

FOCUS

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THE
CHAMBER
WORKS
FOR ME



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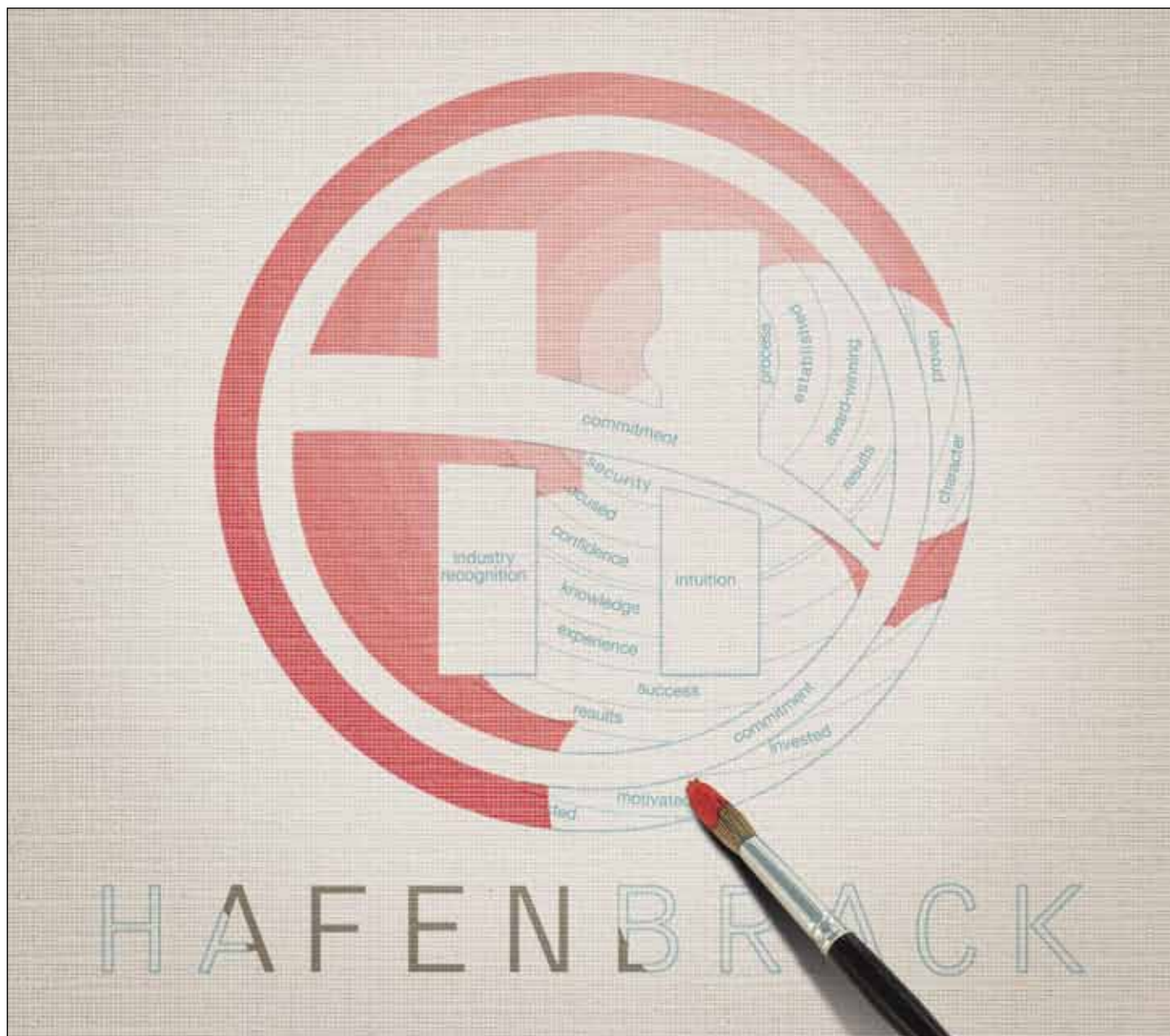
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FOCUS is a quarterly publication of the Dayton Area Chamber of Commerce. It is distributed to Chamber members and regional businesses. Copies are available online at www.daytonchamber.org.

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PRESIDENT'S Message



FOCUS ON: THE REGION'S FUTURE

Without a doubt, we've had our share of bad news and tough times in our region. With the GM, Delphi and NCR

closings, bankruptcies and moves, one has to wonder when and how it stops. But my thoughts this time won't dwell on those past decisions. What we do now and how we do it going forward is by far more productive than looking in the rear-view mirror and trying to play some blame game like the blogs or the naysayers in our region.

We do have a regional vision and even those who don't want to publically acknowledge it know it's there. But that vision requires hard work, a bit of faith in the future and as much luck — as good of luck as we can get in today's economy.

Our region's economic future is all about two major overarching strategies.

First, the growth opportunities we have in the region. Aerospace, information technology, medicine/healthcare and advanced manufacturing are growth sectors all based on current data and leading indicators. We have plans to grow each industry cluster including attracting and retaining the companies and the talent. Even our current educational priorities stem (no pun intended) from producing future talent that will enhance these growth areas. Wright-Patterson is a major economic engine — but not our only asset. This means we don't have to place all of our eggs in one basket.

Secondly, let's not forget who got us here or at least who's here and will remain a mainstay in job production and economic impact. Industries like construction, manufacturing, financial services, hospitality and entrepreneurial companies of every size, shape and service can and will be impacted not only by each other but also by those four main growth sectors that we can build upon and that are based on our current regional assets.

In the end, let's face it, we're on our own. We can mourn only so long about our losses of those giants — I know, I did. But it's time to move on. Let's not waste another hour of daylight or sleep bemoaning the past. Instead let's concentrate on the assets we have and rebuild an economy that is once again sustainable. Let's be thankful we do have Wright-Patterson AFB; businesses with CEOs like CareSource who are willing to invest in our core; an IT base and entrepreneurs who are willing to risk everything, everyday on a chance to grab at the brass ring. These positives we can and should rally around to help nurture our region's business environment. But they could all use our collective help.

We can either remain in the past or choose our own new way. I'll opt for a new path — less traveled maybe — but it's our region's obvious choice. — ■

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



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

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On The Cover

Pictured is Aileron's
114-acre campus in Miami County.
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Workforce Development at Sinclair — A resource and partner.



There's better economic news for the remainder of 2009.





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ai·le·ron *n.* — One of two movable flaps on the wings of an airplane that can be used to control the plane's rolling and banking movements.

— *American Heritage Dictionary*

Aileron began in 1996 as the Center for Entrepreneurial Education. In 2003, founder Clay Mathile hired Joni Fedders, president, to develop the center into an organization that would serve future generations. With that came a new name, Aileron. Why the name "aileron"? —

- *An aileron guides the plane and gives it direction. Professional management and its components provide control, stability and the means to keep your organization on the right course.*
- *Riding in an airplane provides a different view of the world. To reach their goals, leaders need to break out of the day-to-day grind and look at their organizations from a 30,000-foot "big-picture" perspective.*
- *Business leaders are the pilots of their organizations. Aileron is the friendly voice on the radio providing guidance to help you reach your destination.*
- *Aviation is all about forward motion. Aileron helps you move toward your goals.*
- *It takes a lot to keep a plane up in the air. Thrust and momentum are essential, but they aren't enough to guarantee success. To get where you want to go, you also need expert navigation and control.*



Kelly McCracken, director of service operations.

Aileron offers a number of programs for private business owners and top executives. Typical client companies have ten or more employees.



Aileron® Fuels The Dreams Of Private BUSINESS Owners...

By Vince McKelvey

...and provides the tools to make them REAL.

John Buscemi and Chris Eifert were experienced businessmen and, as senior managers, well acquainted with TriCom Marketing and Communications – now called TriCom B2B – when they took over the business in 2006. But neither of them had run a company before.

Business associates suggested they talk to Aileron, a nonprofit organization endowed by Clay Mathile and dedicated to helping entrepreneurs succeed. With Aileron's assistance, Eifert and Buscemi created a strategic plan and set up an advisory board. "Neither of us had actually run a business," Buscemi said. "It's kind of a scary, helpless feeling without resources like Aileron. I think we're just extremely fortunate to have the services and resources at Aileron available."

"From every meeting that I've had with them, I've gained something that I've come back to the office and used," he said.



TEACHING PROFESSIONAL MANAGEMENT

At the heart of Aileron is a strong belief in free enterprise and a keen appreciation for the people who risk their own resources to run a business. "I believe that entrepreneurs perform the most noble acts of anyone in a free society," writes Clay Mathile, Aileron founder and board chairman, in an introductory pamphlet. "By putting their capital at risk and creating jobs for others, they keep the Great American Dream alive."

Aileron offers a number of core programs for private business owners and top executives, starting with its flagship class, *Course for Presidents*, which focuses on the fundamentals of management and has each participant develop a personalized action plan. Aileron also creates workshops in response to common issues faced by clients and offers sessions on current topics. It does this work on an innovative and pastoral 114-acre campus in Miami County that lets executives get away from the daily grind and encourages them to reflect and dream.

"We exist to fuel their dreams and to clarify their vision, and help them develop their plan to achieve that vision," said Kelly McCracken,

director of service operations. "The thing that we believe and we teach is professional management for the private business owner. It's how you, as a business owner, run your company and keep your head up, and set up a system so the company runs and you're providing the direction."

Aileron works with established, privately held businesses, not start-ups. Its clients typically have 10 or more employees. At that point, business becomes more complex and needs to have systems in place to be effective, McCracken said. Aileron helps to position these companies for growth through professional management systems. "We really want to create jobs in the area," she said. The programs come with a fee, but the cost is a value, she added. The fee is set for participants to feel they're invested in the process, not to keep them away.

PEER-TO-PEER RELATIONSHIPS

A key part of the strategy involves connecting these executives with other business people, in part, to let them know they're not alone. The assistance goes well beyond courses and workshops. "They didn't just send you home and say, good luck. They actually assigned us one of their associates, Dan Hackett, who we've been working with ever since," Buscemi said.

(continued on page 08)



The Focus Terrace is just one of many areas of the Aileron campus that are conducive to productive learning, sharing of ideas, and creative discussions for the visiting clients.

(continued from page 07)

“One of our goals here has always been practitioners working with practitioners,” said Dave Sullivan, an Aileron executive-in-residence and facilitator who wrote the Course for Presidents. “It’s not just a seminar to teach you what to do. It’s a conversation to get you moving and realizing there’s help – whether it’s from the people who are presenting, from the key staff here, (or) from the people who do the follow-on work.”

Aileron’s course facilitators are business people. It has consultants to mentor and assist clients and it also will call on alumni to help other businesses. “Probably the bigger thing is the ability to connect one client with one of the 1,400 or 1,500 who have come through before them,” said Sullivan, who also is president of the Denver-based management consultants, Shamrock Group Inc. “We can say you really need to go talk to company X and company X will jump right in to help.”

It’s not unusual for an Aileron client to stay involved. Buscemi and Eifert, for instance, are Aileron passholders and regularly visit the campus and use its resources. Eifert also serves on Aileron’s Client Advisory Council. “It’s a relationship, it’s a partnership,” McCracken said. “It’s almost like, once clients get to a certain point they stay connected with us because now we use them as mentors for the new clients just getting started.”

As of last November, Aileron had worked with more than 1,200 privately held organizations and McCracken estimates there are about 350 in the pipeline right now. Aileron’s goal is to work with 150 new clients next year, she said.

BUILDING AN INSTITUTION FOR THE FUTURE

Aileron’s roots go back 15 years. In 1994 and 1995, Mathile, former owner of the Iams Co., met periodically with several other businessmen to talk about how he could help other entrepreneurs through education.



The Board Room at Aileron.

Mathile believes “free enterprise and small businesses fuel a vibrant and prosperous community,” and he wanted to build employment among privately held local companies. The group decided a program on strategic planning would be the best initial focus, and that a key element should be free follow-up assistance to help people implement what they learned. In November 1996, the Center for Entrepreneurial Education offered its first course at Iams University.

In 2003, Mathile hired Joni Fedders as president to grow the organization. “That’s when they really decided they had a model that was working in-class education with follow-on consulting,” said McCracken, who, in 2006, became Aileron’s second employee. She said they saw they were having an impact and wanted to build an organization that could help more people and continue to help for a long time to come. They decided to build the campus, add staff, increase content offerings and increase the number of consultants available for clients. Aileron now has 17 employees. The new campus opened to the public in April 2008 and had almost 10,000 visitors the first year, McCracken said.

The organization also adopted the name Aileron as part of a branding strategy and it draws on aviation references to help describe its work: Much like an aileron guides an airplane, professional management provides control, stability and direction to a company; to achieve their goals, business leaders need to break away and view their organizations from a “30,000-foot, ‘big picture’ perspective.”

Aileron continues to focus on the Greater Dayton region, McCracken said – “We’re not trying to go out and serve the world, right now” – but she thinks it will eventually grow outside the region and would like to attract people to come here.

“I think we want to be known as the business owner’s trusted advisor, somebody who really cares about the business owner,” McCracken said. “We want to help companies become professionally managed organizations so they can grow, create jobs, create wealth and raise the quality of life for everybody in America. I don’t think we see any boundaries in that.” — ■



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The graphic features a blue and red striped tie at the top left. Below it, the text 'TIED Training Internships & Employment Data' is displayed. To the right, the phrase 'get TIED to success' is written. The central part of the graphic shows the acronym 'TIED' in large blue circles, each with a corresponding icon: a tie for 'T', a graduation cap for 'I', a person with a briefcase for 'E', and a person at a desk for 'D'. Below the acronym, four silhouettes of people are shown, each with a corresponding icon. The text 'TRAINING, INTERNSHIP & EMPLOYMENT DATA' is written vertically on the left. Below the silhouettes, the text 'GROWTH AND INNOVATION IN THE REGION' is written. At the bottom, the Dayton Area Chamber of Commerce logo is shown, along with the logos for Sinclair Community College and DPL Energy.

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*All numbers shown here are approximate, based on members' past experience



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SINCLAIR'S Workforce Development

Sinclair Community College's Workforce Development & Corporate Services (WFD&CS) division is a community resource and partner, focused on better aligning the skills of workforce with the needs of regional employers.

As a "front door" into Sinclair for the populations and markets not traditionally served by the college, this division employs a consultative approach to ascertain needs and returns "best solution" recommendations. Additionally, WFD&CS is participating at the regional and state levels as an economic development driver.

"Understanding the workforce needs of key industries that are poised to grow is critical for our regional success. Two of the key sectors include Information Technology and Wright Patterson Air Force Base (WPAFB). An example of WFD&CS' dedication to meeting current workforce needs can be seen in our speedy response to the Department of Defense 8570 Information Assurance Workforce Improvement Program. WFD&CS has provided the required classes and certification testing for numerous employees of the base, area contractors and local companies at our Miami Valley Research Park (MVRP) facility," stated Hope Arthur, Director WFD&CS.

Sinclair's Learning Center at Miami Valley Research Park (MVRP) is a state-of-the-art information technology center offering a learning-on-demand environment for IT students, professionals, businesses and the community. Through custom training and certificate programs, MVRP helps organizations and individuals expand their capability, capacity and performance.

Programs wed technological training with professional development allowing clients a breadth of well-formed skills.

MVRP also offers IT solutions including Cisco, Oracle, Microsoft and CompTIA Training. Students are provided with direct access to hardware in a classroom offering an accurate network representation that builds on the application of real networking skills students would find in the workplace.

"Our goal is to customize training for each client to ensure skills transition seamlessly into their worksite. Imperative to this is understanding each client's goals, objectives and critical business needs. From there, we determine best solutions, including the most appropriate method for delivery," stated Deb Norris, Vice President WFD&CS.

With technology changes and increase in demand, Sinclair has made significant investments to upgrade technology to support today's IT training needs. Changes have included a six-fold increase in bandwidth, doubling the number of network ports, creation of a Cisco training lab and implementing network port authentication to improve network security and performance.

"Our company has utilized Sinclair's Learning Center for several vendor-specific technical courses. The ability to offer those types of courses locally is a great benefit. By

eliminating travel we were able to train more employees on the critical technical skills needed. The classrooms, staff and technical environment are top notch," stated Starlene Brooks, Training Coordinator, CSC.

Since 2006, WFD&CS has seen an increase in both professional development and IT training. In 2008, over 190 classes were held in the Dayton region.

Sinclair also offers a Testing Center located at MVRP allowing students the benefit of having training and testing in one facility. The Testing Center provides a secure and quiet testing environment for the certifications, placement and academic testing services of Pearson VUE, ACT, PAN and Prometric testing companies.



The mission of meeting the workforce learning needs of individuals, employers and the community through an array of innovative, high-value, customer-focused programs and services is a constant focus for WFD&CS. In addition to information technology training, we also offer a plethora of training on industry certifications, LEAN, engineering and manufacturing, assessments and leadership, and professional development.

IT Workforce Solutions is Sinclair Community College's direct response to what Miami Valley employers have clearly said they need, not just for today's challenges but also for tomorrow's dynamic growth.

For a complete list of training opportunities or more information on Sinclair's Workforce Development & Corporate Services: <http://workforce.sinclair.edu>. — ■



Sinclair has invested in upgraded technology to support today's IT training needs.

BRINGING Community Value

On November 3rd Montgomery County voters have an opportunity to show their support for one of our best community assets, Five Rivers MetroParks.

MetroParks will be asking citizens to replace an existing 10 year 1.8 mill levy which expires in 2010. It is the only levy for the parks, and represents 80% of their annual revenue. This will add less than \$1 per month in property tax per \$100,000 of property value to continue support of the 15,000 acres, 25 facilities and the free programs MetroParks offers.

From a business perspective, the diverse programs and facilities of Five Rivers MetroParks bring vibrancy, stability and reliability to our local environment. This helps position our region for business and workforce retention, recruitment and growth opportunities particularly at a time when they are needed most. We are all keenly aware of the need for these types of amenities as we shape the future of the Greater Dayton region. It is also imperative that we protect those organizations that produce results and MetroParks is such an institution. MetroParks has proven to be a valued partner with business and an agency that honors it's commitments to the community while improving the quality of life for all.

The land, waterways and local heritage that MetroParks protects belongs to us all and is unique to our region. Those community leaders who initiated the grassroots movement back in the early 60's to create MetroParks had a vision that was meant to protect and share those natural features for generations to come.

On November 3rd we have the opportunity to continue that protection and honor that vision. Join us and voice your support so we can continue to Protect Our Parks. For more information on the levy and to find out how you can help please go to www.metro parks2009.org. — ■

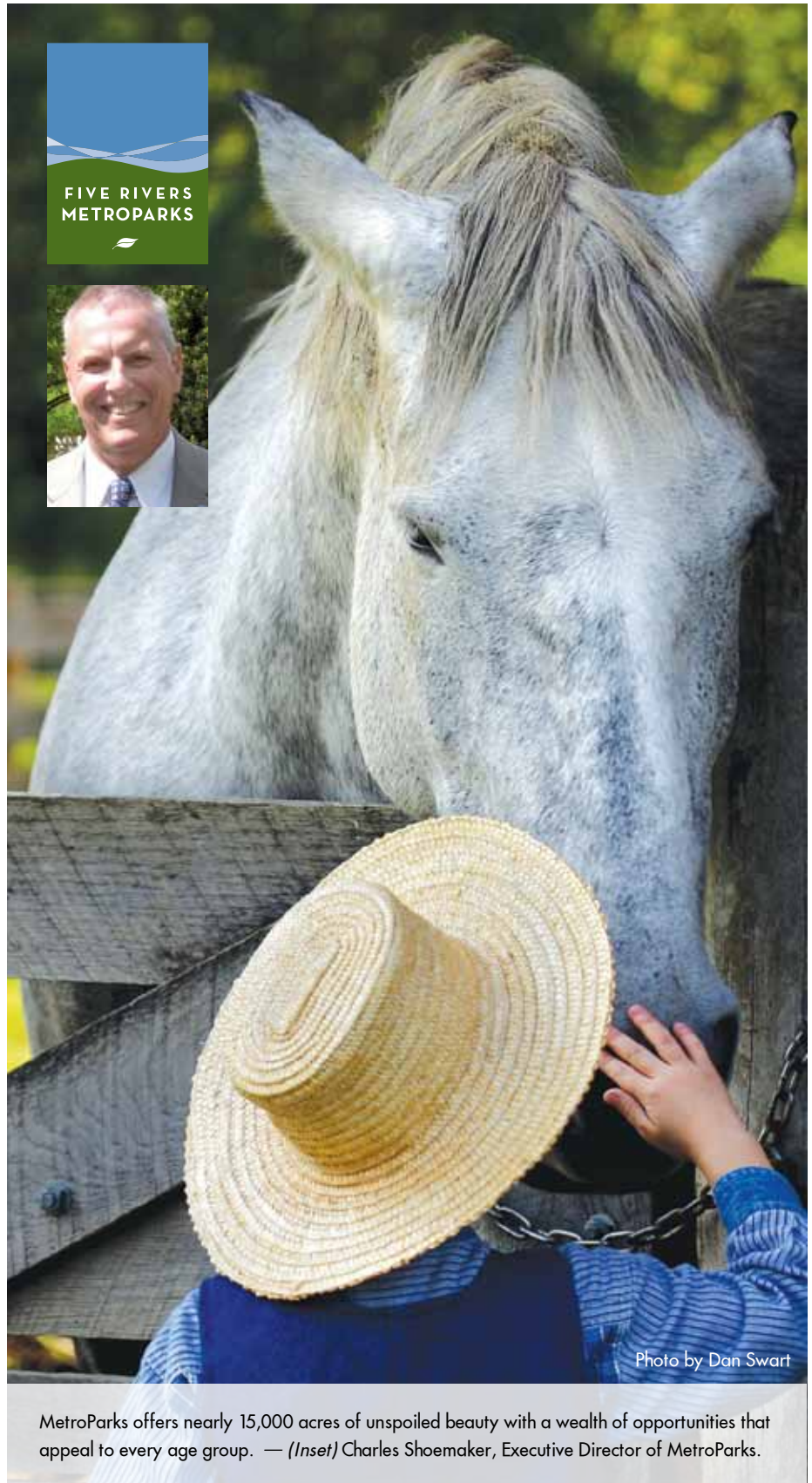


Photo by Dan Swart

MetroParks offers nearly 15,000 acres of unspoiled beauty with a wealth of opportunities that appeal to every age group. — (Inset) Charles Shoemaker, Executive Director of MetroParks.

ALPHABET Soup of Health Plans

HSA (Health Savings Accounts) — *As health care costs have risen in recent years, small businesses have turned to consumer-driven health plans (CDHP) in an attempt to keep costs in check while continuing to provide employees with the health coverage they expect.*

CDHPs have higher deductibles, so more health care expenses are borne by the employee at the time of service. However, they carry lower premiums, so for most people they will cost less than traditional HMO or PPO plans.

There are two primary types of CDHPs: Health Savings Accounts (HSA), and Health Reimbursement Accounts (HRA).

The HSA, paired with a high-deductible health plan (HDHP), is a savings account into which employers or employees, or both, make pre-tax deposits for health care-related expenses such as office visits, prescriptions and copayments. The account earns interest, which is also tax-deferred, and any money left in the account at the end of the year can be rolled over and used to pay for future health care expenses, or retirement.

If the funds in the HSA are exhausted before the plan deductible is met, the employee pays the remaining deductible amount. This is

referred to as the “bridge” amount, because it bridges the HSA and the traditional health coverage part of the plan. Once the deductible is satisfied, the traditional coverage protects employees from further expenses.

Over the next few months, we'll bring you a series of cost-saving tips, designed to help you make the most of your budget and benefits. In the next issue, we'll talk about Health Reimbursement Accounts. — ■



WHEN AN APPLE A DAY IS JUST NOT ENOUGH.

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Fifth Third traces its origins to the Bank of the Ohio Valley, which opened its doors in Cincinnati in 1858. In 1871, it was purchased by the Third National Bank. With the turn of the century came the union of the Third National Bank and the Fifth National Bank – with the organization eventually being known as “Fifth Third Bank.” Since its beginning, Fifth Third has provided superior customer service and followed sound banking principles. Today, this bank is widely recognized as one of the strongest top-performing banks in the nation.

ABOUT JOHN AUGUSTINE

John Augustine, CFA is vice president and Chief Investment Strategist for Fifth Third Private Bank. In addition, he is a former president and Board member for the Dayton Society of Financial Analysts; is on the University of Dayton Flyer Investment Advisory Board; and, is a part-time business professor in the graduate school at the University of Dayton. For more information about Fifth Third Private Bank, please visit www.53.com or call (937) 227-6012.



John Augustine, C.F.A., Vice President and Chief Investment Strategist for Fifth Third Private Bank.

The current economy is far from rose, but several key factors indicate that trends are beginning to move in a positive direction.



TRANSITIONING

In 2009

By John Augustine, CFA, Fifth Third Private Bank

The word 'transition' comes to mind when we review the current economic and financial market landscape. We believe that the second quarter was the beginning of an extended period of transition to turn nearly two years of negative news into positive news during the second half of this year.

There were two occurrences in the quarter that markets and economists took note of. First, was the restarting of the capital investment machine in China and, second, was the emergence of US consumers from their Winter bunkers. These events continued to extend through the second quarter.

China is the fourth largest economy in the world and growing much faster than any other economy on the top-10 list of global players. Late last year, the Chinese government passed a stimulus bill that represented approximately 16% of its annual \$3.2 trillion in economic output. As a reference point, the US stimulus package was about 6% of our economic output*. During early March, signs began to materialize that the infrastructure investment called for in China's

stimulus package began to take hold. These signs included a rise in the price of copper (to which China is the largest buyer in the world), and an increase in Japanese exports to that country. Since that time, Chinese policymakers have been consistent in their comments that the economy is stabilizing and the infrastructure spending will eventually lead to higher overall domestic demand in that country.

US consumers, who's spending represents 18% of the entire global economy, had entered their Winter bunkers in about the middle of October, but then seemed to begin to emerge in early March. However, it is not without notice that their emergence back into the economy is much more tepid than in past recessions – as they try to bring spending and savings back into better balance after nearly 15 years of outspending their incomes. Nonetheless, US consumer confidence surveys, spending and outlooks have improved steadily since generational lows in the first

quarter of this year. Now, an area of focus going forward will be on employment trends, which influence spending. The good news is that corporate layoffs have been steadily declining since their peak in January; the bad news is the unemployment rate is likely to drift higher as many are forced by circumstance to come back into the job market.

Financial markets reacted in due course to the developing economic landscape during the second quarter. Since their respective bottoms in the first quarter, the US stock market (as represented by the S&P 500 Index) is 36% higher; commodity prices are 26% higher; global stocks (as measure by the MSCI World Stock Index) gapped 40% higher; and, the yield on the 10-year Treasury bond moved 1.3% higher*.

It is also important to note that the bulk of recovery in markets took place in April and May, and then moved sideways in June. This rapid movement caused many investors to miss the rally and be frustrated as a result. However, the consolidation of markets in June was a potential healthy sign that markets could move higher in the second half of the year – if we are correct in the transition taking place in the economy.

(continued on page 18)



(continued from page 17)

Overall, markets seem firmly entrenched in their thought that the US economy is in an extended transition to a new business cycle that will begin in the second half of this year. For stock investors, this belief further extends to a recovery in corporate profits during the second half of the year – after a record eight consecutive quarters of year-over-year declines through the second quarter*. A recovery in profits will be a welcome sign to stock investors (and should also have positive impacts on dividends).

Presently, there is a delicate balance taking place in markets, whereas too much of a move higher in commodity prices or Treasury yields – as a natural evolution to a better economic landscape – could turn into headwinds for the economy. This is evident by gasoline prices moving closer to \$3/gallon than \$2/gallon, and conventional mortgage rates moving from the 4% range to the 5% range*. Consumer confidence fell in June, likely as a result of these.

Overall, volatility and hesitation could be features of the current landscape to be aware of, though. On a day-to-day basis, markets could either become concerned about how the recovery is being financed by the federal government – or – how much influence the government now has over the economy (think of a 34% ownership in Citigroup, 67% ownership of General Motors and 80%+ ownership of American International Group and move into the healthcare sector*) – or – monthly variations in forward-looking economic indicators that give many market participants temporary visions of a double-dip recession. To us, this is the loud noise of the economy gaining traction after being mired in the slowest six-month performance of the economy since 1957/58 (for the period ended 3/31/09).

However, as the calendar now moves into the second half of this year, we suspect the forward momentum of the US (and global) economy is now too strong to stop. That is what leading economic indicators are telling us, and also knowing that most of the \$787 billion stimulus package passed by Congress in February has yet to be spent! Pragmatically,



though, we are certainly aware of the risks around policy errors, rising unemployment and the continued pay down of debt to bring consumer balance sheets back to manageable levels.

In summary, while the current path remains rocky, the horizon is starting to come more into focus. It looks to us like a transition through the mountains of recession and towards the valley of recovery. We just have to keep hearing the loud noise and watching the storm clouds swirling above us for rays of sunshine. — ■

* Source: Bloomberg

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US consumers seemed to emerge from their "Winter bunkers" during early March. The dollars they spend represent 18% of the entire global economy.




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CHAMBER Chatter

NEW HIRE —



welcome!

Tim Baker has been hired as a Membership Development Representative, responsible for recruiting prospective Chamber members within the Dayton-area business community. Prior to being hired at the DACC, Tim worked in the advertising department at the *Dayton Daily News* for five years, where he specialized in retail, online and direct-mail advertising. Originally from West Virginia, Tim worked for 10 years as a journalist at newspapers in Wheeling and Charleston, covering state and local government, environmental issues, and high school and college sports. While in Charleston, he developed and maintained a monthly publication for the capital city's business community. He was also employed for two years by the State of West Virginia as a Media Relations Specialist for the Bureau of Employment Programs. Tim is a graduate of West Liberty University, with a Bachelor of Science degree in Communications. He and his wife, Lucy, stay busy raising their three children in Oakwood. To contact Tim, please call (937) 226-8262 or e-mail him at tbaker@dacc.org. — ■

A MESSAGE FROM DAYTON POWER & LIGHT —

100 Businesses and Governments Apply to Save Money and Energy

Dayton Power and Light (DP&L) recently awarded its first business rebate for energy efficiency upgrades to a Tipp City company.

Process Equipment Company (PECo) was awarded a \$3,960 rebate for upgrading to energy-efficient lighting. The new equipment will continue to save PECO \$5,500 a year in energy costs.

DP&L offers business and government customers two programs for energy efficiency rebates on over 100 different energy-efficient products. Both programs allow DP&L's business customers to save on efficiency projects, which will help them use less energy.

Rapid Rebates is a program for common efficiency upgrades such as lighting, heating, ventilating and air conditioning (HVAC), motors, drives and compressed air, as well as additional technologies. Customized Rebates are available for specialized equipment which falls outside of the Rapid Rebates program.

"We spent significant time listening to our customers as well as a number of contractors

and distributors in the area," said Scott Kelly, senior vice president of Service Operations. "And so far, the initial response to the rebate programs has been very positive."

After only twelve weeks, DP&L has received 100 applications for rebates totaling in excess of \$500,000.

A complete list of rebates is available to businesses at www.dpandl.com/bizrebates. To apply, there is an online, step-by-step process that customers can follow.

The business and government programs help DP&L customers save money, are environmentally smart and are important in helping the company meet future energy needs. One of Ohio's energy efficiency targets is to reduce electricity consumption by 22 percent by the end of 2025.

Business and residential customers can keep up-to-date on new programs, events, as well as energy-saving tips and offers from DP&L on Twitter at www.twitter.com/DPLEnergySaving. — ■

VOLUNTEERS —



volunteers of the quarter.

1ST QUARTER 2009 —

Raymond Davis —
Confidential Material Destruction

Ryan Parker —
Vice President of Tes Tech Inc.

Dennis Percy —
The United Way of
Greater Dayton Area

Jeff Stolzenburg —
F&S Harley Davidson Motorcycle
(not pictured)

RIBBON CUTTINGS AND CELEBRATIONS —

APRIL, 2009



Salon Reveal

MAY, 2009



**North American
Laserscopic Spine Institute**

MAY, 2009



O'Reilly Auto Parts

MAY, 2009



Sopranos Eatery & Spirits

JUNE, 2009



**Filling Station
Sports Bar & Grill**

JUNE, 2009



Quintessential Advisors

JUNE, 2009



Lynn's Daylight Doughnuts

Liberty Savings Bank

On June 12, 2009, Liberty Savings Bank celebrated 120 years in business. Liberty Savings Bank, F.S.B., was founded in 1889 in Highland County, Ohio, when a group of businessmen pooled their funds to create the Lynchburg Building and Loan Association. The Association was formed to help meet the community's demand for home ownership, and over the years several business mergers helped to strengthen this small, rural bank.



A celebration! - 120 years

REGIONAL Update

In this issue, we feature Montgomery, Preble and Greene counties. Montgomery County is the fourth most populous county in Ohio (559,062) and was founded in 1803. Its 464-square-mile area is home to 17 cities, including Dayton. Established in 1808, 425-square-mile Preble County has a population of 42,337. Eaton is its major city and county seat. Home to Wright Patterson Air Force Base, Greene County hosts a population of 147,886 residents. Its major cities include Beavercreek, Fairborn and Xenia. Greene County was founded in 1803.



Montgomery County

COUNTY SEAT: **Dayton**

The Austin Road/Interstate 75 interchange is one of three main components of Montgomery County's overall strategy, along with Tech Town in Dayton and the marketing of I-70 for logistics and distribution facilities, said Joe Tuss, assistant Montgomery County administrator. "Obviously, we support the whole technology effort and trying to leverage off of the BRAC initiatives – and that's part and parcel of all three of these things."

The Austin Road area already is a significant employment center, with LexisNexis, TeraData, NewPage and others. Renegade Materials and RFID Solutions Center both recently opened facilities in the vicinity. The new interchange will serve existing companies and support new development, and it will give Montgomery County a northern anchor on the I-75 growth corridor between Dayton and Cincinnati, Tuss said. He said Austin Road also is an excellent example of governments cooperating rather than competing. Springboro, Miamisburg and Miami Township have a joint land-use plan for the area, have agreed to a Tax Increment Financing District to pay the local costs for the interchange, and are working on a tax-sharing agreement.

In other areas, the first building is underway in Tech Town, Dayton's project to convert an old industrial site into a technology park. IDCAST will be the building's anchor tenant. And two facilities in northern Montgomery County – a Payless Shoe warehouse in Brookville and a GM distribution center in Trotwood – show initial success in mining I-70 for logistics centers. — ■



Preble County

COUNTY SEAT: **Eaton**

County Commissioner David Wesler said Preble County is fortunate to have several large employers, including Neaton Auto Products Manufacturing, Timken Co., Bullen Ultrasonics, and the world headquarters of Henny Penny – which, he said, recently got a large contract with McDonald's and is adding jobs. Like Montgomery County, Preble also sees tremendous potential along I-70, but there are "infrastructure issues up there that we have to get in place first," Wesler said. "Agriculture's huge in our county and we want it to remain that way," he said, "but there's absolutely room in Preble County to create jobs and to have additional industry with minimal impact on agriculture." — ■



Greene County

COUNTY SEAT: **Xenia**

Phil Houston, Greene County development director, said his county is seeing a spurt of defense-related projects, not including BRAC development, which is yet to come. His list of recent projects include:

- 136,000-square-foot facility for CSC Inc.
- 85,000 square feet for the Advanced Technology Intelligence Center – the largest totally security facility outside of Washington DC.
- The five-story Mills-Morgan tower.
- 120,000 square feet under construction for ATK, a defense and aerospace corporation.

Houston said Wright-Patterson Air Force Base is the heart of Greene County's economy, spurring aerospace and high-tech work, but it's not the whole story. Among other things, the county has a strong retail sector, including The Greene and the Mall at Fairfield Commons, and is seeing new housing in several communities. — ■

BREAKFAST Briefing Preview

FRIDAY, SEPTEMBER 11



TIME: 7:15 A.M. - 9:00 AM
SPEAKER: **Jim Pancoast**
President, CEO,
Premier Health Partners

Jim Pancoast serves as the president and chief operating officer of Premier Health Partners, a comprehensive health system that has more than 14,000 employees that serves southwestern Ohio through member and affiliate organizations in seventeen counties. At Premier, Jim is responsible for

the four hospitals in PHP, Miami Valley, Good Samaritan, Atrium and Upper Valley. He is also responsible for finance, information technology, business development, PHP joint ventures and strategic initiatives.

Jim was most recently president and chief executive officer of Good Samaritan Hospital, a full-service acute care, teaching hospital with 560 licensed beds. He also served as president and CEO of the parent corporation, Samaritan Health Partners (SHP). SHP includes affiliate corporations in long-term care, behavioral health, primary care physician practices, and a charitable foundation. Within Premier Health Partners, Jim has also been president of the Physician Network and president of Fidelity Healthcare.

Jim sits on the boards of the Dayton Area Chamber of Commerce, the Montgomery County Human Services Levy Council and the Dayton Art Institute. He also serves as board chair of Premier Community Health. Pancoast holds an MBA from Michigan State University, is a Certified Public Accountant, and a Fellow of the American College of Healthcare Executives. — ■

FRIDAY, OCTOBER 9



TIME: 7:15 A.M. - 9:00 AM
SPEAKER: **Satish Damodaran**
Mill Manager, Appleton Papers

Mr. Satish Damodaran is the Mill Manager at Appleton Papers, West Carrollton, Ohio Mill. Before joining the Appleton team in December 2007, Mr. Damodaran held several operations management positions in other industries including the automotive, consumer products and office furniture.

In 2007-2008 Mr. Damodaran oversaw a one hundred million dollar expansion at the West Carrollton Mill. In this expansion, Appleton invested in the installation of a state-of-the-art coater to produce thermal paper and also in the construction of related facilities as well as enhancements to the mill's No. 92 paper machine. The expansion added 35 new jobs to the mill. Appleton is the largest North American producer of thermal paper and with the completed expansion, the West Carrollton mill is the only U.S. manufacturing facility that both produces thermal base stock and coats it to make thermal paper.

Mr. Damodaran holds a Masters Degree in Industrial Engineering from Western Michigan University. — ■

FRIDAY, NOVEMBER 13



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

SPEAKER: Rob Connelly

President, Henny Penny Corporation

Rob Connelly received his Bachelors degree in Business Administration with a concentration in Marketing in 1979 from the University of Kentucky. He has four years of experience with the Henny Penny Corporation including Vice President of Marketing (2005 to 2007) and President since October 2007. Rob earned his CFSP (Certified Foodservice Professional) in 2007.

Rob also has 25 years of experience outside of the foodservice industry as General Manager of Business Development at VeriFone, Inc.; General Manager North American Financial Business at Hewlett Packard; and as a Food Broker.

Rob is actively involved in the community. His service includes: Dayton History Past Chairman of the Board (2001 to present); Dayton Art Institute Board (2007 to present); Aviation Heritage Foundation Board (2004 to 2007); Cox Arboretum & Gardens MetroPark Chairman of the Board (1993 to 2004); Dayton Society of Natural History Board (2001 to 2003); and Rotary Club of Oakwood (1981 to 2002). — ■



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GENERATION Dayton



Generation Dayton is the place for the diverse pool of talented young professionals who live and work in the Dayton region to meet, network, learn, grow, and establish themselves as integral components in the future success of the Dayton region.

As a part of Generation Dayton's dedication to helping young professionals connect to their community, they are partnering again with United Way's Volunteer Connection to hold the Second Annual Volunteer Speed Matching in August. Volunteer Speed Matching is an opportunity to get to know key non-profit organizations in the community in a relaxed, professional atmosphere. Participants spend three minutes with representatives from more than twenty of the area's social service agencies. At the end of the event, each participant selects which organizations they would like to contact them for follow-up and volunteer opportunities.

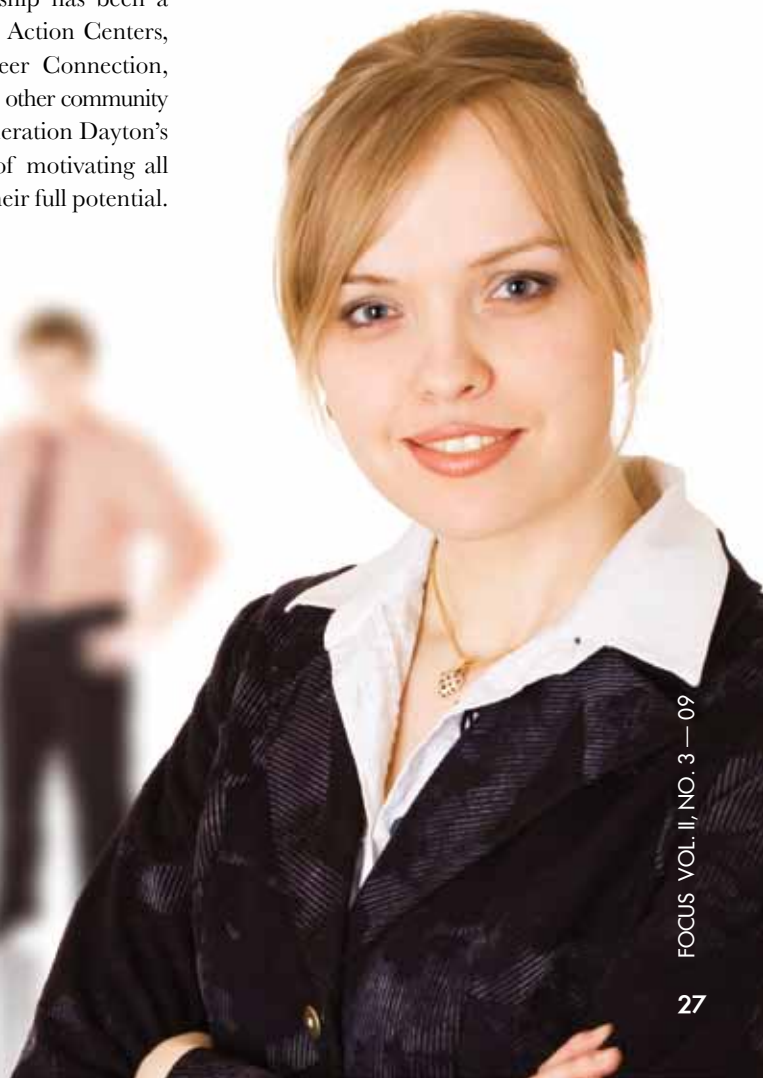
Volunteer Speed Matching is a great way to get young professionals plugged into the community. Last year's Volunteer Speed Matching event, held at Boonshoft Museum of Discovery, led to more than 30 repeat and reliable volunteers at local agencies.

Marty O'Dell with Goodwill Easter Seals noted that the young professionals she spoke with were interested and engaged in finding the right volunteer opportunity for them. "The opportunity to speak individually with young professionals who are interested in bringing their skills to my organization is positively awesome."

By partnering with United Way's Volunteer Connection, Generation Dayton members will combine with United Way Young Leaders to connect young professionals from two organizations for the purpose of making a difference. This partnership has been a model for other HandsOn Action Centers, like United Way's Volunteer Connection, nationally. Collaborating with other community partners demonstrates Generation Dayton's commitment to its vision of motivating all of our members to reach their full potential.

Second Annual Volunteer Speed Matching will be Tuesday, August 11, 2009, from 6:00 to 8:00 pm at SunWatch Indian Village, 2301 West River Road in Dayton. The event is free and is open to Generation Dayton members, United Way Young Leaders and anyone interested in attending. RSVP is required and information can be found at www.generationdayton.org.

For more information about Generation Dayton events or if you would like to become a member, please feel free to visit our website at www.generationdayton.org. ■



NEW MEMBERS List

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



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OmniCom Solutions Group, Inc.

3536 Central Avenue
Middletown, OH 45044

O'Reilly Auto Parts

5841 Springboro Pike
Dayton, OH 45449

Outrun Group LLC

4794 South Dixie Highway, Suite A
Moraine, OH 45439

Overlook Mutual Homes, Inc.

61 Colin Kelly Drive
Riverside, OH 45431

Patrick Staffing, Inc.

1200 East Second Street, Suite B
Franklin, OH 45005

Precision Tune Auto Care

4794 South Dixie Highway, Suite A
Moraine, OH 45439

Prestige Construction of Dayton, Inc.

P.O. Box 26517
Trotwood, OH 45426

Protector Home Security

3439 Linden Avenue
Dayton, OH 45410

QC CPA Group, LLC

1630 Gatekeeper Way
Centerville, OH 45458

Rainmakers

6310 Monitor Drive
Indianapolis, OH 46220

Residence Inn By Marriott Dayton North

7227 York Center Road
Dayton, OH 45414

Restoration Resources, LLC

480 Congress Park Drive
Dayton, OH 45459

RJE

2 River Place, Suite 330
Dayton, OH 45405

RJR Specialties Transport

6121 Game Farm Road
Urbana, OH 43078

Sam's Club 8136

1111 Miamisburg-Centerville Road
Centerville, OH 45459

Schafer Corporation

1430 Oak Court, Suite 303
Dayton, OH 45430

School of Advertising Art

1725 East David Road
Kettering, OH 45440

SCP Automotive

2275 West Schantz Avenue
Dayton, OH 45409

SFA Architects

300 West Fourth Street
Cincinnati, OH 45202

Skyline Chili

1153 Brown Street
Dayton, OH 45409

Sopranos

1222 East Stroop Road
Kettering, OH 45429

Spectrum Home Care

5020 Philadelphia Drive, Suite 100
Dayton, OH 45415

Stan Solutions, LLC

714 East Monument Avenue, Suite 117
Dayton, OH 45402

T & T Graphics, Inc.

P.O. Box 690
Miamisburg, OH 45343

TAR, Inc.

P.O. Box 292846
Dayton, OH 45429

TDC Road and Truck Service, Inc.

3339 North Dixie Drive
Dayton, OH 45414

Tegtmeyer's Suzuki, Inc.

7970 Route 68 North
Wilmington, OH 45177

**The Rehabilitation & Nursing Center
at Elm Creek**

115 Elmwood Circle
West Carrollton, OH 45449

The Skillman Corporation

5900 West Chester Road, Suite F
West Chester, OH 45069

The Wellington Grille Ltd.

2450 Dayton-Xenia Road
Beavercreek, OH 45434

Transitions 1 LLC

1141B Shawnee Run
West Carrollton, OH 45449

Valentina Jewelers

350 West National Road, Suite C
Vandalia, OH 45377

White Water Gravel and Recycling, LLC

1001 Brandt Pike, P.O. Box 465
Dayton, OH 45404


Whitney's Fine Chocolates

2038 B South Alex Road
West Carrollton, OH 45449

Wolf Creek Co., Inc.

6051 Wolf Creek Pike
Trotwood, OH 45426

*Entrepreneurs
Helping
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Pushing the Possibilities

CALENDAR Of Events

AUGUST

14

Breakfast Briefing

DATE/TIME Friday, August 14, 7:15 - 9:00 am
SPEAKER..... John Boggess, Miami Valley Career Center
TOPIC..... TBA
LOCATION..... Dayton Racquet Club
REGISTRATION.... registration@dacc.org



AUGUST

19

Safety Breakfast With The Experts

DATE/TIME Wednesday, August 19, 7:30 - 9:00 am
SPEAKER..... Bob Heater, Ohio Bureau of Workers' Compensation
TOPIC..... Forklift Training
LOCATION..... Mandalay Banquet Center
REGISTRATION.... lwulfeck@dacc.org



SEPTEMBER

11

Breakfast Briefing

DATE/TIME Friday, September 11, 7:15 - 9:00 am
SPEAKER..... James Pancoast, President Premiere Health Partners
TOPIC..... TBA
LOCATION..... Dayton Racquet Club
REGISTRATION.... registration@dacc.org



SEPTEMBER

16

Safety Breakfast With The Experts

DATE/TIME Wednesday, September 16, 7:30 - 9:30 am
SPEAKER..... Doug Boyce, Premier Safety & Service, Inc.
TOPIC..... Noise Measurement, Choosing the Right Equipment
LOCATION..... Mandalay Banquet Center
REGISTRATION.... lwulfeck@dacc.org



SEPTEMBER

21

Chamber Challenge Golf Outing

DATE/TIME Monday, September 21, 10:45 am - 7:00 pm
LOCATION..... NCR Country Club
REGISTRATION.... robinf@dacc.org



OCTOBER

09

Breakfast Briefing

DATE/TIME Friday, October 9, 7:15 - 9:00 am
SPEAKER..... Satish Damodaran, Mill Manager, Appleton Papers
TOPIC..... Safety in the Workplace
LOCATION..... Dayton Convention Center
REGISTRATION.... registration@dacc.org



For more information or to register, visit us online at www.daytonchamber.org

OCTOBER
13

57th Annual Safety Conference & Symposium

DATE/TIME Tuesday, October 13, 7:30 am - 4:30 pm
SPEAKER..... Multiple Safety Professionals
TOPIC..... Safety in the Workplace
LOCATION..... Dayton Convention Center
REGISTRATION.... mpontius@dacc.org



GENERATION Dayton Events

For more information or to register, visit us online at www.generationdayton.org

AUGUST
11

Volunteer Speed Match

DATE/TIME Tuesday, August 11, 6:00 - 8:00 pm
LOCATION SunWatch Indian Village
RSVP..... Maggie Pontius at intern@dacc.org



AUGUST
13

Thirsty Thursday

DATE/TIME Thursday, August 13, 5:30 - 7:30 pm
LOCATION Fleming's Prime Steakhouse & Wine Bar
COST..... No cover



AUGUST
18

Business And Breakfast

DATE/TIME Tuesday, August 18, 7:00 - 8:00 am
LOCATION Mimi's Cafe
RSVP..... Maggie Pontius at intern@dacc.org
COST..... Breakfast on your own



AUGUST
28

Fourth Friday Lunch

DATE/TIME Friday, August 28, 12:00 noon - 1:00 am
LOCATION Old Hickory Bar B-Q
RSVP..... Andy Hickey at ahickey@technologyfirst.org
COST..... Lunch on your own



REGION'S Largest Employers

Company

Employees in 2008

Classification

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