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The Dayton region may finally be focused on the right educational initiatives that will produce our 21st century workforce. For some time our State’s solutions for education were a “mile wide and an inch deep”. Locally, we now have people thinking and working together in ways that may bring us the solutions we need that will direct our future actions. The key will be to focus on a handful of objectives and develop only those strategies and action steps we can implement and implement well.

The region, including Dayton Public Schools, area parochial schools and charter schools, should each and all concentrate on these four key areas:

• **Governance & Structure** – Do not be afraid of other communities’ creative models that work. Education needs to be a “community-driven” model that includes traditional, parochial and charter schools all at the table solving each other’s needs and issues. Oversight might include a new collaborative governing group.

• **Curriculum** – We can’t count on the “old school” teaching methods. Priorities should be based on future demands (pronounced “jobs”). This is where employers can play their most important roles. S.T.E.M. (Science, Technology, Engineering and Math) Academies and state CORE requirements are sound strategies for our local future. We are blessed locally with WPAFB’s well-educated workforce but we all know that many will retire in the next 5 to 7 years and we must work harder to backfill those key positions and individuals. Ohio must make education its number one priority if it wants to globally or nationally compete for jobs and workers.

In a recent education forum held at the University of Dayton on June 11th, community leaders and professionals made the commitment to continue this local dialogue until we can assure ourselves of successes worthy of our greatest assets – our people. This was a good “next step”. But much work was still left on the table to do.

I, along with other optimists, think we may well be on our way to solving some of these complex issues now that we have more clearly focused our energies on a synergistic and collaborative approach. Ohio and our region must make education a “top-agenda” item if we are to be successful going forward. As stated many times before, workforce in our region is economic development – and education and training are the keys to a great workforce. We pledge that the Chamber’s role will be to continue to find collaborative solutions and bring these back to you, our business members, for your support.
Since its founding in 1907 by entrepreneur, business and community leader John H. Patterson, the Dayton Area Chamber of Commerce has been the lead advocate for the business community in the Dayton region. Continually faithful to its roots, the Chamber has supported, promoted and organized businesses, their priorities and issues for over 100 years.

As a component of the Chamber’s 100th Anniversary, the Chamber’s Education and Public Improvement Foundation (EPI Foundation) established a fund to commemorate the past, present and future innovative spirit of business in the Dayton region.

With the generous support of our members and especially Soin International and the Rajesh K. Soin family, the EPI Foundation presented the first annual Soin Award for Innovation at the Dayton Area Chamber of Commerce Annual Meeting on April 25, 2007. The following is a brief overview of the finalist and our first recipient.
WebCore Technologies, Inc. — RECIPIENT

WebCore Technologies, Inc. based in Miamisburg, Ohio occupies a 70,000 square foot state-of-the-art facility where key operations include manufacturing, sales, engineering, technology development, and corporate management.

WebCore has worked closely with the leading research laboratories including the Air Force Research Lab located at the Wright-Patterson Air Force Base in Dayton, Ohio and the NASA Glenn Research Center in Cleveland, Ohio. WebCore’s fiber-reinforced core (FRC) technology was privately developed and received validation through Air Force, NASA, and Navy funding under the Small Business Innovation Research (SBIR) program. With the founding principle of developing a highly engineered core material from readily available, low-cost commodity products, WebCore has established itself as the leading supplier of fiber-reinforced core materials in the composites market by providing a valuable solution.

As one of the leaders in advance composite materials, WebCore developed and patented their TYCOR Fiber Reinforced Core (FRC) products offering performance and economic benefits in many applications. TYCOR products are used in a wide variety of structural applications, which include turbine blades, truck and trailer body, railcar floors, bridge decks, temporary roads and runways, and many other applications. WebCore has been looking at additional applications market.

WebCore plans to use the Soin Award to move its TYCOR products from the demonstrating phase into the market entry and growth phase of commercialization. WebCore also plans to establish an annual legacy award that would internally recognize a WebCore employee(s) for an idea or practice that is either innovative, improves safety, or reduces costs.

Mound Laser & Photonics Center, Inc.

Mound Laser & Photonics Center, Inc. (MLPC) is an advanced manufacturing company specializing in providing laser microfabrication services in laser micromachining, laser welding, and laser marking. A unique business model, which combines commercial contract manufacturing and R&D in approximately equal portions, continually positions the company on the leading edge of laser microfabrication technology. The R&D part of the business, which is supported through SBIR and STTR programs, provides the forum for innovation and collaboration on new applications. The commercial contract manufacturing business elements provide the mechanism for commercializing the technology developed under the SBIR/STTR programs as well as developing additional applications. MLPC’s microfabrication technology continues to enable new manufacturing and product development for more than 150 customers across the country ranging from Fortune 500 companies to local machining centers in the Dayton Region. The need for MLPC’s services is exponentially increasing with applications in a diverse marketplace that includes medical device, automotive, alternative energy, aerospace, and defense.

The current trend towards miniaturization of devices represents a significant business opportunity for MLPC and an economic benefit for the Dayton Region and State of Ohio. By taking advantage of the region’s expertise in materials through partnerships with area universities and the Air Force Research Laboratory, MLPC’s goal to make Ohio a focal point for laser-based microfabrication in the United States will be achieved. Through the precision delivery of laser energy, materials will be machined and joined at the micron level to fabricate a wide variety of devices from sensors to spinal implants for the 21st century.

Mound Technical Solutions, Inc

Mound Technical Solutions, Inc., located in Miamisburg, Ohio was recently awarded an Ohio Third Frontier Fuel Cell Program grant. This two year grant will fund the second phase of development of a new suite of fuel cell test instrumentation. Under a 2005 grant, Mound has developed a comprehensive suite of fuel cell test products. This effort is in collaboration with Inorganic Specialists, University of Dayton Research Institute, the Air Force Research Laboratory Propulsion Directorate of WPAFB, Miamisburg Mound Community Improvement Corporation, EMTEC, and Sinclair Community College.

Fuel cell test systems supply and regulate fuel and oxidant to the fuel cell and measure electrical power output to evaluate performance under various operating conditions. Mound’s suite of testers includes the spectrum of fuel cell technologies: PEM, Solid Oxide (SOFC), Methanol, and Phosphoric Acid (PA). Doug McClelland describes the product suite’s market as; “Manufacturers who perform QA testing and conditioning of their fuel cell products, manufacturers who embed fuel cells in their products, researchers and developers, and fuel cell technology educators.” He added, “We have applied our years of experience in DOE tritium technology and function testing of weapons components to bring some exciting advances to fuel cell technology.”

MoundTech introduced their new MT571

(Continued on page 6.)

Focus 5
Award (Continued from page 5.)

test system at the Ohio Fuel Cell Symposium in Columbus, Ohio held May 23-24. The patent pending ETCH™ module technology provides an integrated thermal chamber for PEM cell testing as well as Expandable Thermal, Current, and Humidity modules that allow the system to be easily configured to meet specific customer needs.

Additionally, Mound Technical Solutions is a collaborator of the 2007 Ohio TFFCP Market Readiness Demonstrations Project awarded to the University of Dayton for its Accelerated Testing Demonstration for Market Entry project. This project will validate the real world reliability and application compatibility of the XX25 fuel cell that has been developed by UltraCell Corporation and manufactured here in Dayton, Ohio.

Amy and Doug McClelland founded Mound Technical Solutions, Inc. in 1996 as a privatization of technologies developed at the Department of Energy’s Miamisburg Mound facility. MoundTech produces tritium measurement instrumentation used world-wide. Staffing, task-order services, and custom automated test systems are also provided by Mound Technical Solutions.

Composite Advantage

Composite Advantage LLC (CA) combines advanced material processing techniques with in-depth field experience to manufacture cost-effective, corrosion resistant, large Fiber Reinforced Polymer (FRP) composite parts for structurally demanding applications. Specially modified resin infusion techniques allow CA to build large, load bearing, structural panels that other companies aren’t able to manufacture. CA products range from large structural walls and panels, vehicle and pedestrian bridge decks to concrete forms, pads and mats.

Corrosion resistant and lighter yet stronger than traditional materials, CA’s composite panels provide a robust alternative for containers, walls, floors, walkways, storage sheds, equipment pads and trench covers and are especially suited for customers facing weight constraints or corrosion issues.

As light as one-fifth the weight of concrete, CA’s composite panels reduce or all but eliminate the need for heavy-duty installation equipment and long labor hours normally required to erect structures made from traditional materials. In many cases, the composite panels can be placed by hand. Available in a variety of surface textures, CA offers composite panels as large as 45 feet by 14 feet and up to eight inches thick using a patented core. CA can incorporate fire resistant resins and colors to customer preference.

CA has also introduced FRP deck products for pedestrian bridges. Producing panels up to 45 feet by 12 feet, CA is the first manufacturer to provide an economical FRP composite solution capable of meeting the unique performance and design requirements of pedestrian bridge applications.

In addition to its ability to meet customer quality requirements, CA provides the finishing and assembly details needed to reduce installation costs. CA’s resources also allow the manufacturer to provide services that include design optimization, prototyping and tooling. Composite Advantage is a spin-off manufacturing company of the National Composite Center.

Qbase

Qbase is opening a new division focused on healthcare informatics and also the development of a new computer intelligence platform. This expansion has major import for the Dayton region. First, it will create a second Qbase location in Springfield. It will also create high-value jobs in the next three years such as software engineers, data analysts, medical imaging technicians, and marketing and sales professionals.

The new computer intelligence platform will change the game for healthcare providers in their ability to not only process healthcare and medical data but also use it for better decision making. Software applications on the platform will:

1. Give hospitals and other healthcare providers new reporting systems to track and anticipate events affecting patient treatment and safety;
2. Deliver a searchable archive of healthcare information and medical images to assist in clinical diagnosis; and
3. Process and detect patterns in data sets as diverse as fraudulent medical claims, geospatial information and publications of healthcare informatics’ subscription lists.

Additionally, hospitals can use the platform’s data-mining capabilities to ensure compliance with accreditation standards and new government mandated safety regulations.

Qbase already has begun designing the computer intelligence platform for Springfield.

“This promises to be breakthrough technology,” said Gary Lustgarten, Network Director for Kettering Medical Center Network. Lustgarten helped lead strategic development of the initiative. Kettering’s Wallace-Kettering Neuroscience Institute will participate in application development in Springfield as well as provide scientific expertise, especially centered on imaging of neurological disorders.

The Neuroscience Institute and Qbase are joined in a research collaborative that was envisioned and is co-chaired by the University of Dayton Research Institute, directed by John Leland. “The computer-driven capability being designed by our joint team of researchers has great potential for applications across many markets,” Leland said. He added that several aspects of the Springfield initiative should assist in attracting top scientists in aerospace medicine to Wright Patterson Air Force Base, as part of the Base Realignment and Closure process.
Giving back to the community – community service – appreciation and knowledge of our region – community leadership development. These characteristics have joined together for the past thirty years to form the foundation of a community leadership development program in the Dayton region with an outstanding reputation – Leadership Dayton!

Leadership Dayton is a program of the Dayton Area Chamber of Commerce and one of the most successful and timeless programs the Dayton region offers its next generation of leadership. Leadership Dayton began in 1976 and has been a program of the Dayton Area Chamber of Commerce since its inception. This highly regarded program focuses on volunteerism, community service, regional historic knowledge and growth, team work, and leadership development. To execute these core competencies Leadership Dayton enlists the assistance of seasoned professionals in the Dayton region to help manage and educate these ambitious leaders.

To be accepted as a member of Leadership Dayton you must have proven yourself in the community and be unselfishly willing to dedicate your time, efforts and resources to the community in which you live and work. The Leadership Dayton Class of 2008 will launch in August of this year. Applications are received at the Dayton Area Chamber of Commerce in February of each year. Community leaders that are interested in participating should contact Stephanie Yenn at the Chamber at (937) 226-8256 or at syenn@dacc.org.

Thank you class of 2007 for your unselfish acts of kindness and contributions to the community. You are the definition of a community leader and the Chamber is proud of your accomplishments and proud to have you as a member of Leadership Dayton.
The Dayton Area Chamber of Commerce’s public policy staff enjoyed the opportunity to spend time with Ohio’s newest member of the U.S. Senate – Senator Sherrod Brown – during his recent visits to Dayton and our meetings in Washington D.C. this spring. The Dayton Area Chamber of Commerce would like to extend a special thank you to Senator Brown for the opportunity to share his thoughts regarding issues that are of great importance to the Dayton region and looks forward to working closely with Senator Brown and his staff.

Dayton Chamber: Encouraging preventative measures is quickly becoming a part of the solution to reduce the cost of health care in small and medium-sized businesses. Unfortunately, actions taken by individual businesses won’t provide the relief that many businesses seek as they continue to struggle to provide coverage for their employees and maintain a competitive edge within the global market. Will the federal government fully address the rising cost of health care during the 110th Congress or will a solution reside within the numerous proposals that have been enacted by individual states?

Senator Brown: It will take the combined efforts of federal, state and local governments, working with businesses and consumer groups, to address rising health care costs in a definitive way. At the federal level, I support efforts to use information technology to eliminate costly red tape in our health care system, as well as initiatives aimed at identifying the most cost-effective medicines and closing legal loopholes brand name drug companies use to block access to lower priced medicines. It is also crucial to invest in medical research at the National Institutes of Health to prevent and find cures for diseases and health problems. And I am working to ensure that all Americans, starting with our nation’s children, have meaningful health insurance. The last goal is particularly important. Coverage gaps lead to underutilization of preventive services and reliance on expensive emergency rooms for care that should be provided in a doctor’s office.

DC: Recently, members of the Dayton business community arrived in Washington D.C. at the annual Community Leader Fly-In to express the importance of Wright-Patterson Air Force Base to the Dayton region’s economy. As we continue to realize the accomplishments of the Base Realignment and Closure (BRAC) outcomes of 2005, the community is already looking forward and anticipating the level of preparation needed to be successful in the next round of BRAC hearings. What recommendations would you share with our community to ensure that we continue to realize the success of our BRAC achievements?

A: The current National Defense Authorization Act (NDAA) fully funds Wright Patterson’s BRAC needs (approximately $230 million). The community will need to continue to work closely with the Congressional delegation. With more than $140 billion for Iraq-related expenditures, the defense budget is going to be particularly tight. The Dayton Community needs to continue its good work selling Dayton as a destination for high-tech employees who are contemplating moving to Wright Patterson as a result of BRAC.

DC: Science, technology, engineering and mathematics (STEM) graduates are vitally important to the highly competitive industries that will help grow Ohio’s economy. These industries are seeking a workforce with diverse education and training experience and Ohio’s academic institutions are able to respond due to the increased emphasis on STEM graduates by our leadership at the state level. What action is the federal government taking to bolster the STEM initiatives proposed by the State of Ohio?
SB: I am a cosponsor of the America COMPETES Act, S. 761, which was adopted by the Senate in April, 2007. The legislation would strengthen the skills of thousands of math and science teachers by establishing training and education programs at summer institutes. The bill would also assist states in establishing or expanding statewide specialty schools in math and science and help to develop programs for bachelor's degrees in math, science, engineering, and critical foreign languages with concurrent teaching credentials and part-time master’s in education programs. In June, I introduced legislation, S.1719, that would provide an additional $2,000 a year for GI bill recipients who pursue degrees in STEM.

DC: Improving our region’s transportation system to meet the current needs of the community is an issue that is at the forefront of the Dayton business community’s legislative priorities. Multi-jurisdictional projects, such as the Austin Road Interchange, require state and federal transportation funding and years of planning to come to fruition, but are of the utmost importance because of the substantial impact these improvements will have on the economic development of the region. What more can the Dayton community do to ensure that our region’s transportation needs can continue to be met?

SB: Currently, the Ohio Department of Transportation (ODOT) has numerous projects in the works for transit improvements in the Downtown Dayton area. The first project on their list is improving the infamous “Malfunction Junction,” at the intersection of Interstate 75 and State Route 4. The project is expected to commence in the fall of this year, and will improve safety and fluidity of traffic and reduce congestion. ODOT has future projects for downtown Dayton that aim to improve traffic flow in the region. Local feedback is the fuel for public works initiatives. The Dayton community can ensure their transportation needs are met by continuing to be vocal about problematic areas in the regional transportation network and remaining in close contact with federal, state and local transit authorities.

DC: Alternative energy is gaining widespread attention as an arena that would have a positive impact on economic development and job growth in Ohio. What federal incentives are there for Ohio to explore the potential for alternative energy and what must the Dayton region do to emerge as a leader in pursuing these innovative opportunities for the state?

SB: In the last five years, Ohio has lost nearly 19% of its manufacturing base. Seventy-seven of Ohio’s eighty-eight counties have had a loss of manufacturing jobs since 2001, with the remainder experiencing stagnation. However, there is good news – regions hurt the most by manufacturing job loss also have the most potential to take advantage of supplying the components required by the alternative energy sector. A report by the National Renewable Energy Policy Project states that a significant investment in biomass, geothermal, solar, and wind energy will lead to more than a 3.6 billion dollar investment into manufacturing in Ohio, and nearly a 2.9 percent increase in manufacturing.
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**Senator Brown (Continued from page 9.)**

jobs. The recently passed Senate Energy bill included an amendment I offered to create a Renewable Energy Innovation Manufacturing Partnership. This partnership would provide competitive grants to non-profit institutions and private manufacturers working together to develop renewable energy manufacturing technologies. My amendment also calls on the Department of Energy to include small manufacturers when providing loan guarantees to companies that employ innovative energy technologies.

**Q**

DC: After serving for 13 years in Congress in the House of Representatives, you’ve recently embarked on your first term in the Senate. What has been the most challenging aspect of this transition?

**A**

SB: Learning the different procedures within the U.S. Senate. Known as the “most deliberative body” in Congress, the Senate moves much more slowly than the House on both legislative and administrative matters. While there are challenges in anything new, it has been an incredibly rewarding time learning my way in my new role as a United States Senator for Ohio. I look forward to continuing to meet with and serve Ohio families.

**Q**

DC: Prior to serving as a public official, you served as teacher in the public school system and have also taught at Ohio State University. In your experience with educating a younger generation, what strengths or weaknesses do you see emerging within young people today?

**A**

SB: The advent of the Internet has shown the younger generation, especially the “millenials,” to be incredibly tech-savvy and talented in ways my generation never thought possible. I recently held a conference call with millennials in Ohio and was impressed with their understanding of current events and their desire to be part of building their own future and that of our state. The young professional group, Generation Dayton, has done a great job of bringing together young people to share ideas and get involved. They have given me innovative suggestions on how to attract and keep young talent in Dayton.

Chris, Sarah and Stephanie greatly appreciate the time and dedication of Senator Brown’s staff members, particularly Joanna Kuebler, and look forward to working with them in the future.

“...The young professional group, Generation Dayton, has done a great job of bringing together young people to share ideas and get involved. They have given me innovative suggestions on how to attract and keep young talent in Dayton.”
Managing A Diverse Workforce

Developing your primary asset – namely, your employees, takes effort. The Chamber has highlighted several programs and initiatives over the year designed to assist in that development. At the center of these programs is the notion that our region’s and your organization’s workforce is diverse.

Workplace diversity is more than affirmative action. Diversity is a more broadly defined initiative that includes hiring practices, office interactions, and workplace training. Diversity also is not limited to race or gender issues but just individual differences. These differences should be a source of interest and exploration instead of a reason to avoid contact and integration. The purpose for diversity programs within a business is to create and maintain productivity within the workplace. When personal issues at work become a source of conflict, employees are much less able to concentrate on their jobs, and spend too much time avoiding issues and mediating conflicts with co-workers.

As the region’s population changes, so does our workforce. The aging of the workforce creates a new dynamic where younger, less experienced workers may be intimidated by their more experienced counterparts. Nearly 30% of our workforce is over the age of 45 and the percentage is expected to reach 45% within the next ten years. In addition, with the growth rate of various minority populations, businesses will have to do more to incorporate multiple ethnic, gender, disability and age related programs in order to stay competitive. Programs designed to aid in this process are growing. Businesses can work to educate their employees on how to work cooperatively, increase interaction, and foster strong bonds.

The Dayton Area Chamber of Commerce, in cooperation with the National Conference for Community and Justice are inviting area businesses to apply for the Greater Dayton Workplace Diversity Award. Applications for the Award will be accepted through the end of August and presented at the NCCJ banquet in October. To qualify for the Award, a business must demonstrate its commitment to diversity in their workplace and in the community. The application can be obtained on the Chamber’s website at www.daytonchamber.org, or by contacting Chris Wimsatt, Manager, Workforce Development at cwimsatt@dacc.org.

“Diversity is a broadly defined initiative that includes hiring practices, office interactions, and workplace training.”
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If you are planning to fly out of the Dayton International Airport this summer be sure to stop by one of the Business Travelers Centers located at the airport. The first is located in the main hallway as you enter the airport. The second BTC is located in concourse C.

The Business Travelers Center is free to all chamber members. To access the BTC you need to present your BTC membership card. If you do not have a card, please contact the Dayton Chamber by email at btc@dacc.org to obtain your free card. The BTC provides free telephone and internet access. It also has faxing and copier services available. If you are looking for meeting space, there are meeting and conference rooms provided for chamber members.

By presenting your BTC card chamber members will receive discounts on airport parking as well as discount on several shops located at the airport.

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Go Behind The Magic

Disney Institute
Can you implement a winning business culture at your organization like magic? Well if anyone can accomplish that feat it’s the people at Disney. Few organizations utilize strategies and business models that are as powerful as this unique corporation. Several years ago The Disney Way was published and flew off of book shelves. Why? Because people remember the positive experiences that they or their families have had at a Disney resort, park or even at their retail stores. Aspects of our culture permeate every facet of their organization and include long-term customer and employee loyalty and excitement.

Highlighting the vision and ideals of Walt Disney, Disney Institute is a recognized leader in experiential training, leadership development, benchmarking and cultural change for business professionals across the globe. Disney Institute takes their successful formula and through its seminars instructs business leaders about several principles such as:

- Change Leadership
- Service Recovery
- Attracting and Retaining the Best People
- Organizational Creativity
- Effective Team Building
- “Guestology” – The Magic of Measurement among others.

It’s important to note that this 1-day seminar will give attendees the tools to achieve immediate results and create a solid, long-term cultural foundation that fosters effective leaders and unleashes the innovative spirit in your organization. Disney also emphasizes the importance of accurate measurement of progress and results.

“The Disney Keys to Excellence” seminar is ideal for any size business – from leaders in Fortune 100 companies and mid-sized organizations to small businesses. Some of the industries that have previously participated in Disney Institute programming include:

- Hospitals/Healthcare Providers
- Financial Institutions
- Retail Outlets
- Automotive Sales/Service Locations
- Restaurants/Food-Service Companies
- Real Estate Developers/Management Companies
- Government Organizations
- Military/National Guard Management Personnel
- Utilities
- Manufacturers
- Insurance Companies

The Dayton Area Chamber of Commerce is excited to offer this unparalleled opportunity. Mark your calendars for Wednesday, October 24th from 8:00 am to 4:30 pm. CEU credit available. Visit www.daytonchamber.org for additional information or contact the Chamber at 226-1444.

A winning business culture isn’t magic – it just looks like it.

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ChamberVision:
Tackling Issues
You Care About

The Business Connection is tackling current business issues that affect the Dayton region. Our goal is to help educate and explore timely business issues in the greater Dayton region. Already the show has discussed hot topics like immigration, transportation, and economic development. Please check your local public access listing for dates and times of weekly broadcasts.

You can also catch our older show via our website at www.daytonchamber.org – from there go to News & Resources and click Chamber TV. If you have questions about our Business Connection or would like to suggest a topic please contact Toni Bankston at tbankston@dacc.org.

Be sure to catch our August show. The feature topic is the Dayton International Airport. Our guest will be Iftikhar Ahmad, Director of Aviation.
Dear Editor,

My husband and I have used the Business Travelers Center at the Dayton International Airport on many occasions, both upstairs and downstairs locations. Others from the firm also use it. Its “pretty cool” as the Managing Partner of my law firm told me. Personnel have been hospitable and it’s so nice to go to a comfortable location when you’re waiting, sometimes hours, for your flight. I especially like the ability to go on-line to my office so I can stay current up to boarding time. My husband likes to relax and review his work or read the many periodicals and newspapers. We can also sit and just watch the news quietly. All this, plus private bathrooms and refreshments, helps make a long wait shorter. As one of our partners said, “I only wish it were open later and on weekends.”

Sincerely,

Penny Wolff
Sebaly Shillito & Dyer LPA

Have a comment?
We want to hear from you!

Send comments, c/o Focus, to info@dacc.org. Stories and letters to the editor must be 150 words or less. Editor reserves the right to edit copy for style and space.

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Jeff Van Fleet founded Lighthouse Technologies, Inc. in 2000 with a vision: to build a company for sustainable growth, while providing a work environment of responsibility, accountability, and integrity. This vision has solidified to include principle-centered leadership, the Steven Covey habits, being proactive and adjusting the business based upon market needs and conditions, and giving back to the community.

Lighthouse is a software consulting company that is focused on managing software system risk. As Jeff recently noted, “It is expected that the U.S. will spend over $250 billion on IT projects this year, and of that, we will waste over $50 billion on overruns and cancelled projects. It bothers me that we are wasting this much money and it really affects the local and national economies. That’s why we stay independent and unbiased – so we can help companies identify and mitigate risks early and eliminate these overruns.” Lighthouse’s Software Quality & Independent Verification & Validation (IV&V) methodology works for custom software development, Enterprise Resource Planning (ERP) deployments, and IT organizations. It is a predictive approach that shows the cost and schedule impact of poor quality and missing functionality.

Jeff chose the name Lighthouse Technologies because everyone knows a Lighthouse is built to last, people depend on it for their lives, and it will be here for decades to provide continuous service. These are some of the key underlying principles of the company. “We focus like a fresnel lens focuses the energy from a small light source into a powerful beacon. We focus on improving the efficiency and effectiveness of large-scale software organizations. We focus not only on cost and schedule, but also on the organization buying a large software system. Of course, we help clients who get in trouble, but we really like helping them get started on the right foot. We make sure they accurately define what they want, and that they have the right contract in place to get what they expect. Then we stay actively engaged throughout the entire development life-cycle, analyzing the people, processes, and software artifacts to make sure everything is in place for a successful system deployment.”

Lighthouse has numerous local and regional commercial clients, including the Air Force.

The cornerstones of LTI’s culture are:

- Integrity, honesty, and communication (from Everything You Need To Know, You Learned In Kindergarten – Robert Fulghum)
- Lighthouse has fun. We make sure we enjoy what we do, and we seek like-minded employees and clients to join us.
- Lighthouse believes in process improvement and it takes strong, confident, independent thinkers to make this happen. That’s why there is a sign in the lobby that says “Rule #1 – Any rule can be questioned here … except this one.”
Jeff Van Fleet was nominated for Ernst & Young's Entrepreneur of the Year, Emerging Technology, in 2005. He chose to bring the whole Lighthouse team with him to celebrate.

Jeff and his wife, Sandy, with the Entrepreneur of the Year award.

- Lighthouse has a positive, optimistic culture; they stay open to the possibilities. They do not fear unknowns, but look forward to challenges.

Lighthouse feels the call to give something back to the community, asking employees for inputs as to their favorite charities and causes. This community participation includes:

- Continuously employing interns from local colleges;
- Leading the i-Zone to help other local entrepreneurs and business leaders.

Lighthouse's end goal is excellence and balance – balancing customers’ needs with employees’ needs, while maintaining balance with community service and profitability. Says Jeff, “Our ideal is to do something we like, make a difference for our clients, and work with people we enjoy. If we can do these things, we will truly be successful.”

Chamber Stats:
Member since 2001
25 employees
NAIC Code: 51 information, broadcasting, publishing & web
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Long-time Lighthouse team mates Brian Yahne and Dennis Marks review defects reports.
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**August**

**Breakfast Briefing**

**DATE & TIME:** August 10, 7:15 AM - 9:15 AM  
**SPEAKER:** Pete Luongo, Center for Leadership & Executive Development  
**LOCATION:** Dayton Racquet Club  
**COST:** $25 Members; $30 Nonmembers  
**PHONE:** 937-226-8253  
**EMAIL:** registration@dacc.org  

**New Business Connection with the West Chester Chamber Alliance**

**DATE & TIME:** August 28, 4:00 PM - 6:30 PM  
**SPEAKER:** Mary Boosalis, President & CEO – Miami Valley Hospital  
**LOCATION:** Dayton Daily News  
**COST:** $25 Members Only  
**PHONE:** 937-226-8253  
**EMAIL:** registration@dacc.org

**Office Solutions Expo**

**DATE & TIME:** August 15, 7:30 AM - 2:00 PM  
**TOPIC:** See new products and enjoy complimentary refreshments. 2 sessions: 7:30 AM - 9:00 AM  
11:00 AM - 2:00 PM  
**LOCATION:** Dayton Convention Center  
**COST:** Complimentary, Members only  
**PHONE:** 937-602-8408  
**EMAIL:** kenya.taylor@officedepot.com  
**SPONSOR:** Office Depot

**Safety Breakfast with the Experts**

**DATE & TIME:** August 15, 7:30 AM - 9:00 AM  
**SPEAKER:** David Rex, Medwork Occupational Health Care  
**TOPIC:** Substance Abuse: Recognizing it in the Workplace  
**LOCATION:** Mandalay Banquet Center  
**COST:** $25  
**PHONE:** 937-226-8264  
**EMAIL:** lwulfeck@dacc.org  
**SPONSOR:** Roto-Rooter Plumbing & Drain Service

**Government Affairs Breakfast**

**DATE & TIME:** August 22, 7:30 AM - 9:00 AM  
**SPEAKER:** Retired Air Force General Lester Lyles  
**LOCATION:** Crown Plaza Dayton  
**COST:** Complimentary  
**PHONE:** 937-226-8266  
**EMAIL:** mrasnic@dacc.org  
**SPONSOR:** AT&T

**September**

**Breakfast Briefing**

**DATE & TIME:** September 14, 7:15 AM - 9:00 AM  
**SPEAKER:** Mary Boosalis, President & CEO – Miami Valley Hospital  
**LOCATION:** Dayton Daily News  
**COST:** $25 Members; $30 Nonmembers  
**PHONE:** 937-226-8253  
**EMAIL:** registration@dacc.org

**15th Annual Chamber Challenge & Auction**

**DATE & TIME:** September 17, 11:00 AM - 7:00 PM  
**LOCATION:** NCR Country Club  
**COST:** $250  
**PHONE:** 937-226-8283  
**EMAIL:** robinf@dacc.org

**Safety Breakfast with the Experts**

**DATE & TIME:** September 19, 7:30 AM - 9:00 AM  
**SPEAKER:** Greg Rozelle, Montgomery County Combined Health District  
**TOPIC:** Pandemic Flu: How It Could Affect You & Your Business  
**LOCATION:** Mandalay Banquet Center  
**COST:** $25  
**PHONE:** 937-226-8264  
**EMAIL:** lwulfeck@dacc.org  
**SPONSOR:** AAA Miami Valley

**October 2007**

**Business After Hours**

**DATE & TIME:** October 3, 5:30 PM - 7:30 PM  
**TOPIC:** Networking  
**LOCATION:** Dayton Daily News  
**COST:** $10 Members; $15 Nonmembers; $65 Exhibitors Option 1  
$75 Exhibitors Option 2  
**PHONE:** 937-226-8253  
**EMAIL:** registration@dacc.org

**The Disney Keys to Excellence**

**DATE & TIME:** October 24, 7:30 AM - 4:30 PM  
**SPEAKER:** Disney Institute Presenter  
**TOPIC:** Leadership, Management, Service, Loyalty, Disney Style  
**LOCATION:** Mandalay Banquet Center  
**COST:** $380 Members; $410 Nonmembers  
**PHONE:** 937-226-8253  
**EMAIL:** registration@dacc.org  
**SPONSOR:** National City Bank

**2007 Safety Conference & Symposium: “Safety Day in the Region”**

**DATE & TIME:** October 31, 7:30 AM - 3:30 PM  
**SPEAKER:** Regional Safety Professionals  
**TOPIC:** This one-day event features various safety-related training and education sessions  
**LOCATION:** Dayton Convention Center  
**COST:** $95 Members; $125 Nonmembers  
**PHONE:** 937-226-8264  
**EMAIL:** lwulfeck@dacc.org  
**SPONSOR:** AAA Miami Valley; Gary Auman of Dunlevy, Mahan & Furry; Frank Gates Service Company, Montgomery County; Serco, Inc.; Shook, Inc. — Companies that send a single representative to the morning and afternoon sessions are eligible for two credits toward the BWC’s 2% incentive program.
Chamber Event Registration
Mail form with payment to: Dayton Area Chamber of Commerce, 1 Chamber Plaza, Dayton, OH 45402-2400. You may advance register for programs by FAXing form to 937-226-8254 and bringing payment to the door.

<table>
<thead>
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<th>NUMBER ATTENDING</th>
<th>PROGRAM</th>
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<td>Breakfast Briefing, August 10</td>
<td>$25 members; $30 nonmembers</td>
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<td>Office Solutions Expo, August 15</td>
<td>Complimentary, members only</td>
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<td>Safety Breakfast With The Experts, August 15</td>
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<td>Government Affairs Breakfast, August 22</td>
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<td>Stellar Sales Training, August 23</td>
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<td>New Business Connection, August 28</td>
<td>$25 members only</td>
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Name(s) _____________________________________________________________________________________________________
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Chamber program fees are deductible as a business expense, not as a charitable contribution.

□ Please check here if you need special accommodations to fully participate and attach a written description.

FOCUS
The Focus is a quarterly publication of the Dayton Area Chamber of Commerce
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