

FOCUS

SPRING 2016 | VOL. IX NO. 1

ON BUSINESS

DAYTON BIG BREWS

Ohio craft brew conference
"tops off" region's recent beer growth

MEMBER MILESTONES

Who's Celebrating in 2016?

NO LOGISTICS DOWN-SHIFT

DALA study shows \$2.5B impact
on Dayton region

DAYTON

Dayton Area
Chamber of Commerce

www.daytonchamber.org

There's more to us than you think.

More than Services. *Solutions.*

Offset and Digital Printing
UV Inks & Unique Coatings
Color-Logic™ Process Metallics
Pantone® Certified Printer
Variable Digital Printing
Display Graphics
Direct Mail Services
Marketing Automation
Fulfillment Services
Trade Show Success Programs
Promotional Products
Integrated Solutions



Proud to be a
supporter of the
Dayton Chamber
of Commerce.

TP | think
patented.

A Marketing Execution Company

Dayton's Only

PANTONE
Certified Printer™



thinkpatented.com 2490 CrossPointe Dr., Miamisburg, OH 45342 937.353.2299

Wade Insurance



WADE INSURANCE

- Business
- Life & Health
- Auto
- Homeowners
- Farm



As an independent agency, our customers benefit from competitive pricing, personalized service and insurance packages that we customize to fit your needs.

620 N. Main St. | Springboro, OH 45066
Toll Free 800-860-2651 | Phone: 937-748-2651 | Fax: 937-748-2900
www.wadeins.com

FOCUS

FOCUS is a quarterly publication of the Dayton Area Chamber of Commerce. It is distributed to Chamber members and regional businesses. Copies are available online at www.daytonchamber.org.

The Chamber is not responsible for advertisements included in this magazine.

No article may be reproduced without the permission of the Dayton Area Chamber of Commerce.

CONTACT INFORMATION

Dayton Area Chamber of Commerce

22 E. Fifth Street

Dayton, Ohio 45402-2400

tel 937.226.1444 | fax 937.226.8254

www.daytonchamber.org

EXECUTIVE COMMITTEE OFFICERS

Chairperson

Niels Winther, Think Patented

Chair Elect

Patricia McDonald, KeyBank

Treasurer

Kevin Weckesser, Brivex & Meyer

President/CEO

*Phillip L. Parker, CAE, CCE,
Dayton Area Chamber of Commerce*

EDITORIAL STAFF

Editor-in-Chief

Holly Allen

Contributors

Vince McKelvey

Belinda Stenson

Chris Kershner

Dan McCabe

Patricia McDonald

Jessica Blimbaum

Chris Shaw



DESIGN

MetroMedia, Inc.

4210 Shawnee Mission Parkway, Suite 314A

Fairway, Kansas 66205

tel 913.951.8413

dsmall@metromediapublishers.com

Media Coordinator

Ryan Moore

*To advertise, contact Kathy Anthony at
937.503.7550 or email*

kanthony@metromediapublishers.com

PRINTING

Think Patented

2490 Crosspointe Drive

Miamisburg, Ohio 45342

Tel 937.353.2299 | Fax 937.254.9638

Toll Free 800.799.0010

www.thinkpatented.com

President's Message

FOCUS on ECONOMIC GROWTH



As we look back to 2015, there is no doubt that it was a very busy year for our Chamber and our community. For us, it was not just the big public policy issues like marijuana and our Chamber's re-accreditation, all without a doubt important; but we also saw an economy that was growing, albeit not fast enough for most of us. Helping grow business too kept us busy throughout the year.

As we start a new year, we want to continue to focus our energies on our economic growth in the region. Manufacturing is growing ... so too are other sectors like construction and logistics. Thanks to a number of our key partners, like the area's Transportation Improvement District, we should be ready to roll out additional emphasis and services to companies that are leading the way in the areas of transportation services; supply chain management; warehousing and distribution.

In 2015, we rolled out the new Dayton Area Logistics Association (DALA) and have now captured, through the research of Wright State's Center for Urban and Public Affairs (CUPA), the economic impact of this growing sector of logistics in our region. Our first annual Southwest Ohio Logistics Conference was a great success, highlighting some of the \$2.5 billion impact that industry has in a manufacturing-rich environment like the Miami Valley.

I hope you will actively join us as we bring a number of new programs out to our members in 2016 and work to create an even better business growth environment for our region. There is much for us all to do ... together. And with the type of support we received from our members and partners in 2015, this New Year should once again be one of continued growth.

Best to all of our Chamber family in 2016.

Phillip L. Parker, CAE, CCE

President/CEO

Dayton Area Chamber of Commerce

Table of Contents

FEATURE:

06 CRAFTING THE PERFECT BREW

CHAMBER ADVOCACY:

10 CHAMBER PRIORITIZES PROJECTS FOR STATE FUNDS

FEATURE:

14 MR T: Going Strong At 60

ECONOMIC INDICATORS:

16 ECONOMIC INDICATORS

CHAMBER CHATTER:

18 LOGISTICS HELP DRIVE DAYTON ECONOMY BY "MOVING BUSINESS FORWARD"

INDUSTRY SPOTLINE:

20 HERE'S TO YOU! Chamber Members Celebrate Business Anniversaries in 2016

CHAMBER CHATTER:

22 ACCREDITATION

24 DAYTON CHAMBER EVENTS

26 MEMBERS ON THE MOVE

28 GENERATION DAYTON CELEBRATES 2015 GROWTH, LOOKS TO FUTURE

29 VOLUNTEERS OF THE QUARTER

CHAMBER ADVOCACY:

30 DAYTON & OHIO: Wage Leaders

32 GETTING DOWN TO BUSINESS WITH: Dayton City Commissioner Chris Shaw

CHAMBER PARTNERSHIPS:

34 NEW PERKS FOR BUSINESS TRAVELERS AT DAYTON INTERNATIONAL AIRPORT

35 GROUP PURCHASING DISCOUNTS

CHAMBER ACADEMY:

36 ATTENTION, SHOPPERS: Here's How to Make Smart Choice for Health Care Procedures



FOCUS is a "green publication" and is printed on Sterling® Premium, 70 lb. matte text. Made in the USA.



**Dayton Area
Chamber of Commerce**

Welcoming business, VA, and Department of Defense travelers.





BTC
Business Travelers Center

daytonchamber.org






CRAFTING THE PERFECT BREW

Dayton's craft brewery scene making a name for itself, gaining statewide attention

By: Holly Allen

Chances are, you live within 10 miles – a few minutes' drive -- of a local brewery. Most Americans do, according to national trade organization Brewers Association, but your chances might be greater if you live in the Dayton Region.

With a dozen local craft brewers in the area, Dayton has the most of any major metropolitans in Ohio, per capita. That's impressive - and recently caught the eye of the Ohio Craft Brewer's Association. The OCBA held its second annual Technical Conference at the Dayton Convention Center in downtown Dayton in February 2016.

"(I thought) we've got to get to Dayton," said Mary MacDonald, Executive Director of the Ohio Craft Brewers Association. "There are so many breweries there that are brand new."

In fact, Dayton's craft brew scene seemed to pop up at lightning speed, a phenomenon that will dominate a large part of the conversation at the OCBA Technical

Photo contributed by Toxic Brew



Photo contributed by Toxic Brew



Photo contributed by Dayton History

Convention, which is expected to bring nearly 200 brewers from all over the country to the region.

"My intention was always to move it around the state so our brewers can experience what's being done in different places," MacDonald said. "Dayton was in the forefront for year two. It's remarkable. It's like overnight, you have 12 brewers in your city."

Dayton has a lot to show off, and the growth is expected to continue. MacDonald has at least 50 "breweries in planning" signed up to attend the convention.

The beer making surge happening throughout the Miami Valley isn't so surprising to Toxic Brew Company's Brewmaster, Shane Juhl.

"It was about time for Dayton. I've seen this opportunity for a while. When we bought this building,

there wasn't even a whisper of a brewery in Dayton," Juhl said.

He believes Dayton's relatively late arrival to the craft brewery resurgence created a vacuum, which served Toxic well when it opened at 431 East 5th Street in the Oregon District in 2013.

"People love craft beer here in Dayton," said Juhl. "I just think they've been lacking."

The rise of craft breweries isn't unique to Dayton. It has especially gained traction over the last five years. In July 2014, the Brewers Association announced the U.S. had more than 3,000 craft breweries in operation. It was likely the first time the country had crossed the 3,000 mark since the 1870s. The nation's high point came in 1873, with 4,131 "ale and lager breweries in operation" reporting to the Internal Revenue Department.

What this means, said MacDonald, is the beer industry is returning to its roots. More locally owned, small brewers are serving their neighborhoods or towns.

But will the Dayton market tap out? "That's what everyone's asking," MacDonald said. "When will this bubble burst?"

She isn't so sure it will.

"Each brewery has its own little niche," MacDonald said.

"Niche" certainly describes Dayton History's Carillon Brewing Company, which recreates an 1850s brewing experience on the campus of Carillon Park, a 65-acre, open air history museum. But sometimes the "niche" is more subtle.



Photo contributed by Dayton History

Continued on next page

Lucky Star Brewery, 219 South 2nd Street, Miamisburg, has found success with its business plan since opening in August 2014. The brewery has “grown awfully steadily,” according to owner Glenn Perrine, increasing sales each month since it opened.

Its configuration is certainly different. Along with milk stouts and Mexican Lagers, Lucky Star serves Mexican food. It also actively pursues the female demographic, a customer base that Perrine believes has been somewhat left out of the current brew pub model.

“We work pink into some of our branding which is a little different,” Perrine said.

Lucky Star’s location outside Dayton’s core has, “Made it a little more challenging,” said Perrine. “But we kind of like being on the outskirts. The city of Miamisburg has been great, and the people have too.”

Unusual for most other industries, craft brewers seem to

stick together. Helping the competition is not a problem, in fact Dayton’s brewers often meet up for a drink or lend equipment when needed.

“The brewing community is super open,” said Juhl. “It’s a bunch of dudes with beards that drink a lot of beer.”

That’s the spirit MacDonald is hoping to capture during February’s OCBA Technical Conference. Buses will take visiting brewers to several of the Dayton region’s craft breweries, and events will be planned at many of the breweries located in Dayton’s downtown, including the city’s largest craft brewer, Warped Wing Brewing Company, 26 Wyandot Street, Dayton.

“The range of sizes you have is wonderful,” MacDonald said. “It’s fun for people to compare how they’re doing things.”

And Dayton’s brewers are enthusiastic about inviting new eyes into their facilities.

“Our beers are made well, and I can’t wait for them to see Dayton, Ohio, the Oregon District, and what we have to offer here,” Juhl said. ■



Photos provided by Warped Wing Brewery

Open to the Public

Newly renovated Packy's Sports Bar & Grill

offers a selection of leading Craft Beers with over 15 High Definition Flat Screens, Sports Packages, located at Area A, Gate 12 A, Remember any given Sunday, any given Game.



**Open to the Public with
over 7700 sq. ft.
of available space we
can accommodate
50-600 guests,**
we offer a full service catering
department with an onsite
professional to help with all the
details, we specialize in wedding
receptions, rehearsal dinners,
engagement parties, bridal showers
& brunch, special guest rooms rates
for your out of town guests.

H O P E H O T E L
& RICHARD C. HOLBROOKE
CONFERENCE CENTER

Hope Hotel & Richard C. Holbrooke Conference Center

937.879.3466

www.hopehotel.com



CHAMBER PRIORITIZES PROJECTS FOR STATE FUNDS

Every two years, if state funding is available, the Governor and the Ohio General Assembly consider community projects from throughout the State of Ohio for capital bill funding opportunities.

The Dayton Area Chamber, in partnership with the Dayton Development Coalition, managed the Priority Development and Advocacy Committee's Quality of Life Committee (PDAC). This committee prioritized arts, culture and recreation projects to be considered for the FY2017 – FY2018 state capital bill funding opportunities.

In December, the Quality of Life Committee met and thoroughly reviewed all the applications for 18 local projects and noted that all projects would be great additions to the arts, culture and recreation environment in the Dayton region. Knowing that there are many requests and limited resources, the Quality of Life Committee felt it was important to prioritize these projects so that they may be considered by the Dayton area legislative delegation. A total of \$42.4 million in state funding requests for the arts, culture and recreation are being recommended for consideration. Thanks to the strong support from the Governor and the Dayton area delegation, the last capital bill in 2014 yielded \$9.3 million to the Dayton region for arts, culture and recreation funding.

The projects to the right were sent to the Governor and legislative delegation and are currently being considered for state funds:

Priority Recommendations for FY 17-FY 18 Capital Bill Funding *In Priority Order*

- | | |
|--|----------------|
| 1. Project M&M | \$3.4 million |
| 2. Dayton Art Institute's Centennial –preservation & accessibility | \$5 million |
| 3. Boonshoft Museum of Discovery STEM Education Wing | \$2.8 million |
| 4. Downtown Dayton Arts Facilities (Victoria Theatre Association) | \$1.02 million |
| 5. Heritage Center for Regional Leadership (Dayton History) | \$2.3 million |
| 6. Hobson Freedom Park: Phase II | \$1.8 million |
| 7. Clark State Performing Arts Center Updates | \$2.2 million |
| 8. QOL recommends the two projects below are tied: | |
| a. Miamisburg Riverfront Park | \$5 million |
| b. Piqua Downtown Riverfront Park Improvements | \$4.8 million |
| 9. Tait Station Low Dam Removal | \$1.7 million |



CRAFTING FINE ARCHITECTURE
IN THE MIAMI VALLEY
FOR OVER 25 YEARS

EARL REEDER ASSOCIATES.COM

Save The Date

May 7, 2016

Doors of Compassion

Enjoy one of our region's most unique dining experiences, featuring elite chefs, gracious hosts and a lively After Party.

Proceeds benefit the Ronald McDonald House of Dayton.

www.rmhcdayton.org | events@rmhcdayton.org

Our doors are open.





**Recommended for FY17-FY18
Capital Bill Funding**

In Alpha Order

- ✓ Dayton Peace Museum Elevator \$140,000
- ✓ Funk Center, Dayton Ohio \$150,000
- ✓ K12 Gallery & TEJAS Sustainable Building Project \$680,000
- ✓ Link: Dayton Bike Share Expansion \$349,000
- ✓ Restore OSSO Collier Chapel Meeting Space \$500,000
- ✓ Triumph of Flight \$10.56 million





R Randd Associates

Printing & Promotions, Inc.



"We Print Anything on Any Thing!"

- **FULL-SERVICE PRINTING**
Traditional Paper Printing & Digital Printing on any type of Paper Stock
- **PROMOTIONAL PRODUCTS**
Limitless Ideas!
- **EMBROIDERED & SCREENPRINTED APPAREL**
Come and See our Show Room and Make Your Own Selection
- **WIDE-FORMAT PRINTING**
- **FULL GRAPHIC DESIGN CAPABILITIES**

(937) 294-1874
Fax (937) 294-0598
www.randdassociates.com



MR. T: GOING STRONG AT 60

Downtown business provides high-quality auto upholstery and accessories since 1956

By: Vince McKelvey

As a teenager, Elyse Berg recalls questioning her father's line of work.

"I remember saying to my dad when I was 14 or 15, why don't we have a clothing store? Who cares about the car?" Berg said.

It was a pretty typical teenage question, but – also typical? -- her father knew what he was doing.

The business her parents began in 1956 – the Auto Craft Co. – remains open and active at the same downtown Dayton location 60 years later. And for the last 40 years, the company now called Mr. T Auto Craft has been owned and operated by Elyse Berg and her husband, Alan.

"We've been here a pretty long time," Alan Berg said. "We still have managed to hang on and I'm pretty happy with the way things are going right now."

The company began by specializing in auto upholstery -- seat covers and convertible tops – and thrived over the next six decades by adding services to accommodate the public's changing tastes in automobile accessories, from sound systems to window tinting, sunroofs and security systems.

In some cases, demand for a product faded as after-market add-ons became factory-installed features. Other services, such as window tinting, remain a Mr. T staple.

"It's amazing how many cars we tint," Alan said. "People come in any time of the year, any age group – kids with new babies, grandparents that have some sun issues with their skin. It's sporty looking and it's very practical, too."

The long-forgotten eight-track tape kicked off the diversification in the 1960s. In fact, eight-track tapes and car stereos came out just about the time Elyse was asking her youthful question. Soon, "all my friends were down here. Everybody wanted a car stereo, so it sort of changed my mind," she said.

It also ushered in a name change.

Elyse's uncle, Morris Teplitzky, had a similar business in Cleveland and when he started selling eight-track tapes, he put out a radio jingle saying "Mr. T is Mr. Tape." He let Elyse's parents use the same jingle and the Auto Craft Co. became Mr. T Auto Craft, a.k.a. Mr. T's.

Today, Elyse said three services account for most of Mr. T's business in roughly equal portions: upholstery work, window tinting, and audio systems and related items.

Remote starters provide a boost in the winter months, Alan said. "I don't like winters, but from Thanksgiving to the end of January or February, we are slammed with remote starts."

The Bergs and five full-time employees make up the entire staff at Mr. T.



The Mr. T Team can provide after-market accessories of all kinds.

"It's amazing how much they get done in a little area in a period of an eight-hour day," Alan said. "These guys are skilled. They do really nice work. To repair a convertible top and sew a seat, that takes an art."

"We work together," Elyse added. "We've had employees that have been here for quite a while. That's a really nice thing."

Mr. T Auto Craft occupies a slice-of-pie shaped lot at South Patterson Boulevard and South Jefferson Street. The location doesn't offer the visibility it once did, when downtown Dayton was the region's center of retail and commerce, but it's close to both Interstate 75 and U.S. 35 and is easily accessible.

"I think it's a very good location," Alan said. "People come here, I think, because it's Mr. T's and not so much where it's located. Being here for as long as we have and trying to do the job we do ... it's like a destination."

The Bergs have a few large clients – redoing seat covers for a company's trucks, for instance -- but most of the business these days is retail and Alan strives to offer the truly personal and reliable service that is the advantage of a small business. Over the years, Mr. T has built a loyal customer base, across generations in some cases.

"I'm always trying to create a warm, friendly environment ... to make the customers feel comfortable and important when they walk in or call on the phone, and feel appreciated," Alan said. "It's a lot of relationships over the years. It's a really nice feeling."

The Bergs have no active retirement plans, but after more than 40 years in business, the question hangs in the background. There's no familial line of succession for Mr. T. The Bergs have two grown children who are married with kids of their own, but they live elsewhere.

When the time comes, the Bergs would like to sell the business if possible, or the property for some other enterprise.

The site could benefit from development happening not too far to the north, near Fifth Third Field and RiverScape MetroPark, and not too far to the south with the growth of Miami Valley Hospital and the University of Dayton. Plus, a few nearby properties, such as the K12 & Tejas Gallery, have been nicely upgraded. "So, we're hopeful," Elyse said.

Meanwhile, Alan Berg, for one, may be thinking about what's next, but he's happy doing what he's doing now. "This is what I do, this is my day," he said. "I still feel good. I like what I do."

"I'd be really happy to retire," Elyse added. "I don't know about him." ■



Alan and Elyse Berg are now running the business her parents began in 1956.

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 November 2015 report:

ECONOMIC INDICATORS

Economic Development Highlights for November 2015

Minority Business Partnership (MBP) Metrics:
 F40 Minority Firms Revenue - \$237 M
 CBO Revenue Spent with F40 Firms - \$12.8 M
 # Employees Employed by F40 Firms - 947

MBP Highlighted Partner Project: Dayton Metro Library

Inclusion Tracking

Inclusion Goal	Goal	Segment One	Cumulative Qualifying Awards	Segment Two	Cumulative Qualifying Awards	Total Segments	Cumulative Qualifying Awards
Minority Businesses	17.0%	10.6%	\$5,993,351	17.1%	\$2,177,810	11.8%	\$8,171,161
Women Owner Business	5.0%	12.5%	\$7,080,000	8.9%	\$1,134,055	11.9%	\$8,214,055
Montgomery County Businesses	60.0%	54.1%	\$30,526,042	64.3%	\$8,201,955	55.9%	\$38,727,997
DACC Local Business	70.0%	83.3%	\$47,037,491	80.2%	\$10,237,940	82.7%	\$57,275,431
Segment One (awarded): Main Library, Operation Center, Electra Doren, Miami Township, Northwest							\$56,478,079
Segment Two (awarded): Brookville, New Lebanon, Vandalia, Kettering-Moraine							\$12,764,447
Segment Two (to be awarded): Miamisburg and West Dayton							
Segment Three and Four							
Total							\$69,242,526



MINORITY BUSINESS PARTNERSHIP

Cost of Living Index 2015 Third Quarter Cost of Living Index

Dayton, Ohio	91.2
Columbus, Ohio.....	90.6
Raleigh, North Carolina.....	89.0
U.S. AVERAGE.....	100
Richmond, Virginia.....	95.6
Cleveland, Ohio.....	100.5
Denver, Colorado.....	110.2
Miami, Florida	110.9
Baltimore, Maryland.....	114.9
Chicago, Illinois	118.5
Portland, Oregon	126.7
San Francisco, California.....	178.1

CPI Consumer Price Index

October 2015 %	
monthly change.....	-0.1%
CPI over the last 12 months Avg.....	-0.3%

Sales Tax Collections

County	Rate (%)	Sept '15	Sept '14	12 Mo. Change	YTD 2015	YTD 2014	YTD Change
Butler.....	0.75.....	3,390,426.....	3,130,381.....	8,31%.....	30,675,649.....	27,898,190.....	9,96%
Clark.....	1.5.....	2,110,308.....	2,017,106.....	4,62%.....	18,889,639.....	17,751,209.....	6,41%
Darke.....	1.5.....	761,168.....	647,673.....	17,52%.....	6,501,345.....	5,972,041.....	8,86%
Greene.....	1.....	2,148,150.....	2,006,741.....	7,05%.....	19,178,106.....	18,159,210.....	5,61%
Miami.....	1.25.....	1,502,582.....	1,378,094.....	9,03%.....	13,032,915.....	12,308,712.....	5,88%
Montgomery.....	1.....	6,270,484.....	6,052,894.....	3,59%.....	59,173,449.....	55,640,784.....	6,35%
Preble.....	1.5.....	499,285.....	435,673.....	14,60%.....	4,247,368.....	3,914,006.....	8,52%
Warren.....	1.....	3,279,535.....	3,009,907.....	8,96%.....	27,618,753.....	26,214,235.....	5,36%
Region Total (\$,000s)		19,961,938	18,678,468	6,87%	179,317,224	167,858,386	6,83%

Regional Employment Trends

Dayton MSA	Oct 2015	Sep 2015	Oct 2014	2015 Average	12 Mo. Change
Total Nonfarm Employment.....	382,600.....	379,000.....	376,600.....	375,630.....	6,000
Goods Producing Employment.....	53,700.....	52,600.....	51,300.....	25,370.....	2,400
Service Producing Employment.....	328,900.....	326,400.....	325,300.....	40,546.....	3,600

Residential Home Sales

Dayton MSA	Oct 2015	Oct 2014	% Change	YTD 2015	YTD 2014	% Change
Number of Homes Sold.....	1,225.....	1,238.....	-1,05%.....	12,520.....	11,209.....	11,70%
Total Home Sales (\$,000s).....	164,994,208.....	166,996,832.....	-1,20%.....	1,754,680,671.....	1,500,485,466.....	16,94%
Average Sale Price.....	135,533.....	134,892.....	0,48%.....	141,140.....	133,864.....	5,36%

Unemployment Rates

	Oct 2015	Oct 2014	12 Mo. Average
Dayton MSA.....	4,2%.....	5,0%.....	4,9%
Ohio.....	4,4%.....	5,2%.....	5,0%
U.S.....	4,8%.....	5,5%.....	5,4%

Goodwill | Easter Seals Miami Valley
Janitorial Services



More than 140 area buildings clean and counting

Over 25 years of cleaning experience

Customized cleaning services to meet your needs



937-528-6544

keepinguclean.org - Licensed and Bonded

LOGISTICS HELP DRIVE DAYTON ECONOMY BY “MOVING BUSINESS FORWARD”

By: Chris Kershner, VP, Public Policy & Economic Development

Each day, countless tractor-trailers haul goods through the Dayton region. Millions of dollars' worth of merchandise and business equipment are shipped from the Miami Valley via rail, air and road. Logistics is a \$2.5 billion industry in the Dayton region. But the impact of this industry reaches far beyond a logistics bottom line.

To find out how this industry affects the region as a whole, the Dayton Area Logistics Association (DALA) contracted with the locally managed Center for Urban & Public Affairs (CUPA) at Wright State University in December 2015, to complete an economic impact study. This thorough look at the logistics industry in the Dayton region found it is providing significant support for the local economy.

The DALA logistics economic impact study estimates the region's logistics industry generates a total \$2.5 billion local impact, provides 19,553 jobs, has \$855 million in labor income and contributes \$27 million in local sales and income tax revenues.

Impact Type	Direct Effect (Operations)	Indirect Effect (Changes to other industries due to operations)	Induced Effect (Household Spending)	Total Effect
Output (Sales)	\$1 680 301 288	\$367 415 828	\$472 433 832	\$2 520 150 948
Employment	12 564	3 968	3 968	19 553
Labor Income	\$534 295 479	\$166 092 222	\$166 092 222	\$854 935 273
Tax on Production & Imports	N/A	N/A	N/A	\$54 934 794
State & Local Income Tax & Other Taxes	N/A	N/A	N/A	\$27 059 816

*Figure 1: Total Estimated Economic Impacts on the Regional Economy (Montgomery, Greene, and Miami Counties), 2015

“This study is proof that the logistics industry is thriving in the Dayton region,” said Ashley Von Derau, President, Rush Transportation and DALA Chair. “Logistics growth attracts global companies. Those companies partner with locally-owned companies that provide good jobs for local families. Everybody wins.”

Von Derau has served as DALA Chair since the organization was launched in January 2015. DALA works to connect local, national and global logistics companies, provide an advocacy voice for logistics friendly public policies and provide economic development assistance to this thriving industry. DALA hosted its first Southwest Annual Ohio Logistics Conference January 27, 2016 at Sinclair Conference Center. Several logistics and distribution chamber members were featured at the conference. The results of the CUPA study also drew attention.

The CUPA study isn't the first to recognize Dayton's important logistics industry, or the unique resources our region has to offer businesses in this field. The spark that resulted in DALA's formation came in 2014, when global logistics consultant St. Onge identified Dayton as the optimal location for companies with two or more distribution centers. This designation was no accident, as the Dayton area has a strategic multi-modal freight transportation network, led by the “Crossroads of America” for freight at the interchange of I-70/I-75. Additionally, the Dayton area has available land, available facilities and a skilled and readily available workforce ideal for the logistics industry.

You can download the St. Onge study and read more about Dayton's logistics industry at DaytonLogistics.com. ■



International Brotherhood of Electrical Workers Local Union #82

6550 Poe Ave. Dayton, Ohio 45414 937-898-4239 www.ibew82.org



Get Connected with THE ELECTRICAL PROFESSIONALS

- Industrial
- Commercial
- Healthcare
- Government
- Energy Management
- Renewable Energy
- Teledata Systems
- Security Systems

1916 - 2016

Celebrating 100-Years



HERE'S TO YOU!

CHAMBER MEMBERS CELEBRATE BUSINESS ANNIVERSARIES IN 2016

MEMBER MILESTONES

The Dayton Area Chamber of Commerce congratulates the following members, which are celebrating major milestones in 2016.

Member	Years in Establishment	Address
CELEBRATING MORE THAN 100 YEARS		
City of Centerville	220	100 West Spring Valley Road Centerville, OH 45458-3760
Washington Township	220	8200 McEwen Rd. Dayton, OH 45458
Harrison Township	175	5945 North Dixie Drive Dayton, OH 45414
Woodland Cemetery and Arboretum	175	118 Woodland Avenue Dayton, OH 45409-2892
Wilberforce University	160	P.O. Box 1001 1055 N. Bickett Rd. Wilberforce, OH 45384-1001
United Theological Seminary	145	4501 Denlinger Road Trotwood, OH 45426
Chaminade Julienne Catholic High School	130	505 South Ludlow Street Dayton, OH 45402-9847
Dik Jaxon Products Co., Inc.	120	6195 Webster St. Dayton, OH 45414
Family Service Association	120	2211 Arbor Blvd. Moraine, OH 45439-1521
Business Furniture, LLC	110	8 North Main Street Dayton, OH 45402
Gerstner & Sons, Inc.	110	20 Gerstner Way Dayton, OH 45402-8408
Bowser-Morner, Inc.	105	4518 Taylorsville Rd Dayton, OH 45424-2440
Thompson Hine LLP	105	10050 Innovation Drive, Suite 400 Austin Landing 1 Dayton, OH 45342-4934
CELEBRATING 100 YEARS		
The Dayton Woman's Club	100	225 N. Ludlow St. Dayton, OH 45402-3001
Electricians Local #82 IBEW	100	6550 Poe Ave. Dayton, OH 45414-2527
Lincoln Storage, Inc.	100	315 E 1st St Dayton, OH 45402-1218
CELEBRATING 75 YEARS		
Baker-Hazel & Snider Funeral Home, Inc.	75	5555 Philadelphia Drive Dayton, OH 45415
Commercial Metal Fabricators, Inc.	75	150 Commerce Park Dr Dayton, OH 45404-1214
CELEBRATING 50 YEARS		
Benedict Enterprises, Inc.	50	750 Lakeview Rd Monroe, OH 45050-1707
Buckeye Oil Equipment Co.	50	4377 Old Springfield Road Vandalia, OH 45377

The Ideal Co., Inc.	50	P.O. Box 149 Clayton, OH 45315-0149
LJB Inc.	50	2500 Newmark Drive Miamisburg, OH 45342
Millat Industries Corp.	50	4901 Croftshire Drive Dayton, OH 45440
Patterson Park Church	50	3655 E. Patterson Road Dayton, OH 45430
Resident Home Association of Greater Dayton, Inc.	50	3661 Salem Avenue Dayton, OH 45406
Sugar Creek Packing Co.	50	1241 N. Gettysburg Ave. Dayton, OH 45427

CELEBRATING 25 YEARS

A. H. Sturgill Roofing, Inc.	25	4358 Springfield St. Dayton, OH 45431
Advanced Welding, Inc.	25	901 North Main Street Franklin, OH 45005
Christophers Restaurant & Catering	25	2318 E. Dorothy Lane Kettering, OH 45420-1148
Dayton Visual Arts Center	25	118 N. Jefferson St. Dayton, OH 45402
Dermatology & Aesthetic Care, LLC	25	1299 E. Alex-Bell Road Dayton, OH 45459
Emery Communications, Inc.	25	4270 Gibson Drive Tipp City, OH 45371
Downtown Dayton Partnership	25	10 West Second Street, Suite 611 Dayton, OH 45402
Faraday Technology, Inc.	25	315 Huls Drive Clayton, OH 45315-8983
Globe Food Equipment Co., Inc.	25	2153 Dryden Road Dayton, OH 45439
Hengehold Capital Management LLC	25	6116 Harrison Ave. Cincinnati, OH 45247
ITB, Inc.	25	7333 Paragon Road, Suite 250 Dayton, OH 45459
Judge Environmental	25	1201 East David Road Dayton, OH 45429-5741
Life Essentials Inc.	25	40 South Perry Street, Suite 130 Dayton, OH 45402
Miami Valley Housing Opportunities	25	907 West Fifth Street, Suite 300 Dayton, OH 45402
Mid Star, Inc.	25	68 East Franklin Street Centerville, OH 45459
Nurses Care, Inc.	25	9009 Springboro Pike Miamisburg, OH 45342
Oakley Blacktop, Inc.	25	1421 Springfield Street Dayton, OH 45403
Ohi-Tec Manufacturing, Inc.	25	5800 Lower Valley Pike Springfield, OH 45502-9101
Patrick Staffing, Inc.	25	1200 East Second Street, Suite B Franklin, OH 45005
Rastikis Ink Writing & Communications	25	2551 Adirondack Trail Kettering, OH 45409
Seepex Inc.	25	511 Speedway Drive Enon, OH 45323-1057
Stratacache Products	25	2 Riverplace, Suite 200 Dayton, OH 45405
Royer Technologies, Inc.	25	275 Hiawatha Trail Springboro, OH 45066-3011
Super Scout Specialists, Inc.	25	1318 West Main Street Springfield, OH 45504
T.V. Minority Company	25	30 Lau Parkway Clayton, OH 45315
Tabtronics, Inc.	25	2153 Winners Circle Dayton, OH 45404-1176
William J. Gioiello D.D.S., Inc.	25	7135 Old Troy Pike Huber Heights, OH 45424



ACCREDITATION

By: Dan McCabe & Pat McDonald

CHAMBER RECEIVES TOP RECOGNITION

As community volunteers for our regional Dayton Area Chamber of Commerce, we are proud to announce that our area's Chamber of Commerce has once again been named as one of the best chambers in the nation by the U.S. Chamber of Commerce receiving its top 5-star accreditation. Our Chamber is one of only about 100 chambers in the United States to receive this designation, which is good for five years through 2020. This puts the organization in an elite group of the top 1% of all chambers nationwide.

Accreditation is a comprehensive, benchmarking and peer review process that looks deeply into nine key component areas in which every chamber must show high levels of competencies. We once again scored in the highest percentile including perfect scores in five of the nine criteria that include governance, finance, human resources, government affairs, program development, technology, communications, facilities and benchmarking goal setting. Our 2015 accreditation comes after 5-star accreditations in 2010 and 2005.



The Dayton Area Chamber of Commerce, one of the top 25 largest in the nation and now in its 108th year of service to our community, continues to be not only a national peer leader but the strong and focused voice of business within our region.

We congratulate our members, volunteers, staff and partners who help to make us one of the most effective, efficient and passionate organizations of its type anywhere in Ohio and beyond. If you are not a supporting member of this organization, we invite you to join us in our efforts to make our region's business community the very best in Ohio. To learn more about our accreditation or membership services and benefits in the organization, we encourage you to visit our website at DaytonChamber.org. ■

*Dan McCabe
Chief Administrative Officer – CareSource
Chamber Board of Trustees, Immediate Past Chair*

*Pat McDonald
President, Dayton Market – KeyBank
Chamber Accreditation Chair*

FIND YOUR FIT WITH US

FOR EMPLOYMENT OPPORTUNITIES AT
OUR BROOKVILLE DISTRIBUTION CENTER, VISIT
WWW.CAREERSATPAYLESS.COM



DAYTON CHAMBER EVENTS

- **SMALL BUSINESS TOOLKIT**

- **02/10/2016**, 11:30 AM - 1 PM
- Location: Dayton Convention Center, Room 208
- Topic: Department of Labor changes
- Speaker: Jessica Lordi, Taft

- **BREAKFAST BRIEFING**

- **02/12/2016**, 7:15 AM - 9:00 AM
- Location: Dayton Racquet Club
- Topic: National Museum of the USAF 4th Building Grand Opening
- Speakers: Lt. Gen. Jack Hudson & Lt. Gen. C.D. Moore

- **SAFETY BREAKFAST WITH THE EXPERTS**

- **02/18/2016**, 7:30 AM - 9:00 AM
- Location: Crowne Plaza - Dayton (33 East 5th Street)
- Speaker: Nick Seitz, Firefighter Safe
- Topic: Recognizing When to Call 911

- **GENERATION DAYTON 101**

- **02/23/16**, 5:30 PM - 7:30 PM
- Location: Dayton Convention Center, 22 E. Fifth St., Room 208
- Topic: Past, Present and Future of GenD

- **BREAKFAST BRIEFING**

- **03/11/2016**, 7:15 AM - 9:00 AM
- Location: Dayton Racquet Club
- Speaker: Rhonda Fox, Group Vice President Midwest, Cintas
- Topic: Connecting your company culture to your employee engagement

- **SAFETY BREAKFAST WITH THE EXPERTS**

- **03/17/2016**, 7:30 AM - 9:00 AM
- Location: Crowne Plaza - Dayton, 33 East 5th Street
- Speaker: Kimberly Meser, LJB
- Topic: Improving Safety Culture: Best practices and potential pitfalls

- **CHAMBER 110TH ANNUAL MEETING**

- **04/05/2016**, 7:15 AM - 9:15 AM
- Location: Sinclair Conference Center
- Keynote Speaker: David R. Hopkins, Wright State University President

- **SMALL BUSINESS TOOLKIT**

- **04/13/2016**, 11:30 AM - 1:00 PM
- Location: Dayton Convention Center, Room 208
- Topic: TBA

- **DAYTON CHAMBER NIGHT AT THE DRAGONS**

- **04/14/2016**, 6:00 PM - 10:00 PM
- Location: Dayton Dragons - Fifth Third Field
- Topic: Networking

- **SAFETY BREAKFAST WITH THE EXPERTS**

- **04/21/2016**, 7:30 AM - 9:00 AM
- Location: Crowne Plaza - Dayton, 33 East 5th Street
- Speakers: Troy Erbes, Aaron Phillips and Rob Maura; Danis
- Topic: Integrating the Benefits of Unmanned Aerial Systems and Safety



- **LEGISLATIVE DAY IN COLUMBUS**

- **4/26/2016**, 10:30 AM - 1:30 PM
- Location: The Capital Club, 41 S. High St., Columbus, OH 43215

- **MBP BUSINESS OPPORTUNITY BREAKFAST**

- **04/28/2016**, 7:30 AM - 10:00 AM
- Location: Crowne Plaza
- Topic: Speed Networking Event

- **SAFETY LUNCH WITH THE EXPERTS**

- **05/12/2016**, 11:30 AM - 1:00 PM
- Location: Crowne Plaza - Dayton, 33 East 5th Street
- Speaker: Steve Buehrer, Ohio BWC
- Topic: BWC Awards Ceremony & Presentation

- **BREAKFAST BRIEFING**

- **05/13/2016**, 7:15 AM - 9:00 AM
- Location: Dayton Racquet Club
- Speaker: Bryan Bucklew, President, Greater Dayton Area Hospital Association

The **VIP** Suite



Corporate Suite

- Seats 70 Comfortably
- Conference Tables
- Projector and Projection Screen
- Privacy Divider

8871 Kingsridge Drive
Centerville, OH 45458

937-435-3855

www.thevipsuite.com

Private Bowling

- Large TV Screens
- Comfortable Couch Seating
- Private Bar with Bartender
- State-of-the-art Audio and Visual Effects
- The 'Pin Deck' Outdoor Patio



**W. C. Jones
Asphalt Paving**



Celebrating 70 years in business!

Since 1946 we have served the Dayton, Ohio and surrounding areas. Our paving team works on roadways, thoroughfares, alley ways, airport runways and taxi lanes, parking lots, tennis courts, driveways and much more! Here at W. C. Jones Asphalt Paving Co. we are confident that there isn't a job that we can't handle. Providing all of our valued customers with free estimates and excellent service.

W. C. Jones Asphalt Paving Co., Inc.

905 S. Broadway St., Dayton, OH 45417

Phone: 937-228-1253 • Fax: 937-228-9300 • www.wcjonesasphalt.com

MEMBERS



Education Corporation of America (ECA), which operates private, accredited colleges across the United States, began a re-branding of **Kaplan College**, now known as **Brightwood College** in Dayton. The ribbon cutting on October 22, 2015, marked the completed purchase, and the formation of a geographic footprint that now includes 72 post-secondary career and business colleges across 20 states serving approximately 30,000 students.



Goodwill Easter Seals Miami Valley opened the doors to its new "Miracle Clubhouse" on September 28, 2015. The clubhouse at 243 Warren Street gives those facing mental illness a place to get job training and the skills they need to lead productive lives.

Hopewell Dental Care, an Ohio-based dental office, marked its first office in the Dayton region with a ribbon cutting December 3, 2015. The new 2,006 square foot facility at 4460 Linden Avenue offers everything from cleanings to full cosmetic restoration, all done at the highest level of quality possible.



Ele Cake Company cut the ribbon on a new Bistro & Wine Bar at Austin Landing on November 20, 2015. The new concept adds salads, small plates, dishes to share, as well as lunch and dinner options to the bakery's already popular selection of sweet treats. Guests can also enjoy espresso drinks and wine.

ON THE MOVE



The Dayton area welcomed a second **Pinot's Palette** on September 17, 2015. The new location near the Dayton Mall allows for private parties under the black light, as well as the paint-and-sip activities for which the franchise is known.



SkinCare by Design, a Dayton-area skincare company, expanded from a one room treatment office to a 1,300 square foot clinic in Vandalia, offering more advanced treatments and specialized care. Owner Heidi Nelson and her team cut the ribbon on the new facility on October 27, 2015.



Buckingham Financial Group celebrated the opening of a new **Women's Wealth Center** on Loop Road in Centerville on November 19, 2015. The new 2,000 square foot office suite is designed to inspire women to take their financial planning to the next level.



GENERATION DAYTON CELEBRATES 2015 GROWTH, LOOKS TO FUTURE



In 2015, our Steering Committee was faced with great change and growth. We supported team members with moves to new states, transitions to new careers, we celebrated weddings, and welcomed new babies. For the first time in Gen D history, we elected co-chairs to lead the committee for 2015. Looking back at 2015, we are so proud of the 2015 Steering Committee for its resiliency, commitment and all it has done to keep this great organization running. Together, we are adapting and growing not just professionally but personally.

In 2015, the Steering Committee focused on diversity, growth and outreach to our local universities and partners. It focused on the “Retain and Attract” themes of Generation Dayton’s purpose with the idea that we could keep more undergrads and graduate students engaged in the community with hopes that they see a future in Generation Dayton. In my opinion, we surpassed our goal by attracting 85 new young professionals, 50 of them being under the age of 27. I am so proud of the work our Steering Committee accomplished in 2015, despite the adversity and change-rich environment they faced.

Ten years ago, six motivated young professionals saw a need to create a young and professional community in Dayton. The purpose was “To engage, inspire, retain, and attract talented young professionals in the Dayton region by providing

opportunities to connect with peers, develop professional skills, build relationships with business and community leaders, voice opinions and concerns to decision-makers, volunteer to improve the surrounding community, and have a positive impact on others and the Dayton region.” Ten years later, our purpose is the same. To celebrate our 10th anniversary, in 2016, we will focus on the theme of “Roots”. What grounds Dayton? What is our foundation as a community and as a group? What local businesses and members of the community have chosen Dayton to plant their roots and grow? In 2016, we will celebrate all these things and we hope you’ll join us.

In closing, we are looking forward to a strong 2016 with an amazingly talented 2016 Generation Dayton Steering Committee. They have already hit the ground running and we are blown away by their ideas and motivation to make this organization the best that it can be. Thank you to our Committee members, the DACC, our sponsors, volunteers, employers and local individuals who continue to support our mission and attend our events. ■



*Looking forward to 2016,
Jessica Blimbaum,
Generation Dayton 2016
Steering Committee Chair*

VOLUNTEERS OF THE QUARTER



These chamber volunteers were recognized as Volunteers of the Quarter at the November 18, 2015 Board of Trustees meeting.

(L to R) **Bryan Jacobs**, Expedient Technology Solutions; **Kindra Beck**, Educational Advancements; **Nathan Marchal**, Ameriprise Financial Services.

Not pictured: Kevin Burch, Jet Express.

Thank you for your service!

**Improve our community
Build your team
Save lives**



The Red Cross offers local businesses a unique team building and community service opportunity. Bring your employees together to install free smoke alarms in Dayton-area homes and make the community a safer place. Smoke alarms save lives.



Learn more:
Call 937-221-7521 or email
Laura.Shepherd@redcross.org



Now accepting
applications for the
class of 2017!

Apply now through April 1, 2016
at DaytonChamber.org.

DAYTON & OHIO: WAGE LEADERS

Economic data highlights Dayton and Ohio as wage leaders in the state and the Midwest. Through the ballot and improving economic conditions, Ohio's and Dayton's wages have been rising and leading the tri-state region.

In 2006, State Issue 2 was an Ohio Constitutional Amendment that was on the ballot, passed and was enacted into law with 56% of Ohio voter approval. State Issue 2 immediately raised the Ohio minimum wage by 25% and then tied all future Ohio minimum wage increases to the rate of inflation. Therefore, as the economy improves, spending increases and the consumer price index is rising, Ohio's minimum wage will follow suit. A matter of fact, Ohio's minimum wage has increased by \$2.95 since 2007.

Today, Ohio's minimum wage is higher than federal minimum wage and is higher than four out of the five states surrounding Ohio.

Did you know that Dayton's mean hourly wage is higher than Ohio's mean hourly wage and is higher than or similar to other Ohio metropolitan areas? Dayton's mean hourly wage is \$21.27, which falls in the middle of the pack when compared to all Ohio metros and is significantly higher than Toledo (\$20.07), Springfield (\$18.33), Canton (\$18.71) and numerous other areas.

Ohio's mean hourly wage is a leader when compared to surrounding states. Ohio's mean hourly wage of \$21.11 is higher than Indiana (\$19.94), Kentucky (\$19.25) and West Virginia (\$18.21). ■



Compare to: Surrounding States



Mean Hourly Wage

Ranked Highest to Lowest

Pennsylvania:	\$22.00
Michigan:	\$21.70
Ohio:	\$21.11
Indiana:	\$19.94
Kentucky:	\$19.25
West Virginia:	\$18.21



Source: Ohio Bureau of Labor Statistics & the Department of Labor

For more information, contact:

Jessica Neidhard

Manager, Workforce & Economic
 Development
 Dayton Area Chamber of Commerce
jneidhard@dacc.org
 937-226-8258

How we



- Ohio's minimum wage has increased by **\$2.95** since 2007, and increases every year at the same rate as inflation.
- The Dayton region's mean hourly wage is higher than the Ohio mean hourly wage, and is on-par with or higher than similar Ohio metropolitan areas.

- Ohio's minimum wage is higher than the federal minimum wage, and higher than 4 out of 5 surrounding states.
- Ohio's mean hourly wage is higher than 3 out of 5 surrounding states.

Recent changes in Ohio:

- State Issue 2, approved in 2006, raised Ohio's minimum wage by 25%
- State Issue 2 aligned all future minimum wage increases to the rate of inflation
- Ohio's current minimum wage, effective Jan. 2015 is \$8.10



COMPARE	FEDERAL	OHIO	DAYTON
Minimum Hourly Wage	\$7.25*	\$8.10	N/A
Mean Hourly Wage	\$22.27**	\$21.11**	\$21.27**

* Effective July 2009, Dept. of Labor

** Effective May 2014, Ohio Dept. of Labor Statistics



Mean Hourly Wages: Ohio Metros *Ranked Highest to Lowest*

- | | |
|-------------------------|-----------------------|
| 1. Columbus (\$22.34) | 5. Dayton (\$21.27) |
| 2. Cleveland (\$22.26) | 6. Toledo (\$20.07) |
| 3. Cincinnati (\$22.23) | 7. Canton (\$18.71) |
| 4. Akron (\$21.54) | 8. Sandusky (\$17.93) |

Southern Ohio Non-Metropolitan: \$18.54

GETTING DOWN TO BUSINESS WITH: DAYTON CITY COMMISSIONER CHRIS SHAW



Chris Shaw, elected to Dayton City Commission in November 2015

1 What are your top priorities for your first year on Dayton City Commission?

During my first year, I will establish the relationship and factual connections necessary to effect the kind of impact promised during my campaign. The appropriate personal connections, along with a solid factual background attached to the many opportunities available for our city are crucial as I further develop plans consistent with

pushing forward the collective interests of our city. Below are some ideas consistent with my first year plan:

- Meet with Directors and key staff from all of the city departments to best understand their areas of opportunity, needs, goals and best ways to work together, breaking down silos.
- Along with the city Economic Development staff, establish a measurable and reviewable process for connecting with key sectors of the business community, to develop more seamless government/business partnerships.
- Strengthen the linkages between our educational institutions and the business community to increase the number of skilled workers in Dayton consistent with the demand in our high-tech manufacturing, logistics, distribution, defense, and healthcare sectors.

2 Considering your extensive expertise as a local business owner, how do you plan to engage the business community to help you accomplish those priorities?

My plans include to meet regularly, with the organizations representing the interest(s) of small and medium businesses, consistently sharing their needs and visions within City Government. Similarly, I shall continue as a Board member for the Dayton Area Chamber of Commerce, and will consistently make myself available to business leaders within our region. Our goals must be to allow business to thrive, while also opening up career and job opportunities for broad segments of the City.

3 In your view, how can the city, working with other community partners, best leverage regional assets to promote economic growth and prosperity for the entire region?

Your question hints at the answer: Imagine a partnership with City Government, the business community, our fine academic institutions and non-profit organizations aimed at detailing a plan committed to pushing our City's economic interests forward. Leadership includes bringing these many diverse interests together to best serve Dayton. And, the city has already begun to leverage some regional assets in partnering with Cincinnati to jointly apply for designation as a manufacturing Hub Zone. The City should continue along this trajectory leveraging our many educational assets to become a hub for workforce training. The human resources and skill are abundant to make these things happen.

4 How will you work during your term to incentivize employers to move and/or stay in Dayton? What resources can the city offer that are unique from what is being offered by the surrounding areas?

I will aggressively work to engage with current businesses in the city to determine what they need and what the city can offer. I need to know how they feel about their relationship with the city and their commitment in partnering with us. Further, I will reach out to businesses throughout our region to identify opportunities to expose them to our many resources, our history of innovation, our beautiful natural resources, and our arts and entertainment community. This, consistent with the ideas I mention above, is the best method for developing the kind of innovative pulls toward our city that you ask about.

5 What is your vision for revitalization and redevelopment of Downtown Dayton? Do you believe we are on the right path?

Yes, I believe we have a strategic vision with the greater downtown plan. Focusing on strong amenities, housing and innovation will continue to build a strong core. What is needed is championing from the business community across the region to share the value of the core, not only to people living and working in downtown, but across the entire region. ■

GreenScape

Horticultural Services

Bill Ilgenfritz, Owner

(614)634-6678

Review www.greenscapehs.com
for more photos

GreenScape Horticultural Services provides complete professional horticultural services, inside and outside, commercial and residential. With years of experience in plantscaping and landscaping, we are the experts. Greenscape Horticultural Services is a locally owned plantscaping company in Southwestern, Ohio. We are a company that has grown to over 250 accounts in the Dayton, Cincinnati and Columbus areas. This success has come primarily from our focus on personalized service, prompt response and well trained technicians.

Interior Plantscaping

Services includes, design, sales, installation and maintenance of live foliage plants, flowers and bromeliads. The weekly service includes watering, trimming, spraying and replacing indoor plants. We sell pots, containers, and silk trees and plants as well.



Exterior Landscaping

Our available services include landscape design, installation, and maintenance for commercial and residential clients. GreenScape can provide annuals, perennials, and planting of trees and shrubs. We also provide lawn services including lawn mowing, edging, blowing, fertilization, as well as irrigation repair. Snow removal is offered on an as-needed basis.



Holiday & Silk Décor

GreenScape can provide Christmas display design including installation and removal of Christmas trees, wreaths, and other Christmas décor. Poinsettias are included in our flower program.

3020 E River Rd, Moraine, OH 45439 • www.greenscapehs.com



NEW PERKS FOR BUSINESS TRAVELERS AT DAYTON INTERNATIONAL AIRPORT

By: Holly Allen

It's no secret that the business traveler ranks at the top of the best customer list for airports. Many business travelers take to the skies often, and at short notice.

The Dayton International Airport and the Dayton Area Chamber of Commerce have worked together for 16 years to offer the Business Travelers Center to both Dayton Area Chamber members and military personnel, both active and retired. This quiet respite is now undergoing a facelift.

"The airport is always working to improve the passenger experience," said Sarah Spees, Aviation Business Administrator with the Dayton International Airport. "This project is an important part of that process."

The \$274,000 project is happening in phases, so the BTC will remain open during construction. The expansion will allow for amenities never before offered within the center, including beverage and quick serve menu items from the airport food and beverage concessionaire, HMSHost and additional charging stations. The BTC will continue to offer free Wi-Fi, several computer stations and printing capabilities.

"The city wants to continue to offer passengers added

value and services when traveling through the Dayton International Airport," said Spees. "The airport has recently implemented several of these, including the DAYPerks Parking Loyalty Program and reserved on-airport covered parking. The BTC is an important part of this value."

The project was bid through the City of Dayton's Public Works Department using the city's standard bidding process. Contractor diversity has been an important part of the process. Dayton's Human Relations Council set a goal of 10% MBE and 5% WBE participation. Several of the Dayton Area Chamber's Minority Business Partnership Focus 40 MBE Firms were awarded contracts, including Lewaro Construction, which won the construction contract, and LWC, Inc., which is the architect on the project.

"The renovation and enhancement of the BTC helps us accomplish our goal of continuing to be the airport of choice for travelers in the greater Dayton, Miami Valley and Southwest Ohio regions," said Spees. "By improving the airport infrastructure through investment, we help to raise the profile of the airport."

Construction is expected to be complete in Spring 2016. ■

Group Purchasing Discounts

ATTENTION CHAMBER MEMBERS: 2016 will bring new offerings to our Group Purchasing Discounts. Watch for information on these new partnerships and how they could help you do better business.



AFFORDABLE HEALTH INSURANCE FOR SMALL AND MID-SIZE BUSINESSES

The Chamber and Anthem Blue Cross Blue Shield have combined efforts to offer health, dental and disability insurance coverage to small and mid-sized businesses. ChamberCare offers competitive rates and comprehensive services from a large network of providers.



WORKERS' COMPENSATION DISCOUNTS

The Chambers' long time relationship with Frank Gates changed in 2015, when Frank Gates combined with CareWorks Consultants, Inc. to form CareWorksComp, Ohio's largest workers' compensation Third Party Administrator (TPA). Our group rating program allows employers with good safety and claims records to pool together to enjoy discounted workers' compensation premiums.



MEDICAL MANAGEMENT SOLUTIONS

The Chamber contracts with CareWorks to offer members innovative claims and medical management services for workers' compensation, helping our more than 93,000 employer customers control costs and enhance employee productivity.

START SAVING!

For a complete list of chamber discount programs and services, visit our website at DaytonChamber.org.



OFFICE SUPPLIES

Chamber members save up to 30% on frequently used office supplies at Office Depot and free next day delivery. Member employees also receive the same great discount when they shop at Office Depot.



GAS CARD DISCOUNT PROGRAM

Save 5 cents per gallon of gas from any Speedway or Super America gas station when using your Chamber Benefits Card. The per gallon discount is not available for fuel purchases made in WV or WI.



ENERGY SAVINGS PROGRAM

Chamber members receive an exclusive discount offer from DPL Energy Resources. Businesses can benefit from custom pricing that could save them hundreds on their energy bills. Member employees are also eligible for custom pricing at home.



SHIPPING SERVICES

The Chamber has teamed with FedEx to help boost your savings on all air, freight and ground deliveries. It's easy, it's free and there's no minimum shipping, copy or print quotas. Enroll today.



ATTENTION, SHOPPERS: HERE'S HOW TO MAKE SMART CHOICES FOR HEALTH CARE PROCEDURES

We all have budgets. Groceries. Mortgage. Utilities. They add up. It's a good thing there are ways to cut corners to make every penny count — from clipping coupons to checking half a dozen gas stations before filling up to save a few bucks. But what about health care? That's hard to budget for. You know it could be costly. You're just not sure how costly. The good news is there are ways to save money on medical tests. By checking prices for a medical test such as magnetic resonance imaging (MRI), you can save thousands of dollars.

Not sure where to begin? You can start with Anthem Blue Cross and Blue Shield (Anthem). Anthem works with AIM Specialty Health® (AIM), a leading specialty benefits management company, to engage doctors and members with decision support, education and great service.

When you're referred for a CT or MRI, sleep study or surgery, you may be nervous. You may not stop to think, "Am I getting the best quality service for the best price?" That's understandable.

But rising health care costs are a reality. And, Anthem is glad to do the research, then share costs and other information — so you can make more informed choices, save money and help lower health care costs for everyone.

HIGHER COSTS DON'T ALWAYS MEAN HIGHER QUALITY

Imaging services can cost as much as \$3,000. Sleep studies run around \$2,500. Endoscopies can cost \$4,000. And, arthroscopic surgeries can add up to more than \$15,000.* Different places charge different prices. But a higher price doesn't ensure higher quality. That's why

Anthem helps you find these quality services at lower prices.

* American Imaging Management, internal claims cost analysis.

LOOK HOW MUCH COSTS CAN VARY FOR THE SAME SERVICE

Procedure	Average cost	Low cost	High cost
Upper gastrointestinal endoscopy	\$2,143	\$906	\$3,930
Screening colonoscopy	\$2,341	\$811	\$5,552
Eye surgery – cataract removal	\$4,008	\$1,751	\$7,297
Hand surgery – carpal tunnel	\$3,543	\$1,095	\$6,476
Knee – cartilage repair (using arthroscopy)	\$6,652	\$5,382	\$11,560

These are examples only, based on rates for services in a nine-county area in central Indiana that includes Indianapolis. Your experience may be different depending on your specific plan, the services you receive and the health care professional who offers the service.

CHECK OUT COSTS AND QUALITY RATINGS ON YOUR OWN

Dayton Area Chamber of Commerce members enjoy cost savings through Anthem just by being a chamber member. To help you maximize savings, Anthem has put together cost information on imaging procedures, sleep studies and other common medical services in the Estimate Your Cost online comparison tool. Along with pricing data, you can look at quality measures, doctor and hospital awards — even reviews from others:

1. Just log on to anthem.com and choose Estimate Your Cost.
2. Search or browse to select a procedure.
3. Follow the instructions to easily compare costs at facilities nearby. ■



MEET OUR 2016 CHAIRMAN'S CIRCLE SUPPORTERS



Visit our newly-renovated restaurant and banquet spaces!

Located in a 105 year old converted train station, The Deli offers Dayton's best soups, salads, and sandwiches for dine-in, carry-out, or delivery to downtown Dayton Businesses!



Top of the Market offers two rooms to suite the needs of your wedding, charity event, or business meeting, From 15 guests to 350 – we've got you covered with a beautiful steeped roof, exposed brick, and onsite catering!



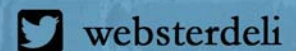
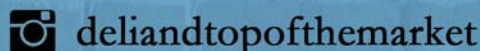
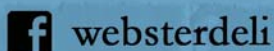
937.224.3663

32 Webster Street

Dayton, OH 45402

thedeli-dayton.com

topofmarket.com



GIVE TO THE **LIVE UNITED FUND** AND
INVEST IN ALL OF THIS...

PROMOTE
LITERACY

STRENGTHEN
COMMUNITY

INCREASE
LIVEABLE
WAGE JOBS

REDUCE
HOMELESSNESS

SUPPORT
SENIORS

KINDERGARTEN
READINESS

WHAT WE DO

ADDRESS
MEDICAL
NEEDS

HELPLINK
2-1-1

VOLUNTEER
CONNECTION

END CHILD
HUNGER

STOP
SUMMER
LEARNING LOSS

CONNECT
KIDS TO
MENTORS

HEALTHY
KIDS & FAMILIES

**LEARN
MORE**

GIVE

www.liveuniteddayton.org

#liveuniteddayton



United Way of the
Greater Dayton Area



Do you know why this single point is so important to your business?
We do.

Dayton Mailing Services, Inc is now



From the first byte of information to the last dot of ink, integrated data and digital print solutions begin and end at a single point. For the last 30 years Dayton Mailing Services, Inc. has provided the highest quality point-to-point solution. Now, as **DMS ink**, our expanded capabilities will continue to influence the market and help you inform and retain your customers while growing revenue.

100 South Keowee Street
Dayton, OH 45402
937.222.5056 • daytonmailing.com



DAYTON RACEWAY

MAKE IT A *Hollywood* NIGHT

LIVE FAST AND FAMOUS

Discover a world of action and fun starring all your favorite games.

Plus, great dining, entertainment and endless racing thrills.

So what are you waiting for? There's no place like Hollywood.



HOLLYWOOD *Gaming*[®]

777 HOLLYWOOD BLVD. ★ DAYTON, OH 45414 ★ 844-225-7057 ★ HOLLYWOODDAYTONRACEWAY.COM

Must be 21 years or older. Gambling Problem? Call 1-800-589-9966 for help.

