first floor commercial space.

Work on the Fire Blocks project is already underway. The owners received \$4.5 million in historic tax credits to create nearly 100 market rate apartments, 60,000 square feet of office space and at least 25,000 square feet of first floor commercial space.



DOWNTOWN DAYTON DEVELOPMENT

GROWING DOWNTOWN BUSINESSES

- Major Corporate Investments & Expansions
- Employers Moving Downtown
- Entrepreneurs Starting New Businesses



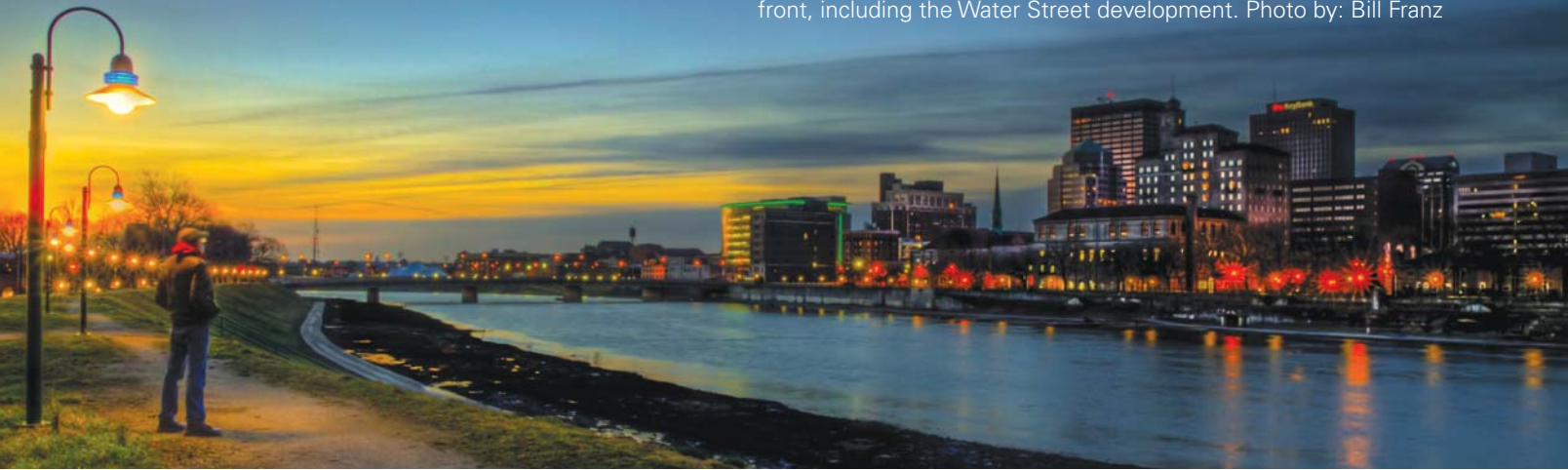
80+ NEW BUSINESSES
LOCATED DOWNTOWN
SINCE 2015

110+ NEW START-UPS
LAUNCHED DOWNTOWN
SINCE 2011



Submitted by: Downtown Dayton Partnership

Many recent projects in downtown Dayton have taken full advantage of the river front, including the Water Street development. Photo by: Bill Franz



Developers have focused on transforming existing, mostly vacant structures, into desirable downtown living options. Photos submitted by: Downtown Dayton Partnership

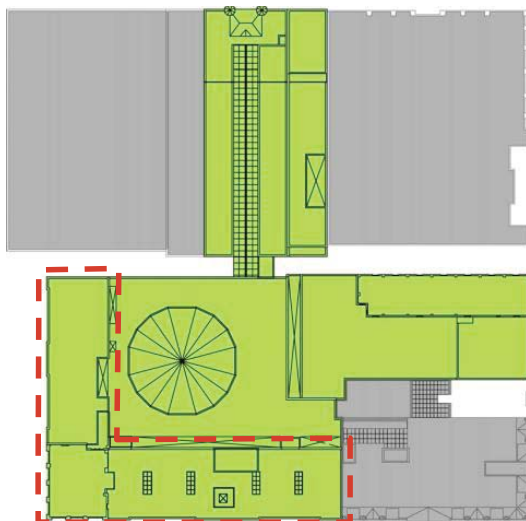


Downtown mainstay Chaminade-Julienne High School created a vibrant pocket southwest of the central business district with the construction of the new Roger Glass Stadium. Photo submitted by Chaminade-Julienne High School

DOWNTOWN DAYTON DEVELOPMENT

THE DAYTON ARCADE

- **\$700k dry and stable in 2015**
- **Cross Street Partners & Miller-Valentine Group**
- **Multi-phase project; first phase artist housing and rotunda**
- **\$20 million in tax credits awarded**



--- Commercial Building and Fourth /
 Ludlow Buildings

Submitted by: Downtown Dayton Partnership



THE BIGGEST PROJECT OF THEM ALL

"The Arcade development is as big as it gets downtown," said Gudorf.

For the project, Miller-Valentine Group has partnered with Maryland-based Cross Street Partners. The plan for the collection of buildings at Fourth and Ludlow Streets includes startup space, artist housing and work spaces – even a kitchen incubator.

"We understand the nostalgia Dayton has for the Arcade and the general skepticism about whether this project is doable, but this is really the best development opportunity we've had for the Arcade in 30 years," Gudorf said.

Plans for the Arcade were dealt a blow in December 2016, when Ohio legislators denied requests for historic tax credits, but developers say the decision will not stop their efforts to rework the space into something new; a catapult for downtown Dayton.

"This project is alive and we are charging forward," Bill Streuver, Cross Street Partners, told chamber members at a January Breakfast Briefing event.

City leaders believe upon completion of the current pipeline projects, downtown Dayton will launch into a new economic tide, attracting more investors to take part in the core's rebirth.

DOWNTOWN OFFERS 'UNIQUE PLACE TO LIVE, WORK AND PLAY'

Dayton's downtown revival has followed a national trend, which is led by millennials who want to live in an urban setting. The trend has also impacted business location decisions and commercial real estate.

"People want unique spaces to live, work and play," said Gudorf. "They want a sense of community."

Business leaders have found success with the same model, Gudorf said. "After companies relocate here, they better appreciate the benefits of a downtown business address – the density of amenities, the connection to a tight-knit business community, the ability to better recruit talent and the value of being located in the heart of the community."

Downtown's value proposition is only expected to increase in the next 18 months, with nearly 450 new housing units in the pipeline and millions of dollars in private investments on the horizon.

"Our goal is to continue to create an environment that facilitates private investment and development," said Gudorf. "We are looking for more base hits to add to the momentum – new projects that help connect what's already happening and new amenities that will bring more people and companies downtown." ■

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COMMERCIAL DEVELOPMENT

An idea that's finally taking flight
at the Dayton International Airport

By: Vince McKelvey, FOCUS Contributor

The idea of commercial development at the Dayton International Airport was just that – only an idea – when Terry Slaybaugh became Dayton’s director of aviation in 2011.

“There was a big impression made on me how important it was to develop land around the airport,” Slaybaugh said.

But, he said, none of the land was actually in development and the economic climate wasn’t very good, so he “kind of filed that away” and focused on his primary job, running the airport.

Things changed abruptly about two years later when work began on a major logistics center for Procter & Gamble just west of the airport, in the city of Union’s Global Logistics Air Park.

With that project, Slaybaugh said, commercial developers began to see potential in and around the airport. And, he said, “It was really obvious that (projects) like that were coming, that the economy was starting to rebound and ... we needed to get our property back in play.”

The airport began to work in earnest with Montgomery County development officials, Slaybaugh said. It joined a regional logistics group, reviewed where it needed to improve utility services and began to put together a real development plan.

The work is paying off.

Spectrum Brands Global Auto Care – maker of STP, Armor All and A/C Pro, among other products – is ready to start operations in a \$33 million distribution and manufacturing center at the airport. What’s more, the project developer, the Missouri-based NorthPoint Development, is looking for a tenant for a second building it will construct at the airport this spring, Slaybaugh said.

And as of late last year, both Slaybaugh and Union City Manager John Applegate were in active discussions on other possible projects. “We’re hoping something pans out after the first of the year,” Applegate said.

AIRPORT SEEN AS A KEY TO UNION’S GROWTH

The airport has long been central to Union’s development strategy.

Over the years, the city pushed – sometimes controversially – toward the airport through annexations. “I told the council, we had to be out by the airport,” Applegate

said. Union had no direct access to Interstate 70, and the airport “was our interstate highway interchange.”

He also said the P&G project set the stage for development.

The \$89 million logistics center covers 1.8 million square feet on 125 acres. DHL Supply Chain, formerly Exel, has provided supply chain services to P&G for more than 30 years and operates the center in Union, said DHL Operations Director Jim Huhn.

About 600 DHL associates work at the site, along with various other vendors and contractors. Huhn said the location is great, adding, “There has been a lot of good collaboration with the local community and all of its agencies.”

The Global Air Logistics Park still has about 1,400 acres available and Applegate said he fielded eight or nine inquiries in the wake of Procter & Gamble. A couple of them remain promising, he said.

To prepare for growth, Union had extended water and sewer to its industrial park. But the logistics center required \$13.2 million in road work that’s being funded through a 10-year tax increment financing deal, which uses a portion of the company’s property taxes to pay for the improvements.

Meanwhile in 2016, as the logistics center hit full employment, Union saw an additional \$400,000 in payroll tax revenue, Applegate said. “That’s awesome,” he added.

AIRPORT MARKETING 600 ACRES

For its part, the Dayton International Airport has about 600 acres available for development and – unlike property at most airports – this land can be sold because it’s not needed for aviation use, Slaybaugh said. Typically, airport land would have to be leased and many front-end developers aren’t interested in leasing. They prefer to sell a project once it’s built, Slaybaugh said.

That’s what NorthPoint is trying to do with the Spectrum Brands building, he said. “They’re actively marketing that project right now ... (They want to) put that money back into their portfolio.”

Slaybaugh said the airport’s land has some other advantages, as well. The price is reasonable, tax breaks are possible, and utilities are available and being improved. “Every time we build a project ... we improve our infrastructure,” he said.

Companies like P&G have invested in facilities near Dayton International Airport, taking advantage of the connectivity offered here. Photo by: Holly Allen



ECONOMIC DEVELOPMENT

The Spectrum project is a case in point.

“With Spectrum, we did over \$2.5 million of infrastructure improvements and part of that was absorbed by the developer,” Slaybaugh said. “We’ve increased our capacity and opened up our property ... just through the infrastructure we put in place for that building.”

THE DAYTON CENTER WILL SERVE NORTH AMERICA

Spectrum Brands Global Auto Care is set to begin phasing in production at the 570,000-square-foot center by the end of January and to begin shipping products in February, said Ken Burns, vice president of operations.

Eventually, he said, all of Spectrum’s car care products for North America “will be made and shipped out of Dayton, Ohio.”

The increased efficiency of the new manufacturing and logistics center represents a growth opportunity for Spectrum, and the company has the right of first refusal on an adjacent property at the airport, Burns said.

Slaybaugh noted that a project like this – which includes logistics, manufacturing, research and development and administrative staff -- “kind of hits everything you want to accomplish” in development.

Spectrum began its search for a site by identifying its “customer center of gravity” in North America, Burns said. That turned out to be a zip code just outside of Cincinnati

and Spectrum looked at locations within a couple hundred miles of that area. Transportation, government incentives, available workforce and wages were all considered and “all those things together are what brought us to Dayton,” Burns said.

The center will have a workforce of 250 permanent employees, Burns said. But in the springtime, the company’s peak production season, employment will grow to around 400.

The project benefited from various financial incentives and Burns and other Spectrum managers are very pleased with the support and reception they’ve gotten in Dayton. That includes state and local officials, area vendors and prospective employees.

OhioMeansJobs has assisted Spectrum in hiring people and, “It’s been fantastic,” Burns said. “The people that we interviewed ... we are excited about having them work for us.”

REGIONAL COOPERATION AN ASSET

Generally speaking, Slaybaugh said he relies on the market to determine what type of project is right for the airport, but he has some things he’d like to see happen -- most notably a hotel.

“A hotel is definitely in my plans for ‘17,” he said. “We’re hoping the development we’re doing now is going to

attract some of the retail we need, like a hotel, restaurants, gas stations. We’re actively marketing and talking to developers in all three of those groups.”

Before coming to Dayton, Slaybaugh worked in economic development in both the public and private sectors and he praised the cooperation that exists here among various jurisdictions and agencies.

That’s not always the case elsewhere, he said.

“It’s huge when you can stand shoulder to shoulder with the county, with Vandalia, with Butler Twp., with the state of Ohio to go after these projects and have the level of support and cooperation we have,” Slaybaugh said. “That to me is one of the biggest reasons we’ve been successful.”

That’s certainly Applegate’s approach with the Global Air Logistics Park. Union and Dayton “are in total agreement about the airport,” Applegate said. “We’re on the same page. What’s good for Dayton is good for us and what’s good for us is good for Dayton.” ■



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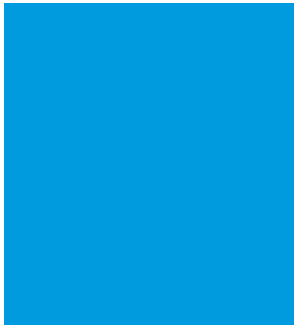
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