

**DAYTON**

Dayton Area  
Chamber of Commerce

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# FOCUS

**DONet, Inc.**

INTERNET INNOVATION p06



THE  
CHAMBER  
WORKS  
FOR ME



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INITIATIVE – T.I.E.D. AND GREATER  
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VOL. II – NO. 2 2009



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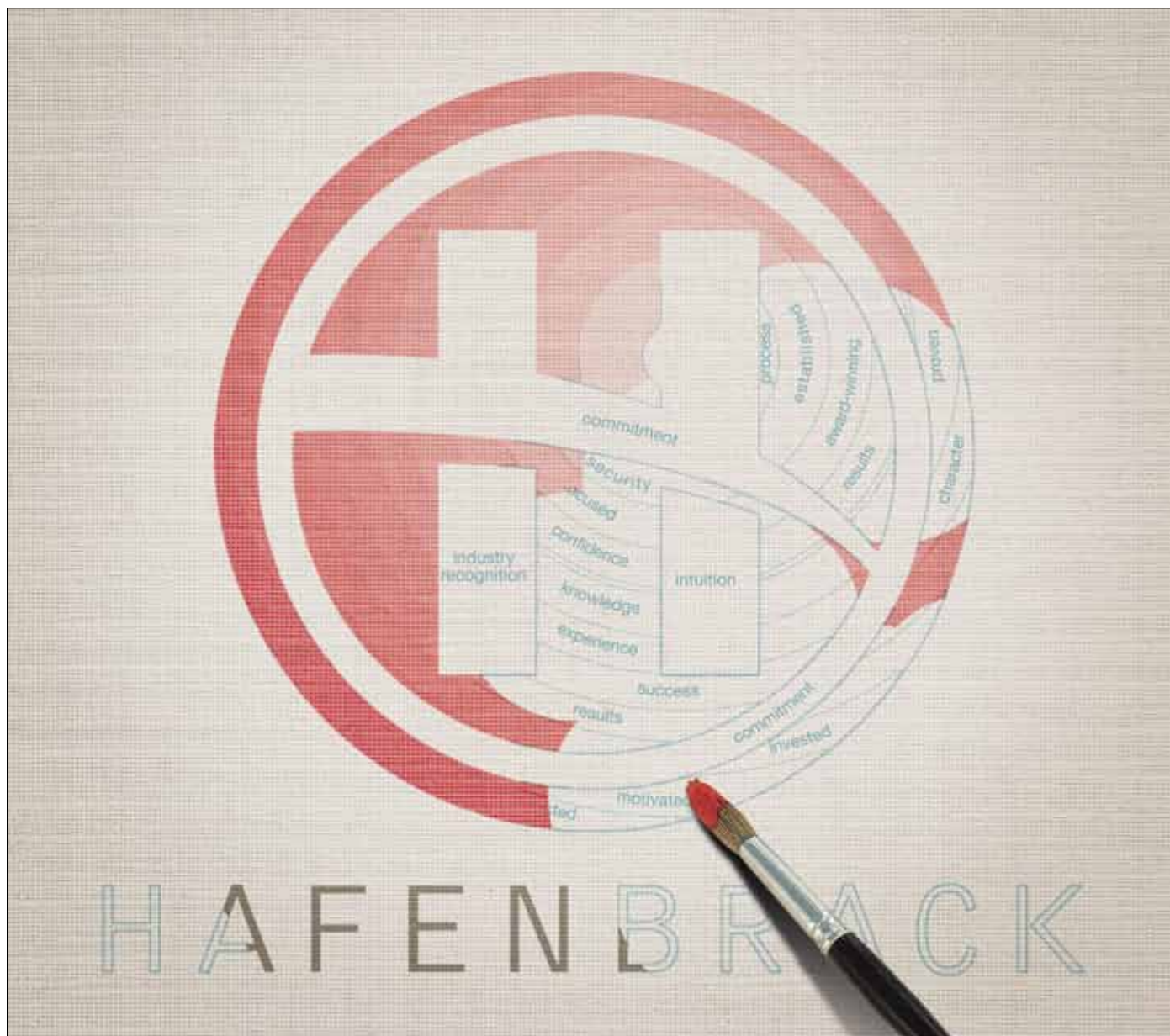
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# PRESIDENT'S Message



#### FOCUS ON: CHINA'S OPPORTUNITIES

My recent immersion into more in-depth exposure to China has led me to some interesting conclusions and

suggestions for our members that should be considered if they feel a relationship with Chinese business and markets is in their future.

We all know that China, with a population of 1.3 billion, is a formidable market for the world. Now third behind the U.S. and Japan in economic strength, it is also third overall in trade and currently with \$60 billion of U.S. investment, it will only grow more before ultimately surpassing Japan.

China's GDP growth in 2007 was +13%. In 2008 it was +9% and, even with a worldwide recession, expect its growth to be at +6.4% for 2009. The U.S. is not alone in a national stimulus package, with China's being announced at \$580 billion — twice the amount of our own when compared as a percentage of GDP. They are serious about continuing their growth beyond Japan and having enough to repay the billions of

investment in their infrastructure. Shanghai alone reports it cannot afford anything less than +8% growth in 2009 to subsidize its future growth.

However, a recent study shows China's strategies are shifting. First will be an approach on domestic demand and opportunities; second will be strategies to move up the value-added chain with global best practices; and third will include Chinese businesses pursuing more of the service sector going forward.

But doing business with or in China still has its challenges. In a recent survey conducted by the American Chamber of Commerce located in Shanghai, 90% of American businesses surveyed said the business environment in China has improved over the last few years but still expect these issues going forward: intellectual property rights; licensing; taxes; and its own evolution of the "Rule of Law." This should not stop American businesses from pursuing opportunities in China.

Going forward, the U.S. still possesses strength in many technological products including environmental, data collection and storage, microprocessing, nanotechnologies and more. The key is to know what you are doing when conducting business in China:

- **First** — due diligence. Nothing takes the place of doing your homework. Know the culture, market and the laws.
- **Second** — China is not for everybody. It's a time- and resource-consuming strategy, but where else can you have access to a new market of 1.3 billion consumers?



*FOCUS is a "green" publication. The paper is made from 30% recycled fiber with chlorine-free pulp timber from managed forests. The soy-based ink meets all requirements of The American Soybean Association.*

- **Third** — China is all about ambiguity. If you and/or your company cannot live with the many ambiguities in China, you won't survive.
- **Fourth** — It's all about contacts and relationships, even more so than other countries you have worked with. You'll get nowhere without time and help.

The biggest difference of doing business in China is the pace of change especially in a country without an adequate "rule of law" to which we are accustomed. The opportunities don't come without risk; but the risk/reward scenario holds exciting long-range gains. Their economy is moving every day towards capitalism while their politics are moving toward socialism from communism. This is good for us going forward.

China wants to be more like the rest of the world. Currently we hold many technological advantages, but we better stay on top of our game. After Japan, we're next in their sights. — ■



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



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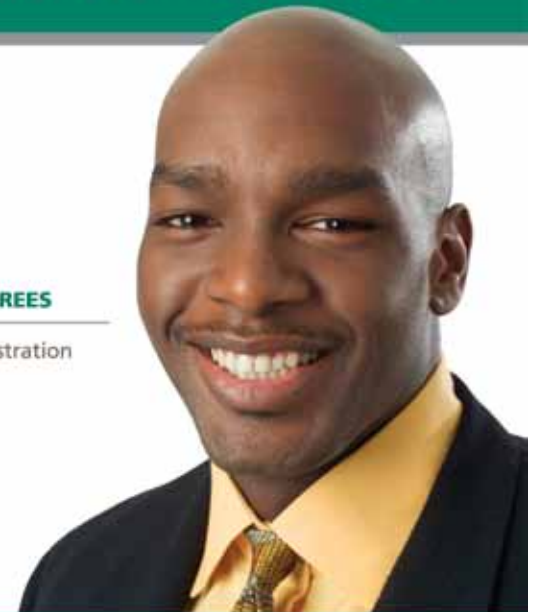
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## On The Cover

Pictured are David Mezera (l) and  
Leigh Sandy (r), cofounders of DONet, Inc.,  
this issue's premier sponsor.

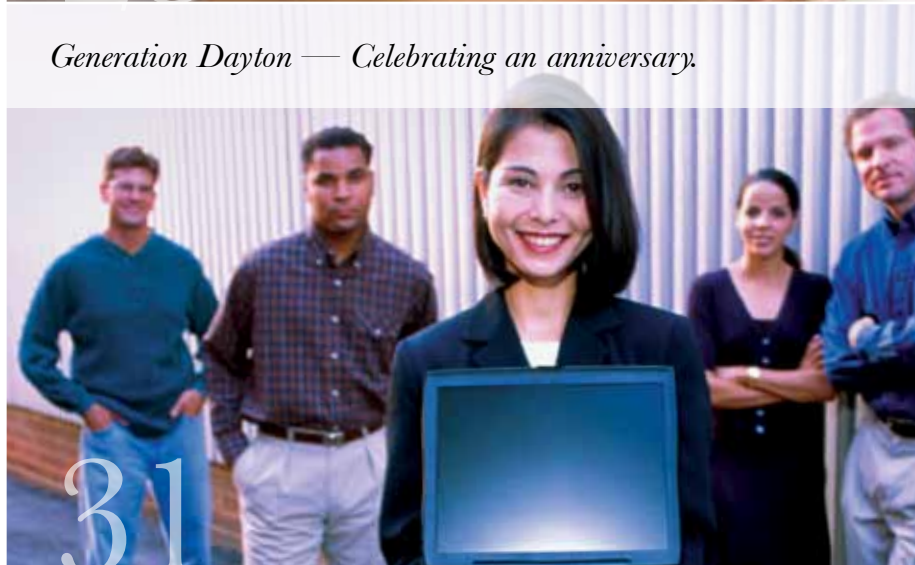
### *Regional Update — Profiles of Miami and Warren Counties.*



### *Anthem Blue Cross/Blue Shield — Get more for less.*



### *Generation Dayton — Celebrating an anniversary.*







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## HALLMARK OF INNOVATION

*DONet co-founders David Mezera and Leigh Sandy met in graduate school at the Air Force Institute of Technology and were active duty Air Force working at Wright-Patterson when they got the idea to start their business.*

*Innovation has been a hallmark. DONet was one of the earliest ISPs to offer spam and virus filtering, advanced the technology of virtual web hosting and, more recently, independently developed its Ethernet Express service, which bonds a T-1 line with a DSL line to offer the benefits of both. In the competitive worlds of internet access and data hosting, being local, responsive and able to offer custom solutions provides an edge, according to Mezera. "The customers that we do business with, and the kinds of customers we're trying to attract, want somebody they can actually come visit and talk to," he said. "They want to actually sit across the table and describe a need and then we can propose a technical solution, rather than saying, 'Well here's our product mix on the web page. What do you want, A, B or C?'"*



David Mezera of DONet, Inc.



## From humble beginnings

in 1994, DONet now serves nearly 3,000 business and residential customers.



# People Are Going To WANT This.

By Vince McKelvey

*DONet, Inc. — the Dayton-based internet provider and web hosting company — started with a simple, but profound observation. When the Internet became user-friendly, they knew, “People are going to want this.”*

The year was 1994 and Mosaic, the seminal browser that popularized the World Wide Web, had just recently hit the scene. DONet co-founders David Mezera and Leigh Sandy knew from their time at the Air Force Institute of Technology that the internet was an invaluable, if clunky, resource. They also knew that a user-friendly browser with good graphics had great potential.

“We looked at each other and said, ‘This is awesome. There’s going to be an explosion,’” Mezera said. “All this information that was really difficult to find and use before suddenly became immediately accessible, linkable, visually appealing. We got the idea people are going to want this.”

They “slapped together” a business plan and on May 1, 1995 DONet—Dayton Ohio Network — opened with eight phone lines and two servers offering dial-up internet access and e-mail service to Dayton area residential users. There were no paid employees the first two years. Sandy and Mezera donated their time while holding fulltime jobs in the Air Force. “We had no idea what we were getting in to,” Mezera said.

Fourteen years later, DONet has 2,500 to 3,000 business and residential customers, a growing array of services, a history of innovation and plans to expand. It employs 14 people full time and will add two more this year. Revenue hit nearly \$3 million in 2008. Residential users still make up 40 percent of its customer base, but business clients account for 95 percent of the income and that’s where DONet sees its future.

## MORE THAN INTERNET ACCESS

“I deal with a lot of vendors. Nothing beats these guys,” said Shawn Waldman, IT manager for Five Rivers MetroParks. “We’ve outsourced all of our network management to DONet.” The company provides internet connectivity for MetroParks, leases the data lines that link the park district’s 23 scattered sites, manages MetroParks’ network and consults on all network issues. “We throw some really challenging things at them and they come up with solutions,” Waldman said. DONet and the park district are currently working on a two-pronged wifi project to provide public wireless access, while offering private wifi service to park district staff.

Mezera said DONet has a growing relationship with Five Rivers and it’s “a perfect one. It’s not just internet access, but (network) management and consulting.” In challenging economic times like these, he said, “we think we have the opportunity to become the out-sourced network and server management consultants for even more customers.”

DONet’s business falls into two broad categories — internet access and data center hosting. Access is provided through fiber optics, T-1 and DSL connections, as well as a system DONet developed called Ethernet Express, which bonds a T-1 line and a DSL line to offer fiber-like speeds at far less cost. On the other side of its business, DONet hosts web sites, databases and e-mail; and it offers co-location, housing and managing the servers of other companies. It just recently started a new service, off-site data back up, using an Avamar machine — which Mezera described as “really robust infrastructure.” The Avamar, he said, efficiently uses bandwidth between DONet and the customer’s office and on a daily basis can back up gigabytes of data in a matter of minutes. “So if your server blows up ... it shorts out and the hard drive data is inaccessible, and if you have your data off site at a place like ours, we can ... get you back up in business.”

*(continued on page 08)*



DONet's network group maintains four upstream connections from diverse carriers. With over 500 megabits/sec of bandwidth available to its customers, DONet's data center is one of the fastest and best connected in the region. Pictured are Tim Sanderson and Mike Bartz of Network Administration.

(continued from page 07)

## P2V – PHYSICAL TO VIRTUAL

DONet is entering the world of Virtual Machines. "It's kind of a green concept," Mezera said. "I think it's really taken root because of all this concern about climate change and being more efficient with energy usage."

Plus, it makes plain old business sense. A Virtual Machine takes the capabilities and information on a server and converts it to software. This software, along with the software of dozens of other servers, can then be run on a single physical machine. "We have one physical machine that will run 50 of those Virtual Machines," Mezera said.

Advantages are obvious. This system uses less power and generates a lot less heat – a big issue in the world of data centers. Virtual Machines also increase reliability and maintain a system's uptime because, if need be, the VM can simply be moved to another host machine. DONet's plans for Virtual Machines are two-fold.

The company is creating VM equivalents of its own servers and it's looking to sell the service to customers. A selling point? "You don't have to upgrade your servers anymore," Mezera said. If you need more processing power, "We just tweak your VM."

## LOOKING BEYOND 2009

Like a lot of business people, Mezera expects 2009 to be tough, but he and Sandy are looking past this year and making plans for 2010 and beyond. DONet is building a new fiber connection between its two data centers in downtown Dayton and it's planning to build its own data center for a move in 2012. DONet currently is located in the Soin Building at First and Ludlow Streets. It has a data center there and one in 130 West Second Street. The new fiber connection will let the company reduce what it spends leasing circuits from AT&T and increase its own capacity.

"It's incredible what we're going to be able to do ... Bandwidth limitations prevent you from growing," Mezera said. "We're putting

in 288 strands of fiber between here and there and it's winding its way past some pretty key locations downtown that we think are going to be good for us to sell to customers. We're going to have access to terabytes per second of data."

Preparing to meet the future is also motivating DONet's plans for its own building. "We've got one of the best data centers in Dayton," Mezera said. "We need to expand the capacity, need more electrical, need more cooling, which is why we're looking at building our own facility."

In that future, as Mezera sees it, the already ubiquitous internet will play an even larger role. There'll be more demand for on-demand services and podcasts; more teleconferencing and Voice over Internet Protocol; more technological mobility, where a single contact number, for instance, would reach a person at home, at the office or on the road. "Guess what the medium is that's transporting all of this visual and audio information to my home? It's the internet," Mezera said. "I think we're heading toward a more mobile future where all the media is converged on one network and this internet protocol network is the backbone of it all."

"Those are opportunities for us," he added. "I see us as being able to provide the high speed network services. As people develop these applications that are going to use internet technologies, they're going to need a reliable place to put it." ■





# ANNOUNCING Enhancements

*Your Chamber and GreaterDaytonWorks.com are excited to announce a significant enhancement for employers, courtesy of DPL Energy. The enhanced features are designed to give employers a higher level of service through GreaterDaytonWorks.com's webPOWER technology.*



## CHAMBER ANNOUNCES ENHANCEMENTS TO JOB PORTAL

The enhanced features now available on GreaterDaytonWorks.com include:

- Unlimited postings
- Applicant tracking tools
- Collection of EEO/OFCCP compliance data
- Integration of job postings to your website.

Your Chamber, along with DPL Energy, has worked closely with our provider over the last year to address the needs of employers when using job search technology. Gone are the days of the "post and hope" method of receiving qualified candidates for openings. The access now to an array of additional tools will enhance an employer's hiring, recruiting and compliance processes. Many HR professionals know that the requirements for their departments have increased

substantially over the years and that just posting a job is no longer enough.

The Chamber realizes current economic conditions have slowed the volume of job openings in our region. However, this makes the enhancements to the product even more attractive. The tools provided allow the system to assist in the pre-qualifying/pre-screening process – saving the employer valuable time routing through unqualified candidate resumes.

These enhancements do, however, come with a cost. That cost, we believe, is at substantial savings compared to other products on the market. Costs will vary per organization based on number of employees and system attributes your particular organization needs. Additional discounts were secured through DPL Energy's efforts and are offered to

you as a member benefit through the Chamber. We gave careful consideration to the needs of our smaller employers in the region. These employers, so vital to the area, may not require all of the enhanced functionality. Therefore, companies with less than 15 employees have continued access to unlimited on-line postings at no charge.

If your organization is a current subscriber to the GreaterDaytonWorks.com product, a representative will be in touch with you to go over the enhancements. If you have not investigated utilizing the product before, we would encourage you to do so. If you have any questions, please contact us at the Chamber or our provider at 937-226-8287 or 937-226-8280 for assistance. — ■



The Dayton Area Chamber of Commerce and DPL Energy have worked closely with our provider over the last year to address the needs of employers when they use our job search technology.





# DAYTON

Dayton Area  
Chamber of Commerce

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# ECONOMIC Indicators

*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. Here is a sampling from the February 2009 report.*



## GDP

### GROSS NATIONAL PRODUCT — ANNUAL PERCENTAGE CHANGE

4th Qtr '08	3rd Qtr '08	2nd Qtr '08	1st Qtr '08	4th Qtr '07
-3.8	-0.5	2.8	0.9	0.6

## CPI

### CONSUMER PRICE INDEX FEB. '09

<b>12 month change, ending February '08.....</b>	<b>+4%</b>
<b>Annual percent change '08.....</b>	<b>-0.8%</b>



# Key Economic Indicators — February 2009

## SALES TAX COLLECTIONS

COUNTY	RATE (%)	DEC '08	DEC '07	YTD CHANGE	YTD '08	YTD '07	YTD CHANGE
Butler.....	1.00.....	2,195,355.....	3,321,369.....	-33.90% .....	33,112,821 .....	41,317,070 .....	-19.86%
Clark.....	1.00.....	1,516,787.....	1,130,842.....	-33.90% .....	18,791,959 .....	13,429,820 .....	*
Darke.....	1.50.....	525,449.....	613,058.....	-14.29% .....	7,141,728.....	7,500,135.....	-4.78%
Greene.....	1.00.....	1,731,605.....	1,937,296.....	-10.62% .....	20,903,959.....	21,106,684.....	-0.96%
Miami.....	1.00.....	818,724.....	903,439.....	-9.38% .....	10,902,816.....	10,799,595.....	0.96%
Montgomery .....	1.00.....	4,948,497.....	5,060,584.....	-2.21% .....	64,340,111 .....	64,377,557 .....	-0.06%
Preble .....	1.50.....	347,481.....	350,483.....	-0.86% .....	4,340,758.....	4,383,637 .....	-0.98%
Warren .....	1.00.....	1,969,085.....	2,102,732.....	-6.36% .....	26,612,718.....	26,750,180.....	-0.51%
Region .....	1.05.....	19,537,583.....	20,861,481.....	* .....	221,864,483.....	224,095,875.....	*

## Cost of Living Index

### JANUARY 2009

<b>Dayton, OH.....</b>	<b>92.0</b>
<b>Columbus, OH.....</b>	<b>95.6</b>
<b>Cleveland, OH.....</b>	<b>96.3</b>
<b>Richmond, VA .....</b>	<b>104.2</b>
<b>Chicago, IL.....</b>	<b>112.5</b>
<b>Miami, FL.....</b>	<b>116.6</b>
<b>Baltimore MD .....</b>	<b>121.9</b>
<b>San Francisco, CA.....</b>	<b>172.1</b>
<b>U.S. AVERAGE.....</b>	<b>100.0</b>

## UNEMPLOYMENT RATE

	JAN '09	JAN '08	'08 AVERAGE
Dayton MSA (Metropolitan Statistical Area).....	10.90%.....	6.40%.....	7.10%
Ohio .....	8.80%.....	5.70%.....	6.50%
U.S.....	7.60%.....	4.90%.....	5.80%

12-MONTH

## VALUE OF NEW CONSTRUCTION

DAYTON MSA NEW CONSTRUCTION	YTD JAN '09	YTD JAN '08	YTD CHANGE
Non-residential.....	15,065,000.....	11,571,000.....	30%
Residential.....	8,571,000.....	18,008,000.....	-52%
Total .....	23,636,000.....	29,579,000.....	-20%

## HOME SALES

DAYTON MSA	JAN '09	DEC '08	% CHANGE	YTD '09	YTD '08	% CHANGE
No. of homes sold .....	520 .....	670.....	-22.4% .....	520 .....	670.....	-22.4%
Total home sales (\$,000s) .....	53,727 .....	77,827.....	-31.0% .....	53,727 .....	77,827.....	-31.0%
Average sale price (\$) .....	103,323 ...	116,161.....	-11.1%			



# REGION'S Largest Employers

## Company

## Employees in 2008

## Classification

Wright-Patterson Air Force Base.....	22204	United States Air Force
Premier Health Partners .....	12000	Hospitals
Kettering Health Network .....	7000	Hospitals
Montgomery County .....	4000	Government Offices
Community Mercy Health Partners .....	3750	Hospitals
Miami University .....	3500	Schools, Colleges, Universities
AK Steel Corporation.....	3415	Steel Producer
The Kroger Company .....	3000	Grocers-Retail
Honda of America Manufacturing, Inc.....	2750	Manufacturing
Dayton Public Schools .....	2722	School, Public
Wright State University.....	2704	Schools, Colleges, Universities
City of Dayton .....	2500	Government Offices
General Motors Corporation.....	2500	Manufacturing
Sinclair Community College.....	2500	Schools, Colleges, Universities
University of Dayton .....	2400	Schools, Colleges, Universities
LexisNexis .....	2300	Computer Consultants-Designers/Solutions
The Berry Company .....	2100	Advertising Agencies & Consultants
NCR Corp. ....	2000	Information Technology
Emerson Climate Technologies .....	2000	Refrigeration & Air Conditioning Equipment
United States Postal Service.....	2000	US Postal Service
National City .....	1870	Mortgage & Lending
Behr Dayton Thermal Products, LLC.....	1850	Manufacturing
Dayton Superior Corporation .....	1800	Manufacturing
RS Information Systems, Inc. (RSIS) .....	1800	Computer Networking
AT&T.....	1700	Telecommunications/Wireless
GE Money.....	1700	Financial Services
Middletown Regional Health.....	1609	Health Care Services
Meijer Inc.....	1600	Retail
Veterans Affairs Medical Center.....	1550	Hospitals
Dayton Power & Light Co. ....	1500	Utilities
Cintas Corp No 1.....	1500	Linen Supply Services
UVMC/Upper Valley Medical Center .....	1480	Health Care Services
The Children's Medical Center .....	1460	Hospitals
The Reynolds and Reynolds Company .....	1389	Information Technology
Bon Ton Stores.....	1381	Retail
DMAX, Ltd. ....	1200	Manufacturing
Greene Health Partners .....	1200	Health Care Services
Arby's Lee's Famous Recipe.....	1162	Restaurants
Baker Concrete Construction .....	1160	Construction
Dayton Daily News/Cox Ohio Publishing .....	1100	Newspaper Publishing
ITW Food Equipment Group LLC .....	1100	Commercial Restaurant Equipment
Frisch's Restaurants.....	1090	Restaurants
Nelson Tree Service, Inc. ....	1030	Landscaping
Avery Dennison.....	1000	Manufacturing





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## ABOUT JIM JORDAN

*Jim Jordan was raised in Champaign County, Ohio. He earned a Bachelor's Degree in Economics from the University of Wisconsin and a Law Degree from Capital University in Columbus, Ohio.*

*In Congress, Jordan has championed legislation in defense of the unborn, and has led the fight on pro-family issues. He has long been a vocal supporter of securing our borders and enforcing our nation's immigration laws. Congressman Jordan continues to support tax cuts and has offered a series of budget and appropriations amendments aimed at stemming the growth of excessive government spending because he believes that families and taxpayers, rather than government, know best how to make decisions with their money.*

*Jim and his wife Polly are the parents of four children. They live near Urbana and attend Grace Bible Church.*



Congressman Jim Jordan (R – Urbana),  
Ohio's Fourth Congressional District.



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# Getting Down To BUSINESS With...

**Jim Jordan, (R)**  
CONGRESSMAN  
OHIO'S FOURTH DISTRICT

*Q 2009 marked a significant change in political leadership in Washington D.C. What legislative actions have been taken thus far that reveal a difference in public policy priorities? Are there priorities in the U.S. House of Representatives that could impact the business community in the future that are likely to receive increased support under the new administration?*

**Jim Jordan** The whole nation was enthralled with the historic campaign and victory of President Barack Obama. The promise and potential seemed endless. But since taking office in January, I believe the Obama administration has pursued a number of initiatives that will hurt the business environment.

First, a key part of his economic recovery plan is to raise taxes on individuals, families, and business owners making more than \$250,000 per year. History has proven that high taxes never create economic growth. These high taxes are coupled with unprecedented federal spending that is projected to double our national debt over the next 10 years.

This is a reckless and immoral approach to governance that will end up costing our children and grandchildren dearly.

Second, President Obama has signaled his intent to actively pursue a "cap-and-trade" policy for environmental protection. Such a policy is predicated upon the mistaken notion that the United States is solely responsible for man-made global warming, and that we must enact unilateral punishment on our businesses and families who use the energy that expands our carbon footprint. The only thing this short-sighted policy will do is raise energy prices, create new energy taxes that will be passed on to customers, increase the cost of producing goods in America, and have a particularly adverse impact on states such as Ohio.

Third, President Obama appears ready to put barriers in the way of free trade between America and its partners. A state like Ohio draws strength from the diversity offered by agriculture, manufacturing, and trade. Trade agreements must be enforced, but now is not the time to use a down economy as an excuse to punish the American businesses that create jobs and economic activity through trade.

Finally, President Obama has opened the door to increased, forced unionism through his support of the so-called "Employee Free Choice Act." This legislation would remove

the guarantee of a secret ballot election for whether to allow a collective bargaining unit to represent employees. Removing the guarantee of a secret ballot is un-American, and should be opposed on principle.

*Q A hallmark to the Dayton region is the strategic and collaborative approach it uses to support many of its advocacy and economic development initiatives. As the nation as a whole faces challenging economic times, what must the Dayton region do to better adjust to the changing economic climate?*

**JJ** It goes without saying that the region's collaborative approach towards economic development and other initiatives stands out from other regions in the state and nation. I hope you have seen real, empirical results that your approach has dramatically increased the effectiveness of your efforts. Moving forward, it is important to continue thinking short- and long-term. We all saw the distinct importance of having shovel-ready projects that can be funded and implemented quickly. Though as you know, while shovel-ready projects have their purpose, such projects do not always have the highest impact in terms of economic development and job creation.

*(continued on page 18)*

(continued from page 17)

**Q** What are your top legislative priorities for the Dayton region's business community over the coming year? How can the Dayton business community assist in the success of these priorities?

**JJ** I will strongly oppose the above-mentioned parts of the Obama agenda that will hurt businesses in the Miami Valley and beyond, including attempts to raise taxes, irresponsibly increase federal spending, limit free-and-fair trade, and enact policies for cap-and-trade and card-check. Towards that end, I introduced the only balanced budget that was considered by Congress this year. This effort proved that through fiscal responsibility, we can fund the services needed by Americans without continuing on a destructive path toward economic disaster. I believe we will turn our economy around by adhering to the principles that helped make us the greatest nation on earth – low taxes, reasonable regulations, and incentives for the entrepreneurs and job creators to produce the knowledge and products that the world wants and needs.

**Q** The Dayton region is well-positioned to be a transportation and logistics center for the State of Ohio and the country. With the strategic location of I-70/I-75 interchange, the Dayton Airport freight distribution infrastructure and the strategic location of rail lines, the Dayton region boasts a unique position in the logistics market. How do we better highlight this strategic asset to our governmental leadership in Washington, D.C.?

**JJ** You have correctly identified a phenomenal strength of the Dayton region. Those of us who live in the Miami Valley understand this, but I agree that this may not be quite common knowledge among state and federal policymakers. I am confident that the marketing professionals in your organization



With over 80,000 college students in the Dayton region, local businesses are reaching out to identify students who match their workforce demands, and then offering them internships.

will continue to do a great job in promoting this regional strength. I would suggest that many offices define such strength in terms of our ability to demonstrate vision, strategy, and results. Convince them with the facts, and we'll show them we're a winner every time!

**Q** Workforce development has been identified as a primary focus for businesses across the State of Ohio and throughout the country. The search for highly skilled and qualified workers has led the business community to pursue more opportunities with college interns. With over 80,000 college students in the Dayton region, local businesses are reaching out to identify those students who are seeking high-tech/high-skilled jobs post-graduation, and providing them with internship opportunities while still in school. What do you believe is the best method of gaining federal support for these initiatives that benefit both our future workforce and the business community?

**JJ** I agree that keeping and creating jobs is due in large part to issues related to workforce development. In short, I believe the best recipe for success in this endeavor, again, is to demonstrate vision, strategy, and results. Our office has followed the development of a similar program in Central Ohio for the past few years. Their program is growing and yielding some results, but they are still seeking their first installment of federal support. With a long-term strategy in mind, Dayton students have potential to be at the top of our future workforce. — ■







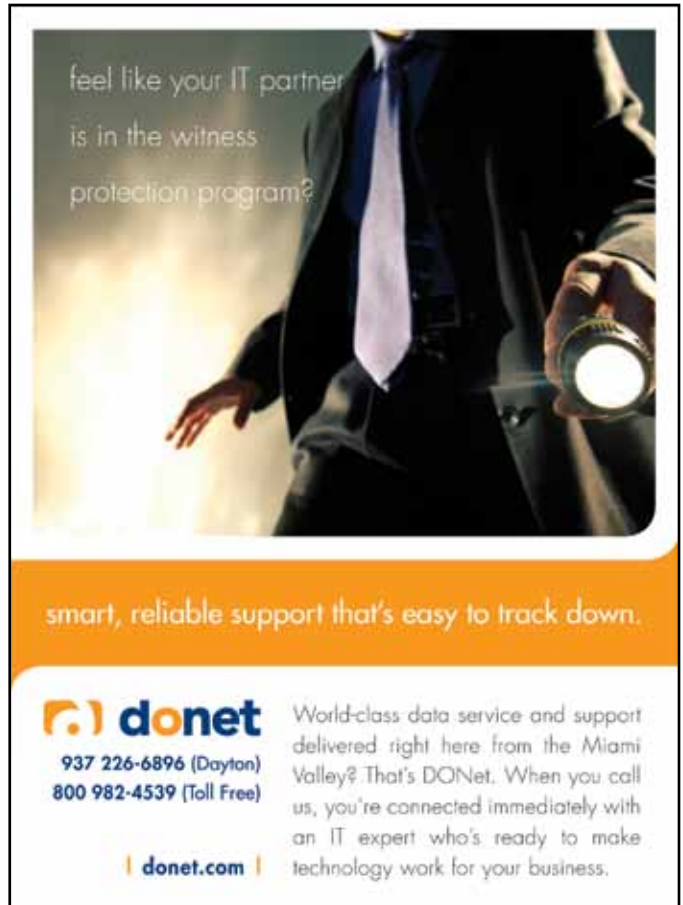
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# INTRODUCING the Delegation

*In the Winter 2009 issue of Focus magazine, we profiled the following members of The Dayton Region's Legislative Delegation: John Adams, Richard Adams, Terry Blair, William Coley II, Courtney Eric Combs, Keith Faber, Bob Hackett, Shannon Walker Jones, Ron Maag, Jarrod Martin, Seth Morgan and Bob Schuler. We continue this feature with the seven remaining profiles.*

## Dayton Region's Legislative Delegation

### 128TH GENERAL ASSEMBLY

#### NAME:

**Jon Husted**

#### DISTRICT:

6th Senate District

#### TERM:

First

#### EDUCATION:

B.A., University of Dayton  
M.A., University of Dayton

#### CAREER:

Speaker of the Ohio House of Representatives (2005-2008); State Representative, 2000-2008; Vice-President of Business and Economic Development, Dayton Chamber of Commerce; Administrative Assistant, Montgomery County Commissioner Don Lucas

#### PERSONAL BACKGROUND:

Married to wife, Tina. Two children, Alex and Katie.



in Ohio and cleaner, greener energy production. This was triggered by advanced and renewable energy benchmarks, passed in the House that requires Ohio starting in 2009 to produce 25% of its electricity from renewable sources.

**Q** What are your top legislative priorities for the 128th General Assembly?

**A** Making sure that each child has the best opportunities available for a quality education and advocating for policies that will help improve Ohio's economy and create better jobs. Economic recovery and job creation, ensuring that Ohio responsibly addresses its budget challenges with fiscal prudence, preserving the tax reforms enacted in 2005 and preparing Ohio to prosper as we look toward the future.

#### NAME:

**Peggy Lehner**

#### DISTRICT:

37th House District — Dayton (Ward 9), Oakwood, Kettering (Districts 3 and 4), Moraine, West Carrollton, Miamisburg, Miami Township

#### TERM:

2 years 2009-2010

#### EDUCATION:

B.A., St. Mary of the Woods College

#### CAREER:

Homemaker

#### PERSONAL BACKGROUND:

Three term member of Kettering City Council, Chairman of the First Suburbs Consortium of Dayton (2005-2008), Board Member of RTA (2005-2008), 35 year resident of Kettering. Mother of five grown children with 10 grandchildren. Married to Jim Lehner M.D.



**Q** What is your top legislative priority for the 128th General Assembly?

**A** My first priority will be to work in a bipartisan way to address the economic crisis facing Ohio. Specifically I would like to work on some reforms to the Medicaid system that will enable the state to deal effectively with the burgeoning senior population whose health care needs currently account for approximately 25% of the state's general revenue fund. Secondly, the Miami Valley region is home to some of the most creative education leaders in the state and I would like to leverage those resources to help address issues related to not only funding but quality schools — at all levels — in Ohio.

**Q** How do you plan on collaborating with the Dayton region's legislative delegation to help accomplish your legislative priorities?

**A** I think it is very important that the Dayton delegation works together to first identify some of the critical issues facing our community. The delegation has already started to meet on a regular basis to determine some priorities and strategies for accomplishing goals that will benefit the entire Miami Valley. I think it is important that the legislative delegation also works closely and cooperatively with local and county elected officials.

#### NAME:

**Clayton R. Luckie**

#### DISTRICT:

39th House District

#### TERM:

Third

#### EDUCATION:

Associates, Sinclair Community College  
B.A., The Ohio State University





**CAREER:**

He serves at Marketing and Sales Director of JEC Paper and Related Products, one of the nation's largest minority-owned companies. His commitment to public service, though, has spanned more than a decade. He served on the Dayton Public School Board from 1996 to 2006, which fueled his desire to fight for better education statewide in the Ohio General Assembly. In the Statehouse, Rep. Luckie serves as Chairman of the State Controlling Board and Vice Chair of the Ohio House Education Committee. He is a member of the Finance Committee and its Primary Education Subcommittee, the Local Government and Public Administration Committee and the Housing Urban Revitalization Committee.

**PERSONAL BACKGROUND:**

Back home, he is a member of the DayBreak Board of Trustees and the Dayton Urban League Black Leadership 9th Class and Steering Committee. He also sits on the Phillips Temple CME Church Steward Board, and he is a Kappa Alpha Psi Inc., Life Member.

His community activities include involvement, past and present, with the Southern Dayton View Community Development Corporation and the Southwest Priority Board Office. He has been President of the Black School Board Members Association, the Statewide Minority Business Taskforce and the Ohio Black Caucus, Vice President of the Young Democrats, and a trustee for the Ohio School Board Associations.

Rep. Luckie is also proud to have been the first minority Chair of the Downtown Holiday Festival in Dayton. He was selected as a "Top 40 Under 40" winner by the Dayton Business Journal in 2003.

Rep. Luckie lives in Dayton with his wife Lisa and their son Christopher.

**Q** *What has been your most significant accomplishment during the 127th General Assembly?*

**A** My most significant accomplishment during the 127th General Assembly and these are in no particular order, first was House Bill 119. This bill was dedicated to balancing the State budget. Next my vote and support for STEM schools. STEM (Science Technology Engineering and Math) give the students insight into how all of these work together, as well as cultivate our youth's creativity and innovation. Third, my support of legislation that holds our schools accountable. In these times when education is headed in a new direction, accountability is the key to making sure that our students, all over the state, are receiving a great education. Finally, House Bill 113 which sought to assist incarcerated individuals with their reentry into society.

**Q** *What are your top legislative priorities for the 128th General Assembly?*

**A** My top legislative priorities for this General Assembly, this is in no particular order, are as follows. First, school funding. The following items all tie into each other and are as follows, the stimulus bill, economic development and statewide job creation. Finally, promoting EDGE/MBE statewide.

**NAME:**

**Ross W. McGregor**

**DISTRICT:**

72nd House District

**TERM:** Third (Including appointed term in 2005)

**EDUCATION:**

B.S., Urbana University

**CAREER:** Manufacturer



**Q** *What has been your most significant accomplishment during the 127th General Assembly?*

**A** Passage of House Bill 30, which prohibits any local authority from using traffic law photo-monitoring devices to enforce any traffic law until after it has erected signs on every highway that is not a freeway that is part of the state highway system, and that enters that local authority, informing inbound traffic that the local authority utilizes traffic law photo-monitoring devices to enforce traffic laws.

Passage of House Bill 285, which generally requires a state agency or regulatory authority to waive administrative fines or civil penalties for paperwork violations that are first-time offenses committed by a small business.

**Q** *What are your top legislative priorities for the 128th General Assembly?*

**A** Passage of legislation regarding timber theft (Legislation in drafting process); Passage of legislation regarding fraud reporting systems, complaints of fraud and misuse of public funds (House Bill 58, introduced March 4, 2009); Passage of a fiscally responsible state budget that does not raise taxes; Work to grow the state economy, create jobs and generally make the district and the state of Ohio a great place to live, work and raise a family.

**NAME:**

**Fred Strahorn**

**DISTRICT:**

5th Senate District

**TERM:**

First (selected to fill seat vacated by Tom Roberts)

**EDUCATION:**

B. A., The Ohio State University

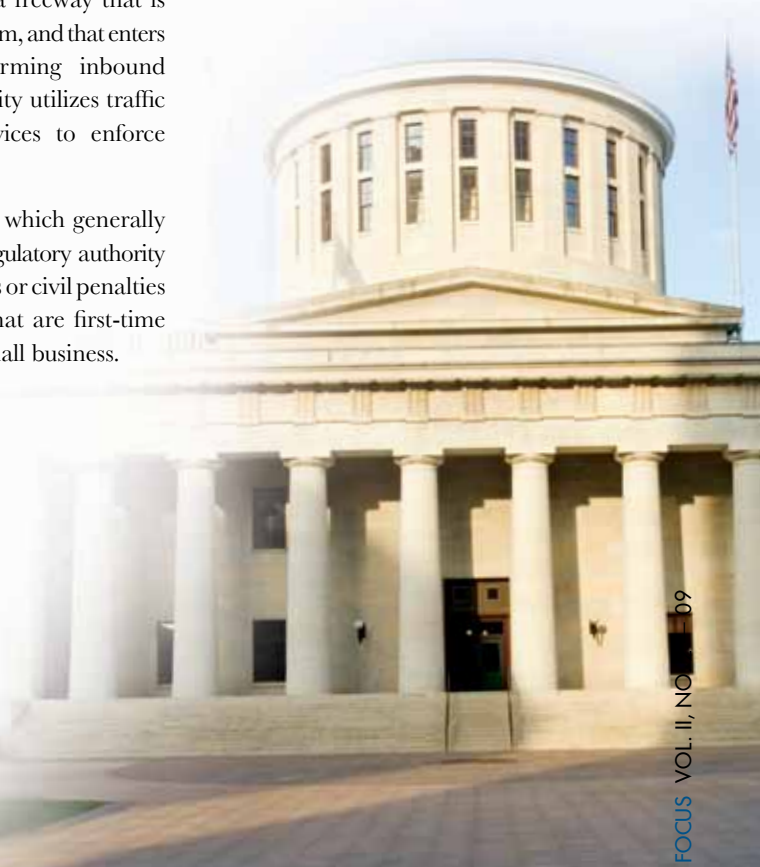
**CAREER:**

Real Estate

Member of the Ohio House of Representatives for the 39th District of Ohio from 2000-2008.

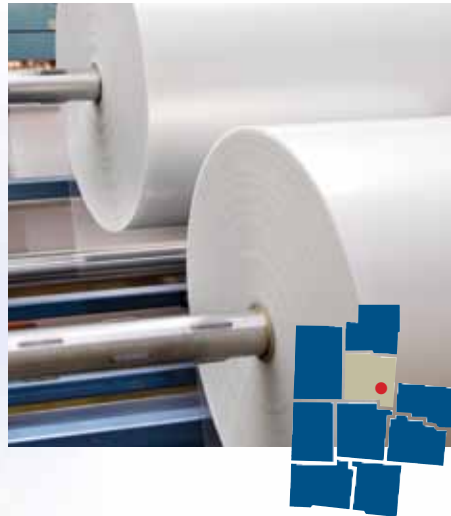


*(continued on page 25)*



# REGIONAL Update

*In this issue, we feature Miami and Warren counties. Miami County was established in 1807 and has a population of 98,868 residing in its 409-square-mile area. Its major cities are Troy, Tipp City and Piqua. Established in 1803, 407-square-mile Warren County has a population of 158,383. It is part of the Cincinnati-Middletown Metropolitan Statistical Area. Its major cities are Lebanon, Franklin and Middletown.*



## Miami County

COUNTY SEAT: **Troy**

A lot of Miami County business is focused on the advanced automotive industry, supplying Honda in Ohio and Indiana, said county Development Director Jim McGarry. He added that the area also has a number of plastics' companies, both injection-molding firms and those making plastic films. "It just seems that there's a lot of injection-molding expertise in this area," he said. A lot of this work was automotive-related, but has now moved into aerospace, advanced machinery and other areas, McGarry said.

McGarry noted that the cities of Troy, Piqua and Tipp City all have development directors to work on economic growth in their cities and that his office wants to make sure there are adequate utilities to support growth along major highways between the cities. — ■



## Warren County

COUNTY SEAT: **Lebanon**

Growth along the I-75 corridor also is on the mind of Kimm Coyner, Warren County development director. She said Warren, Montgomery and Butler county officials got together last year to talk about planning for development along the corridor from Union Centre Boulevard to Austin Road. She sees commercial and industrial growth there, as well as medical facilities. Home Depot recently became the first tenant of Corridor 75 Park, at Ohio 63 and I-75. The company began operating a 657,000-square-foot logistics and distribution center that will provide 500 jobs.

In other developments, Coyner said, Mane, the French flavoring and fragrance company, is building its U.S. headquarters in Lebanon, and her office is working with Franklin on a "transload" rail service facility that, in essence, would offer railroad service to businesses throughout the county. Materials could be shipped by rail to Franklin, then transferred to trucks for local delivery. — ■



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**Dental** — Dental Blue® offers members access to an extensive national dental network that includes more than 85,000 provider locations. Dental Blue has comprehensive plan designs that include discounts on non-covered services and discounts after annual maximums have been met.

**Vision** — Blue View Vision<sup>SM</sup> gives employees access to one of the largest national vision networks with more than 44,000 provider locations, including independent practitioners, as well as popular retail locations like Lens Crafters®, Target Optical, Sears Optical, JC Penney Optical and Pearle Vision



locations. Our flexible plan designs include extra member discounts like savings off the balance over their frame allowance.

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Over the next few months, we'll bring you a series of cost-saving tips, designed to help you make the most of your budget and benefits. In the next issue, we'll talk about the benefits of an HSA versus an HRA, and when one of these plans is right for you. — ■



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# BREAKFAST Briefing Preview

FRIDAY, JULY 10



**TIME: 7:15 A.M. - 9:00 AM**

**SPEAKER: Erin Hoeflinger**

*President, Anthem Blue Cross  
Blue Shield of Ohio*

## LEADING EFFORTS TO IMPROVE ACCESS TO HEALTH CARE IN OHIO

Erin Hoeflinger was named President and General Manager for Anthem Blue Cross and Blue Shield in Ohio in February 2008. A native Ohioan, Ms. Hoeflinger is responsible for the strategic leadership of the largest health benefits company in the state. Her responsibilities include the development of innovative programs and services to improve the health care experience for nearly 3 million members, leading efforts to improve access to health care in the state and serving as a leader in the transformation of health care.

Ms. Hoeflinger is responsible for the management of all group health business in Ohio including sales, account service and underwriting, as well as for maintaining customer relationships. In addition, she is involved in corporate strategy, planning and execution, and serves as the primary contact for state regulators to ensure compliance and manage any state-related issues. Ms. Hoeflinger also has a leadership role in Anthem's social responsibility activities, maintaining the company's

commitment to the communities it serves across the state. She is based in Mason.

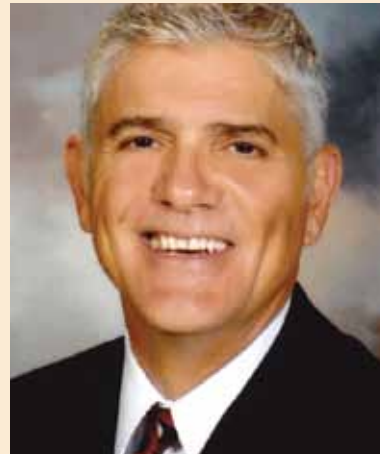
Ms. Hoeflinger's career spans more than 20 years. Prior to becoming president in Ohio, Ms. Hoeflinger served the company as President of Anthem Blue Cross and Blue Shield in Maine, following several years in other leadership positions focused on sales, operations and health care management. As a Vice President of Health Care Management, Ms. Hoeflinger helped Anthem achieve NCQA "excellent" accreditation – the standard of excellence for health plans. During her leadership of operations, she oversaw implementation of business systems that improved customer understanding and satisfaction.

Her experience in health care was further enhanced by her previous roles with Anthem Prescription Management (now WellPoint Next Rx). While serving as Executive Director of Client Relations and Operations, Ms. Hoeflinger's unit achieved the highest client satisfaction levels among all Anthem Specialty companies.

Ms. Hoeflinger combines her commitment to improving the health of Ohio residents with leadership in civic and business affairs. In Maine, she served on the Board of Directors of the Maine State Chamber of Commerce, Maine Chapter of the Kidney Foundation, United Way, and Maine Health Management Coalition. She was recently named the "Woman of Distinction" in 2007 by the Girl Scouts of Maine. As an active volunteer, she plans to continue her personal commitment to the communities and people of Ohio.

Ms. Hoeflinger holds a Masters of Business Administration degree from Xavier University in Ohio and an undergraduate degree in Communications from Wright State University. She and her husband Deron reside in Springboro, Ohio, with their two daughters, Lindsay and Nicole. — ■

FRIDAY, AUGUST 14



**TIME: 7:15 A.M. - 9:00 AM**

**SPEAKER: John Boggess**

*Miami Valley Career  
Technology Center*

## BRINGING INNOVATION AND EXEMPLARY STATUS TO MVCTC

Dr. John Boggess, attended Ohio University in Athens, where he received his bachelor's degree in business administration in 1973, his master's degree in public administration in 1981 and his doctoral degree in education administration in 1997.

He served as a Scioto County JVS administrator for 10 years as treasurer, assistant superintendent and superintendent before becoming superintendent of Miami Valley Career Technology Center in Clayton,



Ohio (formerly known as The Montgomery County Joint Vocational School.) in 1997.

MVCTC serves more than 2,500 high school juniors and seniors in 27 districts in Montgomery, Preble, Miami, Warren and Darke counties. In addition, 5,000 adults take courses and participate in skill upgrades and training at the school each year. Under Dr. Boggess' leadership, MVCTC received two of nine national Exemplary Awards given by the U.S. Dept. of Education in 2003. MVCTC has been featured in national publications for its partnerships with business and industry, post secondary institutions and for its lead role in workforce development in the Miami Valley of southwest Ohio.

In March of 2009, MVCTC was chosen as an exemplary school for its focus on the STEM (science, technology, engineering, and math) topics, by the American Youth Policy Forum, a nonprofit, nonpartisan professional development organization from Washington D.C. This honor included a site visit to MVCTC by teams of legislators from Arizona, Connecticut, Georgia, Maryland, and Massachusetts. Dr. Boggess shared with the visiting legislators MVCTC's successful practices for infusing STEM into high school education.

Dr. Boggess is the recipient of the National AASALeadership in Learning Award, BASA Leadership Award, and received the BASA Administrators Technology Leadership Award and Ohio ACTE Outstanding Service Award for 2005. He served on the Advisory Board for State Superintendent and is past president of Ohio Association of Career-Technical Superintendents. He is an active member of the Ohio Association for Career-Technical Education and Buckeye Association of School Administrators, served as Chairman of the Technology Committee. Also served as Legislative Chairman of Ohio Association of Joint Vocational Schools. Dr. Boggess was appointed by the Speaker of the House of Representatives to serve as commissioner on the eTech commission. He serves on the Board of Directors for Metropolitan Dayton Educational Cooperative Association (MDECA). He has received appointments to the Region 10 Administrative Advisory Council, the Miami Valley P16 Education Consortium and EDvention Board Director. — ■

(continued from page 21)

**NAME:**  
**Chris Widener**

**DISTRICT:**  
10th Senate District

**TERM:** First

**EDUCATION:**  
B.A. in Architecture,  
University of Cincinnati

**CAREER:**  
State Representative (2002-2008)  
Ohio State Senate (2009-present)

**PERSONAL BACKGROUND:**  
Owner and Operator of WDC- Group, a Design and Construction firm located in Springfield, Ohio. Married to wife Sally. Has two children.



**NAME:**  
**Roland Winburn**

**DISTRICT:**  
40th House District

**TERM:** 1st

**EDUCATION:**  
B.A., Central State University

**CAREER:**  
Mr. Winburn, a Dayton native, used his formal education in his work as a psychotherapist employed by Good Samaritan Hospital and Health Center, and as a Child and Family Psychotherapist in a private psychological practice.

He began his life in public service when Montgomery County's Office of Family and Children First hired him to coordinate the planning and evaluation of community health, human and social service programs, and staff to the Local Children's Trust Fund Advisory Board. He also managed several Montgomery County General Fund contracts and Human Services Levy recipient agencies, e.g. the Area Agency on Aging and the Ombudsman's Office, and The Alcohol, Drug Addiction and Mental Health Services Board, Mental Retardation and Developmental Disabilities Board, The Combined Health District, and the Children Services Board. — ■



**Q** *What has been your most significant accomplishment during the 127th General Assembly?*

**A** Passing House Bill 545, which strengthened Ohio's laws regarding the lending practices of the so-called pay-day lending industry. A measure which was upheld by an overwhelming majority of Ohioans during the November 2008 Election.

**Q** *What are your top priorities for the 128th General Assembly?*

**A** Reducing governmental burden on Ohio taxpayers, promoting the growth and prosperity of Ohio small businesses, and improving the efficiency and effectiveness of our state government.



## SORRY We Missed You

*You should have already received your 2009 Membership Directory. Please use your directory for contacting Chamber members and exploring all of the amenities that the greater Dayton region has to offer.*

The following is a list of members whose listings were incorrect or were omitted. Please be sure to update your directory with these member businesses.

**LBJ, Inc.**  
3100 Research Boulevard  
P.O. Box 20246  
Dayton, Ohio 45420-0246  
Phone: 937-259-5000  
Fax: 937-259-5100  
Contact: Mark Thompson  
*Engineer/Architect*

**Burd Brothers, Inc.**  
4005 Borman Drive  
Batavia, Ohio 45103  
Phone: 513-735-0777  
Fax: 513-735-0328  
Contact: Kyle Judy  
*Transportation/Trucking Motor Freight/Warehousing*

# PURCHASING Opportunities

*Chamber members can avail themselves of these special purchasing opportunities and offers:*

## HEALTH CARE

Through the Chamber's partnership with Anthem Blue Cross and Blue Shield, another "members only" benefit is available. Our group Health Insurance program provides:

- Substantial savings for small/medium-sized business owners.
- A network of 1,400+ physicians, and
- Flexible benefit options. insurance available.

**Anthem** 

An independent licensee of the Blue Cross and Blue Shield Association.

**For information, call Kenya Taylor at 888-294-1187 ext. 7122**

## Workers' Comp Savings



Proud Group Rating Administrator for the Dayton Area Chamber of Commerce

Save up to 77% with the Chamber's Group Rating Program

Contact Paul Holiday  
513-257-5750

  
**Frank Gates**  
AVIZENT™

**E·A·P**  
*Plus+*

An Employee Assistance Program for the Dayton Area Chamber of Commerce Members

- ◆ Reduce Health Problems & Absenteeism
- ◆ Improve On-The-Job Performance
- ◆ Reduce Work-Related Accidents
- ◆ Reduce Turnover & Training Expense

For more information please call 937-534-1356

www.careworks.com

**Leading the way.**

CareWorks helps more injured Ohioans recover from workplace injury and successfully return-to-work than any other MCO.

**CareWorks**

1.866.CAREWORKS

## OFFICE DEPOT

Let the Buying Power of the Chamber Save You  
Up to **60%** on Your Office Supplies!

Customers have the ability to order online at  
bsdnet.officedepot.com.

Call or fax order for delivery or visit our  
retail stores to get great values.

**For information, call Kenya Taylor  
at 888-294-1187 ext. 7122**

**Office  
DEPOT**  
Taking Care of Business



3 or more years of your membership fee  
**back in savings!**  
Independent and objective advice  
**from the experts.**

For more information contact:  
**Nicholas Williams** at 937.431.9697  
Nicholas.Williams@SchooleyMitchell.com  
www.smtcdayton.com

**ChamberSOURCE**  
*alliance* Natural Gas Program  
from Vectren Source

Let the buying power of the Dayton Area Chamber of Commerce help you make the natural choice for your business!

Call 1-800-592-8980 today.

 **VECTREN**  
Source  
The natural choice for natural gas™



# Defining **WORKFORCE** Initiative

*Even in times of a challenging economy, workforce issues remain one of the highest priorities for our member businesses. It is no coincidence that workforce is one of your Chamber's top five strategic priorities.*

## CHAMBER DEFINES WORKFORCE INITIATIVE — "T.I.E.D. TO SUCCESS"

Complexities arise in how workforce is defined; the definition is as varied as our membership. Your Chamber services designed to assist in this area are also varied, but our purpose remains clear – to provide our member employers with cost effective and time efficient solutions to their workforce needs. These solutions are both strategic and tactical, and are focused on both the recruitment of new talent and the retention of your existing workforce.

To assist you, our members, in identifying all of the solutions and services your Chamber has available to meet your workforce needs, we have defined and packaged those solutions under the initiative "**T.I.E.D. to Success**". To further assist you, our available products and services can be found under "T.I.E.D. to Success" within the Chamber's website at [www.daytonchamber.org](http://www.daytonchamber.org).

### WHAT IS "T.I.E.D. TO SUCCESS"?

**"T"** encompasses Chamber services for Training & Education. Within the Tied website, the Chamber is introducing a directory of available training services from Chamber member providers. This directory is launching in April 2009. Interested training providers are asked to contact Roberta Walker, Manager, Workforce Development ([rwalker@dacc.org](mailto:rwalker@dacc.org)) to learn how to be included in the directory.

**"I"** encompasses Chamber services for Internships and Young Professionals. Prior articles in this magazine have highlighted the value of utilizing interns within an organization. In addition, the Chamber, as

well as you, realize the critical nature of retaining young professionals and the creative class in our region. To this end, the Chamber has programs to assist companies in hiring interns and the Generation Dayton young professionals program.

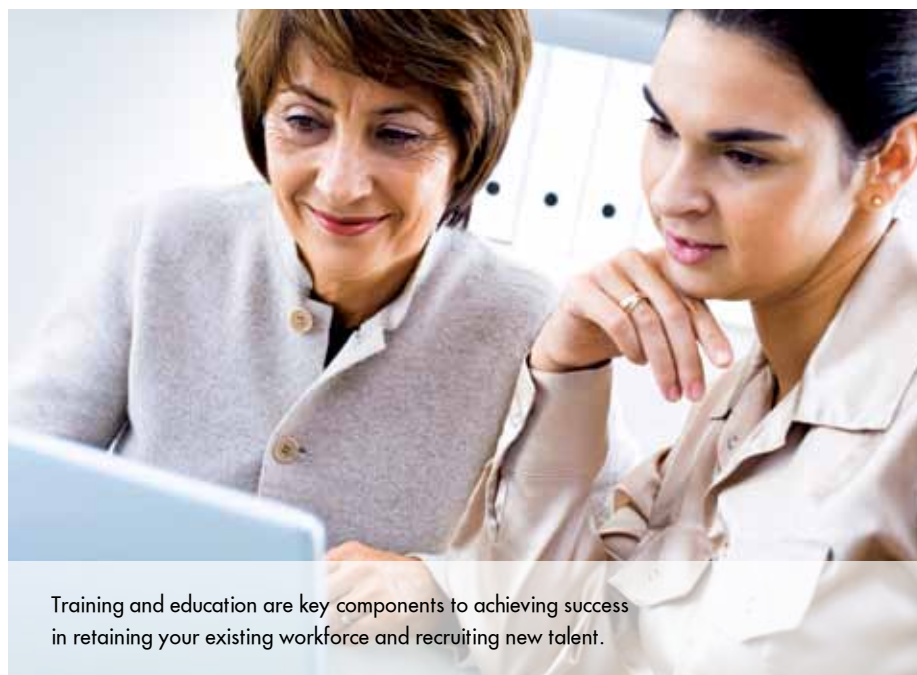
**"E"** encompasses Chamber services for Employee Recruitment. The flagship of this area is our long-running job portal, Greater DaytonWorks.com, courtesy of DPL Energy. The Chamber also provides direct member assistance in employee recruitment, community orientation programs, and printed material on the area.

**"D"** encompasses Chamber services for Data and Resources. These resources are designed to provide best practice information to our members, as well as tools for cost savings and efficiency. Types of information include: workplace diversity, workplace flexibility, and demographic information. Cost savings



and efficiency tools include: group savings employee benefit products, relocation packets, and area maps.

Our purpose in this initiative is to provide our member employers with cost effective and time efficient solutions to their workforce needs. Your Chamber will continue to enhance and expand these tools and services for our members. Please take an opportunity to visit our website and the "T.I.E.D. to Success" section to learn more or contact a member of the workforce solutions team at 937-226-8256. — ■



Training and education are key components to achieving success in retaining your existing workforce and recruiting new talent.

# NEW MEMBERS List

For members' complete information, please visit our website [www.daytonchamber.org](http://www.daytonchamber.org)



**A Healing Bridge**  
4756 Fishburg Road  
Huber Heights, OH 45424

**Addictions Resource Center**  
330 Phillips Street  
Yellow Springs, OH 45387

**After Hours Internal Medicine**  
2361 Lakeview Drive  
Beavercreek, OH 45431

**All Season Remodeling Co.**  
4761 Old Salem Road  
Englewood, OH 45322

**American Precision Connections**  
3506 Encrete Lane  
Moraine, OH 45439

**Apex Services LLC**  
295 Northland Boulevard  
Cincinnati, OH 45246

**Aqua Falls Water**  
7606 Dayton Road  
Fairborn, OH 45324

**Arthur Murray**  
17 Prestige Plaza Drive  
Dayton, OH 45342

**Asian Buffet and Grill**  
6999 Miller Lane  
Dayton, OH 45414

**Autism Society of America-Dayton**  
P.O. Box 1013  
Miamisburg, OH 45343

**Avisity Technology Solutions**  
1987 Vista Oaks Trail  
Dayton, OH 45459

**AWSCO, Inc.**  
4301 James H. McGee Boulevard  
Dayton, OH 45427

**Baker & Daboll, LLC**  
1600 Scripps Center, 312 Walnut Street  
Cincinnati, OH 45202

**Bayer Builders Inc.**  
3830 Rench Road  
Covington, OH 45318

**Belmont Coin Shop**  
2749 Wilmington Pike  
Kettering, OH 45419

**BerryHill Partners LLC**  
1096 Berryhill Road  
Bellbrook, OH 45305

**Bigelow, Dan**  
2537 Indian Wells Trail  
Xenia, OH 45385

**Buckingham & Company**  
6856 Loop Road  
Dayton, OH 45459

**C & C Dyno, LLC**  
2387 Addison New Carlisle Road  
New Carlisle, OH 45344

**C. G. Construction**  
6891 Germantown Pike  
Miamisburg, OH 45342

**Calvary Contracting, Inc.**  
235 Glaser Street, Suite A  
Fairborn, OH 45324

**Capital Health Services**  
5020 Philadelphia Drive  
Dayton, OH 45415

**Cast Plus, Inc.**  
415 Oxford Road  
Franklin, OH 45005

**Chappys Grille**  
2733 West Alex Bell Road  
Moraine, OH 45439

**ChemStation International, Inc.**  
3400 Encrete Lane  
Dayton, OH 45439

**CMC Technologies, Inc.**  
8080 Beckett Center Drive, Suite 203  
West Chester, OH 45069

**College Town Profile  
(Div. of Village Profile)**  
33 North Geneva Street  
Elgin, IL 60120

**Common Cents Energy, LLC**  
1275 Boardman-Poland Road, Suite 5  
Youngstown, OH 44514

**Consolidated Machinery Movers**  
15 Heid Avenue  
Dayton, OH 45404

**Cradle North America**  
3640 Colonel Glenn Highway  
Dayton, OH 45435

**Custom Mechanical Systems Corp.**  
1715 Springfield Street  
Dayton, OH 45403

**Daetwyler R & D Corporation**  
2133 Lyons Road  
Miamisburg, OH 45342

**Dayton Bar Association**  
109 North Main Street, Suite 600  
Dayton, OH 45402

**Dayton Precision Services**  
1440 Nicholas Road  
Dayton, OH 45418

**Dayton Ski & Board Club**  
P.O. Box 1334  
Dayton, OH 45401

**Design Homes & Dev. Co., Inc.**  
8534 Yankee Street  
Dayton, OH 45458

**Dog Watch of Dayton**  
12490 Old Columbus Road  
South Vienna, OH 45369

**Drywall Wizard**  
1516 Springfield Street  
Dayton, OH 45403

**Elaine Skin Care**  
2765 Harlan Road  
Waynesville, OH 45068

**Electric Werkes, Ltd.**  
1938 West Alex-Bell Road  
Centerville, OH 45459

**Elizabeth Place Subway**  
One Franciscan Way  
Dayton, OH 45408

**Elliott Heller, CPA**  
8281 McEwen Road  
Dayton, OH 45458

**Emmaus Investor Services Corp.**  
117 Fairground Avenue  
Dayton, OH 45409

**Enginetics Corporation**  
7700 New Carlisle Pike  
Huber Heights, OH 45424

**Exciton, Inc.**  
P.O. Box 31126  
Dayton, OH 45437

**FocalPoint Business Coaching**  
6560 Sunny Drive  
Mason, OH 45040

**Greene Dental Associates**  
3989A Colonel Glenn Highway  
Fairborn, OH 45324

**GSSP Enterprises, Inc.**  
7240 Meeker Creek Drive  
Dayton, OH 45414

**Hearth & Home Assisted Living and  
Memory Care At Vandalia**  
55 Great Hill Drive  
Dayton, OH 45414

**Hollys Home Cooking**  
489 East Dixie Drive  
West Carrollton, OH 45449

**Horan Associates, Inc.**  
8756 Union Centre Boulevard  
West Chester, OH 45069



**Hornaday, James E.**

1004 Oak Drive  
Richmond, IN 47374

**Iyatech**

2090 Hewitt Avenue  
Kettering, OH 45440

**Jim Dagg Public Speaker**

P.O. Box 456  
Springboro, OH 45066

**Jimmy Johns**

1157 Brown Street  
Dayton, OH 45409

**John W. Dobson, M.D., Inc.**

2330 East High Street  
Springfield, OH 45505

**KMH Systems, Inc.**

6900 Poe Avenue  
Dayton, OH 45414

**Lake Business Products**

1936 Woodman Center Drive  
Kettering, OH 45420

**LJ Deweese Co.**

3616 Tipp-Cowlesville Road  
Tipp City, OH 45371

**LL Patterson LLC**

25 East Mill Street  
Springboro, OH 45066

**LocalAdLink**

6139 Dog Leg Road  
Dayton, OH 45415

**Marble Dimensions Worldwide**

P.O. Box 751353  
Dayton, OH 45475

**Maximum Flight Advantages**

3540 Hangar Drive  
Vandalia, OH 45377

**McGillicutty's**

1980 East Whipp Road  
Kettering, OH 45440

**Miles Ahead Technology LLC**

22 South Main Street  
Miamisburg, OH 45342

**Morris Heating Cooling  
Electrical Service**

517 North Main Street  
Piqua, OH 45356

**My Favorite Muffin & Bagel Cafe**

175 East Alex Bell Road, Suite 220  
Centerville, OH 45459

**North American Laserscopic  
Spine Institute**

One Elizabeth Place  
Dayton, OH 45408

**Office Out of the Box LLC**

P.O. Box 189  
Mason, OH 45040

**Orthopedic Associates of SW Ohio, Inc.**

7677 Yankee Street, Suite 110  
Centerville, OH 45459

**Packaging Corporation of America**

1824 Baltimore Street  
Middletown, OH 45044

**Pepito's**

1130 East Central Avenue  
West Carrollton, OH 45449

**Physician Sleep Diagnostic Center**

7756 Washington Village Drive, Suite A  
Centerville, OH 45459

**Pizza Express**

4194 Kettering Boulevard  
Moraine, OH 45439

**Posh Pets**

3036 Far Hills Avenue  
Dayton, OH 45429

**Public Sector Technologies**

1221 Wilmington Avenue  
Dayton, OH 45420

**R & R Painting Co., Inc.**

2372 Arbor Boulevard  
Dayton, OH 45439

**Rebuilding Together Dayton**

1056 Brown Street  
Dayton, OH 45409

**Remodeling Designs, Inc.**

482 Windsor Park Drive  
Dayton, OH 45459

**Reticle Web Marketing**

4701 Presidential Way, Suite B  
Kettering, OH 45429

**S & W Engineering**

3918 Traine Drive  
Dayton, OH 45429

**S. E. United**

40 Upper Avenue  
Dayton, OH 45417

**Safety Through Engineering**

9363 Detrick Jordan Pike  
New Carlisle, OH 45344

**Salon Reveal**

1002 Miamisburg Centerville Road  
Centerville, OH 45459

**Schroeder, Ronald**

1940 Armstrong Road  
Fairborn, OH 45324

**Sonic Drive-In Restaurant**

6334 Far Hills Avenue  
Dayton, OH 45459

**Sparkling Pro Cleaning Services**

451 Greenmont Boulevard, Suite 2  
Dayton, OH 45419

**Spectracam Limited Liability**

660 Milburn Avenue  
Dayton, OH 45404

**Stafford Gage & Tool, Inc.**

4606 Webster Street  
Dayton, OH 45414

**Stateline Medical Equipment**

630 Liberty Avenue  
West College Corner, IN 47003

**Succeed Inside the Box**

105 Four Meadows Lane  
Morrisville, NC 27560

**The Donna Shepard Company**

1913 Bellbrook Woods Court  
Bellbrook, OH 45305

**The Other Place**

P.O. Box 1294  
Dayton, OH 45401

**The Schindler Banquet Center**

1183 Tyndale Lane  
Xenia, OH 45385

**Thompson Enterprises**

**Db a Hagan Street Rod Neccessities**  
721 West Monroe Street  
New Bremen, OH 45869

**Time & Management Pool Products, Inc.**

2107 East Home Road  
Springfield, OH 45503

**Tires Unlimited**

4742 Wadsworth Road  
Dayton, OH 45414

**TPI Composites, LLC**

2145 Airpark Drive  
Springfield, OH 45502

**Travelhost**

5631 Oakview Terrace  
Liberty Township, OH 45011

**Twin Valley Equipment, Inc.**

1980 U.S. Route 35 East  
Eaton, OH 45320

**TwinTowers Logistics**

P.O. Box 4243  
Dayton, OH 45410

**Ultra Payroll Services**

2718 Wayne Avenue  
Dayton, OH 45420

**Validex**

324 West 9th Street  
Cincinnati, OH 45202

**Visual Marketing Associates, Inc.**

123 Webster Street, Studio 3  
Dayton, OH 45402

**West Heating & Cooling**

810 Bechtle Avenue, Suite C  
Springfield, OH 45504


**Win Realty Solutions LLC**

P.O. Box 503  
Vandalia, OH 45377

**Women In Business Networking**

P.O. Box 861  
Springboro, OH 45066

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Entrepreneurs*



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*Pushing the Possibilities*

# CHAMBER Chatter

## PROMOTIONS —

CHRIS WIMSATT



Chris Wimsatt has been promoted to Director, Economic Development. For the past several years, Wimsatt has held the position of Manager of Workforce Development at the Chamber and played an integral part of the economic development team in the Dayton region. Wimsatt's new responsibilities will include assisting companies with recruitment, retention and outplacement efforts, acting as part of the Ohio Rapid Response workforce team, grant writing and implementation, public policy representation, data collection and research, and the coordination of economic development activities with local municipalities and economic development organizations. To contact Chris please call 226-8293 or email him at [cwimsatt@dacc.org](mailto:cwimsatt@dacc.org) — ■

ROBERTA WALKER



Roberta Walker has been promoted to Manager, Workforce Development. For the past several years Roberta has held the position of Public Relations Specialist at the Chamber and played a key role in the Marketing and Communications department. Walker's new responsibilities will be managing the Greater Dayton Works program, the Chamber new training and development initiatives, and serve as the Chamber liaison for workforce development in the region. To contact Roberta please call 226-8258 or email her at [rwalker@dacc.org](mailto:rwalker@dacc.org) — ■

## RIBBON CUTTING —

MARCH 18, 2009



### Greene Dental Associates

*Providing World Class Smiles!* — At Greene Dental Associates, dental office, your smile is their top priority. Dr. Percy Torkornoo and his entire team are dedicated to providing you with the personalized, gentle care that you deserve. Greene Dental Associates are devoted to restoring and enhancing the natural beauty of your smile using conservative, state-of-the-art procedures that will result in beautiful, long lasting smiles! Greene Dental Associates are located at 3989 Colonel Glenn Highway, Suite A in Fairborn, Ohio or visit them at [www.greenedentalcare.com](http://www.greenedentalcare.com). — ■

### 4TH QUARTER 2008 —

Connie Wilcox — Dayton Power & Light Co.  
Katie Caven — Dayton Business Journal  
Gary Froelich — Froelich Law Office  
Jeff Sharkey — Faruki Ireland & Cox P.L.L. (not pictured)



*volunteers of the quarter.*



# GENERATION Dayton

*Young professionals in Dayton have a reason to CELEBRATE — Generation Dayton is proud to be celebrating its third anniversary this May. Generation Dayton was officially founded on May 6, 2006 when the Dayton Young Professionals Association agreed to merge its operations with the Dayton Area Chamber of Commerce to form the organization now called “Generation Dayton.”*



This marked the beginning of a new era for Dayton's young professionals.

Generation Dayton is a diverse organization of talented young professionals who live and work in the Dayton region and helps its members meet, network, learn, grow, and establish themselves as integral components in the future success of the Dayton region. The Dayton Area Chamber staff, volunteers, and sponsoring organizations have all been integral to the success of this organization over the last three years.

May 1, 2009 is the 4th annual Generation Dayton Day – a day when we celebrate the successes of Generation Dayton and its members and also invite all young professionals in the Dayton Region to “Get Out, Give Back, and Get Down.” This event is open to members and non-members of Generation Dayton.

We “**Get Out and Give Back**” by volunteering in the community for an afternoon. It is Generation Dayton's desire that employers realize the sense of community created amongst participants on this day, the aptitude to make our community a better place, and encourage the young professionals of their organization to get out and give back. In the last two years, 96 Generation Dayton Day volunteers provided more than 300 hours of service, benefitting our community by approximately \$5,810.72.

Members then come together to “**Get Down**” with a social gathering to share the day's volunteer experiences and celebrate another successful year for Generation Dayton.

Throughout the year, Generation Dayton offers events that focus on professional development, community service, and social networking. In terms of volunteering, members are highly encouraged to match their passion with a local agency to serve continuously throughout the year. Generation Dayton's Second Annual Volunteer Speed Match is scheduled for August 11, 2009, where members will be encouraged to do just that.

For more information about Generation Dayton events or becoming a member, visit our website at [www.generationdayton.org](http://www.generationdayton.org).

If your company is interested in becoming a sponsor of Generation Dayton or encouraging your employees to participate, please contact Stephanie Yenn at 937-226-8256 or Chris Kershner at 937-226-8289. — ■

## UPCOMING Events

MAY

19

### Business And Breakfast

DATE/TIME ..... May 19, 7:00 - 8:00 am  
LOCATION ..... The Brunch Club  
COST ..... Free to attend; Breakfast at your own expense  
REGISTRATION.... Stephanie Yenn, [syenn@dacc.org](mailto:syenn@dacc.org) by May 15

MAY

22

### Fourth Friday Lunch

DATE/TIME ..... May 22, Noon - 1:00 pm  
LOCATION ..... Thai 9  
COST ..... Free to attend; Lunch at your own expense

JUNE

19

### Tour Of Wright-Patterson Air Force Base

DATE/TIME ..... June 19, Noon - 4:30 pm  
LOCATION ..... Hope Hotel & Conference Center, WPAFB, (Building 823 Area A)  
COST ..... Free to attend; Lunch at your own expense  
REGISTRATION.... LaDonna Wulfeck, [lwulfeck@dacc.org](mailto:lwulfeck@dacc.org) by June 16

# CALENDAR Of Events

MAY  
20

## Business After Hours

DATE/TIME ..... May 20, 5:30 - 7:30 pm  
TOPIC..... Business to Business Networking  
LOCATION..... Soraya Farms



MAY  
20

## Safety Lunch With The Experts

DATE/TIME ..... May 20, 11:30 am - 1:00 pm  
SPEAKER..... Kathleen Davenport, Ohio Bureau of Workers' Comp  
TOPIC..... Cost Control Strategies  
LOCATION..... Mandalay Banquet Center



JUNE  
12

## Breakfast Briefing

DATE/TIME ..... June 12, 7:15 - 9:00 am  
SPEAKER..... Tom Pelto/Mike Kehoe, AT&T  
TOPIC..... Technological Change Is Happening  
LOCATION..... Dayton Racquet Club



JUNE  
17

## Safety Breakfast With The Experts

DATE/TIME ..... June 17, 7:30 - 9:00 am  
SPEAKER..... Dick Gilgrist, Cincinnati Area OSHA Director  
TOPIC..... OSHA Update  
LOCATION..... Mandalay Banquet Center



JULY  
15

## Business After Hours

DATE/TIME ..... July 15, 5:30 - 7:30 pm  
TOPIC..... Business to Business Networking  
LOCATION..... Girl Scouts of Western Ohio



JULY  
10

## Breakfast Briefing

DATE/TIME ..... July 10, 7:15 - 9:00 am  
SPEAKER..... Erin Hoeflinger, Pres. Anthem BC/BS of Ohio  
TOPIC..... TBA  
LOCATION..... Dayton Racquet Club



For more information or to register, visit us online at [www.daytonchamber.org](http://www.daytonchamber.org)