

**DAYTON**

Dayton Area  
Chamber of Commerce

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# FOCUS

## Kettering Health Network

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VOL. III – NO. 1 2010

# DECADES OF DEDICATION. IMPROVING HEALTH CARE FOR GENERATIONS.



*Frank Perez*  
CEO Kettering Health Network



*Raj Soin*  
Chairman and CEO, Soin International and  
Kettering Health Network Board Member

*Virginia Kettering*  
1907 - 2003  
Founder, Kettering Medical Center and  
Benefactor, Dayton Community

## WE CELEBRATE THEIR DEDICATION TO A HEALTHIER, GREATER DAYTON.

Few things make as significant an impact on our everyday lives as our health. We are proud to recognize the achievements and contributions of three leaders associated with the Kettering Health Network: Frank Perez, Virginia Kettering and Raj Soin. Named among the decade's 25 most influential Daytonians, these dedicated individuals have demonstrated their commitment to a healthier life for all of us. But what's more, their generosity, compassion, legacy and genuine concern for others touch countless lives each day. They are all tremendous examples of the values we embrace throughout the Kettering Health Network. *For life.*



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GREENE MEMORIAL HOSPITAL  
SYCAMORE MEDICAL CENTER  
SOUTHVIEW MEDICAL CENTER  
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# PRESIDENT'S Message



#### FOCUS ON: LESSONS LEARNED

I heard a good friend and Chamber member say the other day, "Well, we all survived 2009." Well, not exactly. Many of

our business colleagues and their companies more than just struggled; their doors are not open in 2010. And we all know this was not just a Dayton regional phenomenon; it occurred all over our great nation.

However, there are lessons we have learned from the meltdown of late 2008 and 2009. Many businesses that did struggle through made great changes to their infrastructure, governance, product mixes, delivery mechanisms and marketing. But perhaps the most important two changes were their strategic thinking and value propositions.



In complete honesty, I never fully subscribed to the old axiom "What doesn't kill you makes you stronger"; but there is quite a bit of truth to the statement and many of us have learned it the hard way.

As we look ahead to 2010, many of you have already made many modifications to your business and adjusted to this "new order." Some of us are still holding onto the past, hoping it will be like before. Denial may be our greatest enemy for we know change is inevitable and our nation's economy may never be exactly as it was.

It's true, those surviving have in many cases slimmed down — doing more through technology and efficiency with less. Many have already turned the corner and are showing signs of growth, including (and especially) their bottom lines. We know there will be many challenges that still lie ahead of us in 2010. I wish I had a crystal ball so I could predict what is next without error. But none of us know. So we must continue to improve each day, even if ever so slightly, grinding out each day, each sale and each opportunity that comes along. And we must take what lessons we have learned from the past and apply them to our futures. Change will continue to strengthen us.

On behalf of the Chamber's Board of Trustees and staff, our best to each of you, your employees and families in 2010. Your Chamber, now 103 years young, will continue to serve you, our members and our community to the best of our collective abilities with your help and guidance. — ■

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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**April 13, 2010**

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## On The Cover

Kettering Health Network  
is this issue's  
premier sponsor.

*Oregon Printing — Quality, customer service, fast turnarounds.*



*American Heart Association — “Going Red” is contagious.*



*Generation Dayton — first annual membership awards given.*





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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 professionals are shown. At the bottom, the Dayton Area Chamber of Commerce logo is present, along with the text 'SPONSORS' and logos for Sinclair Community College and DPL Energy.

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*"We really believe that high quality leads to low cost. There is no discrepancy there. In fact, there's a direct correlation: the higher the quality the lower the costs. The higher the quality, the less complications."*

— Dr. Rebekah Wang



**Troy Tyner D.O.**  
*Chair  
Quality Improvement Committee  
Grandview Medical Center*



**Chris Turner**  
*Vice President  
Clinical Quality  
Kettering Medical Center*



**Rebekah Wang M.D.**  
*Medical Director  
Clinical Quality  
Kettering Medical Center*



**Jon Russell**  
*Vice President  
Chief Information Officer  
Kettering Health Network*

The many prestigious awards won by Kettering Health Network do not detract from their commitment to improve on every level of performance.



# RECOGNIZED for quality, yet dedicated to improvement.

By Vince McKelvey

*When Thomson Reuters did its first ever ranking of America's health networks last year, Kettering Health Network made the Top 10 list.*

The Thomson Reuters ranking, from the quality assessment company known for its annual Top 100 Hospitals list, is just one in a string of awards and recognitions for Kettering Health Network and its member hospitals. For the second year in a row, for instance, Grandview and Southview medical centers have been named a Top 50 Hospital by HealthGrades, and for an impressive seven years running they've earned HealthGrades' Distinguished Hospital Award for Clinical Excellence.

Kettering Medical Center, meanwhile, earned HealthGrades' Excellence Awards in Stroke Care and Women's Health, among other citations. And in November, Kettering and Sycamore Medical Centers were the subject of a Commonwealth Fund case study on surgical care. The hospitals were picked after data collected in the first year of a study showed KHN hospitals were already among the top performers.

The network also earned the 2009 Gold Level Award from the Ohio Partnership for Excellence.

Such awards are welcome, of course, but for network and hospital officials they're not an end point. Rather, they're a step along

a never-ending journey toward quality and efficient care. An unsolicited award such as Thomson Reuters "always gives you an external sense of validation ... but what we really pay attention to here is the data and constantly making the data better," said Chris Turner, vice president of clinical quality for Kettering and Sycamore.

## TAKING A SYSTEM-WIDE APPROACH

Turner said KHN takes a network approach to improving quality. If one of its five acute care medical centers – Kettering, Sycamore, Grandview, Southview and Greene Memorial – is singled out for recognition, officials look at what that hospital or department is doing differently and try to replicate it elsewhere. "There are quality initiatives going on at every hospital, but we do have an orchestrated approach at the network," Turner said. "We're trying to look through the network and see where we're doing it the best, and then we're mapping to that."

It's an ongoing process, she said. "We're never satisfied with where we are. The ultimate goal in everything is to always try to be the best because that's what's best for the patient."



## AREA HOSPITALS WORK TOGETHER TO MAKE THE REGION BETTER

Dr. Troy Tyner, DO, a private practice physician and quality improvement chairman for Grandview and Southview, said the facilities' string of Distinguished Hospital awards – and back-to-back recognition as a Top 50 Hospital – is unprecedented locally. But the significance is what these citations mean for patients and doctors, he said. They know the hospitals offer a high level of care across the board. "The consistency ... that's very reassuring," Tyner said.

He said Grandview and Southview have long been collecting data on their work and that of other hospitals to see how they stacked up and to make improvements. "Our internal goal is to be in the top decile," he said. "The doctors and nurses here are so

*(continued on page 08)*

(continued from page 07)

proud of their work that if they see a glitch or a flaw ... they have a passion. They come to the quality team to look at an issue.”

Tyner and Dr. Rebekah Wang, medical director for clinical quality at Kettering and Sycamore Medical Centers, both said the push for quality extends beyond their network. Through the Greater Dayton Area Hospital Association, competing hospitals share data and work together on ways of improving service in the region. “We really believe in not only benchmarking nationally and across the network, but with the area hospitals,” Wang said. “We’re very proud that as a network and as the greater Dayton area we’re all getting better and better because we push each other and we share.”

#### NEW SYSTEM TO OFFER COMPREHENSIVE ELECTRONIC RECORD

Quality also is driving KHN’s \$50 million-plus investment for an electronic hospital information system, said Jon Russell, network vice president and CIO.

“We have a number of electronic systems currently that are what we call ‘best of breed’ and they work very well in their units, but they don’t talk very well to each other,” Russell said. With the new system, “You have one vendor that covers all the clinical pieces and a number of the revenue pieces as well, and ties everything together into one record ... You can’t help

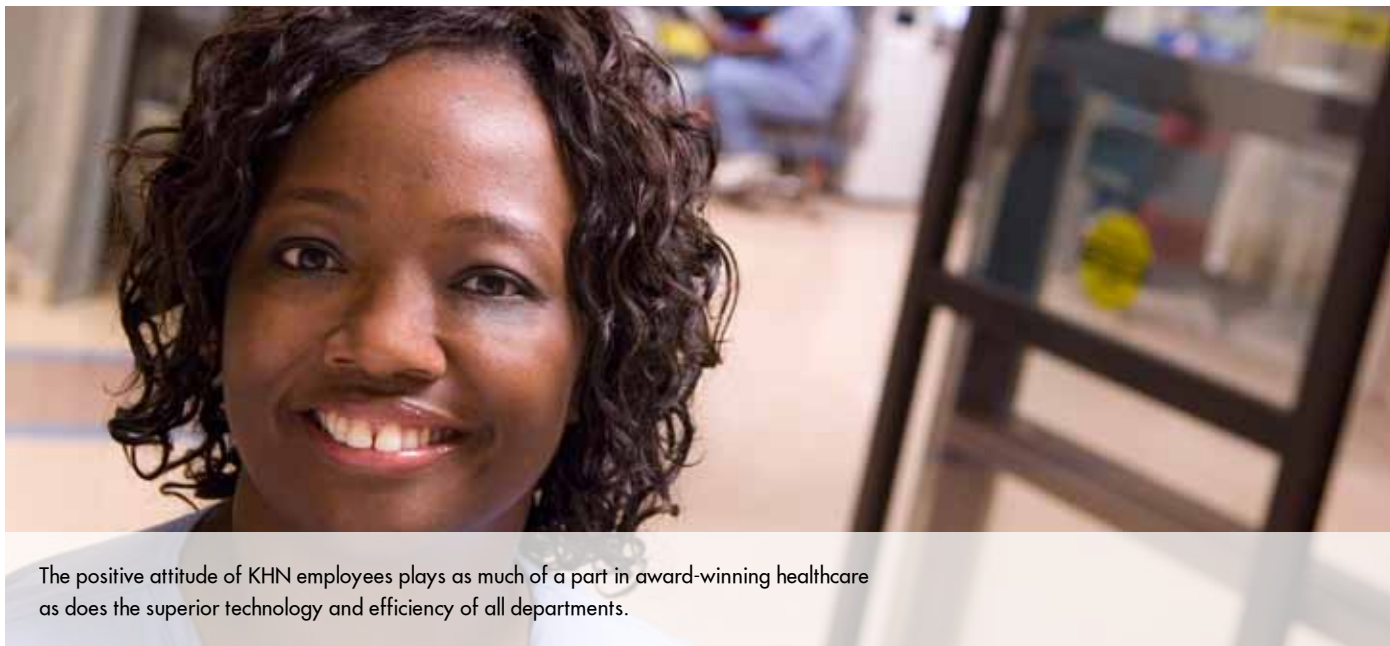


KHN’s push for quality extends beyond their network. Through the Greater Dayton Area Hospital Association, competing hospitals work together on ways of improving service in the region.

*“... As a network and as the greater Dayton area, we’re all getting better and better because we push each other and we share.”*

but improve your quality of care when you do that kind of transition.”

Kettering’s vendor is Epic Systems, which has done similar installations for health networks across Ohio, including in Dayton. Russell expects Kettering to begin going on line with the system in November, first at Sycamore and then at other hospitals within the following six months. *(continued)*



The positive attitude of KHN employees plays as much of a part in award-winning healthcare as does the superior technology and efficiency of all departments.

Just one of the many talented teams of medical professionals in Kettering Health Network, the endoscopy department of Grandview Medical Center brings a commitment of caring and professionalism to their work and to their patients.



## Kettering Health Network Facilities

### EAST

- Beavercreek Health Center
- Beavercreek HealthPark
- Beaver View Health Care Center
- Dayton Eye Surgery Center
- Fairborn Community Medical Center
- GMH Health Center
- Greater Dayton Surgery Center
- **Greene Memorial Hospital**
- Greene Oaks Retirement Community Center
- Indian Ripple Family Health Center
- Kettering Sports Medicine at Beavercreek
- Women's Recovery Center
- Wound Healing and Hyperbaric Medicine Center
- Yellow Springs Family Health Center

### WEST

- Adolescent Recovery Center of Hope
- Conover Health Plus, Franklin
- Franklin Physical Therapy and Fitness Center
- Kettering Breast Evaluation Centers (Franklin)
- Preble County Medical Center, Eaton

### NORTH

- Charles H. Huber Health Center
- Englewood Health Center
  - Englewood Diagnostic & Imaging Center
  - Kettering Sports Medicine Center
  - Kettering Wellness Center
- Grandview Center for Circulatory Disorders and Wound Treatment
- Grandview Center for Rehabilitation
- **Grandview Medical Center**
- Kettering Sports Medicine at Tipp City
- Ohio University College of Osteopathic Medicine
- Victor J. Cassano, Sr. Health Center



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### SOUTH

- Corwin M. Nixon Health Center
- Hand and Upper Extremity Center
- Hyperbaric Medicine Center
- Joslin Diabetes Center affiliate at Southview Medical Center
- Kettering Behavioral Medicine Center
- Kettering Breast Evaluation Centers (Miamisburg and Kettering)
- Kettering College of Medical Arts
- KMC Diabetes & Nutrition Center
- **Kettering Medical Center**
- **Sycamore Medical Center**
- Kettering Network Home Care
- Kettering Reproductive Medicine
- Kettering Sports Medicine Center
- Kettering Women's & Children's Services
- NeuroRehab and Balance Center
- Southview Sleep Disorders Center
- **Southview Medical Center**
- Southview Hospital Maternity Center
- Sycamore Glen Health Center
- Sycamore Glen Retirement Community
- Sycamore Primary Care Center
- Wallace-Kettering Neuroscience Institute
- The Women's Center at Southview
  - Yankee Medical Center
  - Athletic Workshop
  - Open MRI
  - Physical Therapy & Hand Therapy

The system involves more than just electronically keeping patient records. "It reaches out into all parts of the clinical setting," Russell said. "You have the laboratory piece, you have the pharmacy piece, you have the radiology piece. It actually pervades the whole continuum of care, all the way to integrating with the revenue cycle, the billing and the way the charging goes out. It's much more accurate."

The new system won't reduce staff or the volume of work, but it will still provide a return on investment by improving quality, Russell said. "Ultimately, due to reduced medical errors and improved quality of care you see the costs reduced. As your quality of care goes up, there always is a return back to the business."

### QUALITY IS MORE THAN Xs AND Os

Kettering Health Network has numerous committees and work groups looking at care, from the system-wide Network Quality Council to individual disciplines, such as caring for stroke victims. The organization's core goals also are defined and communicated, so people know how their work fits in overall, Turner said.

But quality goes beyond active committees and clear goals. "We can put on a piece of paper, step by step, how we achieve our quality outcomes, but the culture that permeates the organization, that makes people want to be the best is something that can't be duplicated," Turner said.

She and Wang said there's an openness to learning within the organization, a partnership between care providers and executives, open communication and a push for quality that comes both from the top and the bottom. Also, Kettering's faith-based mission helps people see their work as more than a job.

"On one of the units at Sycamore there's actually a poster that says, 'This is sacred work,'" Wang said. "People do not see what they do in patient care as a job. Whether they are cleaning the floors or bringing the trays of food, they really see it as a calling." — ■

*"This is sacred work."*

# MEMBER Profile



**OREGON**  
printing

*Oregon Printing – 29 North June Street, Dayton, Ohio – is this issue's featured profile. The company, founded in 1977, has been a Chamber member since 1989.*

## Chamber Stats

**MEMBER SINCE — 1989**

**PARTICIPATION IN GVS —**

ChamberCare, Workers' Comp

**CHAMBER SERVICES YOU VALUE —**

*"The program I enjoy most is the Executive Dialog program. I have been a member of Group 10 for over 7 years now. Not only has our group grown to be good friends, but we really do use each other as sounding boards for business issues, ideas and so on. I also like the great networking events, as well as Breakfast Briefings and the Advocacy for Business Issues."*

## GROWTH IN SALES FOR 2009

Oregon Printing has created a niche in the local print market that separates them from other area printers. The company, "Oregon Village Print Shoppe, Inc." was founded in 1976 and originally made their mark by working with small businesses and the creative community doing identity projects and 1- to 2-color print jobs. These traits eventually helped the company out-grow their facilities in the Oregon District. By 1990, the company built and moved to their current June Street location and changed their name to just Oregon Printing to reflect a wider offering of services.

In 2000, general manager and current President Judd Plattenburg purchased the business from Marvin Miller and immediately decided to pursue the full color market and expand capabilities. As the company grew through the early 2000's, Plattenburg teamed up with long time friend Bob Allbery, who at the time was a partner in another printing company.

The company has continued to thrive since 2000 employing a skilled staff of 15 people to help customers with all of their printing and copying needs. In 2005, Oregon Printing committed to investing in digital printing technology and the business and the customer base have shown strong growth as a result. Even with a slowing economy, Oregon charted growth in sales in 2009. According to Judd, much of their success can be attributed to their dedication to outstanding customer service. "But what makes great customer service possible is the ability to get things done right and on time. The one thing we really concentrate on is the ability to process a large number of small jobs efficiently," says Plattenburg.



The staff at Oregon Printing is committed to outstanding customer service by getting things done right and on time.

With annual sales just at 2 million dollars, Oregon Printing strives to remain current with technological advances by regularly purchasing new equipment, training their employees on the latest developments in printing, and expanding their facilities to make room for new equipment. According to Judd, "I am confident we can enhance your printing needs by offering high quality, professional customer service, cost saving ideas and fast turnarounds."

So if you are in the market for a printer or have a job you need turned around fast, contact Judd Plattenburg at Oregon Printing at 937-222-9418 or fax 937-222-9436 or visit [www.OregonPrinting.com](http://www.OregonPrinting.com). — ■

# SPEAK UP and Save Lives



*What if you had the power to prevent the number one killer of all men, women and children — just by speaking up?*

by Beth Anspach, communications director, American Heart Association



Too many women die each year because they are unaware that heart disease is their number 1 killer. One in three women suffers in silence, and almost one woman dies every minute of this largely preventable disease.

Together, we can bring a voice to this silent killer to help save lives. We can listen to what our hearts are telling us, wear red on National Wear Red Day and spread the word to our friends and community about making the right choices and taking action. Save lives with the power of your very own voice.

Why should you care? Heart disease is the number 1 killer of women age 20 and over, killing approximately one woman every minute. More women die of cardiovascular disease than the next five causes of death combined, including all forms of cancer.

In the past, the public has primarily associated heart disease with men. Historically, men have also been the basis for research used to develop treatment guidelines and programs. This led to a lowered awareness level among women and healthcare providers. Only 65 percent of women realize heart disease is their number 1 killer (up from 34 percent in 2000) and less than half can identify healthy levels for cardiovascular risk factors like blood pressure and cholesterol. Because approximately 450,000 women die each year from cardiovascular disease, women need to know they are at risk so they can take action to protect their health.

You might be interested to know that:

- While 1 in 30 American women die of breast cancer, about 1 in 3 die from cardiovascular disease.
- One in three U.S. women die from cardiovascular disease, but only 1 in 5 believes that heart disease is her greatest health threat.
- Ninety percent of women have one or more risk factors for developing heart disease.



Because approximately 450,000 women die each year from cardiovascular disease, women need to know they are at risk so they can take action to protect their health.

How can speaking out about heart disease make a difference? A full eighty percent of cardiac events in women may be prevented if women make the right choices for their hearts, involving diet, exercise and abstinence from smoking. By choosing to “Go Red,” and committing yourself to living a healthier lifestyle, you set an example for others to follow.

“Going Red” is contagious. The passionate battle cry against the deadly diseases of the heart is spreading and growing across our nation. And research shows that women who “Go Red” are more likely to make healthy choices. For example:

- More than one-third have lost weight.
- Nearly 55 percent have increased their exercise.
- Six out of ten have changed their diets.
- More than 40 percent have checked their cholesterol levels.
- One third have talked with their doctors about developing heart health plans.

Start by making simple changes and by showing your commitment on National Wear Red Day, February 5, 2010. You can choose to speak up for yourself and those you love:

- Choose to spread awareness of the number 1 killer of women. Make your voice – and the hearts of your community – stronger than ever.
- Choose to support the movement at GoRedForWomen.org.
- Choose to educate your community about heart-healthy actions. Contact your local American Heart Association office to see how you can get involved with Go Red For Women. Go to GoRedForWomen.org for details on how you can get involved.
- Choose to donate. Give from the heart to help fund life-saving research and education programs for women. Receive a red dress pin and wear it proudly to show your support.

Go Red For Women, powered by the American Heart Association’s research, educates and connects millions of women of all ages. GoRedForWomen.org is the number 1 online destination where women can learn how to make heart-healthy choices every day.

Go Red For Women is nationally sponsored by Macy’s and Merck & Co., Inc. — ■

# ECONOMIC Indicators

*The Chamber's monthly publication, "Economic Indicators", provides useful information in the areas of employment trends, new construction, home sales, sales tax collection and much more. These indicators allow analysis of economic performance and predictions of future performance. Here is a sampling from the December 2009 report.*



## GDP

### GROSS NATIONAL PRODUCT — ANNUAL PERCENTAGE CHANGE

3rd Qtr '09	2nd Qtr '09	1st Qtr '09	4th Qtr '08	3rd Qtr '08
+2.2	-0.7	-6.4	-6.2	-0.5

## CPI

### CONSUMER PRICE INDEX NOV. '09

12 month change, ending in November '09 .....	0.4%
Annual percent change '09.....	1.8%

# Key Economic Indicators — December 2009

## SALES TAX COLLECTIONS

COUNTY	RATE (%)	OCT '09	OCT '08	YTD CHANGE	YTD '09	YTD '08	YTD CHANGE
Butler.....	0.75	2,837,273	2,671,787	+6.20%	25,002,591	28,443,475	-13.70%
Clark.....	1.50	1,474,180	1,553,272	-5.30%	15,636,897	15,805,497	-1.00%
Darke.....	1.50	480,466	604,336	-25.80%	5,338,909	6,042,463	-13.10%
Greene.....	1.00	1,684,342	1,726,795	-2.50%	17,228,791	17,588,737	-1.90%
Miami.....	1.25	791,437	852,090	-7.70%	8,269,443	2,973,027	-12.10%
Montgomery .....	1.00	4,981,846	5,011,080	-0.60%	49,069,555	54,509,248	-11.10%
Preble .....	1.50	282,892	348,421	-23.40%	3,313,629	3,691,170	-11.40%
Warren .....	1.00	2,068,980	2,138,875	-3.30%	21,691,044	22,680,407	-4.50%
Region (\$,000s).....		14,597	14,903	-2.10%	126,016	158,031	-25.40%

## Cost of Living Index

### DECEMBER 2009

<b>Dayton, OH</b> .....	<b>93.5</b>
<b>Richmond, VA</b> .....	<b>101.5</b>
<b>Columbus, OH</b> .....	<b>101.7</b>
<b>Cleveland, OH</b> .....	<b>103.4</b>
<b>Baltimore MD</b> .....	<b>108.7</b>
<b>Miami, FL</b> .....	<b>111.6</b>
<b>Chicago, IL</b> .....	<b>130.4</b>
<b>San Francisco, CA</b> .....	<b>182.4</b>
<b>U.S. AVERAGE</b> .....	<b>100.0</b>

## UNEMPLOYMENT RATE

	NOV '09	NOV '08	'09 AVERAGE
Dayton MSA (Metropolitan Statistical Area).....	11.20%	7.60%	11.20%
Ohio .....	10.20%	6.90%	10.20%
U.S.....	9.40%	6.50%	9.10%

## VALUE OF NEW CONSTRUCTION

DAYTON MSA NEW CONSTRUCTION	YTD NOV '09	YTD NOV '08	12-MONTH YTD CHANGE
Non-residential.....	502,632,000	688,222,000	-27.0%
Residential.....	186,567,000	285,439,000	-35.0%
Total .....	689,199,000	973,661,000	-29.0%

## HOME SALES

DAYTON MSA	OCT '09	OCT '08	% CHANGE	YTD '09	YTD '08	% CHANGE
No. of homes sold.....	994	881	+12.82%	8,735	10,723	-19.0%
Total home sales (\$,000s).....	123,997	100,797	+23.00%	1,073,033	1,339,125	-20.0%
Average sale price (\$). .....	124,746	114,412	+9.00%	119,282	116,328	+2.5%



# 2010 Economic Outlook

*Annually, the Chamber's Research Advisory Committee meets to discuss the current economic status of the nation, the region, key industry sectors, challenges and opportunities to forecast the coming year. The 2010 Dayton Region Economic Outlook is a compilation of the opinions and expertise of the Research Advisory Committee.*



The article below expresses the thoughts and opinions of the Research Advisory Committee of the Dayton Area Chamber of Commerce as of December 7, 2009. Due to the volatile nature of current economic conditions, the opinions expressed below are subject to change.

## NATIONAL ECONOMY

In 2006 the U.S. economy expanded at a healthy rate. Net job creation totaled 2.471 million (1.8 percent growth), up from 2.268 million in 2005. But as 2007 unfolded, job creation slowed as the unwinding of the housing boom began to subtract jobs in 18 of 28 housing-related industry sectors. The housing market continued to struggle throughout 2008 and 2009 resulting in a slow net job creation rate.

The 2009 national economy has been down due to the recession which officially began the fourth quarter of 2007. Issues including high unemployment rates, elevated energy costs, unregulated financial risk taking, over-leveraged investments, a very tight credit market, and a devastating housing crisis all contributed to the economic downfall affecting nearly all industries at a national level. The federal government was forced to take numerous steps as an attempt to deal with these massive challenges. Thus, in February the American Recovery and Reinvestment Act of 2009 was created to focus on creating or retaining jobs, spur economic activity and long-term growth, and implement increase levels of accountability and transparency in government spending. This unusually large intervention valued at \$787 billion had a dramatic influence on the 2009 economy and will continue to do so throughout 2010. Many normal market fluctuations and business cycles have been altered making a detailed

forecast debatable and posing questions such as:

- Has the recovery begun?
- Will we fall into another recession?
- How strong will the recovery be in 2010?

The correction in the housing market has greatly impacted today's economy although it does seem that the worst of the housing downturn has passed as the available housing stock continues to see a reduction and home prices are leveling off. Taking this into account the market will not realize the improved housing outlook until 2011 as more foreclosures continue to enter the market and unemployment remains elevated.

The impact of this market has negatively impacted the construction industry, along with numerous related industries, and has contributed to a decline in consumer confidence. Unfortunately, it is anticipated that the commercial construction market will be the next industry that is seriously affected by the recession as it generally lags market activity by 12 to 18 months. While there is little consensus from industry experts on how long the downturn in the market will persist, there is consensus that the credit crunch and the unemployment rate are the most critical factors that will need to be corrected to initiate positive change.

One of the reasons it has been difficult to speculate on the length of this credit crisis has been the unanticipated lack of results from many of the bold moves taken by the U.S. Treasury Department and the Federal Reserve. Many economists believed that the market would have realized more stabilization by early 2010. Even now, the conditions and terms of the financial industry bailout are still under review, which leaves many to

believe that there is still some uncertainty that exists at the federal level. When uncertainty exists at the federal level it can often trickle down to Main Street and that scenario may be part of what we are experiencing currently.

With these factors being taken into account, it makes forecasting future growth with any degree of certainty difficult. That being said, we believe that GDP growth in the coming year will be flat with the possibility of rising toward the middle to end of 2010. The initial recovery will be slow the first half of the year and should increase pace in late 2010.

## NATIONAL OUTLOOK SUMMARY

- Gross Domestic Product..... 2.5% - 3%
- Unemployment..... 9.5% - 10.5%
- Inflation ..... 1.5% - 2.0%

## DAYTON REGION'S ECONOMIC OUTLOOK

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

For 2010, it is anticipated that the US economy will improve in small increments and that the regional economy will follow. Unfortunately, it is too early to know when actual job creation will begin but we can anticipate seeing smaller declines and eventual sustainable leveling of unemployment within the region. The Dayton regional unemployment

rate is expected to be slightly higher than the national and state rates and therefore will trend up due to the below trend growth that is forecasted. We forecast regional unemployment to be 10% - 10.5%.

One variable that must be addressed is the closure or reduction of numerous large scale manufacturing facilities related to the automotive industry in recent years. To those not familiar with the Dayton region, the closure of such large and historically significant employers would seem to signify the "beginning of the end" economically for a community such as Dayton. But to those who are familiar with the Dayton community and all of its promising and growing assets, the closure of GM Moraine and numerous Delphi facilities, while unfortunate and painful, is just another step towards the region's future, high-tech service and advanced manufacturing based economy.

Net job loss associated with the manufacturing sector over the last nine years often overshadows the fact that employment growth does exist in industries within this region. Industry sectors such as Education/

Health Services, Finance, Hospitality and Leisure, Information and Defense have all seen significant growth and are clearly the future economy for the Dayton region. This region is in a time of transition, moving away from an overreliance on mass production commodity manufacturing/goods producing industries into the high tech R&D/advanced manufacturing/service producing industries. Moving from an economy heavily rooted in traditional manufacturing to a more diversified economy focused around the high tech/service producing sectors is no easy challenge. As we move further along in this transition, new economic opportunities will present themselves and our economy will grow stronger.



There are many opportunities which lie ahead for the region including new partnerships with Wright-Patterson Air Force Base, which represents one of the region's most profound sources of economic stability and potential. Additionally, success has been seen as our institutions of higher learning and the business community partner to create new methods of retraining, retaining and attracting the highly skilled workforce that will be necessary to propel us into our future economy. Lastly, fostering entrepreneurship and innovation through such resources as the University of Dayton Research Institute, Wright Center of Innovation, Sinclair Community College, numerous Small Business Development Centers as well as all the participants within the Entrepreneur Development Network show promise moving forward as they guide our future businesses into development.

As a community we must continue to progress through this time of transition, recognize those opportunities that present themselves, focus on our national and international competitive advantages, and capitalize on those strengths. — ■

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## MEET THE MAYOR

*I was born in McKeesport, Pennsylvania, in 1961 — my father worked in a steel mill after serving in the Air Force. My mother was his British overseas bride. I was transplanted to Chippenham, England, in 1970 where I attended a public grammar school. I graduated from the University of London with a bachelor's degree in geology in 1982 and returned to the United States to reacquaint myself with a father that I had not seen in 12 years. I worked in the Pittsburgh area in several sales and sales management positions until 1994. After two lay-offs and one merger within the first 10 years of entering the corporate workforce, I made the decision to strike out on my own and pursue a hobby-related business in 1994 that afforded me the opportunity to travel all over the country. In late 1994, I moved to Dayton.*

*I became involved in my neighborhood association and the Southeast Dayton Priority Board in 1999 and became even more involved after acquiring an 1845 farmhouse that is now in the heart of the Walnut Hills neighborhood. I was elected president of the Walnut Hills Association*

*(continued on opposite page)*



Gary Leitzell,  
Mayor of Dayton, Ohio.

An opportunity to interact with elected officials is what "Getting Down To Business" is all about – your Chamber's part in public policy and advocacy activities.



# Getting down to BUSINESS with...

**Gary Leitzell,**  
MAYOR OF DAYTON, OHIO

**Q** What are your top priorities for your first year in office?

**Gary Leitzell** Jobs. We have to bring jobs and business to Dayton.

**Q** How are you going to engage the business community to help you accomplish those priorities?

**GL** By communicating with the current business owners we can determine what issues became obstacles to business development and expansion and make a concerted effort to eliminate all obstacles.

**Q** In your view, how can the city, working with other community partners, best leverage regional assets to promote economic growth and prosperity for the entire Dayton region?

**GL** In my view, we need to market Dayton as a destination. We need to identify and promote our tourist attractions, higher education facilities, high tech businesses and existing manufacturers on a global scale and broadcast our most recent achievements more effectively. I often read about Denver, Seattle and Portland. It is time to read about Dayton.

**Q** Considering the budget crisis that the city is currently facing, how do you plan to incentivize employers to move to Dayton or stay in Dayton? What resources can the city offer that are unique from what is being offered in surrounding areas?

**GL** The low price of real estate should be incentive enough for a company to want to locate in Dayton. Facilitating business start ups, relocations and expansions in a customer friendly manner would also go a long way. We have no money, it is time to get creative. It does not cost money to change the way we think. Having a reputation of being a forward thinking city government will change the perception of Dayton at a regional level and attract business from other parts of the globe.

**Q** What is your vision for the revitalization and redevelopment of Downtown Dayton?

**GL** If we attract people to downtown for entertainment and provide them with adequate dining options and a clean, safe environment then business will see and follow the money trail. We start by finishing what we have already started. We need dining options near the ball park and the Schuster Center. One option at each location is not enough. Especially when the option card is full to capacity. We could test some things to see if they are successful. Expanding Webster Street Market into the street to attract more

visitors on weekends would be simple to try and not cost much to test. Offering local bands free stage time at various locations around downtown may also attract or retain visitors to the central business district. If people are attracted for entertainment, entrepreneurs will see opportunity and start small retail businesses to service these visitors. Downtown Dayton revitalization can take on a life of its own if we allow it to. It is not the job of city government to restrict downtown development. It is the job of city government to create an environment in which such will flourish. — ■

*for six terms, and in January 2008 and again in 2009 was elected to chair the Southeast Priority Board. Like many residents of any city, I became frustrated dealing with City Hall.*

*Some people, when frustrated with local government, opt to move. I chose to get involved and understand how our system works so that I could determine how to get problems resolved within my community. Throughout this endeavor I have had to become quite creative in my thinking process and always encouraged creative thinking within the organizations that I preside over. Now I will do that same thing while serving as Mayor, injecting creative thinking among our elected officials and our city employees. I feel strongly that our city needs creative thinking. — ■*

# HEALTHCARE Reform

*As healthcare reform dominated the headlines and the halls of Congress throughout the latter half of 2009, we begin the new year with the issue still very much at the forefront of public policy agendas.*

## The Chamber's Perspective on Healthcare Reform

by the Dayton Area Chamber of Commerce

At the close of the year, two proposals were on the table in the House and Senate. Each chamber passed their version of healthcare reform in two drastically different bills. The first part of 2010 will be spent reconciling these bills to try and reach a compromise. Throughout the entire process, the Dayton Chamber has advocated for meaningful, common-sense healthcare reform that will address the problems in our healthcare system, without negatively impacting business and industry.

As the voluntary providers of healthcare to 160 million Americans, it is essential that our business community does not incur increased burden and hardship as a result of federal healthcare reform. The Dayton Chamber has opposed all reform proposals that potentially threaten already struggling businesses with increased costs, taxes, mandates and regulatory burdens. The Chamber has outlined **12 Tenets of Healthcare Reform** that guide all health reform advocacy efforts on behalf of the region's business community.

### 12 TENETS OF HEALTHCARE REFORM

- Healthcare reform must provide health insurance access to all American citizens.
- Reform must provide affordable plan options and lower costs for all insured individuals.
- Medical malpractice litigation reform must be part of the reform package for lowering costs.
- No new taxes/fees/surcharges will be imposed on the business community.



## Where Does Healthcare Reform Stand?

by Anthem

Healthcare reform legislation is a major issue facing small business owners and continues to move through Congress, with legislators from both the House and Senate working to reach a compromise. When the U.S. Senate passed the Patient Protection and Affordable Care Act of 2009 on December 24, healthcare reform moved forward without addressing any of the cost and quality issues that make coverage unaffordable for small businesses today.

The Senate bill must now be merged with the House version that passed in November, and be approved by both bodies and signed by the President in order to be made law. However, rather than following the traditional and accepted political process of allowing a conference committee to discuss and reach a compromise, leaders in both the House and the Senate are working behind closed doors.

Numerous studies have shown the current legislation from both the House and Senate will result in increased costs for those with employer-based insurance and the young and healthy, while doing little to improve the quality of care Americans receive. For employers, simply offering coverage for employees won't be enough to satisfy the employer mandate. The House bill would require employers to pay an 8% payroll tax to the federal government or provide 72.5% toward the cost of an "essential benefits

*(continued on opposite page)*

While the business community shares the goals of Congress and the Administration to reduce the costs of healthcare and increase the public's access to quality healthcare services, it is critical that any proposed reform does not result in increased burden on the business community. Businesses voluntarily pay over \$500 billion every year for their employees' health insurance, and cannot afford cost increases. During the coming year, the Dayton Chamber will continue to advocate on behalf of its' members for a common-sense reform approach that reigns in healthcare costs, reforms the insurance system and creates a vibrant market place. — ■

package” for full-time employees and 65% for their families. And, contributions must be made for part-time employees, as defined by the new federal Insurance Commissioner.

While both bills require individuals to obtain health insurance, as written, “free riders” would be allowed to drive up the cost of health insurance coverage for all Americans. While slightly better in the House bill, both bills only impose a small penalty on those Americans who purchase health insurance coverage when healthcare services are needed. The result is a sicker insurance pool, which drives up costs for everyone.



Rating changes in the legislation would prohibit or limit discounts based on the health status of the group and limit age discounts in the small employer market. Analyses indicate that this will result in some rates for small employers almost doubling in states where significant discounts are allowed today.

This country needs healthcare reform, but the current legislation is not it. We need legislation that addresses the underlying costs and quality in our healthcare delivery system; doesn’t drive up premiums, taxes, and the federal deficit; doesn’t have benefits set by politicians rather than in response to the market; allows Americans to keep what they have; and doesn’t cut benefits and choices for seniors. We need to go back and structure legislation that improves the quality of care and reduces costs. — ■



It is important that Americans have access to quality care for their families at a reasonable cost, but it is critical that reforms do not increase financial burden on the business community.



## WHEN AN APPLE A DAY IS JUST NOT ENOUGH.

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Dayton Area  
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# TO TWEET Or Not To Tweet

*As 2010 is upon us and businesses are beginning a new decade of budgets, business plans and development strategies — new marketing strategies should be an integral part of these agendas. One of the latest communication trends to maximize market penetration for your organization, is through social media.*



## SOCIAL MEDIA CAN HELP EXECUTIVES CONNECT WITH CLIENTS AND STAFF

Social media is not just a tool to be utilized by your marketing department; it is a user friendly self-marketing tool that should be personally leveraged by executives at all levels. From large to small organizations, executives may be viewed as individuals that do not face the same challenges and opportunities as their clients, co-workers or business partners. Executive utilization of social media can humanize executives to clients and staff, and provide new opportunities to connect with individuals through a non-invasive communication tool.

Through the popular social media outlets, executives can post current activities happening in their businesses and personal lives, which will allow them the opportunity to connect with co-worker and clients. This view into the lives of organizational leadership, allows co-workers and clients a view into the life of someone that they may not have had the opportunity to personally interact with on a daily basis. A social media connection can create a personal connection that allows staff and clients to maintain relationships and share life experiences. As the demand on work schedules is ever increasing, the ability to maintain client relationships becomes more challenging every day. Utilizing social media

can help executives stay connected to their clients and maintain these vital relationships.

Social media outlets are extremely user friendly and can be easily mastered by both tech-savvy and tech-novice executives. There is no worry about revealing too much information about yourself or activities. Since users control the content and the postings on social media sites, only the information that executives authorize can be viewed. Social media outlets should be viewed by executives as a personal marketing opportunity, which can help market themselves to not only clients and staff, but the community.

Engaging in social media efforts can project a confidence in emerging technologies and conveys the message that as an executive, you understand the latest communication trends and you are willing to engage. This allows staff and clients to view you as a progressive leader that can relate with those that are important to you at the office and outside of the office.

Through the development of Smartphone applications, most social media sites can be administered via your computer or via your Smartphone. This ease of access allows executives to maintain their time-demanding schedules, and still stay engaged with their social media initiatives.

For those that are willing to give a small investment of time, the return on investment from strategic social media use can be tremendous. To get started logo onto the chamber's website at [www.daytonchamber.org](http://www.daytonchamber.org) and click the Facebook icon. ■



A social media connection can create a personal connection that allows staff and clients to maintain relationships and share life experiences.



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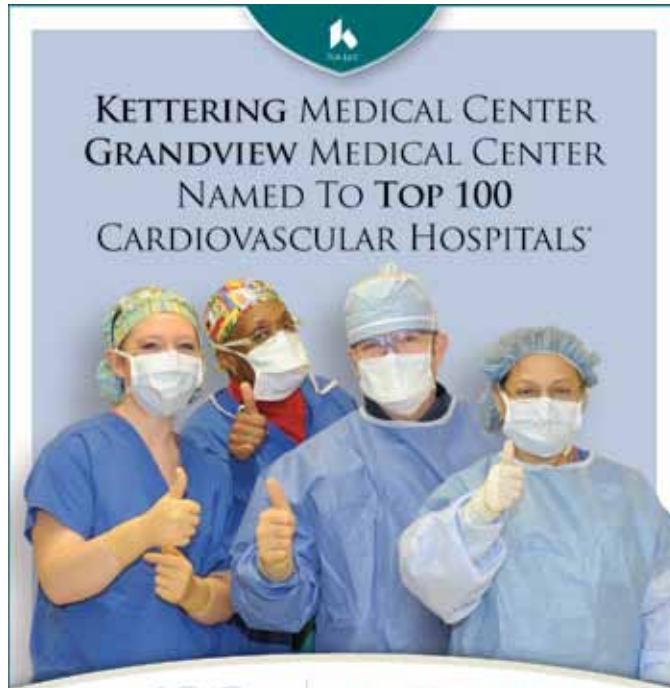
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- **Blue Preferred Primary** — a health maintenance organization
- **Blue Preferred Primary Plus** — a point of service product

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## CHOOSE CHAMBERCARE AND SAVE

Providing employees with reliable benefits is possible — and affordable. To find out more about ChamberCare visit us online at [www.daytonchamber.org](http://www.daytonchamber.org). or call us at 226-1444. For more information about Anthem, visit their web site at [www.anthem.com](http://www.anthem.com). — ■

*"We have been a Dayton Chamber member for several years now. The savings we receive on our health insurance alone makes our membership well worth it! Thanks to the chamber for offering many other cost saving ideas that benefit us small business owners."*

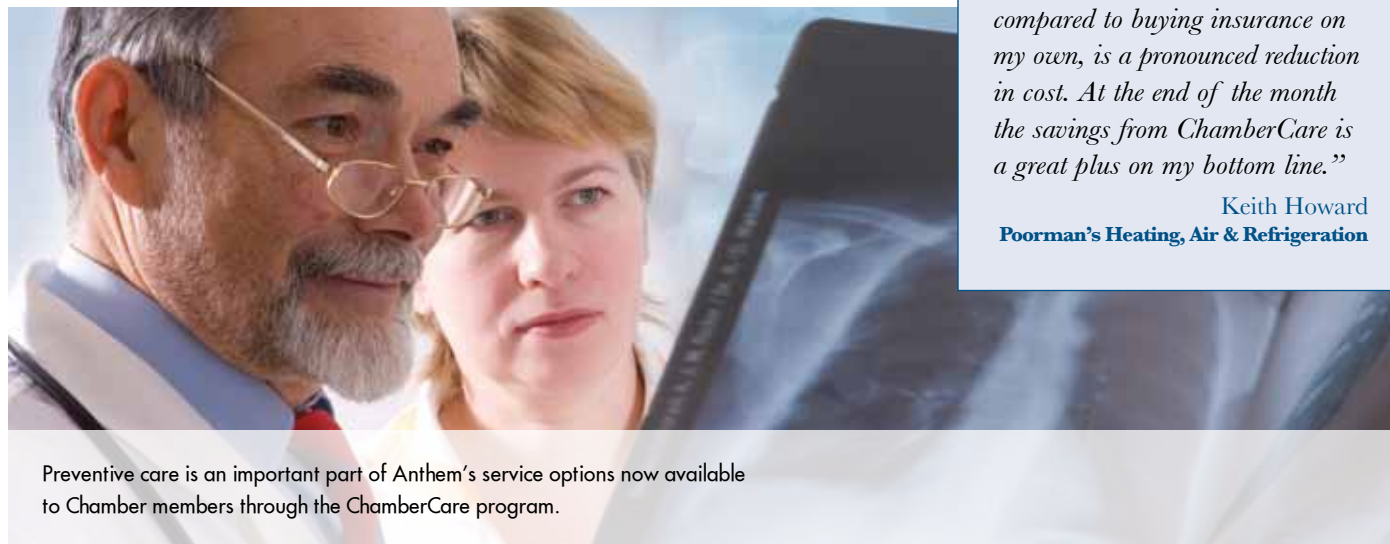
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**Lara Harshbarger**  
Cam Manufacturing

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**Keith Howard**  
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# CHAMBER Chatter

*CHAMBER RIBBON CUTTING CEREMONIES — 2010 shows promise for the opening of new businesses in the Dayton region. The Chamber welcomes these new ventures and wishes them well.*

AUGUST, 2009



**All Tune & Lube**

SEPTEMBER, 2009



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Dayton North**

SEPTEMBER, 2009



**Renaissance Spa**

OCTOBER, 2009



**Quality Inn & Suites  
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OCTOBER, 2009



**The Wine Loft**

OCTOBER, 2009



**Beautiful Me**

NOVEMBER, 2009



**Regus at The Greene**

## VOLUNTEERS —

### 3RD QUARTER 2009 —

(LEFT TO RIGHT)

**Jennifer Rettig** —  
The Blaine Block Institute for  
Voice Analysis & Rehabilitation

**Leah Seymour** —  
Document Solutions/Xerox

**Michelle Kaye** —  
Battelle & Battelle

**Chris Elrod** —  
Technology Convergence Group



## CHAMBER PROMOTIONS —

The Dayton Area Chamber of Commerce has promoted two employees. Stephanie Precht has been promoted to Director of Public Policy. Precht has been with the Chamber for 3 years. In her new role as director she will work closely with local, state and federal agencies and governments in advocating for public policy issues that positively affect Chamber members.

The Chamber also promoted Ann Berger to Senior Manager Membership Development. Berger has been with the Chamber for 9 years. In her new role Berger will be responsible for the Chamber's sales team and activating new members by engaging them in various chamber programs. — ■

STEPHANIE PRECHT



ANN BERGER





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# GENERATION Dayton Awards

*Generation Dayton, the region's organization for young professionals, recently celebrated a successful year of growth and commitment to young professionals at the annual holiday party in December. This year's event included the first presentation of Generation Dayton Membership Awards.*



## MEMBERSHIP AWARDS PRESENTED

Three membership awards were presented for Featured Professional of the Year, Volunteer of the Year and Generation Dayton Advocate of the Year. The candidates were selected based on their commitment to and representation of Generation Dayton and its members in the community.



**Brandy McFall**

Brandy, PR & Events Associate for Ronald McDonald Charities of the Miami Valley, was honored as

Generation Dayton's Featured Professional of the Year. She exemplifies the fundamental components of a young professional including trustworthiness, dignity and respect for all people, excellent communication and problem-solving skills, and commitment to quality of work. Brandy was recognized as a proud representation of not only her company, but also to service organizations, family and self.



**Bobbi Kay Enderle**

The Director of Development for the Boonshoft Museum of Science and Discovery, Bobbi Kay was recognized as the

Generation Dayton Volunteer of the Year. Bobbi Kay was selected based on her representation of all the qualities of Generation Dayton, not only within the organization but out in the community as well. She develops her professional, social and community service involvement and all the while representing Generation Dayton throughout the region.



**Jane Krebs**

Jane is a Speech-Language Pathologist for Miamisburg City Schools. She was selected as the Generation Dayton Advocate of the

Year. Jane brings great enthusiasm to the organization as a whole and exhibits the true spirit of Generation Dayton. She participated in almost every function, welcomed new and current members, and goes to great lengths to promote Generation Dayton to other young professionals in the community.

At the event, the Generation Dayton ACCESS discount card was also unveiled. This program is a benefit to dues paying members of Generation Dayton. The exclusive ACCESS card enables members to receive specific discounts at participating retailers, restaurants, services, attractions and entertainment in the Dayton Area. To participate, contact LaDonna Wulfeck at (937) 226-8264 or [lwulfeck@dacc.org](mailto:lwulfeck@dacc.org).

For more information about Generation Dayton or any of its programs, visit [www.generationdayton.org](http://www.generationdayton.org). Learn more ways in which you can help this program continue to thrive and grow by contacting program manager, LaDonna Wulfeck, or Employer Relations Chair, Maha Kashani, at (937) 671-7900 or [maha.kashani@cinbell.com](mailto:maha.kashani@cinbell.com). — ■

## DEMAND RESPONSE

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# GENERATION Dayton Events

MAR  
11

## Thirsty Thursday

DATE/TIME ..... March 11, 5:30 - 7:30 pm  
LOCATION ..... Filling Station Sports Bar & Grill  
4317 Linden Avenue  
REGISTRATION.... No cover



MAR  
16

## Business & Breakfast

DATE/TIME ..... March 16, 7:00 - 8:00 am  
LOCATION ..... Bob Evans Restaurant  
1285 Woodman Drive at Route 35  
REGISTRATION.... lwulfeck@dacc.org  
Breakfast on your own



MAR  
26

## Fourth Friday Lunch

DATE/TIME ..... March 26, 12:00 - 1:00 pm  
LOCATION ..... Jimmy's Italian Ketchen  
3002 Woodman Drive  
REGISTRATION.... lwulfeck@dacc.org  
Lunch on your own



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**Facebook**

Become a Fan of the Chamber and keep up with events, weigh in on policy questions, or post pictures you have of Chamber events.



**Twitter**

Follow us on Twitter to receive up-to-date information about events, member services and money-saving opportunities.



**LinkedIn**

Keep in touch and make new connections through the Chamber's LinkedIn group.



**DACCTV  
on YouTube**

Coming soon!

# LEADERSHIP Dayton Applications

*Since 1976 the Leadership Dayton Program has been identifying, educating, and motivating leaders and increasing their capacity to serve in the Dayton region. The program is seeking professionals committed to improving the lives of residents and businesses in the area.*



## NOW ACCEPTING APPLICATIONS

Leadership Dayton values diversity and therefore seeks professional men and women from different occupational, educational, social and cultural backgrounds to apply to the program. Individuals living and/or working in Darke, Butler, Clark, Greene, Miami, Montgomery, Preble, Shelby and Warren counties are encouraged to apply. Ideal candidates are professionals who have demonstrated leadership in both their organization and the community and who are interested in supporting the greater Dayton region, though their continual leadership and trusteeship.

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

Applications are now being accepted at [www.leadershipdayton.org](http://www.leadershipdayton.org). For more information contact Stephanie Yenn at 226-8256. — ■



Are you Leadership Dayton material? Apply now to this worthwhile program and contribute your leadership skills to Dayton's future success.

Linkage to Medical Services

Crisis Intervention

Nutritional & Pantry Program

Comprehensive Prevention Education for High-Risk Individuals and Groups

AIDS RESOURCE CENTER OHIO

HIV Testing, Counseling and Referral

Living with HIV/AIDS Education

Funds for Diagnostic & Medical Care

Support Groups

937.461.2437  
800.252.0827 (toll free)  
[www.arcoho.org](http://www.arcoho.org)

Advocacy



Together, let's finish the work.

# Get

WORKFORCE DEVELOPMENT  
growing talent.



# to Success

The Workforce Solutions Group at the Dayton Area Chamber of Commerce provides employers with cost-effective and time-efficient solutions to their workforce needs. These solutions assist with the retention, recruitment, or enhancement of one of members' most important assets – their employees.

### what does the chamber offer?

The Chamber provides several tactical programs and products to meet employers' needs. In addition, the Chamber acts as the business community's advocate in the shaping and implementation of the region's strategic workforce initiatives, including:

- » STEM EDUCATION
- » EDUCATION FUNDING REFORM
- » BRAIN DRAIN PREVENTION
- » INTERNSHIPS AS A WORKFORCE SOLUTION
- » REGIONAL WORKFORCE TRANSFORMATION CONSORTIUM
- » PUBLIC / PRIVATE SECTOR TASKFORCES
- » DEMAND DRIVEN MARKET APPROACHES

### want to know more?

Visit our website at [www.daytonchamber.org/tied](http://www.daytonchamber.org/tied)

Or contact Roberta Walker at 937-226-8258 or via email at [rwalker@dacc.org](mailto:rwalker@dacc.org).



# DAYTON

Dayton Area  
Chamber of Commerce

INITIATIVE SPONSORED BY:



Sindaly  
Community  
College



# EXECUTIVE Dialogue — Join Now

## WHAT IS EXECUTIVE DIALOGUE?

Executive Dialogue is a forum for business owners and executives to discuss common and not so common business problems and solutions in a frank and confidential environment. Participants meet monthly in groups of approximately 10-14 people. Competitors are not placed in the same group.

Each group provides its members with support and consultation on any number of business issues including marketing, hiring, financial issues, etc. The group to which you are assigned can function as an unpaid board of directors for your business — discussing important business issues and providing you with a place to build trusted relationships with other business owners.

The pooled experience, expertise and talent of the group can often point to better answers to many everyday and long-range questions about your business. An Executive Dialogue group is not a networking group but rather a professional support network to help propel you towards your business goals.

## WHAT IS THE COST?

\$250 annually of which \$170 goes directly into your group's account to pay for monthly meeting expenses.

## HOW CAN I JOIN A GROUP?

To join an Executive Dialogue group, contact LaDonna Wulfeck at [lwulfeck@dacc.org](mailto:lwulfeck@dacc.org) or 937-226-1444 for an application. — ■



Business support, consultation, and trusted relationships are just a few of the many benefits of an Executive Dialogue group.

FEAR OF FAILURE  
BLIND AMBITION  
PASSION FOR THE BUSINESS  
SECURITY  
GROWTH GOALS  
4 YEARS AT YALE  
THE YACHT

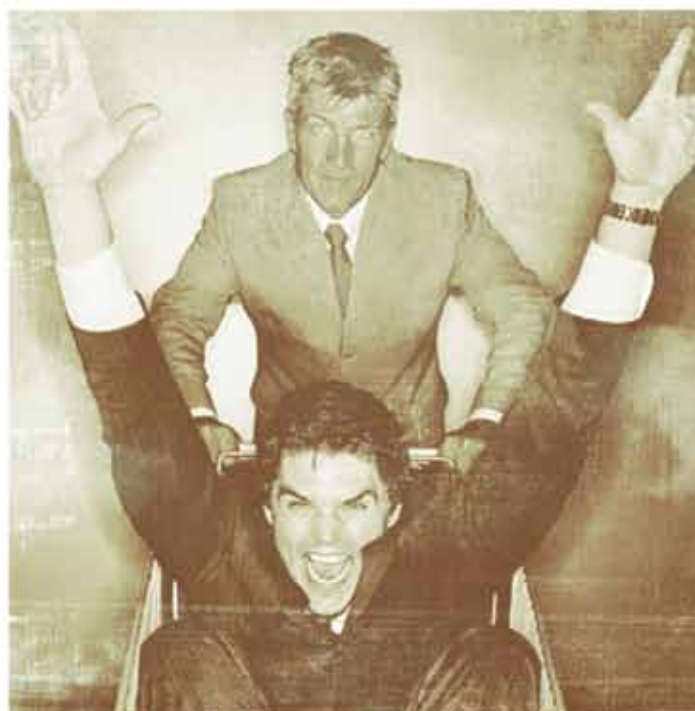
WHATEVER DRIVES YOU TO SUCCEED,  
HAFENBRACK MARKETING  
CAN HELP YOU ACHIEVE IT.

The ambition to succeed is one of the most powerful forces in business. At Hafenbrack Marketing we help fuel the drive for growth with smart marketing strategies thoughtfully developed and creatively executed. Perhaps that's why so many companies throughout the region turn to us to support their growth efforts. With over twenty-five years in business and a full range of marketing capabilities, Hafenbrack stands ready to help your business reach new levels of success. To learn more, call us at 937.424.8950.



HAFENBRACK MARKETING  
THE IDEAS TO POWER BUSINESS

TEL 937.424.8950 WEB [hafenbrack.com](http://hafenbrack.com)



# NEW MEMBERS List

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



## **AAA Wastewater Services, Inc.**

3677 Anthony Lane  
Franklin, OH 45005-4501

## **Abstractor Services, Inc.**

9 East Washington Street  
Jamestown, OH 45335

## **Advance Transportation Systems, Inc.**

1125 Glendale-Milford Road  
Cincinnati, OH 45215

## **AIESEC**

356 Shriver Center  
AIESEC Office of Student Activities  
Oxford, OH 45056

## **American Management Co.**

250 Jamestown Circle  
Centerville, OH 45458

## **AMS Rehab & Benchmark Therapy Home Care**

7071 Corporate Way, Suite 102  
Dayton, OH 45459

## **Anthrotech**

503 Xenia Avenue  
Yellow Springs, OH 45387

## **Beautiful Me**

500 Lincoln Park Boulevard, Suite 203  
Kettering, OH 45429

## **BNI**

3673 Capitol Avenue  
Mason, OH 45040

## **Brown Pest Control, Inc.**

4012 North Main Street  
Dayton, OH 45405

## **Buffalo Wings & Rings**

894C South Main Street  
Centerville, OH 45458

## **CresaPartners**

625 Eden Park Drive, Suite 150  
Cincinnati, OH 45202

## **Dayton Cardiology & Vascular Consultants, Inc.**

1126 South Main Street  
Dayton, OH 45409

## **Dayton Clinical Oncology Program**

3123 Research Boulevard, Suite 150  
Dayton, OH 45420

## **DeShurko Investment Services, Inc.**

203 West Franklin Street  
Centerville, OH 45458

## **DigestiveCare, Inc.**

75 Sylvania Drive  
Dayton, OH 45440

## **DLS Aviation**

1113 Pursell Avenue  
Dayton, OH 45420

## **Druffner & Associates PMB #214**

2312 Far Hills Avenue  
Dayton, OH 45419

## **Educational Partners, Inc.**

1133 South Edwin C. Moses Boulevard  
Suite 380  
Dayton, OH 45408

## **Electro Polish Company**

332 Vermont Avenue  
Dayton, OH 45404

## **Enginetics Technologies, Inc.**

4270 Gibson Drive  
Tipp City, OH 45371

## **Far Oaks Orthopedists, Inc.**

6601 Centerville Business Parkway  
Dayton, OH 45459

## **First In Safety**

P.O. Box 341536  
Dayton, OH 45434

## **Fry & Company**

300 West Main Street  
Greenville, OH 45331

## **Happy Hormone Cottage**

25 West Franklin Street  
Dayton, OH 45459

## **Heits Building Services of NCGD**

3569 Commerce Drive  
Franklin, OH 45005

## **Hoffmann & Associates, LLC**

3205 Carrier Avenue  
Kettering, OH 45429

## **Huffy Corporation**

6551 Centerville Business Parkway  
Centerville, OH 45459

## **Implications International. LLC**

3220 Beaver-Vu Drive  
Dayton, OH 45434-6400

## **Kamela & Company Realty, LLC**

24 West Monterey Road  
Dayton, OH 45419

## **Kretz, Thomas J.**

## **HRI Commercial Realty**

2288 Grange Hall Road  
Beavercreek, OH 45431

## **Lee Wayne Corporation**

153 Littlejohn Road  
Troy, OH 45373

## **Lexur Appraisal Services**

P.O. Box 751282  
Dayton, OH 45475-1282

## **Matrix Business Solutions Corp.**

1458 Yankee Park Place  
Dayton, OH 45458

## **Med-Trans Ambulance Service**

3510 Encrete Lane  
Dayton, OH 45439

## **Miami Valley Packaging Solutions, Inc.**

1752 Stanley Avenue, P.O. Box 296  
Dayton, OH 45404-0296

**Midstates Radiology Consultants, Inc.**

7901 Schatz Pointe Drive  
Dayton, OH 45459-3826

**Midwest Maintenance, Inc.**

P.O. Box 1203  
Piqua, OH 45356

**Mike Loy's Collision, Inc.**

3975 U.S. Route 40 East  
Lewisburg, OH 45338

**Miss Kelle's Boutique**

43 West Franklin Street  
Centerville, OH 45459

**Monument Capital**

11 West Monument Avenue, Suite 101  
Dayton, OH 45402

**MRJ Enterprises II, Inc.**

3858 Springboro Road  
Lebanon, OH 45036

**Oesterlen Services For Youth, Inc.**

1918 Mechanicsburg Road  
Springfield, OH 45503

**Ohio Stamping and Machine, Inc.**

P.O. Box 1103  
Springfield, OH 45501

**Parkway Dental**

6450 Centerville Business Parkway  
Centerville, OH 45459-2633

**Patrick T. Hunter, DDS**

8324 North Main Street  
Dayton, OH 45415

**Performance Power Washing**

1781 Hearthstone Drive  
Dayton, OH 45410

**Poorman's Heating, Air & Refrigeration**

106 Peach Orchard Place  
Dayton, OH 45449

**Production Construction, Inc.**

P.O. Box 130  
Brookville, OH 45309

**Raymond James & Associates, Inc.**

50 Chestnut Street, Suite 200  
Dayton, OH 45440

**Schuster Cardiology Associates, Inc.**

3533 Southern Boulevard, Suite 3550  
Kettering, OH 45429-1221

**Select-Arc, Inc.**

P.O. Box 259  
Fort Loramie, OH 45845-0259

**Sowder Concrete Contractors, Inc.**

8510 North Dixie Drive  
Dayton, OH 45414-2451

**Sport Clips**

6004 Wilmington Pike  
Dayton, OH 45459

**Tanner Heating & Air Conditioning, Inc.**

2238 East River Road  
Dayton, OH 45439-1526

**The McKenzie Group Investigations & Professional Services**

120 West Second Street, Suite 502  
Dayton, OH 45402

**Tigris On-Demand Solutions**

6077 Far Hills Avenue, Suite 250  
Dayton, OH 45459

**Troutwine Auto Sales**

9 North Main Street  
Arcanum, OH 45304

**United Building Materials, Inc.**

1509 Stanley Avenue  
Dayton, OH 45404

**US Aeroteam, Inc.**

1300 Grange Hall Road  
Dayton, OH 45430-1013

**US Signal Company**

2315 Henesy Lane  
Fairfield, OH 45014

**Valco Logistics, Inc.**

2525 North Limestone Street, Suite 202  
Springfield, OH 45503-7117

**Virtualis, Inc.**

1952 Woodman Center Drive  
Kettering, OH 45420-1165

**Westcounty Industrial Corp., Inc.**

P.O. Box 294  
Brookville, OH 45309

**Western Medicine, LLC**

P.O. Box 339  
Enon, OH 45323

**WriteData Services, LLC**

7115 Historic Court  
Dayton, OH 45414



New and established businesses enjoy the benefits of Chamber membership.

*Entrepreneurs  
Helping  
Entrepreneurs*



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WARE**  
CPAs & Business Advisors

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*Pushing the Possibilities*

# DAYTON

Dayton Area  
Chamber of Commerce

@ the crossroads of  
**opportunity and success**



## Why Members Belong

The Chamber's Member Benefits point your business in the right direction.

### Anthem Insurance

For businesses with 2-99 employees, your health care savings could exceed the cost of your Chamber membership. Approximate annual savings compared to non-members rates.

AVG. SAVINGS: \$3,900

### Greater Dayton Works

All chamber members are eligible to list open positions on the Chamber's online job bank Greater Dayton Works. Chamber members are eligible to receive a 60% discount on the service.

AVG. SAVINGS: \$480

### Frank Gates/Avizent

Members participating in Ohio's Worker's Compensation group rating receive up to a 77% discount.

AVG. SAVINGS: \$13,600

### Speedway

Members and their families receive \$.06 discount per gallon of gasoline at all participating Speedway locations.

AVG. SAVINGS: \$1,580

### Office Depot

Average savings of \$.64 per \$1.00 spent on office supplies. Average members spend \$4200 each year.

AVG. SAVINGS: \$2,400

### FedEx

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

Questions? Visit for more details: [daytonchamber.org](http://daytonchamber.org)

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



# RETURNS ON YOUR MEMBERSHIP INVESTMENT

## Sponsorship Opportunities

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

AVG. SAVINGS: Priceless

## New Relationships with the Dayton Region's Business Community

Connect with thousands of business and community leaders to advance your business. Chamber members support and do business with one another.

AVG. SAVINGS: Priceless

## Chamber Credibility

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

AVG. SAVINGS: Priceless

## Business Advocacy

The role of the Chamber in public policy is to help ensure that local, state and federal government policies and decisions support a strong business climate, quality growth and economic opportunity for our members.

AVG. SAVINGS: Priceless

**daytonchamber.org**  
Visit for more details

## Government & Community Affairs

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

AVG. SAVINGS: Priceless

## Publicity Opportunities for Special Events

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

AVG. SAVINGS: Priceless

# DAYTON

Dayton Area  
Chamber of Commerce

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

Health Insurance

Gasoline

TeleCom Services

Worker's Comp Group Ratings

Worker's Comp Managed Care

Package Deliveries

Office Supplies

Employee Recruitment

Employee Counseling Assistance

Employee Training

Energy Savings



# CALENDAR Of Events

MAR  
12

## Breakfast Briefing

DATE/TIME ..... March 12, 7:15 - 9:15 am  
SPEAKER..... Roger Furrer, Market President, First Financial  
TOPIC..... TBA  
LOCATION..... Dayton Racquet Club  
REGISTRATION.... [registration@dacc.org](mailto:registration@dacc.org)



MAR  
17

## Safety Breakfast With The Experts

DATE/TIME ..... March 17, 7:30 - 9:00 am  
TOPIC..... TBA  
LOCATION..... Mandalay Banquet Center  
REGISTRATION.... 937-226-8224 or [mpontius@dacc.org](mailto:mpontius@dacc.org)



APR  
13

## Dayton Area Chamber of Commerce Annual Meeting

DATE/TIME ..... April 13, 7:30 - 9:00 am  
SPEAKER..... Marty Regalia  
TOPIC..... TBA  
LOCATION..... Sinclair Community College



APRIL  
20

## HR Exchange

DATE/TIME ..... April 20, 7:45 - 9:00 am  
TOPIC..... HR Roundtable  
LOCATION..... Montgomery County Job Center, Room C2/C3  
REGISTRATION.... [www.mvhra.org/hr-xchange.php](http://www.mvhra.org/hr-xchange.php)



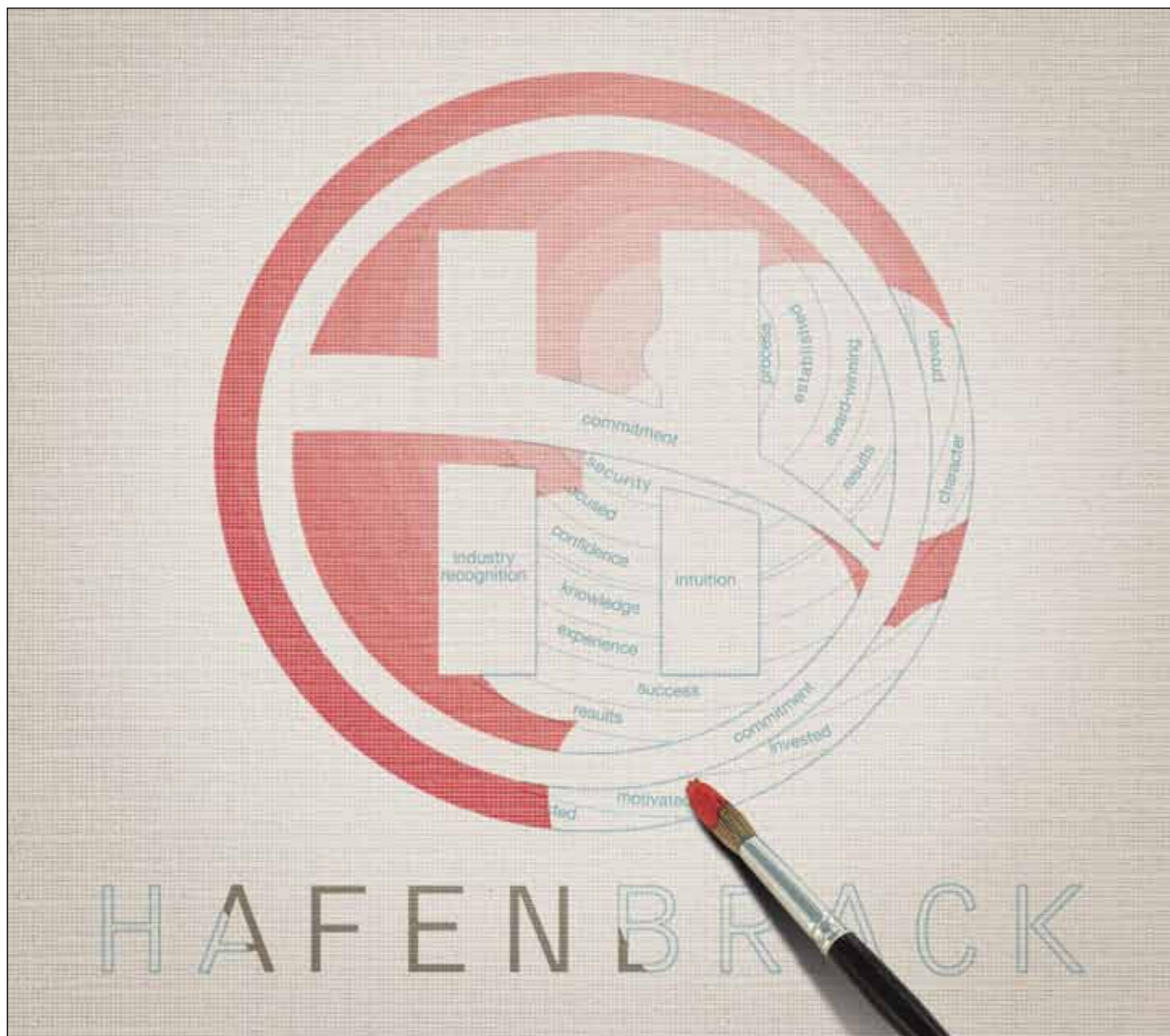
MAY  
12

## Business After Hours

DATE/TIME ..... May 12, 5:30 - 7:30 pm  
TOPIC..... Networking  
LOCATION..... Action Sports Center



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



## The Fine Art Of Strategic Marketing.

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

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

After 25 years, we have marketing down to a science and have raised it to an art. Discover for yourself and your business the Fine Art of Strategic Marketing at [Hafenbrack.com](http://Hafenbrack.com).



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# KETTERING HEALTH NETWORK ONE OF THE TOP TEN HEALTH SYSTEMS IN THE NATION



## THANKS TO OUR EMPLOYEES, PHYSICIANS AND VOLUNTEERS.

There are many picture-perfect reasons the Kettering Health Network was named one of America's top 10 health systems.\* You'll find those reasons in the dedication, skill and expert care delivered by our team of talented healthcare professionals. The proof was obvious when the independent Thomson Reuters rating firm evaluated health systems across the United States. They considered factors such as mortality, complications, patient safety, average length of stay and other core measures. This recognition underscores our approach to providing best in the nation healthcare throughout the region.

We invite you to learn more at [khnetwork.org/thomson](http://khnetwork.org/thomson).

\*Thomson Reuters is an independent rating firm and does not charge for recognitions or publicity rights.



KETTERING MEDICAL CENTER  
GRANDVIEW MEDICAL CENTER  
GREENE MEMORIAL HOSPITAL  
SYCAMORE MEDICAL CENTER  
SOUTHVIEW MEDICAL CENTER  
KETTERING BEHAVIORAL MEDICINE CENTER  
AND 60 SATELLITE FACILITIES

FOR EVERY



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