DAYTON BIG BREWS
Ohio craft brew conference “tops off” region’s recent beer growth

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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
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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 Conference.
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,” 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.

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.
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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
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<table>
<thead>
<tr>
<th>Name</th>
<th>Funding</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dayton Peace Museum Elevator</td>
<td>$140,000</td>
</tr>
<tr>
<td>Funk Center, Dayton Ohio</td>
<td>$150,000</td>
</tr>
<tr>
<td>K12 Gallery &amp; TEJAS Sustainable Building Project</td>
<td>$680,000</td>
</tr>
<tr>
<td>Link: Dayton Bike Share Expansion</td>
<td>$349,000</td>
</tr>
<tr>
<td>Restore OSSO Collier Chapel Meeting Space</td>
<td>$500,000</td>
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<tr>
<td>Triumph of Flight</td>
<td>$10.56 million</td>
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“We Print Anything on Any Thing!”
s 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 aftermarket 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.
“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.”
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

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<tr>
<th>Inclusion Goal</th>
<th>Goal</th>
<th>Segment One</th>
<th>Cumulative Qualifying Awards</th>
<th>Segment Two</th>
<th>Cumulative Qualifying Awards</th>
<th>Total Segments</th>
<th>Cumulative Qualifying Awards</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minority Businesses</td>
<td>17.0%</td>
<td>10.6%</td>
<td>$5,993,351</td>
<td>17.1%</td>
<td>$2,177,810</td>
<td>11.8%</td>
<td>$8,171,161</td>
</tr>
<tr>
<td>Women Owner Business</td>
<td>5.0%</td>
<td>12.5%</td>
<td>$7,080,000</td>
<td>8.9%</td>
<td>$1,134,055</td>
<td>11.9%</td>
<td>$8,214,055</td>
</tr>
<tr>
<td>Montgomery County Businesses</td>
<td>60.0%</td>
<td>54.1%</td>
<td>$30,526,042</td>
<td>64.3%</td>
<td>$8,201,955</td>
<td>55.9%</td>
<td>$38,727,997</td>
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<tr>
<td>DACC Local Business</td>
<td>70.0%</td>
<td>83.3%</td>
<td>$47,037,491</td>
<td>80.2%</td>
<td>$10,237,940</td>
<td>82.7%</td>
<td>$57,275,431</td>
</tr>
</tbody>
</table>

Segment One (awarded): Main Library, Operation Center, Electra Doren, Miami Township, Northwest
Segment Two (awarded): Brookville, New Lebanon, Vandalia, Kettering-Moraine
Segment Two (to be awarded): Miamisburg and West Dayton
Segment Three and Four

Total $69,242,526

Cost of Living Index
2015 Third Quarter Cost of Living Index

Dayton, Ohio .............................................. 91.2
Columbus, Ohio........................................... 90.6
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

<table>
<thead>
<tr>
<th>County</th>
<th>Rate (%)</th>
<th>Sept '15</th>
<th>Sept '14</th>
<th>12 Mo. Change</th>
<th>YTD 2015</th>
<th>YTD 2014</th>
<th>YTD Change</th>
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</thead>
<tbody>
<tr>
<td>Butler</td>
<td>0.75</td>
<td>3,390,426</td>
<td>3,130,381</td>
<td>8.31%</td>
<td>30,675,649</td>
<td>27,898,190</td>
<td>9.96%</td>
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<tr>
<td>Clark</td>
<td>1.5</td>
<td>2,110,308</td>
<td>2,017,106</td>
<td>4.62%</td>
<td>18,889,639</td>
<td>17,751,209</td>
<td>6.41%</td>
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<tr>
<td>Darke</td>
<td>1.5</td>
<td>761,168</td>
<td>647,673</td>
<td>17.52%</td>
<td>5,601,345</td>
<td>5,972,041</td>
<td>8.86%</td>
</tr>
<tr>
<td>Greene</td>
<td>1</td>
<td>2,148,150</td>
<td>2,006,741</td>
<td>7.05%</td>
<td>19,178,106</td>
<td>18,159,210</td>
<td>5.61%</td>
</tr>
<tr>
<td>Miami</td>
<td>1.25</td>
<td>1,502,582</td>
<td>1,378,094</td>
<td>9.03%</td>
<td>13,032,915</td>
<td>12,308,712</td>
<td>5.88%</td>
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<tr>
<td>Montgomery</td>
<td>1</td>
<td>4,270,484</td>
<td>6,052,894</td>
<td>3.59%</td>
<td>59,173,449</td>
<td>55,640,784</td>
<td>6.35%</td>
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<tr>
<td>Preble</td>
<td>1.5</td>
<td>499,285</td>
<td>435,673</td>
<td>14.60%</td>
<td>4,247,368</td>
<td>3,914,006</td>
<td>8.52%</td>
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<tr>
<td>Warren</td>
<td>1</td>
<td>3,279,535</td>
<td>3,009,907</td>
<td>8.96%</td>
<td>27,618,753</td>
<td>26,214,235</td>
<td>5.36%</td>
</tr>
<tr>
<td>Region Total ($,000s)</td>
<td></td>
<td>19,961,938</td>
<td>18,678,468</td>
<td>6.87%</td>
<td>179,317,224</td>
<td>167,858,386</td>
<td>6.83%</td>
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### Regional Employment Trends

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</thead>
<tbody>
<tr>
<td>Total Nonfarm Employment</td>
<td>382,600</td>
<td>379,000</td>
<td>376,600</td>
<td>375,630</td>
<td>6,000</td>
</tr>
<tr>
<td>Goods Producing Employment</td>
<td>53,700</td>
<td>52,600</td>
<td>51,300</td>
<td>25,370</td>
<td>2,400</td>
</tr>
<tr>
<td>Service Producing Employment</td>
<td>328,900</td>
<td>326,400</td>
<td>325,300</td>
<td>40,546</td>
<td>3,600</td>
</tr>
</tbody>
</table>

### Residential Home Sales

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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Homes Sold</td>
<td>1,225</td>
<td>1,238</td>
<td>-1.05%</td>
<td>12,520</td>
<td>11,209</td>
<td>11.70%</td>
</tr>
<tr>
<td>Total Home Sales ($,000s)</td>
<td>164,994,208</td>
<td>166,996,832</td>
<td>-1.20%</td>
<td>1,754,680,671</td>
<td>1,500,485,466</td>
<td>16.94%</td>
</tr>
<tr>
<td>Average Sale Price</td>
<td>135,533</td>
<td>134,892</td>
<td>0.48%</td>
<td>141,140</td>
<td>133,864</td>
<td>5.36%</td>
</tr>
</tbody>
</table>

### Unemployment Rates

<table>
<thead>
<tr>
<th></th>
<th>Oct 2015</th>
<th>Oct 2014</th>
<th>12 Mo. Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dayton MSA</td>
<td>4.2%</td>
<td>5.0%</td>
<td>4.9%</td>
</tr>
<tr>
<td>Ohio</td>
<td>4.4%</td>
<td>5.2%</td>
<td>5.0%</td>
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<tr>
<td>U.S.</td>
<td>4.8%</td>
<td>5.5%</td>
<td>5.4%</td>
</tr>
</tbody>
</table>

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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.

“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

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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.

<table>
<thead>
<tr>
<th>Member</th>
<th>Years in Establishment</th>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>City of Centerville</td>
<td>220</td>
<td>100 West Spring Valley Road Centerville, OH 45458-3760</td>
</tr>
<tr>
<td>Washington Township</td>
<td>220</td>
<td>8200 McEwen Rd. Dayton, OH 45458</td>
</tr>
<tr>
<td>Harrison Township</td>
<td>175</td>
<td>5945 North Dixie Drive Dayton, OH 45414</td>
</tr>
<tr>
<td>Woodland Cemetery and Arboretum</td>
<td>175</td>
<td>118 Woodland Avenue Dayton, OH 45409-2892</td>
</tr>
<tr>
<td>Wilberforce University</td>
<td>160</td>
<td>P.O. Box 1001 1055 N. Bickett Rd. Wilberforce, OH 45384-1001</td>
</tr>
<tr>
<td>United Theological Seminary</td>
<td>145</td>
<td>4501 Denlinger Road Trotwood, OH 45426</td>
</tr>
<tr>
<td>Chaminade Julienne Catholic High School</td>
<td>130</td>
<td>505 South Ludlow Street Dayton, OH 45402-9847</td>
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<tr>
<td>Dik Jaxon Products Co., Inc.</td>
<td>120</td>
<td>6195 Webster St. Dayton, OH 45414</td>
</tr>
<tr>
<td>Family Service Association</td>
<td>120</td>
<td>2211 Arbor Blvd. Moraine, OH 45439-1521</td>
</tr>
<tr>
<td>Business Furniture, LLC</td>
<td>110</td>
<td>8 North Main Street Dayton, OH 45402</td>
</tr>
<tr>
<td>Gerstner &amp; Sons, Inc.</td>
<td>110</td>
<td>20 Gerstner Way Dayton, OH 45402-8408</td>
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<td>Bowser-Morner, Inc.</td>
<td>105</td>
<td>4518 Taylorsville Rd Dayton, OH 45424-2440</td>
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<tr>
<td>Thompson Hine LLP</td>
<td>105</td>
<td>10050 Innovation Drive, Suite 400 Austin Landing 1 Dayton, OH 45342-4934</td>
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<tr>
<td>The Dayton Woman’s Club</td>
<td>100</td>
<td>225 N. Ludlow St. Dayton, OH 45402-3001</td>
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<td>Electricians Local #82 IBEW</td>
<td>100</td>
<td>6550 Poe Ave. Dayton, OH 45414-2527</td>
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<td>Lincoln Storage, Inc.</td>
<td>100</td>
<td>315 E 1st St Dayton, OH 45402-1218</td>
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<tr>
<td>Baker-Hazel &amp; Snider Funeral Home, Inc.</td>
<td>75</td>
<td>5555 Philadelphia Drive Dayton, OH 45415</td>
</tr>
<tr>
<td>Commercial Metal Fabricators, Inc.</td>
<td>75</td>
<td>150 Commerce Park Dr Dayton, OH 45404-1214</td>
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<tr>
<td>Benedict Enterprises, Inc.</td>
<td>50</td>
<td>750 Lakeview Rd Monroe, OH 45050-1707</td>
</tr>
<tr>
<td>Buckeye Oil Equipment Co.</td>
<td>50</td>
<td>4377 Old Springfield Road Vandalia, OH 45377</td>
</tr>
<tr>
<td>Company</td>
<td>Year</td>
<td>Address</td>
</tr>
<tr>
<td>-------------------------------------------------</td>
<td>------</td>
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<tr>
<td>The Ideal Co., Inc.</td>
<td>50</td>
<td>P.O. Box 149 Clayton, OH 45315-0149</td>
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<tr>
<td>LJB Inc.</td>
<td>50</td>
<td>2500 Newmark Drive Miamisburg, OH 45342</td>
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<tr>
<td>Millat Industries Corp.</td>
<td>50</td>
<td>4901 Croftshire Drive Dayton, OH 45440</td>
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<td>Patterson Park Church</td>
<td>50</td>
<td>3655 E. Patterson Road Dayton, OH 45430</td>
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<tr>
<td>Resident Home Association of Greater Dayton, Inc.</td>
<td>50</td>
<td>3661 Salem Avenue Dayton, OH 45406</td>
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<tr>
<td>Sugar Creek Packing Co.</td>
<td>50</td>
<td>1241 N. Gettysburg Ave. Dayton, OH 45427</td>
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**CELEBRATING 25 YEARS**

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

By: Dan McCabe & Pat McDonald

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

Pat McDonald
President, Dayton Market – KeyBank
Chamber Accreditation Chair
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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

- **DAYTON CHAMBER NIGHT AT THE DRAGONS**
  - 04/14/2016, 6:00 PM - 10:00 PM
  - Location: Dayton Dragons - Fifth Third Field
  - Topic: Networking

- **BREAKFAST BRIEFING**
  - 02/12/2016, 7:15 AM - 9:00 AM
  - Location: Dayton Racquet Club

- **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

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

- **LEGISLATIVE DAY IN COLUMBUS**
  - 04/26/2016, 10:30 AM - 1:30 PM
  - Location: The Capital Club, 41 S. High St., Columbus, OH 43215

- **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
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- Private Bar with Bartender
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Phone: 937-228-1253 • Fax: 937-228-9300 • www.wcjonesasphalt.com
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.
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.
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
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!
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).

<table>
<thead>
<tr>
<th>State</th>
<th>Mean Hourly Wage</th>
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<tbody>
<tr>
<td>Pennsylvania</td>
<td>$22.00</td>
</tr>
<tr>
<td>Michigan</td>
<td>$21.70</td>
</tr>
<tr>
<td>Ohio</td>
<td><strong>$21.11</strong></td>
</tr>
<tr>
<td>Indiana</td>
<td>$19.94</td>
</tr>
<tr>
<td>Kentucky</td>
<td>$19.25</td>
</tr>
<tr>
<td>West Virginia</td>
<td><strong>$18.21</strong></td>
</tr>
</tbody>
</table>

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
Ohio’s Minimum Wage

How we STACK UP

- 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.

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

Mean Hourly Wages: Ohio Metros

* Effective July 2009, Dept. of Labor
** Effective May 2014, Ohio Dept. of Labor Statistics

COMPARE

<table>
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<tr>
<th></th>
<th>FEDERAL</th>
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<th>DAYTON</th>
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<tr>
<td>Minimum Hourly Wage</td>
<td>$7.25*</td>
<td>$8.10</td>
<td>N/A</td>
</tr>
<tr>
<td>Mean Hourly Wage</td>
<td>$22.27**</td>
<td>$21.11**</td>
<td>$21.27**</td>
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</table>

Mean Hourly Wages: Ohio Metros

Ranked Highest to Lowest

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

Southern Ohio Non-Metropolitan: $18.54
GETTING DOWN TO BUSINESS WITH:
DAYTON CITY COMMISSIONER CHRIS SHAW

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.

In your view, how can the city, working with other community partners, 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.

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.

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.

Chris Shaw, elected to Dayton City Commission in November 2015

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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, perrenials, 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](http://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.
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.

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.

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.

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.

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.

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.

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.

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.

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

<table>
<thead>
<tr>
<th>Procedure</th>
<th>Average cost</th>
<th>Low cost</th>
<th>High cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Upper gastrointestinal endoscopy</td>
<td>$2,743</td>
<td>$906</td>
<td>$5,930</td>
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<tr>
<td>Screening colonoscopy</td>
<td>$2,941</td>
<td>$811</td>
<td>$5,552</td>
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<tr>
<td>Eye surgery – cataract removal</td>
<td>$4,008</td>
<td>$1,751</td>
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<tr>
<td>Hand surgery – carpal tunnel</td>
<td>$3,543</td>
<td>$1,095</td>
<td>$6,476</td>
</tr>
<tr>
<td>Knee – cartilage repair (using arthroscopy)</td>
<td>$6,652</td>
<td>$5,382</td>
<td>$11,560</td>
</tr>
</tbody>
</table>

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!

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- SUPPORT SENIORS
- KINDERGARTEN READINESS
- REDUCE HOMELESSNESS
- ADDRESS MEDICAL NEEDS
- HELPLINK 2-1-1
- VOLUNTEER CONNECTION
- END CHILD HUNGER
- STOP SUMMER LEARNING LOSS
- CONNECT KIDS TO MENTORS
- HEALTHY KIDS & FAMILIES
- INCREASE LIVEABLE WAGE JOBS
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