LEADERSHIP DAYTON NOW
ACCEPTING APPLICATIONS  p05

MINORITY BUSINESS
UPDATE  p09

STRATEGIC PRIORITY HIGHLIGHT
- WHY MEMBERS BELONG  p10

ECONOMIC DEVELOPMENT
UPDATE  p12

REGIONAL UPDATE – SHELBY
AND CLARK COUNTIES  p14

GETTING DOWN TO BUSINESS
WITH DAYTON REGION’S
LEGISLATIVE DELEGATION  p16

PROGRAM PROFILE –
GENERATION DAYTON  p27

Vol. II – No. 1  2009
To find a physician or facility near you, visit us at khnetwork.org. Apply online today for career opportunities in our Network.

**EAST**
Beavercreek Health Center
Beavercreek HealthPark
Beaver View Health Care Center
Dayton Eye Surgery Center
Fairborn Community Medical Center
GMH Health Center
Greater Dayton Surgery Center
**Greene Memorial Hospital**
937-352-2000 (Certified Level III Trauma Center)
Greene Oaks Retirement Community Center
Indian Ripple Family Health Center
Kettering Sports Medicine at Beavercreek
Wound Healing and Hyperbaric Medicine Center
Yellow Springs Family Health Center

**WEST**
Conover Health Plus, Franklin
Dayton Sports Medicine Institute, Eaton
Franklin Physical Therapy and Fitness Center
Kettering Breast Evaluation Centers (Franklin)
Preble County Medical Center, Eaton

**NORTH**
Charles H. Huber Health Center
Dayton Sports Medicine Institute, Huber Heights
Englewood Health Center
  • Englewood Diagnostic & Imaging Center
  • Kettering Sports Medicine Center
  • Kettering Wellness Center
Grandview Center for Circulatory Disorders and Wound Treatment
Grandview Center for Rehabilitation
**Grandview Medical Center**
937-226-3200
Kettering Sports Medicine at Tipp City
Ohio University College of Osteopathic Medicine (Grandview Regional Teaching Site)
Victor J. Cassano, Sr. Health Center

**SOUTH**
Corwin M. Nixon Health Center
Hand and Upper Extremity Center
Hyperbaric Medicine Center
Joslin Diabetes Center affiliate at Southview Medical Center
Southview Medical Center Hand and Orthopedic Center
Kettering Breast Evaluation Centers (Centerville and Kettering)
Kettering College of Medical Arts
KMC Diabetes & Nutrition Center
Kettering Behavioral Medicine Center (KBMHC)
**Kettering Medical Center**
937-298-4331
Kettering Network Home Care
Kettering Reproductive Medicine
Kettering Sports Medicine Center
Kettering Women’s & Children’s Services
Southview Sleep Disorders Center
**Southview Medical Center**
Southview Hospital Maternity Center
Sugarcreek Health Center
Sycamore Glen Health Center
Sycamore Glen Retirement Community
**Sycamore Medical Center**
937-866-0551
Sycamore Primary Care Center
Wallace-Kettering Neuroscience Institute
The Women’s Center at Southview
Yankee Medical Center
  • Dayton Sports Medicine Institute
  • Athletic Workshop
  • Open MRI
  • Physical Therapy & Hand Therapy

* Chest Pain and Stroke Center located in the ER
Space Management will provide you with service way beyond anything else available. No other company is as meticulous in its quest for perfection. If you’re tired of the typical sales rhetoric, followed by the same old broken promises, you will like us!

We realize that when you are responsible for securing contractors for services in your building you don’t want to be embarrassed. We know our standards and performance will exceed anything you’ve experienced before. When was the last time you got compliments rather than complaints?

Space Management will STOP the headaches, hassles and complaints.

The property managers who select Space Management don’t have time to baby sit contractors who don’t perform. They expect the best. Our customers require unsurpassed performance and dependability. They know Space Management will keep their building clean and polished.

The Space Management service team is professional, courteous, and always in uniform. We know we can improve the image of your facility.

The experience base includes:
Healthcare / Research
Class A Office
Multi Tenant High Rise
Manufacturing / Warehouse / Industrial
Federal & Municipal Government
Law Enforcement
Public Transportation / Aircraft
Education
Retail / Malls
Sports / Entertainment / Venues
Recreation

Specialized capabilities include:
Clean room environment services.
Blood borne pathogens / Biological decontamination.
Crime scene restoration.

Space Management
Building Maintenance Professionals

Tel: 937.254.6622 | Fax: 937.252.6622 | www.spacemanagement.com
The Fine Art Of Strategic Marketing.

In every intuitive action, with every masterful stroke, Hafenbrack Marketing creates success.

Through careful calculation, advanced understanding and proficient execution, we strike the delicate balance between unbridled creative marketing and intelligent business communication.

After 25 years, we have marketing down to a science and have raised it to an art. Discover for yourself and your business the Fine Art of Strategic Marketing at Hafenbrack.com.
Get a big comfortable suite without feeling guilty about your expense report. My Homewood.

For a comfortable, productive stay, enjoy a big comfortable suite with high-speed internet access and complimentary hot breakfast in the lobby daily. Visit homewoodsuites.com or dial 1-800-CALL-HOME®.

Homewood Suites
Hilton
Make Yourself at Home.

The Hilton Family
homewoodsuites.com
1-800-CALL-HOME®

Dayton South - Dayton Mall
5100 Contemporary Lane
Miami, OH 45432
(937) 432-0000

Local Website:
www.welcomehomewood.com
www.daytonmeeting.com

A stay deposition: Personalized hotel services are offered at the discretion of each hotel and may vary. © 2009 Hilton Hotels Corporation.
The idea of some form of regional government is back on the radar screen for our area ever since a group, sponsored by WDTN TV-2, went to Louisville and learned more about how the City of Louisville and Jefferson County merged governments. Now don’t expect miracles – even that Kentucky process took four community-wide votes spanning 30 years. But this idea really may get some play back here in town this time around for several reasons.

First, the economy has begun taking its toll on governments’ resources. The City of Dayton is facing a $13 million deficit while Montgomery County had to work extremely hard to balance its budget after seeing possible red ink to the tune of about $7 million. Any business leader worth his/her salt knows a recession may create a crisis and therefore cultural and process changes never before considered. This may be the right time for even more synergy between these two entities.

Secondly, we have several elected leaders at the County and City levels that also believe the timing could be right for action. And we can’t do anything without their active leadership and support.

Third, we finally have had some (a relative term) success with other services like the community’s 911 dispatch consolidation. It shows us there are opportunities we need to investigate that are worth the effort – and political costs.

Fourth, we have business leaders like you and others who know this makes sense and are anxious to see something happen that will ensure efficient government services at lower costs or less future costs to our tax-paying businesses and citizens.

And last, it seems our local media may be seriously interested in taking up this issue as part of its efforts to support the region and ensure its long-term sustainability.

But what do we mean by regional government? That is a very big question lending itself to a number of definitions. It may not mean every city, village or township merging into one governmental entity in the county. But what it should mean is the City of Dayton and Montgomery County finding ways to eliminate redundancies, waste, over-capacity or service duplications within their service areas.

This is the time we should start taking a more serious look at this opportunity and not let our egos or parochialism get in the way of real progress. This makes good business sense – it also makes for good government stewardship. But we must spend the time and energy, like Louisville did, in making a case to our citizens – our neighbors, co-workers, families and friends – that this will help sustain us long term and perhaps give our region a competitive advantage in the future. —

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

Applying Technology to Drive Business Growth

TDH MARKETING
The POWER of Effective Marketing
Web Based Applications
Search Marketing
Social Media
E-Marketing
Data Mining
Visualization
Animation
Video

PROVEN BUSINESS PROGRAMS FOR BUSY ADULTS

Learn How an Indiana Wesleyan University Business Degree Can Provide the Edge You Need

ASSOCIATE DEGREE
Business

BACHELOR’S DEGREES
Accounting
Business Administration
Business Information Systems
Management
Marketing

MASTERS DEGREES
Business Administration
Management

Classes in Cincinnati & Dayton

Contact us for more information
INDIANA WESLEYAN UNIVERSITY
866-IWU-4-YOU • caps.indwes.edu
**TABLE Of Contents**

Leadership Dayton
Now Accepting Applications ............05
Hafenbrack Marketing .................06
Minority Business Update .............09
Strategic Priority Highlight –
Why Chamber Members Belong .........10
Economic Development Update .......12
Regional Update –
Shelby and Clark Counties ..........14
Getting Down To Business
With Dayton Region’s
Legislative Delegation .................16
Chamber Chatter .........................21
Chamber Purchasing Opportunities ....22
New Members List .......................24
Breakfast Briefing Preview ...........26
Program Profile –
Generation Dayton .....................27
Calendar Of Events ....................28

*On The Cover*

Our Premiere Sponsor
for this issue is
Hafenbrack Marketing.
Leadership Dayton is seeking professionals committed to improving the lives of residents and businesses in the area. Leadership Dayton values diversity and therefore seeks professional men and women from different occupational, educational, social and cultural backgrounds to apply to the program. Individuals living and/or working in Darke, Butler, Clark, Greene, Miami, Montgomery, Preble, Shelby and Warren counties are encouraged to apply. Ideal candidates are professionals who have demonstrated leadership in both their organization and the community and who are interested in supporting the greater Dayton region, though their continual leadership and trusteeship.

During the 11-month program, participants learn through presentations, discussions and direct experiences about every major aspect of community life, from education and economic development to criminal justice and cultural arts. The program begins with a mandatory weekend retreat in August and participants meet for a full day (8:00 am to 5:00 pm) the second Wednesday of every month from September through June.

Since 1976 the Leadership Dayton Program has been identifying, educating, and motivating leaders and increasing their capacity to serve in the Dayton region.

Applications are currently being accepted at www.leadershipdayton.org. For more information about the program, contact Stephanie Yenn at 937-226-8256.

Ideal candidates for the Leadership Dayton program are dedicated professionals who have demonstrated leadership in both their organization and in their community.
30 YEARS OF EXPERIENCE

Dave Hafenbrack started Hafenbrack Graphic Design as a one-man shop nearly 30 years ago and has built it into one of the region’s largest marketing organizations, Hafenbrack Marketing. The firm offers services all along the spectrum of strategic marketing—from strategy and planning, to communications and public relations, graphic design, web development and program management. And it works to partner with its clients. The goal is not just to present a message, but to help the clients grow and add value to their business. “It’s pretty simple,” says Alex Loehrer, partner and vice president. “Hafenbrack helps businesses identify demand that exists in any given market place for their products or services. We really invest a lot of time upfront understanding our customers and our customers’ customers.”
Let Strategic Marketing Take You UP The Down Economy.

By Vince McKelvey

Alex Loehr of Hafenbrack Marketing says tight times are the right times to invest in strategic marketing. In a weak economy, there’s a natural and instinctive reaction to pull into a shell. Don’t do it.

“Times like these are when smart businesses really want to get out in front of customers,” Loehrer said. “When their competitors are hiding from them, that’s a great time to go out in the marketplace and create equity for your brand and awareness for your products and services.”

Loehrer laid out a number of steps businesses can take to better position themselves in a difficult economy, including “the first and most important piece” – taking a step back to make sure you know what your customers want and what’s happening in the marketplace. “It’s a good time to invest in strategy and research,” he said. Businesses also can look to see if there’s a new product or service they can offer, or a new way to deliver their services. Then, with an enhanced portfolio, they can survey the market for potential new customers and determine the best way to reach them. “There’s plenty of opportunity in these circumstances,” Loehrer said.

A good marketing partner can help with all of these steps and Hafenbrack strives to be a marketing partner. Hafenbrack offers a range of services – strategy and planning, marketing and communications, public relations, graphic and web design, program management – and looks to build long-term relationships with its clients. “We want to get to know you and as much about you and your market as we can,” Loehrer said. “Our goal is to be a partner with you in years to come.” The ultimate goal is to drive value and growth for the client.

Founding partner Dave Hafenbrack, president and CEO, started the company in 1980 as Hafenbrack Graphic Design – a one-man shop described on their website as a “lean-mean-marketing-machine” – and built it into one of the region’s largest marketing organizations. Hafenbrack Marketing has about 25 employees, including 15 in house and about 10 full-time contracted workers it can draw on as needed. “We have a core of experts in all the areas of business that we have in house, and if we require a specialist for a certain element of a job, we have a network of associates available,” Loehrer said. “We do that just to limit overhead and pass along the best value to our customers.” The result is a streamlined agency that’s small and approachable, and one that offers customers access “to any sort of marketing and communication tool that they could want.”

And Hafenbrack is growing. “Captured revenue” runs about $4.5 million a year – a figure that excludes pass-through costs for externally purchased services, such as printing. The firm added two positions last year and has a few yet to fill. Loehrer said it could add five positions over the next few years, as it builds clients. Hafenbrack also is in the midst of a 4,500-square-foot office expansion. In January 2007, the firm moved from Miamisburg into the historic Kuhns Building (restored and refurbished by Bob and Nancy Shiffler) in downtown Dayton. Hafenbrack occupies two floors in an interesting and open area designed by longtime employee Scott Winters. The space is divided by partitions, rather than walls, and features a lounging area for staff and a striking circular staircase inherited from previous occupants. The upper floor is not a full floor, but a loft, when enhances the openness. Still, two years after moving in, “We’re tight in here,” Loehrer said, and Hafenbrack is expanding.

(continued on page 08)
into an area across the hall from the loft, adding offices, storage, a conference room, a kitchen, restrooms and a photography room. The company also has a small office in downtown Springfield.

Loehrer said Hafenbrack had a good space in Miamisburg but was looking to relocate and found an appropriate space downtown. The city, which provided an incentive, and the Downtown Dayton Partnership have been welcoming, supportive and responsive. “The beauty of this building, the beauty of the city of Dayton, is that they created a really accommodating space in the downtown that is a better value than where we were,” Loehrer said. “A space that we like very much, but it’s a cost savings for us and we’re able to pass that along to our customers.”

Sandy Gudorf, president of the Downtown Dayton Partnership, is happy to have Hafenbrack Marketing, and said the company’s commitment to downtown goes beyond locating there. “They have been very helpful in numerous initiatives and programs that the partnership has underway,” she said. Dave Hafenbrack, for instance, is a volunteer in the partnership’s Leadership Network Program and the firm has helped the partnership in some of its own marketing programs. Plus, Gudorf said, these are the kinds of jobs and businesses that are vital to downtown. “Professional services is a strong sector in our downtown. This notion of ‘creative class’ jobs — they just add energy. And we’re just excited that they’re here.”

The professional services sector, in fact, is a growing part of Hafenbrack’s client base and has grown since the move downtown, Loehrer said. Other client sectors include Industrial & Technology, Public & Government, Financial Services, and Healthcare & Personal Care. Last year, Hafenbrack became the agency of record for the Kettering Health Network. “To have the privilege to work with an organization like that is really exciting,” Loehrer said.

The professional experience at Hafenbrack extends beyond marketing, which positions it to understand a client’s business, even to help a client discover how it could improve or develop new services. Loehrer and senior partners Hans Wagner and John Fimiani all worked in industry at Rittal Corporation, a German company that’s a global leader in enclosure systems. Over two decades, in fact, Wagner established and ran Rittal’s U.S. operations. Now he guides Hafenbrack’s strategic marketing and management consulting work. In addition, Loehrer said, Hafenbrack has a number of partners it can turn to who have real business understanding. “I think that’s one of the unique aspects of our business. We know marketing extremely well, but we’re a blend of professionals who’ve actually been there in the business world and done that.”

The Dayton region has a strong tradition in marketing and advertising — a corollary, perhaps, to the region’s history of innovation. Agencies grew up to help businesses tell the story of their inventions. Whatever the reason, marketing is a vibrant piece of the local economy and Loehrer invites someone who’s looking for marketing assistance to shop around. “There are a lot of great partners in this community to help,” he said, with some specializing in one aspect of the business or another. “We happen to believe that we’re doing it exceptionally well — but I can say wholeheartedly that any business that wants to grow should look into marketing.” —
South Central Ohio Minority Business Council (SCOMBC) Has a Fresh New Look

The Board of Directors is proud to announce that South Central Ohio Minority Business Council (SCOMBC), now South Central Ohio Minority Supplier Development Council (SCOMSDC), has aligned its name with the National Minority Development Council (NMSDC). The Board is also pleased to announce the recent move of the Columbus Office to the Chase Tower Building at 100 East Broad Street, Suite 2460, Columbus, OH 43215.

Formed in 1999, SCOMSDC has over 30 years of combined experience in assisting in the development of mutually beneficial relationships between minority-owned businesses (MBEs) and Corporations. With offices in Cincinnati, Columbus and Dayton, SCOMSDC, an affiliate of the National Minority Supplier Development Council (NMSDC), is dedicated to Supplier Diversity and providing a direct link between its over 140 corporate members and 400 certified MBEs.

MISSION

SCOMSDC creates an environment for the development of mutually beneficial relationships and opportunities between certified minority owned businesses and member organizations.
DAYTON
Dayton Area Chamber of Commerce

@the crossroads of opportunity and success

Why Members Belong
The Chamber’s Member Benefits point your business in the right direction.

Anthem Insurance
For businesses with 2-99 employees, your health care savings could exceed the cost of your Chamber membership. Approximate annual savings compared to non-members rates.
AVG. SAVINGS: $3,900

Greater Dayton Works
All chamber members are eligible to list open positions on the Chamber’s online job bank Greater Dayton Works. Chamber members are eligible to receive a 60% discount on the service.
AVG. SAVINGS: $480

Frank Gates/Avizent
Members participating in Ohio’s Worker’s Compensation group rating receive up to a 77% discount.
AVG. SAVINGS: $13,600

Speedway
Members and their families receive $.06 discount per gallon of gasoline at all participating Speedway locations.
AVG. SAVINGS: $1,580

Office Depot
Average savings of $.64 per $1.00 spent on office supplies. Average members spend $4200 each year.
AVG. SAVINGS: $2,400

FedEx
Members save 40% on all air package deliveries and 15% on ground deliveries.

Questions? Visit for more details: daytonchamber.org

*All numbers shown here are approximate, based on members’ past experience.
RETURNS ON YOUR MEMBERSHIP INVESTMENT

Sponsorship Opportunities
Our wide range of sponsorship packages give you flexibility in reaching the target you desire. From professional speaker series, networking events and special programs a sponsorship provides heavy promotion to business professionals in the Dayton region.

AVG. SAVINGS: Priceless

Chamber Credibility
Customers view Chamber members as companies of integrity who care about the Dayton region. The Chamber has been around for over 100 years.

AVG. SAVINGS: Priceless

CertifiChecks
As a Chamber member, reap the rewards—more dollars for your business—by accepting Chamber Gift Certificates at your business. They can be deposited at your bank just like cash or a check.

AVG. SAVINGS: Priceless

Government & Community Affairs
Your team of Chamber lobbyists watches the political arena, alerts you about pending regulations that may affect your business and takes your concerns to elected officials.

AVG. SAVINGS: Priceless

Publicity Opportunities for Special Events
If you are planning to open a new business or a new business location the chamber has many vehicles to help you get the word out. Through our website, newsletter, and Ribbon Cutting services we can help you introduce your business to the community. For more information on any of these services contact us at 226-8261.

AVG. SAVINGS: Priceless

daytonchamber.org
Visit for more details

Maximize your investment in the Chamber.
Our benefits will save you money on:

Health Insurance
Gasoline
TeleCom Services
Worker’s Comp Group Ratings
Worker’s Comp Managed Care
Package Deliveries
Office Supplies
Gift Certificates
Employee Recruitment
Employee Counseling Assistance
Employee Training
Energy Savings

2009 Economic Outlook

Annually, The Chamber’s Research Advisory Committee meets to discuss the current economic status of the nation, the region, key industry sectors, challenges and opportunities to forecast the coming year. The 2009 Dayton Region Economic Outlook is a compilation of the opinions and expertise of the Research Advisory Committee.

NATIONAL ECONOMY

In 2006 the U.S. economy expanded at a healthy rate. Net job creation totaled 2.471 million (1.8 percent growth), up from 2.268 million in 2005. But as 2007 unfolded, job creation slowed as the unwinding of the housing boom began to subtract jobs in 18 of 28 housing-related industry sectors. As the housing market continued to struggle, net job creation continued to slow as well. Nonfarm employment fell by 533,000 jobs in November 2008 with the unemployment rate rising to 6.7%, the highest level seen since 1994. Job losses over the last three months totaled 1.2 million, with total employment decreasing by 1.7 million jobs since January of 2008.

Serious headwinds arose in 2007 that turned into major economic concerns in 2008 – namely, the correction in the housing market and the lack of availability of credit.

The correction in the housing market has greatly impacted today’s economy. It has negatively impacted the construction industry, along with numerous related industries as well as contributed to a decline in consumer confidence. While there is little consensus from industry experts on how long the downturn in the housing market will persist, there is consensus that the credit crunch is the most critical factor that will need to be corrected first.

But again, there is no real consensus on how deep or long this credit crunch will last. One of the reasons it has been difficult to speculate on the length of this credit crisis has been the unanticipated lack of results from many of the bold moves taken by the U.S. Treasury Department and the Federal Reserve. Many economists believed that there would have been more stabilization of our markets by now than there has been. Even now, the conditions and terms of the financial industry bailout are still under review, which leaves many to believe that there is still some uncertainty that exists at the federal level. When uncertainty exists at the federal level it can often trickle down to Main Street and that scenario may be part of what we are experiencing currently.

With those factors being taken into account, it makes the forecasting of future growth with any degree of certainty very difficult. That being said, we believe that GDP growth in the coming year will decline with the possibility of flattening or even beginning to rise toward the end of 2009.

2009 — Nationally

<table>
<thead>
<tr>
<th>NATIONAL OUTLOOK SUMMARY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross Domestic Product</strong></td>
</tr>
<tr>
<td>-1% to -2%</td>
</tr>
<tr>
<td><strong>Unemployment</strong></td>
</tr>
<tr>
<td>8.0% to 8.5%</td>
</tr>
<tr>
<td><strong>Inflation</strong></td>
</tr>
<tr>
<td>1.5% to 2.5%</td>
</tr>
</tbody>
</table>

DAYTON REGION ECONOMIC OUTLOOK

The Dayton region has been experiencing a long-run structural decline in its manufacturing employment base since the 1970’s. Manufacturing employment is down nationally and because of this Dayton has been experiencing an above average rate of decline due to our disproportionately high concentration in manufacturing jobs. In essence, the Dayton region is moving more towards the national average in the manufacturing sector.

For 2009, the unemployment rate is expected to be closely tied with the national and state rates and therefore will trend up due to the...
below trend growth that is forecasted. We forecast regional unemployment to be anywhere from 8.5%-9.5%.

One variable that must be addressed is the closure of the GM Moraine Truck Assembly plant. To those not familiar with the Dayton region, the closure of such a large and historically significant employer would seem to signify the “beginning of the end” economically for a community such as Dayton. But to those who are familiar with the Dayton community and all of its promising and growing assets, the closure of GM, while unfortunate, is just another step towards the region’s future, high-tech service based economy.

Net job loss associated with the manufacturing sector over the last eight years often overshadows the fact that employment growth does exist in industries within this region. Industry sectors such as Education, Health Services, Finance, Hospitality and Leisure, Information and Defense have all seen growth and are the future economy for the Dayton region.

The Dayton region’s economy is in a time of transition. Moving from an economy heavily rooted in commodity based manufacturing to a more diversified economy focused around the high tech/service producing sectors is no easy challenge. But as we move through this period of transition, opportunities will present themselves.

Opportunities such as new partnerships with Wright-Patterson Air Force Base, which represents one of the region’s most profound sources of economic stability and potential. Partnering with our institutions of higher learning and the business community to create new methods of retaining and attracting the highly skilled workforce that will be necessary to propel us into our future economy. Fostering of entrepreneurship and innovation through such resources as the University of Dayton Research Institute, Wright Center of Innovation, Sinclair and the Entrepreneur Development Network. With over 80% of business growth coming from existing businesses, it is vital that we encourage entrepreneurship.

As a community we must continue to progress through this time of transition, recognize those opportunities that present themselves and capitalize on them. —

---

Key Economic Indicators — Dayton Region

### UNEMPLOYMENT RATE

<table>
<thead>
<tr>
<th></th>
<th>OCT ‘08</th>
<th>OCT ‘07</th>
<th>‘07 AVERAGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dayton MSA (MSA)</td>
<td>7.60%</td>
<td>5.60%</td>
<td>5.90%</td>
</tr>
<tr>
<td>Ohio</td>
<td>6.80%</td>
<td>5.30%</td>
<td>5.60%</td>
</tr>
<tr>
<td>U.S.</td>
<td>6.10%</td>
<td>4.40%</td>
<td>4.60%</td>
</tr>
</tbody>
</table>

### TOTAL NON-FARM EMPLOYMENT

<table>
<thead>
<tr>
<th></th>
<th>OCT ‘08</th>
<th>SEPT ‘07</th>
<th>OCT ‘07</th>
<th>‘07 AVERAGE</th>
<th>% CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total non-farm</td>
<td>400,500</td>
<td>399,800</td>
<td>405,100</td>
<td>408,200</td>
<td>-1.14%</td>
</tr>
<tr>
<td>Goods-producing</td>
<td>64,900</td>
<td>65,800</td>
<td>68,000</td>
<td>70,400</td>
<td>-4.56%</td>
</tr>
<tr>
<td>Service-producing</td>
<td>335,600</td>
<td>334,000</td>
<td>337,100</td>
<td>335,400</td>
<td>-0.44%</td>
</tr>
</tbody>
</table>

### VALUE OF NEW CONSTRUCTION

<table>
<thead>
<tr>
<th></th>
<th>YTD OCT ‘08</th>
<th>YTD OCT ‘07</th>
<th>YTD CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-residential</td>
<td>652,784,000</td>
<td>405,330,000</td>
<td>61%</td>
</tr>
<tr>
<td>Residential</td>
<td>274,471,000</td>
<td>395,076,000</td>
<td>-31%</td>
</tr>
<tr>
<td>Total</td>
<td>927,255,000</td>
<td>800,406,000</td>
<td>16%</td>
</tr>
</tbody>
</table>

### HOME SALES

<table>
<thead>
<tr>
<th></th>
<th>YTD ‘08</th>
<th>YTD ‘07</th>
<th>% CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of homes sold</td>
<td>881</td>
<td>940</td>
<td>6.3%</td>
</tr>
<tr>
<td>Total home sales ($)</td>
<td>100,797</td>
<td>119,041</td>
<td>15.3%</td>
</tr>
<tr>
<td>Average sale price ($)</td>
<td>114,412</td>
<td>126,640</td>
<td>-9.7%</td>
</tr>
</tbody>
</table>
In this issue, we feature Shelby and Clark counties. Established in 1819, 420-square-mile Shelby County has a population of 47,910. It consists of 14 townships, 8 incorporated villages (Anna, Botkins, Fort Loramie, Kettlersville, Lockington, Port Jefferson, Jackson Center, and Russia) and one city (Sidney). Clark County was established in 1818. It is made up of 10 townships, 8 incorporated villages (Catawba, Clifton, Donnelsville, Enon, North Hampton, South Charleston, South Vienna, and Tremont City), and two cities (New Carlisle and Springfield). In 2008, the population of Clark County was 142,376.

Shelby County
COUNTY SEAT: Sidney

Even in agricultural counties, however, local development officials talk about the importance of manufacturing. “Shelby County, even though we’re in a rural area, is heavily into manufacturing,” said Mike Dodds, executive director of the West Ohio Development Council.

The council’s 2007 report said manufacturing provides 51 percent of the jobs in Shelby County and 63 percent of the payroll, and each day, brings thousands of workers into the county — which is home to Honda’s engine plant, Emerson Climate Control Inc. and Clopay Building Products, among others.

Overall, Dodds said, business is stable in Shelby County, although companies doing business internationally seem to be doing the best — aided by the value of the dollar. “It’s surprising the amount of international business that’s done out of this region.”

Clark County
COUNTY SEAT: Springfield

Over the last three years, Clark County has had more than $270 million invested in new school facilities and $250 million in other new investment, said David Zak of the Greater Springfield Chamber of Commerce. He said 2,000 jobs have been created and many more retained, spanning the economic spectrum: aerospace, automotive, financial and insurance services, food processing, metalworking, plastics and composites. Zak said downtown and surrounding areas are slated for additional investments of $300 million, including $250 million for a new hospital, which broke ground on October 10.
The Extras Aren’t Extra!

All the comforts of home, even when you’re not!

- HOT! QUİKSTART® Breakfast
- FREE Evening Beverages Service of alcohol is subject to state and local law.
- FREE Wireless Internet Access
- FREE Long Distance
- FREE Indoor/Outdoor Pool & Whirlpool

Drury Inn & Suites-Dayton
1-75 & Bendwood Lp., 6616 Miller Ln.
Dayton, OH 937-454-5200

Short Walk to Many Restaurants!

Reservations
druryhotels.com
1-800-DRURYINN

Emerald Limousine Service

Your one-source stop for chauffeured transportation in Dayton and the surrounding area.

- Over 20 years of service experience
- All non-smoking Lincoln vehicles
- Value packages for every occasion
- Serving corporate clients
- Executive sedans, 10- to 14-passenger limos
- VIP Bookers Club

For more information contact us at 937-434-9004 or www.daytonlimo.com

Financial Analyst

DUTIES: Will assess our company’s financial needs and strategies to expand the business with profitability and main purpose is to find ways to increase company profitability. He/She will prepare, examine, or analyze financial statements, or other financial reports to assess accuracy, completeness, and conformance to reporting and procedural standards; analyze business operations, trends, costs, revenues, financial commitments, and obligations, to project future revenues and expenses or to provide advice. Associates Degree in Business (foreign equivalent accepted) with 5 years experience required. 40 hr/week, competitive salary.

REPLY BY EMAIL TO: jobs@DevInc1.com

MAIL RESUME: Attn: HR Department, PO Box 3542, Dayton, OH 45401

LOCATION: Dayton, Ohio
An opportunity to interact with elected officials is what “Getting Down To Business” is all about – your Chamber’s part in education and advocacy activities.

Getting Down To Business With...

Dayton Region’s Legislative Delegation
128TH GENERAL ASSEMBLY

NAME: Terry L. Blair

DISTRICT NO. AND COMMUNITIES YOU REPRESENT:
38th House – Includes all of Washington Township and Centerville, north to eastern Kettering to Greene County line, Southeastern and East Dayton, and Riverside south of Route 4.

TERM: 2009-2010

EDUCATION:
M.B.A., University of Notre Dame
B.B.A., Loyola University Chicago

CAREER:
Business – Buckeye Pools, Inc., President, CFO and Controller
I Supply Co., Controller
T.L. Blair & Associates, Inc.
Flagel, Huber, Flagel CPA
Charles F. Kettering Foundation

POLITICAL:
Trustee, Washington Township – (from 1988 to 2008)

PERSONAL BACKGROUND:
Married to Judy in 1969, they have four children and seven grandchildren.

ORGANIZATIONS:
Church of the Incarnation – Member of Parish Finance Committee
Noon Optimist Club of Centerville – Past Board of Directors (since 1969), Chairman Respect for Law
American Business Club of Dayton – Past President (since 1970)
Notre Dame Alumni Club of Dayton – Past President

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

A JOBS, and crucial to getting jobs is working to make the region and Ohio an attractive place to locate, re-locate, establish and grow a business – government does not create jobs, business does.

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

A This region’s legislators have already planned to meet periodically as a mini-caucus for our region. We do need to work in a bi-partisan manner to benefit this region and all of Ohio. Personally, I am in the process of establishing district advisory panels of Business, Education, Medical and other groups of citizens, professionals and interested parties within my district and our region that will meet periodically. Anyone who is interested in participating may contact me for further details at (937) 885-3376, (937) 620-4867 (cell), or terryblair@alumni.nd.edu.

NAME: Seth A. Morgan

DISTRICT NO. AND COMMUNITIES YOU REPRESENT:
36th House – Includes portions of Huber Heights, Vandalia, Butler Township, Englewood, Clayton, Union, Perry Township, Phillipsburg, Brookville, Farmersville, Jackson Township, New Lebanon, German Township, Germantown, and Clay Township.

TERM: 2009-2010

EDUCATION:
Bachelor’s, Park University (Management and Accounting)
Master’s, University of Dayton (Business Administration)

CAREER:
Representative Morgan is currently the president and Chief Executive Officer of Morgan Loyle & Associates, Inc. Prior to Morgan Loyle & Associates, Inc. Mr. Morgan was the Controller of MOTO Franchise Corporation after serving MOTO as an internal consultant for franchise finances and corporate mergers and acquisitions.

PERSONAL BACKGROUND:
Married to Debra, they have three children and actively attend Covenant Baptist Church in Clayton, Ohio. Representative Morgan is very active in the community serving in various capacities that promote good causes, business and the people of Montgomery County. While juggling his busy professional, political and family life, Seth serves the region through his association or participation many worthwhile organizations.

(continued on page 18)
While we work to address overarching Ohio issues, we have big shoes to fill in replacing the great Dayton representation we have had over the last eight years. The delegation is already planning on meetings to keep each other informed as to the important issues facing each of our respective districts but do indeed impact the entire region.

**DISTRICT NO. AND COMMUNITIES YOU REPRESENT:**
70th House – Includes City of Beavercreek, City of Xenia, City of Fairborn, Beavercreek Township, Bath Township, Xenia Township.

**TERM:** 2009-2010

**EDUCATION:**
M.B.A., University of Dayton
B.S., College of Mount Saint Joseph (Business Administration)

**CAREER:**
Small Business Owner

**PERSONAL BACKGROUND:**
Married, they have three children.

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

**A** The Ohio people expect us to be serious regarding the Ohio economy. Our economy is lagging behind, not just because of national trends but competitively with other surrounding states as well. My top priority will be working on real solutions to Ohio’s difficult economic situation. Among others, these will encompass education, criminal justice reform, Medicaid reform, government transparency, and spending reform.

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

**A** While we work to address overarching Ohio issues, we have big shoes to fill in replacing the great Dayton representation we have had over the last eight years. The delegation is already planning on meetings to keep each other informed as to the important issues facing each of our respective districts but do indeed impact the entire region.

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

**A** The Ohio people expect us to be serious regarding the Ohio economy. Our economy is lagging behind, not just because of national trends but competitively with other surrounding states as well. My top priority will be working on real solutions to Ohio’s difficult economic situation. Among others, these will encompass education, criminal justice reform, Medicaid reform, government transparency, and spending reform.

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

**A** The Dayton delegation has a reputation for working well together and I intend to continue in that tradition. Thus far we have had our orientation and attended some briefings together. We have also set up regular meetings to network and share information, the first of which is scheduled for January 12th and being hosted by the Dayton Chamber.

**NAME:**
Bob Hackett

**DISTRICT NO. AND COMMUNITIES YOU REPRESENT:**
84th House – Includes all of Madison County and parts of Greene and Clark Counties.

**TERM:** 2009-2010

**EDUCATION:**
B.A., Columbia University, Economics
Ch.F.C., C.L.U., American College

**CAREER:**
Financial Planner – Founder and former Managing Partner of Central Ohio Financial Management Group

**POLITICAL:**
Commissioner, Madison County – (two terms)

**PERSONAL BACKGROUND:**
He is a life-long resident of the District.

**ORGANIZATIONS:**
Choctaw Lake Property Owners Association – Past President and Board Member
Madison County Hospital – Former Board Member
Madison County Farm Bureau – Madison County Chamber of Commerce – Madison County Historical Society –

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

**A** The Ohio people expect us to be serious regarding the Ohio economy. Our economy is lagging behind, not just because of national trends but competitively with other surrounding states as well. My top priority will be working on real solutions to Ohio’s difficult economic situation. Among others, these will encompass education, criminal justice reform, Medicaid reform, government transparency, and spending reform.

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

**A** The Dayton delegation has a reputation for working well together and I intend to continue in that tradition. Thus far we have had our orientation and attended some briefings together. We have also set up regular meetings to network and share information, the first of which is scheduled for January 12th and being hosted by the Dayton Chamber.

**NAME:**
Jarrod B. Martin

**DISTRICT NO. AND COMMUNITIES YOU REPRESENT:**
70th House – Includes City of Beavercreek, City of Xenia, City of Fairborn, Beavercreek Township, Bath Township, Xenia Township.

**TERM:** 2009-2010

**EDUCATION:**
M.B.A., University of Dayton
B.S., College of Mount Saint Joseph (Business Administration)

**CAREER:**
Small Business Owner

**PERSONAL BACKGROUND:**
Married, they have three children.

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

**A** The Ohio people expect us to be serious regarding the Ohio economy. Our economy is lagging behind, not just because of national trends but competitively with other surrounding states as well. My top priority will be working on real solutions to Ohio’s difficult economic situation. Among others, these will encompass education, criminal justice reform, Medicaid reform, government transparency, and spending reform.

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

**A** While we work to address overarching Ohio issues, we have big shoes to fill in replacing the great Dayton representation we have had over the last eight years. The delegation is already planning on meetings to keep each other informed as to the important issues facing each of our respective districts but do indeed impact the entire region.

**NAME:**
Richard N. Adams

**DISTRICT NO. AND COMMUNITIES YOU REPRESENT:**
79th House – Includes all of Miami County, and part of Darke County.

**TERM:** First

**EDUCATION:**
B.S., M.A. and PhD., The Ohio State University

**CAREER:**
Education, Banking and Elected Office

**PERSONAL BACKGROUND:**
Married to Sandy, the have three children. He resides in Troy, Ohio.
Q What is your top legislative priority for the 128th General Assembly?

A Economic development, which involves keeping and adding jobs along with attracting additional employers to our area.

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

A I will accomplish this in the following ways: Communications with legislators; Sharing information regarding each member’s priorities; Reaching consensus regarding high priority goals for the region; and, as a past president of Challenge ’95 and a former Miami County Commissioner, I know the importance of developing a regional agenda.

NAME: Ron Maag
DISTRICT NO. AND COMMUNITIES YOU REPRESENT: 35th House – Includes parts of Hamilton and Warren Counties.
TERM: First
EDUCATION: B.S., University of Cincinnati
CAREER: Retired from Bristol-Myers Squibb Company. Now a full-time Legislator.
PERSONAL BACKGROUND: Married to Janet, they have two children – Ron, 24, is in his second year of Medical School at Wright State University and Sarah, 22, is a senior at Ohio State majoring in Finance. They reside in Celina, Ohio.

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

A I am very proud and honored that I was able to pass numerous pieces of legislation that will work to improve many facets of life in Ohio. Specifically, we passed Senate Bill 3, which helps improve confidence in public officials by holding them accountable for their actions. Also, I am very proud of the passage of Senate Bill 249, which established a next of kin database within the Ohio Bureau of Motor Vehicles. Senate Bill 249 is a great example of a citizen getting involved and helping to bring about a change that will not only benefit her family, but all Ohioans. I had the privilege of working step-by-step with that constituent to craft practical and beneficial legislation that would help prevent the unfortunate circumstances surrounding their case.

NAME: Keith Faber
DISTRICT NO. AND COMMUNITIES YOU REPRESENT: 12th Senate
TERM: First
EDUCATION: B.S., Oakland University (Public Administration and Policy)
J.D., Ohio State University
CAREER: Principal partner of the law firm Faber and Associates, which specializes in civil litigation and mediations.
POLITICAL: House of Representatives, 77th District – (served three terms)
Senate, 12th District – (served for two years following an appointment to the Ohio Senate in January 2007)
PERSONAL BACKGROUND: Married to Andrea, they have two children, Adam and Brook. They reside in Celina, Ohio.

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

A I am looking forward to working through the upcoming biennial budget to secure funding for our education priorities in the State. We will work with the Governor on his education plan to bring about positive changes in our educational funding system.

NAME: Bob Schuler
DISTRICT NO. AND COMMUNITIES YOU REPRESENT: 7th Senate
TERM: Expires December 2010
EDUCATION: A.A.B., Real Estate University of Cincinnati
CAREER: Owner of comprehensive appraisal service.
POLITICAL: Ohio State Representative – (from 1993 to 2000)
Sycamore Township Trustee – (from 1988 to 1992)
Deer Park City Council – (from 1978 to 1985)
PERSONAL BACKGROUND: Married to Shelagh, they have two children and five grandchildren.
ORGANIZATIONS: OKI Regional Council of Governments – President
Hamilton County Regional Planning Commission – President
Sycamore Senior Center – President
Scarlet Oaks Schools Business Advisory Council – President

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

A Shepherding into law SB 221, energy reform bill that will ensure accountability, transparency and predictability of affordable energy prices. SB 221 also establishes an alternative energy standard that will promote renewable and advanced energy sources such as wind, solar and clean coal. To ensure protection for Ohio consumers, I worked to include a price cap on the implementation of the energy standard to prevent dramatic price spikes being passed on to the Ohio consumer.

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

A Addressing real estate tax issues, especially in regards to senior citizens.

(continued on page 20)
(continued from page 19)

NAME: William P. Coley, II

DISTRICT NO. AND COMMUNITIES YOU REPRESENT: 55th House – Includes parts of Butler County including West Chester, Liberty Township and Middletown.

TERM: Third

EDUCATION: B.S., University of Dayton J.D., Cleveland State Marshall College of Law

CAREER: Law firm of Counsel, Roetzel and Andress

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

A Having House Bill 214 and Senate Bill 163 signed into law. After the tragic death of foster child Marcus Fiesel we knew current foster care laws needed to be overhauled. The best minds in the foster care industry came together, discussed the issues, worked on the details, and as a result we have a much improved foster care system. House Bill 214 focused on the placement and training of foster parents and children. Senate Bill 163 created an information system and implemented safeguards that will allow more in-depth background checks and real-time information to be at the fingertips of our children’s services agencies and created the tools needed to protect our foster children and parents.

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

A My priorities will continue to be reducing property taxes, protecting our children and the elderly, and bringing jobs back to Ohio.

NAME: Shannon Walker Jones

DISTRICT NO. AND COMMUNITIES YOU REPRESENT: 67th House

TERM: Second

EDUCATION: B.A., University of Cincinnati (Communications)

POLITICAL: Cincinnati Congressman Steve Chabot – (served as district director, press secretary and chief-of-staff)

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

A In the previous General Assembly, I was elected by my colleagues to serve as the Assistant Majority Whip. I also served as vice chair of the Public Utilities Committee, where I was responsible for shepherding major electric utility restructuring legislation, Senate Bill 221, through the Ohio House. I was also a member of the House Finance and Appropriations Committee that helped to pass one of the lowest growth budgets in more than 40 years. In addition, I sponsored House Bill 320, which requires children under 4’9” or between the ages of 4-8 to be properly restrained in a booster seat, as well as House Bill 648, which requires state agencies to adopt rules governing access to confidential personal information they keep.

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

A The state of Ohio faces tough economic times and there will be significant pressure to increase taxes which I will oppose. I believe increasing taxes would put our state further behind. As a member of the Transportation and Justice Subcommittee I successfully fought back efforts by the administration to change the TRAC process. I remain concerned that the administration will continue to try to change the TRAC process which could potentially negatively impact vital highway projects in the Miami Valley region. I will continue to fight those changes. — ■
CHAMBER RIBBON CUTTING CEREMONIES — 2008 continues to show promise for the opening of new businesses in the Dayton region. The Chamber welcomes these new ventures and wishes them well...

**Texas Roadhouse**

Texas Roadhouse is one of the fastest growing restaurant concepts in the country, but they pride themselves on being a “hometown favorite” no matter how many towns they call home. Legendary food and legendary service aren’t the only things they are good at – they want their guests to feel just like family. Texas Roadhouse gives back by taking part in community activities everyday – from serving pipin’ hot bread at church meetings to raising dollars for non-profit organizations. Texas Roadhouse is a place where the whole family can enjoy great food, in a fun-filled, lively atmosphere at an affordable price. Texas Roadhouse serves up the freshest hand-cut steaks in the land, plus award winning fall-off-the-bone ribs, homemade side dishes and their famous fresh-baked bread. Texas Roadhouse is located at 2600 Colonel Glenn Highway in Fairborn.

**The Wellington**

The Wellington was created to provide easy, chore-free living in an elegantly appointed, yet affordable environment. From the thoughtfully designed floor plans, to the world-class service and the myriad of recreational opportunities, The Wellington at Dayton offers one- and two-bedroom apartments on a monthly basis. Amenities include tableside dining service, housekeeping, scheduled transportation, 24-hour peace-of-mind staffing and a full program of diverse and interesting activities. The Wellington at Dayton is located at 2656 West Alex Bell Road in Dayton.

**Chick-fil-A**

Chick-fil-A has steadily grown to become the second largest quick-service chicken restaurant chain in the United States, with more than 1,340 locations in 37 states. With 39 years of positive sales growth, Chick-fil-A has set itself apart by pioneering innovations and delicious products including the ever-popular Chick-fil-A Chicken Sandwich. Chick-fil-A is located at 3339 Benchwood Road in Dayton.

---

**Volunteers of the Quarter:***

**Rick Stover** — PricewaterhouseCoopers, LLP  
**Julie Barhorst** — Horizon Payroll  
**Shanon Potts** — City of Dayton Department of Law (not pictured)
Purchasing Opportunities

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

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
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

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
- Flexilest benefit options, insurance available.

Call the Chamber Member Service Department at 937-226-1444

EAP 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

ChamberSource Alliance
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.

Workers’ Comp Savings
Save up to 77% with the Chamber’s Group Rating Program
Contact Julie Yaurkin
800-777-4283, ext. 27688

Proud Group Rating Administrator for the Dayton Area Chamber of Commerce

For information, call Nicholas Williams at 937.431.9587
Nicholas.Williams@SchooleyMitchell.com
www.smtcdayton.com
Now accepting applications for Leadership Dayton through April 3, 2009

APPLY ONLINE AT www.leadershipdayton.org
NEW MEMBERS List

For members’ complete information, please visit our website www.daytonchamber.org

Bullen Semiconductor  
950 South Franklin Street  
Eaton, OH 45320

Butler Auto Bath  
7540 North Dixie  
Dayton, OH 45414

Caramel Gourmet Sweets  
5818 Wilmington Pike, Suite 130  
Centerville, OH 45459

Chick-fil-A  
3339 Benchwood Drive  
Dayton, OH 45414

Community Care Private Health Care Center  
14 East Main Street  
Bushnell Building  
Springfield, OH 45502

Cork & Vine Wine Market & Lounge  
3452 York Commons Blvd.  
Dayton, OH 45414

Costa Devault  
7719 Fox Knoll Place  
Winter Park, FL 32792

Creative Microsystems, Inc.  
52 Hillside Road  
Englewood, OH 45322

Deal Daly Management Services  
6760 Sunwick Place  
Centerville, OH 45459

Dempsco, Inc.  
701 Corporate Way  
Dayton, OH 45459

DorAnne’s Gifts & Gourmet  
81 Magnolia Lane  
Beavercreek, OH 45440

Ed’s HVAC Plumbing Electric  
4025 Gibson Drive  
Tipp City, OH 45371

Eklips Enterprises, Inc.  
3674 Dayton Park Drive  
Dayton, OH 45414

Essex HR LLC  
7501 Paragon Road  
Dayton, OH 45458

EtCetera  
9287 Maxwell Xing  
Dayton, OH 45458

European Academy for Complementary Studies  
1 Elizabeth Place, Suite 100  
Dayton, OH 45408

Extreme Heating and Cooling  
712 North Fairfield Road  
Beavercreek, OH 45434

Fayette Drywall, Inc.  
16 North Dutoit Street  
Dayton, OH 45402

Ferncliff Cemetery  
501 West McCreight Avenue  
Springfield, OH 45504

Forward Technologies, Inc.  
2975 St. Paris Pike, Suite A  
Springfield, OH 45504

Gauntlet Awards  
260 North Dixie Drive  
Vandalia, OH 45377

Girl Scouts of Western Ohio  
450 Shoup Mill Road  
Dayton, OH 45415

Global Associates  
7887 Washington Village Drive, Suite 140  
Centerville, OH 45459

GLT, Inc.  
3341 Successful Way  
Dayton, OH 45414

Greater Cincinnati Relocation Services, Inc.  
7806B Moulins Drive  
Dayton, OH 45459

Hamilton HAS  
6000 Webster Street  
Dayton, OH 45414

Hept Machine, Inc.  
PO. Box 486  
Vandalia, OH 45377

HMR Tech  
2900 Presidential Drive, Suite 155  
Fairborn, OH 45324

Hot Head Burritos  
6480 Brandt Pike  
Huber Heights, OH 45424

Image Data-Com, LLC  
2373 North Knoll Road  
Beavercreek, OH 45431
Interpreters of the Deaf, LLC
P.O. Box 455
Dayton, OH 45405

Joyce/Dayton Corp.
3300 South Dixie Drive
Dayton, OH 45439

Laredos Mexican Restaurant
1020 Miamisburg Centerville Road
Dayton, OH 45459

M21 Industries, LLC
721 Springfield Street
Dayton, OH 45403

Mantych Metalworking, Inc.
3175 Plainfield Road
Dayton, OH 45432

McDonald & Harden Government Relations
1629 K Street NW, Suite 300
Washington DC 20026

Megacity Truck & Auto, Inc.
5670 Webster Street
Dayton, OH 45414

Miamisburg City Schools
540 East Park Avenue
Miamisburg, OH 45342

National Carton & Coating
1439 Lavelle Drive
Xenia, OH 45385

NCT Technologies
P.O. Box 37
New Carlisle, OH 45344

Newcomer Funeral Home
3940 Kettering Boulevard
Kettering, OH 45439

OEM Corporation
35660 Benner Road
Miamisburg, OH 45342

Oncore Associates, LLC
73 James River Road
Dayton, OH 45361

Parties, Decor and More
6463 Fairway Court
Greenville, OH 45331

Partners Land Title Agency
3033 South Kettering Boulevard, #301
Kettering, OH 45439

Practice Yoga
504 East Fifth Street
Dayton, OH 45402

PuroClean Emergency Services
8590 North State Route 48
Waynesville, OH 45068

Quick Stop Transportation LLC
117 Ashwood Avenue
Dayton, OH 45405

R & L Hydraulics, Inc.
109 Tremont City Road
Springfield, OH 45502

RevWires LLC
2015 West Stanfield Road
Troy, OH 45373

Rod E Bate, D.O., Inc.
1835 East High Street
Springfield, OH 45505

Scott E. Gray, D.D.S., LLC
214 West National Road
Englewood, OH 45322

Segue Technologies
2661 Commons Boulevard
Beavercreek, OH 45431

South Dayton Properties, LLC
301 Hickory Street
Dayton, OH 45410

Spradlin Brothers Welding
2131 Quality Lane
Springfield, OH 45505

Springfield Country Club
P.O. Box 1642
Springfield, OH 45501

Springfield Foundation
4 West Main Street, Suite 825
Springfield, OH 45502

Superior Dental Care
6683 Centerville Business Parkway
Centerville, OH 45459

Synergy Consulting Group
7056 Corporate Way
Dayton, OH 45459

Techedge Corp.
2335 Spyglass Court
Fairborn, OH 45324

The Cake Shop
2231 North Fairfield Road
Beavercreek, OH 45431

The Carpet Store
7999A Clyo Road
Centerville, OH 45459

The Hampshire Company
P.O. Box 1195
Piqua, OH 45356

The Living Beatitudes Community
P.O. Box 3304
Dayton, OH 45402

The Savannah Center At Chappell Cross
5533 Chappell Crossing
West Chester, OH 45069

Thomas Medics & Temps
49 White Allen Avenue
Dayton, OH 45405

Tim Hortons
4465 Indian Ripple Road
Beavercreek, OH 45440

Towne Mechanical Contractors, Inc.
1270 McCook Avenue
Dayton, OH 45404

Tri-County Urology
8934 Kingsridge Drive, #102
Centerville, OH 45438

V Carve
7887 Washington Village Drive, Suite 140
Centerville, OH 45459

Victoria’s Secret Direct
5959 Bigger Road
Kettering, OH 45440

Victory Wholesale Group
400 Victory Drive
Springboro, OH 45066

Wild Goose Enterprises
1190 Woodland Meadows Drive
Vandalia, OH 45377

Wing Zone
5744 Springboro Pike
Dayton, OH 45449

Wright-Patterson Air Force Base
5490 Pearson Road, Bldg. 89, Area C
WPAB, OH 45433

YMCA of Darke County
301 Wagner Avenue
Greenville, OH 45331

[Name]
7317 Whitehall Drive
Dayton, OH 45459
FRIDAY, MAY 8

TIME:  7:15 A.M. - 9:00 AM
SPEAKER:  Jeff Stolzenburg
   Vice President & General Manager
   F&S Harley-Davidson/Buell

SELLING DREAMS,
REGARDLESS OF THE ECONOMY

Jeff Stolzenburg started working in his father’s business after school and on weekends when he was 13 years old. At that time, his father owned F&S Motorcycle Salvage and Dayton Suzuki Sales. Jeff put in many hours learning everything he could about the business. In 1979, his father purchased the local Harley-Davidson Dealer and Jeff rode the RTA to work everyday after school.

Jeff graduated from Northmont High School in 1983. Because of his full time career he never attended college. However, he attended as many night classes as possible through Wright State University. Classes such as Marketing of Services, Marketing Management, Pricing Strategies, etc. His father Gary made sure Jeff attended any and all possible training seminars through the Ohio Automobile Dealers Association (OADA) and the Ohio Motorcycle Dealers Association (OMDA). He also had extensive training through Harley-Davidson University, a division of Harley-Davidson Motor Company in Milwaukee. He still attends annual update trainings and seminars.

Jeff spent 17 years in the Miami Valley Council of the Boy Scouts of America. He earned the Eagle Scout Award in 1981 and later became Scoutmaster of Troop 41 in Trotwood. Jeff stepped down as Scoutmaster to manage F&S Team Racing, the World’s Largest Motorcycle Race Team. These things he did while continuing to manage the Harley-Davidson dealership.

Now, at the age of 44 with 31 years of “hands-on” experience, Jeff has seen the economy up and down, the consumer trends changing, and the ripple down effects to and from local businesses. Jeff, as Vice President and General Manager, is responsible for all the day to day activities. He and his family work full time along with 43 employees. Last year their dealership earned the prestigious Silver Bar & Shield Award from Harley-Davidson. This is awarded for overall performance in sales, service, and customer satisfaction. This ranks F&S Harley-Davidson/Buell inside the top 25 dealers out of 688 nationwide. —
Generation Dayton Events

Generation Dayton, a program of the Dayton Area Chamber of Commerce created for young professionals, focuses on professional development, community service, and providing a network outside the office. It serves as a channel for young professionals of the Dayton region to connect with other young professionals and to the community. Connections are made (1) through planned programs, (2) by giving back to the community via volunteer opportunities, and (3) over casual breakfast, lunch, or happy hour conversations.

Generation Dayton’s 2009 Calendar Abounds with Opportunities for Young Professionals

Professional Development. Andy Hickey, from Technology First, is the 2008-2009 Programming Committee Chair. The committee has planned the 2009 programs to focus on networking skills, career development, and community awareness. An upcoming program is our “Successful Person Panel”, where members will receive insight from leaders in the community.

Community Service. John Krebs from CityWide Development is the 2009-2010 Community Service Committee Chair. The committee has planned several opportunities for members to volunteer their services to the area’s non-profit organizations throughout the year. One of our largest volunteer days is “Generation Dayton Day”, set for Friday, May 1, 2009. This event allows members to volunteer for non-profits within the region to work on various projects. On August 11, 2009, members will have the opportunity to match up with local non-profits at our “Volunteer Speed Matching” event.

Social. Jennifer Cadieux from The United Way of the Greater Dayton Area is the 2009-2010 Social Committee Chair. The committee plans fun, relaxing networking opportunities for members to get to know one another outside the office. In January, Members enjoyed an evening of bowling with friends and colleagues.

Volunteers assist in running Generation Dayton as they serve a 2 year term on the Steering Committee. The 2009 Steering Committee is comprised of the leaders listed above and the following members: Andy Reitz, from Faruki Ireland & Cox P.L.L., is the Chair; Shanon Potts, from the City of Dayton Department of Law, is the Vice Chair; Christine Anthony, from Dermpath Lab of Central States, is the At-Large Sponsorship Chair; Lisa Henderson, from The Children’s Medical Center, is the At-Large Marketing Chair; and Jennifer Rettig, from The Blaine Block Institute for Voice Analysis & Rehabilitation, is the At-Large Membership Chair.

Ongoing events. Monthly breakfasts, lunches, and happy hours (Thirsty Thursdays) provide members the opportunity to mingle informally. It is also a chance for many members to try out a new venue or visit an old favorite.

Generation Dayton is the Dayton region’s largest, all-inclusive networking organization for young professionals. Members are kept up to speed by visiting the website, receiving a monthly e-newsletter, and email reminders. Generation Dayton also communicates with friends on MySpace, Facebook and LinkedIn.

To learn more, visit us online at www.generationdayton.org —

Save the date —— for these 2009 events:

Feb 19  Advanced Networking Up
Feb 28  Volunteer at URS Barstool Open
Mar 24  Successful Person Panel
May 1  Generation Dayton Day
May 22  New Member Orientation
Jun 19  Tour of WPAFB
Jul 14  Building Your Own Personal Brand
Aug 11  Volunteer Speed Match
Aug 18  New Member Orientation
Sept 2  Speed Networking
Oct 14  Work-life Balance
Nov 3  Transitioning to Your Own Business
Nov 20  New Member Orientation
Dec 4  Annual Holiday Party

Plus ——
ongoing monthly breakfasts, lunches, and happy hours!
**Breakfast Briefing**

**FEB 13**

Date/Time: February 13, 7:15 - 9:30 am  
Speaker: Janice Driesback, Director/CEO, Dayton Art Institute  
Topic: TBA  
Location: Dayton Racquet Club  
Registration: registration@dacc.org

**Breakfast Briefing**

**MAR 13**

Date/Time: March 13, 7:15 - 9:30 am  
Speaker: David Jeff Stolzensburg, F&S Harley-Davidson/Buell  
Topic: TBA  
Location: Dayton Racquet Club  
Registration: registration@dacc.org

**HR Xchange**

**MAR 17**

Date/Time: March 17, 7:45 - 9:00 pm  
Location: The Montgomery County Job Center  
Registration: http://www.mvhra.org/hr-xchange.php

**Breakfast Briefing**

**MAY 08**

Date/Time: May 8, 7:15 - 9:30 am  
Speaker: David Hopkins, President, Wright State University  
Topic: TBA  
Location: Dayton Racquet Club  
Registration: registration@dacc.org