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2011 ALFRED P. SLOAN  
AWARD WINNERS p10

MY CHAMBER APP p16

MEMBER PROFILE:  
GERSTNER & SONS, INC. p20

DAYTON PEP PROGRAM  
BENEFITS LOCAL MINORITY,  
WOMEN-OWNED AND  
SMALL BUSINESSES p26

## National Electrical Contractors Association

WORKING TOGETHER  
p06

VOL. IV – NO. 4 2011



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International Brotherhood of Electrical Workers - Local 82





*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](http://www.daytonchamber.org).*

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# PRESIDENT'S Message



FOCUS ON:  
BUYING  
LOCAL

Since late 2008, many local businesses have seen very challenging times. We all know that our area – indeed most of the nation – has not fully recovered from that downturn. Economies in recession usually bounce back after 12 to 18 months, but we have seen only modest upticks – helping some, but not all. As a former Chamber Board Chair used to say, “A rising tide lifts all boats.” But we have not seen that great of a lift due to the stock market swings, waffling consumer confidence and high unemployment.

In developing the Chamber’s 2011-2013 Strategic Plan, we asked ourselves what could we do to best serve this issue. One of the most important suggestions coming from the committee was to focus more on local business, whether it is business-to-business or business-to-consumers. To that end, we kicked off a campaign to help drive more and better business to our Chamber members and have publicly asked our Dayton region to buy more locally. The impact would be dramatic if we do and would help us retain local jobs and jump-start new ones – and the easy part is that every one of us can play a role.

Your Chamber has created a number of action items to help the community focus on doing business with qualified Dayton Chamber organizations by using these new tools:

- > Buy local – Buy Dayton advertising
- > Chamber’s new, updated web site
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- > Our public media campaign
- > Minority business partnership activities
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- > Brand new “Chamber APP” for smart phone devices

All of these and more can add up to a more focused, locally driven initiative that can make a substantial difference to our local economy. Just using more of your spending power with local Chamber businesses versus using the Internet will keep tens of millions of dollars in our local economy.

As a community, we must help ourselves through these challenging economic times. Washington and Columbus budget woes will not pull us out of this. We must help “push” ourselves out, too. You can make a difference if you just focus locally. Whether you are in the private or public sector, you can direct your spending inside our region. Think “Buy local. Buy Dayton.” Your neighbors, friends and family will appreciate your support. — ■



*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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# TABLE of Contents

National Electric Contractors Assoc. — Working Together .....	06
Austin Interchange .....	09
Alfred P. Sloan Award Winners.....	10
Economic Indicators .....	12
News from Anthem — Check Your Cholesterol .....	14
Buy Local — Local Business Support .....	16
Group Value Services Update — Office Depot.....	18
Member Profile — Gerstner & Sons, Inc.....	20
Getting Down to Business — Jerry Wray.....	22
Chamber Tour — Rio de Janeiro .....	25
PEP Program .....	26
Online Tax Loophole.....	28
Workforce Development .....	29
Chamber Purchasing Opportunities .....	30
Expert Advice.....	31
New Members List.....	32
Chamber Chatter.....	35
Nominations: Board of Trustees.....	35
Calendar of Events .....	36



## On the Cover

Nick Comstock (L), business manager, Local 82, International Brotherhood of Electrical Workers and Dan Neal (R), executive director, Western Ohio Chapter of the National Electrical Contractors Association. NECA is this issue's premier sponsor.



*Transportation improvements at Austin Interchange.*



*Chamber partners with Office Depot to benefit members.*



*Online shopping hurts business in the Dayton region.*



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as the pacesetter,  
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very leading edge.  
I think it’s strictly due  
to the fact that  
we have such a  
good partnership.”

— Nick Comstock, business manager,  
Local 82, International Brotherhood  
of Electrical Workers

“Our business model  
is working together  
with the union  
to develop  
training programs,  
management expertise  
and an economic  
model to be  
the most productive  
electrical contractors  
in the area.”

— Dan Neal, executive director,  
Western Ohio Chapter of the  
National Electrical Contractors Association



Nick Comstock (left) and Dan Neal (right).



Labor Management Cooperation Committees (LMCC) exist all across the country, but Dayton's LMCC has received national recognition for its efforts.



# Working Together, NECA Contractors and Union Electricians...

By Vince McKelvey

## ...Rebuilding Their Place in the Industry

*Management and labor don't typically see eye-to-eye, but for more than a decade Dayton area electrical contractors and union electricians have been working hand-in-hand to take their industry into the future together.*

Their primary vehicle is the Labor Management Cooperation Committee, a name that tells its own story. Through the LMCC, the two sides – the Western Ohio Chapter of the National Electrical Contractors Association and Local 82 of the International Brotherhood of Electrical Workers – have developed a host of initiatives to improve their position in the electrical construction industry, to improve their working relationship and to improve the community.

Inside the industry, for example, the LMCC instituted a program to ensure a drug-free work place, adopted a Code of Excellence for workers and contractors to follow at a job site and, in the last two years has been involved in statewide training in alternative energy and energy conservation.

In the community, the committee annually hosts the Boy Scouts' Cookout for Scouting that raises money to send scouts to summer camp, and it sponsors programs for United Rehabilitation Services, among other work. "We want to be a presence in the community and let the community know that we're part of this community and an economic force," said Dan Neal, executive director of the NECA chapter.

### NOT 'US VERSUS THEM'

"If you want to look at it philosophically, the goal of the LMCC is to potentially market the IBEW-NECA as one entity," Neal added. "Our business model is working together with the union to develop training programs, management expertise and an economic model to be the most productive electrical contractors in the area."

"It's no longer us versus them – it's *us*," said Nick Comstock, business manager for Local 82. "The relationship", he said, "is just exactly like being married. There are times you're

not going to agree. But you know what? It's going to be awfully uncomfortable and very devastating should you ever decide you're going to split up. That's not good for anybody."

The National Electrical Contractors Association, or NECA, is an umbrella organization of that represents contractors in dealing with the union. In Dayton and Lima, it includes 16 full member contractors and 19 contributing or signatory contractors. IBEW Local 82 has 1,100 members overall including about 850 electricians, Comstock said.

### MARKET SHARE ON THE UPSWING

The era of cooperation followed some dark days. After decades of success, the union and its contractors had become insular and arrogant, effectively driving work to other contractors, Comstock said. "We thought we were the best and everybody had to have us. You know what? That's not the case, and we found that out," he said.

*(continued on page 08)*

(continued from page 07)

The year 1981 seems to have been a watershed as “the first year that the NECA/IBEW team did less than 50 percent of the electrical work in the United States. In 1981, we were no longer the preferred supplier of electrical construction,” Comstock said. By 2001, the number had dipped below 22 percent. In 2010, however, it was back up to 38 percent.

“In our industry, the realization has come if we’re going to survive we need to sit down and form a partnership.” That started in the 1990s with a joint “Blueprint for the ‘90s” and a series of “partnering groups” set up to work on specific issues. Around 2000, these groups melded into the LMCC, which now meets regularly to deal with issues, decide on community projects and consider ways to move forward in their industry.

### CASTING A WIDE NET

Comstock described the meetings as brainstorming sessions asking the questions, Where do we need to go next? What do we need to do? What innovations are out there and what haven’t we tried? One early answer was to agree that the entire NECA/IBEW workforce – management and union – would be drug free, and the LMCC now coordinates a program of regular drug education and testing.

Other LMCC efforts include:

- **Electrical Project Supervision** — a program developed by NCEA nationally and sponsored locally by the LMCC that gives electricians management training as they become foreman and superintendents.
- **Construction Wireman / Construction Electrician** — an initiative that, in part, helps contractors control costs by providing a blended workforce of highly trained union journeymen and less experienced electricians who are learning on the job and in a classroom.
- **Small Works Online** — an interactive database of upcoming construction projects that contractors can survey looking for potential work. They also can then contact the union office if some modification of work rules would help make for a successful bid, Comstock said.



### PREPARING FOR THE GREEN ENERGY MARKET

Training has long been a strong point of the NECA/IBEW workforce and over the last couple of years, the regional LMCC has taken part in a statewide initiative to train electricians in alternative energy and energy conservation. It’s a move to be at the forefront of the developing green energy market, said Cindy Tucker of Tucker & Tucker Communications, a Dayton marketing firm that works with the LMCC.

She said most renewable energy systems generate electricity and it’s essential that they’re properly installed by well-trained professionals. “This is our future and we’re here and we’re ready,” she said.

Tucker said in 2009 the Ohio Electrical Labor Management Cooperation Committee received a \$4.8 million federal grant to train 1900 electricians in building automation systems, wind turbine technologies and photovoltaic solar systems. The state LMCC also received a \$50,000 grant from the state for contractors and journeymen to learn to do energy audits to help customers identify ways to save money through conservation and efficiencies. In addition, she said NECA nationally is working with General Motors as the preferred vendor to install charging stations for electric automobiles.

Neal called these programs a premier example of labor-management cooperation. “We’re going to follow the trends of the market,” he said. The model, he said, “is to go in with the IBEW as trained individuals, contractors and certified contractors with Green Energy certifications and to market ourselves to the future.”

### NATIONAL RECOGNITION

Labor Management Cooperation Committees are not unique to Dayton region. They exist all across the county, but the regional effort has gotten national recognition. In 2009, Dayton’s LMCC was the featured LMCC at NECA’s national convention. And this year, Neal is being honored as NECA executive director of the year, Tucker said.

It’s not always smooth sailing by any means. Comstock said meetings have ended with “yelling, screaming and doors slamming, but we come right back to the table.”

“It doesn’t always happen easy,” he added. “But if you quit trying you lose.” — ■



# AUSTIN Interchange

*On October 21, state and local officials gathered to formally dedicate the newly reconstructed Byers Road, located west of the Austin Interchange and Interstate 75 in southern Montgomery County. Completed in late August, the nearly \$12 million project is just one component of a multi-million dollar infrastructure investment to improve the flow of traffic, relieve congestion, and support economic development in the southern Montgomery County/northern Warren County region.*

## TRANSPORTATION IMPROVEMENTS ENCOURAGE ECONOMIC DEVELOPMENT AT AUSTIN INTERCHANGE

At the center of the regional investment mentioned in the introduction above is the \$40 million Austin Interchange Project, completed in record time in July 2010.

An unprecedented amount of local, state, and federal cooperation, coupled with highly innovative financing strategies, have made it possible to finance and construct the Austin Interchange and Byers Road Projects on an expedited schedule. Credit for the successful, timely completion of the projects is due in large part to the consistent support of our congressional delegation, led by Congressman Mike Turner with assistance from former Representatives George Voinovich, David Hobson, and Mike DeWine.

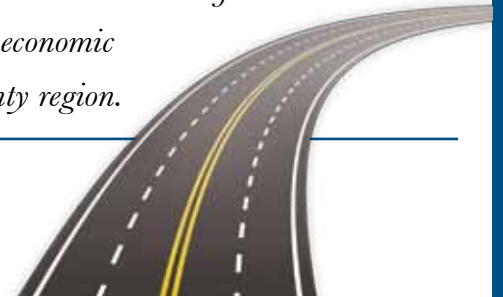
In all, roadway and other infrastructure investments in the Austin Interchange area now total nearly \$100 million.

Less than two years after the completion of the interchange, the focus has turned to economic development. A number of public-private partnerships have evolved to advance development of the area, and project stakeholders are beginning to see a return on their investment.

Located on the northeast corner of the Austin Interchange is a 142-acre portion of land known as “Austin Landing” – a mixed-use development that will include office, retail, commercial, and residential development. To date, development on the site has included one parking garage, two office buildings (one of which now serves as the headquarters

for Teradata Corporation), and a Kohl’s Department Store. Future plans for the site call for additional office buildings, parking structures and retail anchors, as well as a hotel and entertainment center.

Adjacent to Austin Landing, on the northwest corner of the Austin Interchange, Yaskawa America, Inc., parent company of Motoman, has constructed a 300,000-square-foot office and production facility. This new facility serves as the company’s North American headquarters and houses over 250 employees, with the plan to expand its employee base and facility as the company expands its operations.



The Austin Interchange is proving to be a catalyst for regional economic development. Visible success, even in a difficult economy, is evident. As development continues, the public-private partnerships in place remain strong, and project stakeholders remain committed to making transportation and other public infrastructure improvements that will encourage private development, create jobs, and keep traffic moving safely and efficiently in southern Montgomery County. ■

A recent view of the Austin Interchange, looking north.  
This \$100 million dollar investment promises to reinvigorate the region.



# CONGRATULATIONS to Winners

*The Alfred P. Sloan Award recognizes employers of all sizes and types in the greater Dayton area and across the country that are using workplace flexibility as a strategy to increase workplace effectiveness and yield positive business results.*



The Alfred P. Sloan Awards for Business Excellence in Workplace Flexibility are part of the national *When Work Works* project, an ongoing initiative of Families and Work Institute, the Institute for a Competitive Workforce (an affiliate of the U.S. Chamber of Commerce), and the Twiga Foundation. The Dayton Area Chamber of Commerce is the official *When Work Works* partner for Dayton and the surrounding region.

The selection process was rigorous. First, employers' flexibility programs and practices are measured against national norms from Families and Work Institute's National Study of Employers. Employees are then surveyed confidentially on their access to flexible work options, the supportiveness of the culture and on nationally tested measures of workplace effectiveness.

Sloan award honorees become part of a national flexibility leadership network representing employers of all sizes and from all sectors to share best practices, exchanged ideas and serve as models for other employers, the media community leaders and others. — ■

*The Chamber is proud to announce the 2011 Recipients of the 2011 Alfred P. Sloan Awards for Business Excellence in Workplace Flexibility in the greater Dayton area.*



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**Brower Insurance Agency LLC**  
**Cornerstone Research Group**  
**Deloitte**  
**EAGLE Registrations Inc.**  
**Eastway Behavioral Healthcare**  
**Evanhoe & Associates Inc.**  
**Greater Dayton Area Hospital Association**  
**MacAulay-Brown Inc.**  
**Premier Community Health**  
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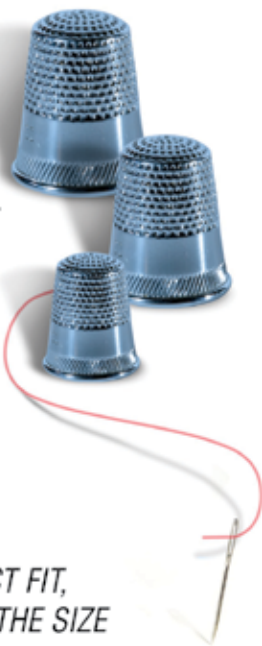
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## "The Dayton Foundation helps us help others..."

— Jane and Fred Setzer, Jr.



**T**o see the faces of inner-city children, who through scholarships were able to go to camp for the first time and experience nature...that makes us happy. Our greatest wish is to make this region better for everyone's grandchildren. Our charitable fund we set up through The Dayton Foundation helps us to do this," said Fred C. Setzer, Jr., chairman of the Setzer Corporation.

Find out how The Dayton Foundation can help you too. Call (937) 222-0410 and ask for Joe Baldasare or Angela Clements — or visit us at [www.daytonfoundation.org](http://www.daytonfoundation.org).

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# ECONOMIC Indicators

*The Chamber's monthly publication, "Economic Indicators", provides useful information in the areas of employment trends, new construction, home sales, sales tax collection and much more. These indicators allow analysis of economic performance and predictions of future performance. Here is a sampling from the June 2011 report.*



## GDP

### GROSS DOMESTIC PRODUCT — ANNUAL PERCENTAGE CHANGE

1st Qtr '11	4th Qtr '10	3rd Qtr '10	2nd Qtr '10	1st Qtr '10
+1.8	+3.1	+2.6	+1.7	+3.7

## CPI

### CONSUMER PRICE INDEX JUNE 2011

<b>June 2011</b>	
<b>monthly change.....</b>	<b>-0.2%</b>
<b>Annual percent</b>	
<b>change 2011.....</b>	<b>+3.6%</b>





# Key Economic Indicators — June 2011

## SALES TAX COLLECTIONS

COUNTY	RATE (%)	MAY '11	MAY '10	12 MO. CHANGE	YTD '11	YTD '10	YTD CHANGE
Butler.....	0.75	2,144,153	2,361,008	-10.12%	12,588,594	12,191,783	+3.26%
Clark.....	1.50	1,485,942	1,543,183	+3.91%	8,355,822	8,081,625	+3.31%
Darke.....	1.50	528,996	509,641	+3.73%	2,784,267	2,681,849	+3.84%
Greene.....	1.00	1,663,706	1,658,720	+3.85%	9,032,742	8,721,563	+3.57%
Miami.....	1.25	1,077,572	1,013,165	+6.31%	5,754,346	5,246,150	+9.68%
Montgomery .....	1.00	5,183,396	4,801,511	+7.96%	27,594,611	24,566,496	+12.33%
Preble .....	1.50	333,140	258,849	+28.71%	1,856,158	1,941,396	+4.58%
Warren .....	1.00	2,258,823	2,208,660	+2.26%	11,580,442	10,911,669	+6.31%
Region (\$,000s).....		14,675,728	14,354,737	+2.23%	79,546,982	74,342,531	+7.00%

## Cost of Living Index

JUNE 2011

<b>Dayton, OH</b> .....	<b>91.4</b>
<b>Columbus, OH</b> .....	<b>91.9</b>
<b>Cleveland, OH</b> .....	<b>101.0</b>
<b>Richmond, VA</b> .....	<b>104.4</b>
<b>Miami, FL</b> .....	<b>106.0</b>
<b>Chicago, IL</b> .....	<b>116.8</b>
<b>Baltimore MD</b> .....	<b>119.3</b>
<b>San Francisco, CA</b> .....	<b>163.8</b>
<b>U.S. AVERAGE</b> .....	<b>100.0</b>

## UNEMPLOYMENT RATE

	MAY '11	MAY '10	'11 AVERAGE
Dayton MSA (Metropolitan Statistical Area).....	9.3%	10.9%	9.7%
Ohio.....	8.6%	10.1%	9.2%
U.S.....	9.1%	9.3%	9.3%

## VALUE OF NEW CONSTRUCTION

DAYTON MSA NEW CONSTRUCTION	YTD MAY '11	YTD MAY '10	YTD CHANGE
Non-residential.....	218,631,000	148,928,000	+47.0%
Residential.....	78,628,000	99,035,000	-21.0%
Total.....	297,259,000	247,963,000	+20.0%

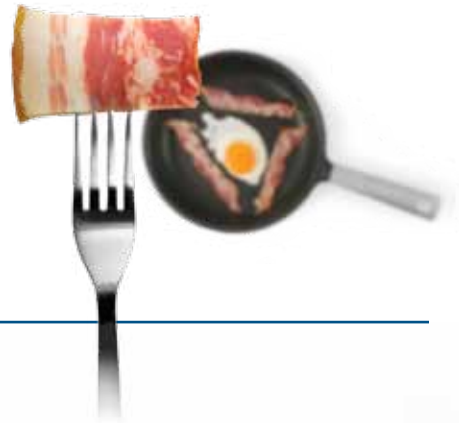
## HOME SALES

DAYTON MSA	MAY '11	MAY '10	% CHANGE	YTD '11	YTD '10	% CHANGE
No. of homes sold.....	1,029	1,268	-18.85%	3,852	4,246	-10.22%
Total home sales (\$,000s).....	76,195	117,771	-35.30%	414,845	514,038	-23.91%
Average sale price (\$)......	94,652	120,421	-21.40%	107,042	119,539	-11.60%



# CHECK Your Cholesterol

*Because lipid disorders have no symptoms, it is vital that your employees have their blood cholesterol levels checked. When problems are detected early, lifestyle changes like diet and exercise can be very effective in restoring healthy cholesterol levels and reducing the likelihood that a person will need medication or develop heart disease.<sup>2</sup>*



**Anthem** 

#### SOURCES:

- 1 American Heart Association, *High Blood Cholesterol and Other Lipids: Statistics* (2010): [heart.org](http://heart.org)
- 2 National Business Group on Health, *Lipid Disorders (Screening, Counseling and Treatment)* (accessed August 18, 2011): [businessgrouphealth.org](http://businessgrouphealth.org)

#### KEEP YOUR NUMBERS IN CHECK

Up to half of American adults have a lipid disorder – high “bad” blood cholesterol and low “good” cholesterol levels.<sup>1</sup> Unhealthy cholesterol levels are closely linked to heart disease, which is one of the most costly medical conditions: Direct and indirect costs of cardiovascular disease in 2010 were estimated at \$503.2 billion.<sup>2</sup> Indirect costs, which include lost productivity, accounted for \$126 billion in 2010.<sup>2</sup>

To protect against heart disease, heart attack, and stroke, you should have:

- LDL (bad) cholesterol levels lower than 100 mg/dL
- HDL (good) cholesterol levels 60 mg/dL or higher
- Total cholesterol levels lower than 200 mg/dL
- Triglyceride levels below 150 mg/dL

Urge your employees to get their cholesterol checked. Visit [anthem.com/timewellspent](http://anthem.com/timewellspent) and click “Know Your Numbers” for an array of printable articles, tip sheets, and brochures. Print the colorful posters and display them in your break room, to encourage your workers to make heart-healthy choices. After all, when they control their numbers, you’re better able to control your own! — ■







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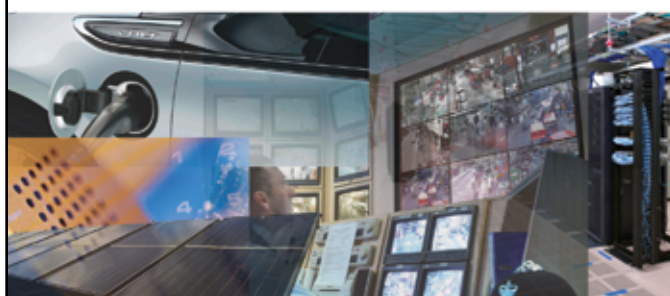
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My Chamber App provides maps, locations, phone numbers, websites, images, and even videos to help consumers instantly access businesses in the Chamber's directory. This exclusive business promotion tool for chambers works with current smartphone products, including iphone, android, and blackberry. The application is available as a free download from your smartphone marketplace or app listing as well as [www.mychamberapp.com](http://www.mychamberapp.com).



## CHAMBER MEMBERS PLEASE NOTE:

My Chamber App incorporates the standard categories used in the gps navigation industry. The category listing for your business may not match our directory; however, every effort will be made to realign your listing appropriately.

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# INTRODUCING: MY CHAMBER APP



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As a new member benefit, the Chamber now offers My Chamber App, a cross-platform mobile membership application via SmartPhones. MyChamberApp provides maps, locations, phone numbers, websites, images, and even videos to help consumers instantly access businesses in the Chamber's Directory. This exclusive business promotion tool for Chambers works with current SmartPhone products, including iPhone, Android, and Blackberry. The application is available as a free download from your Smartphone marketplace or app listing as well as [www.mychamberapp.com](http://www.mychamberapp.com).



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# MEMBER Profile

**Gerstner & Sons, Inc.** — *Much has changed since Harry Gerstner made his first tool chest, but more than a century later Gerstner & Sons continues to find a place for itself and for its premium-quality wooden chests, handcrafted in much the same way as Harry Gerstner's first product.*



"We're still very hand-oriented as far as our production," said Scott Campbell, vice president for operations at Gerstner & Sons. "We've got a computerized router that helps us cut some of the parts, but most of our parts are still hand setups."

What has changed is Gerstner's market.

Historically, Gerstner tool chests were prized by machinists for quality and for protecting their tools. "Wood draws the moisture away from anything that's inside it," Campbell said. "Our chests were used by machinists with precision instruments because it would never let them rust. We're still kind of the pinnacle of achievement that once a guy gets a Gerstner chest he knows that he's got the best."

Changes in the machinist industry, however, have blunted that market and now more chests are being used by hobbyists and collectors. "Our chests can be found in every room in the house. We kind of joke around that it's functional art. They're very artistic. They're very beautiful-looking but they've got a function," Campbell said.

The company has been a family affair ever since Harry Gerstner opened for business in 1906. Campbell is a great-grandson and fourth-generation in the business. His father, Jack Campbell, is the current owner, and his mother, sister, and an uncle are all involved.

The factory and showroom, across the Great Miami River from downtown Dayton, is in a building that was begun in 1913 before the Great Flood, and completed a year later. The surrounding area is getting cleaned up, Campbell said. A deteriorated paper mill that sat next door has been razed and a new school, the Ponitz Career Center, has opened across the street. The company recently added a

couple of employees, bringing the total to 14. "We're still plugging away," he said.

To keep "plugging away" selling wooden chests in a world of plastics, high technology and global competition requires a certain degree of inventiveness. The company started an owners' club in 1999. Then about seven years ago, it began an international division, making good quality but lower-cost chests in China to compete with metal chests and "to

get people used to the idea of wood chests. It's a starting point," Campbell said.

Gerstner does a strong custom-made business at the Dayton factory and to reach more customers, it has modified product designs for new uses. "People are finding that the chests with all the small drawers are ideal for sorting out the parts whether it's for knife collecting, watches, fly tying, sewing; just anything with small pieces," Campbell said. "We've got a line of chests that we're doing for the shooting and hunting industry."

"I do see a future; the company continuing to evolve with the times," he added. "Everyone needs a place to store their treasures." — ■



Jack Campbell, company president



Finely-crafted Gerstner chests are functional works of art.



# Why advertise in *Dayton Focus*?



- > *Dayton Focus* is the official magazine of the Dayton Area Chamber of Commerce and reaches over 6,000 readers in a 9-county region!
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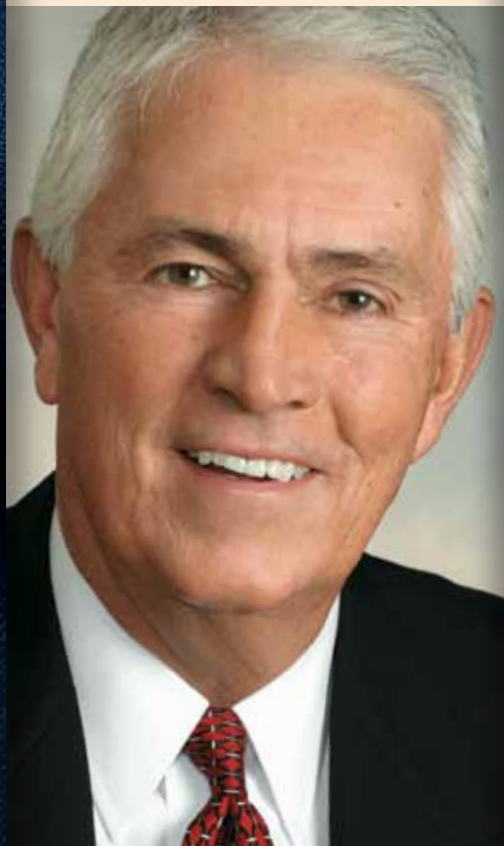


## ABOUT JERRY WRAY

*Jerry Wray is the first person to be named director twice in ODOT's 100+ year history. He first served as director of ODOT under Governor Voinovich from 1991 to 1999. He was instrumental in helping the department become leaner and more efficient, saving future payrolls more than \$50 million annually.*

*As the leader of the department, Director Wray has a proven record of increased innovation and customer service. During the 1990s, he oversaw the installation of numerous software systems on several of ODOT's computer networks to improve the management quality of its projects. He initiated suggestion campaigns to learn how to improve the department from his employees, and championed new management practices to concentrate on meeting customer needs. As a result, ODOT increased its construction program by a record \$300 million while simultaneously reducing its operating costs by \$200 million.*

*Director Wray began his career at ODOT as an Engineer-in-Training from 1969 to 1977. He then left to become deputy Licking County engineer. He was elected Licking County engineer in 1980, 1984 and 1988. He earned his civil engineering degree from the University of Akron. He resides in Newark, Ohio with wife Eva. They have four grandchildren. — ■*



Jerry Wray, Director,  
Ohio Department of Transportation.



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...

Jerry Wray,

DIRECTOR, OHIO DEPARTMENT OF TRANSPORTATION

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

**Jerry Wray** Unfortunately, funding for critical infrastructure projects to help revitalize our economy is one of the biggest challenges facing the state. With budgets tighter than ever before, there is a need to develop funding strategies that will supplement decreasing state and federal funds.

One of these ways to bring in new revenue is to enlist the private sector and to look at the possibility of entering into public private partnerships, like we did on the Austin Road Interchange. This is a model for the region and the state to follow.

Pursuing partnerships between cities, townships and counties can yield greater benefit for projects as well. And overall, it is important to continue to work with all jurisdictions in the region to assure existing transportation projects move through their development process. We have to continue to be creative and innovative as we work through these tough times.

*Q U.S. transportation infrastructure has recently been highlighted by President Obama as a major administration priority. Leaders from both sides of the aisle agree that transportation capacity has not kept pace with the growth in the transportation demands, and that the nation's piecemeal approach to rebuilding and improving our transportation system is not going to remedy this situation. What would you identify as the most significant transportation infrastructure needs facing the Dayton region?*

**JW** We know every region of the state has pressing infrastructure needs. Right now we are currently working through the TRAC process, which includes four regional public hearings around the state, and considering MPO priorities along the way. The TRAC will release their draft list by the end of this year and the final list will be approved in the spring.

We are also working with local Chambers of Commerce, Metropolitan Planning Authorities and public and business leaders to develop a strategic plan for transportation throughout Ohio, including the Dayton/Cincinnati areas. These plans will be a road map to accomplish projects around the state.

*Q Without adequate transportation infrastructure capacity and reliable and cost effective transportation services, the economic growth, productivity, and competitiveness of metropolitan areas, megaregions, and key industries are at risk. Can you discuss state level transportation priorities as they relate to the growing I-75 corridor between Dayton and Cincinnati?*

**JW** ODOT is committed to making transportation improvements that will support the economy at regional, state and interstate levels. I-75 is one of our top corridors, and is essential to our economy. It carries 23,000 trucks and a total of over 180,000 vehicles every day. Last year, TRAC committed nearly \$270 million to Tier 1 projects along I-75 in the Dayton Area. Additionally, TRAC committed nearly \$273 million to Tier 1

*(continued on page 24)*

(continued from page 23)

projects along I-75 in the Cincinnati Area. To address the capacity and operational needs for the region, we as an agency are focused on the completion of the I-75 modernization in downtown Dayton.

We also are currently working in the Dayton/Cincinnati area to understand the economic impacts and priorities on a local scale. We are working with local leaders to develop a strategic plan that will outline the goals and priorities for your region.

**Q** *Considering the ongoing budget debates at the state and federal level, and the serious financial situations that most government organizations find themselves in, what do you identify as key barriers to transportation infrastructure development and improvement in Ohio? How can the business community help overcome these barriers?*

**JW** The ongoing budget debates and financial situations of government organizations are, in fact, our key barriers to development and improvement: the lack of a new federal transportation budget bill; the insolvency

of the Highway Trust Fund; and reduced revenues produced by the state and federal gas tax formula. While we are still awaiting the resolution of some pending funding issues, it is very likely there will be less money available for critically needed infrastructure improvements.

We at ODOT have been advocating and exploring partnering with private companies and other agencies to identify needs and developing innovative funding packages to move projects forward. We also hope and encourage the business community to become involved and support a new federal transportation budget bill that provides a reliable and predictable funding stream for states.

**Q** *The Dayton region is fortunate to be home to a multi-modal logistics center near the Dayton International Airport. With the CSX rail line running adjacent to the airport, a 1 million square foot air freight facility at the airport and the interchange of I-70/I-75 near the airport, the Dayton region is drawing the attention of global logistics and distribution companies. How can the Dayton region continue to partner with the Ohio Department of Transportation to ensure the potential of this unique asset is being maximized?*

**JW** I know how important economic development transportation projects are to reviving our economy and how important it is we work together as we move through these projects. ODOT has worked with the Montgomery County Economic Development Office (MCEDO), the MVRPC and the Montgomery County Transportation Improvement District (MCTID) in developing TRAC applications and other related documents.

I would encourage all local partners to move forward into the phase of project development together and use the collective knowledge of everyone involved and please call on ODOT to help when needed.

I also would encourage the Dayton region to identify and be creative with developing funding packages. Partnering to identify needs and developing innovative funding packages to move projects forward will be the key to progress. —■



Transportation infrastructure improvements are needed throughout the state. These include highways, roads, bridges and transportation capacity improvements.

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# CHAMBER Tour 2012

*The Dayton Chamber of Commerce is pleased to announce that it will be leading a trip to **Rio de Janeiro, Brazil** from April 24 through May 1, 2012.*

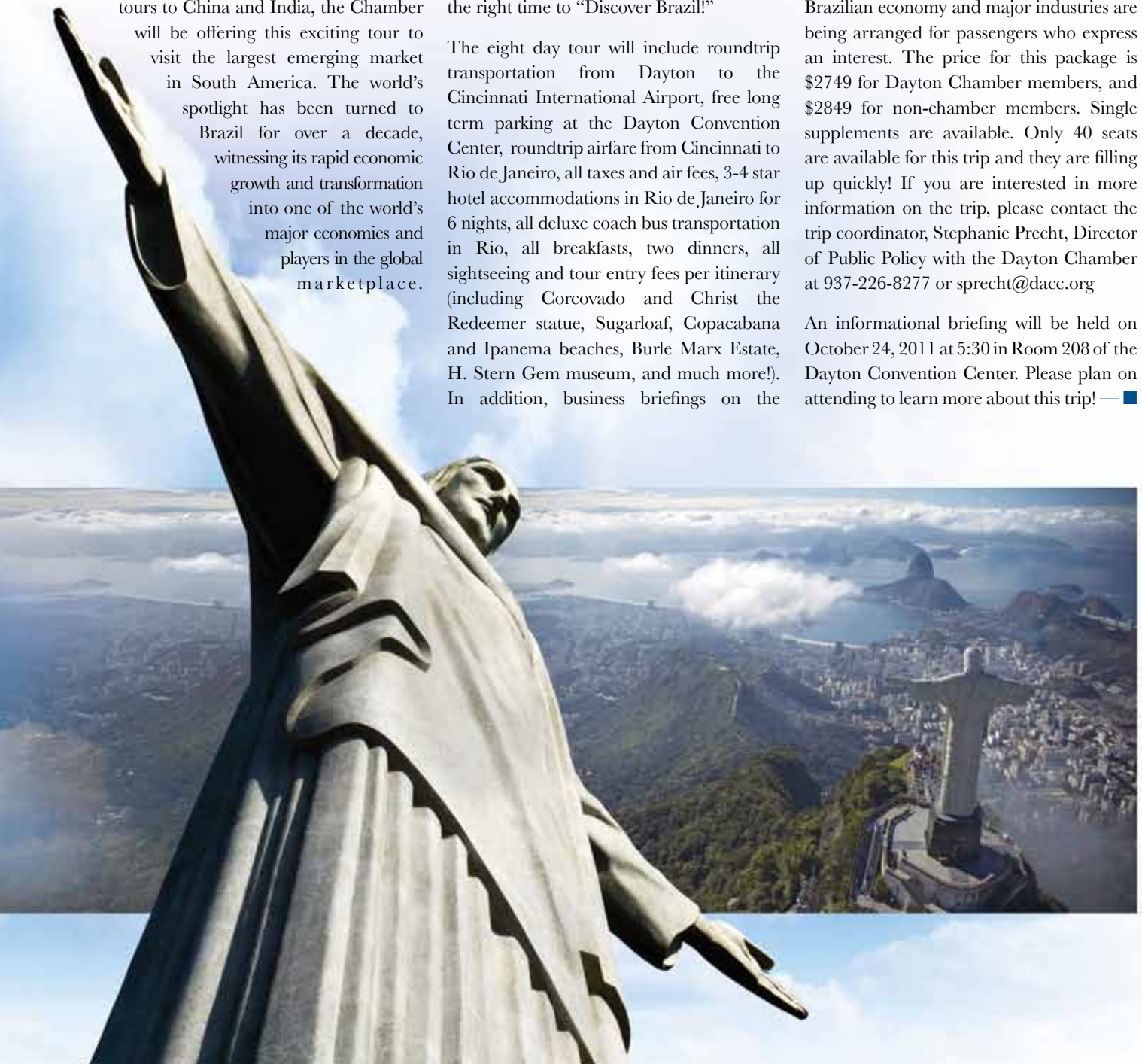
The Dayton Chamber of Commerce is pleased to announce that it will be leading a trip to Rio de Janeiro, Brazil from April 24 to May 1, 2012. Based on the success of previous international cultural and business tours to China and India, the Chamber will be offering this exciting tour to visit the largest emerging market in South America. The world's spotlight has been turned to Brazil for over a decade, witnessing its rapid economic growth and transformation into one of the world's major economies and players in the global marketplace.

Rio de Janeiro has received a lot of attention in particular, since the announcement that the city will host the 2016 Summer Olympics, an event that is already transforming the landscape of the city. It is clear that now is the right time to "Discover Brazil!"

The eight day tour will include roundtrip transportation from Dayton to the Cincinnati International Airport, free long term parking at the Dayton Convention Center, roundtrip airfare from Cincinnati to Rio de Janeiro, all taxes and air fees, 3-4 star hotel accommodations in Rio de Janeiro for 6 nights, all deluxe coach bus transportation in Rio, all breakfasts, two dinners, all sightseeing and tour entry fees per itinerary (including Corcovado and Christ the Redeemer statue, Sugarloaf, Copacabana and Ipanema beaches, Burle Marx Estate, H. Stern Gem museum, and much more!). In addition, business briefings on the

Brazilian economy and major industries are being arranged for passengers who express an interest. The price for this package is \$2749 for Dayton Chamber members, and \$2849 for non-chamber members. Single supplements are available. Only 40 seats are available for this trip and they are filling up quickly! If you are interested in more information on the trip, please contact the trip coordinator, Stephanie Precht, Director of Public Policy with the Dayton Chamber at 937-226-8277 or [sprecht@dacc.org](mailto:sprecht@dacc.org)

An informational briefing will be held on October 24, 2011 at 5:30 in Room 208 of the Dayton Convention Center. Please plan on attending to learn more about this trip! — ■



# PEP Program

**Procurement Enhancement Program (PEP)** — *As an organization that spends roughly \$60 million a year in goods and services and \$50 million annually for construction projects, the City of Dayton is a major contributor to the regional business market. And recent changes to the City's long-standing local preference program offers even more opportunities for area companies to do business with Dayton.*



## DAYTON PEP PROGRAM BENEFITS LOCAL MINORITY, WOMEN-OWNED AND SMALL BUSINESSES

The City of Dayton's Procurement Enhancement Program (PEP) assists local minority, women-owned and small companies looking to do business with the City of Dayton. Here's how the three-tiered program works:

- First consideration: Companies certified with the City as a minority, woman-owned or small business and located within the city limits receive a 10 percent preference. This means if a company meeting the above criteria places a bid within 10 percent of the low bid, it can win the contract by agreeing to the low bid price.
- Second Consideration: Businesses located within the city limits get a 5 percent preference.
- Third Consideration: Minority and women-owned businesses located outside the city limits but within the state of Ohio receive a 5 percent preference.

"Our PEP program has historically benefited local companies, but now we have more flexibility to keep our money in the area," said Tom Wahlrab, Executive Director of Dayton's Human Relations Council, which oversees the program. "In addition to small business owners, we encourage all minority groups and trade associations to have their members contact us to become certified vendors so they can take advantage of future bid opportunities with the City of Dayton."

Through the first half of 2011, over \$600,000 in contracts issued by the City of Dayton's Purchasing Division were awarded to local companies, and over \$105,000 in contracts were awarded to PEP certified companies.

"The City of Dayton PEP program ensures that all businesses – regardless of their size or ownership make-up – will have a fair and equal opportunity to do business with the City," Wahlrab said.

Companies seeking to become certified by the City of Dayton as a minority, woman-owned or small business can contact the Human Relations Council, 333-1407, or the City of Dayton's Purchasing Division, 333-4030.

There is no cost to become certified and participating companies get notified when relevant bidding opportunities are available.





# DAYTON

Dayton Area  
Chamber of Commerce

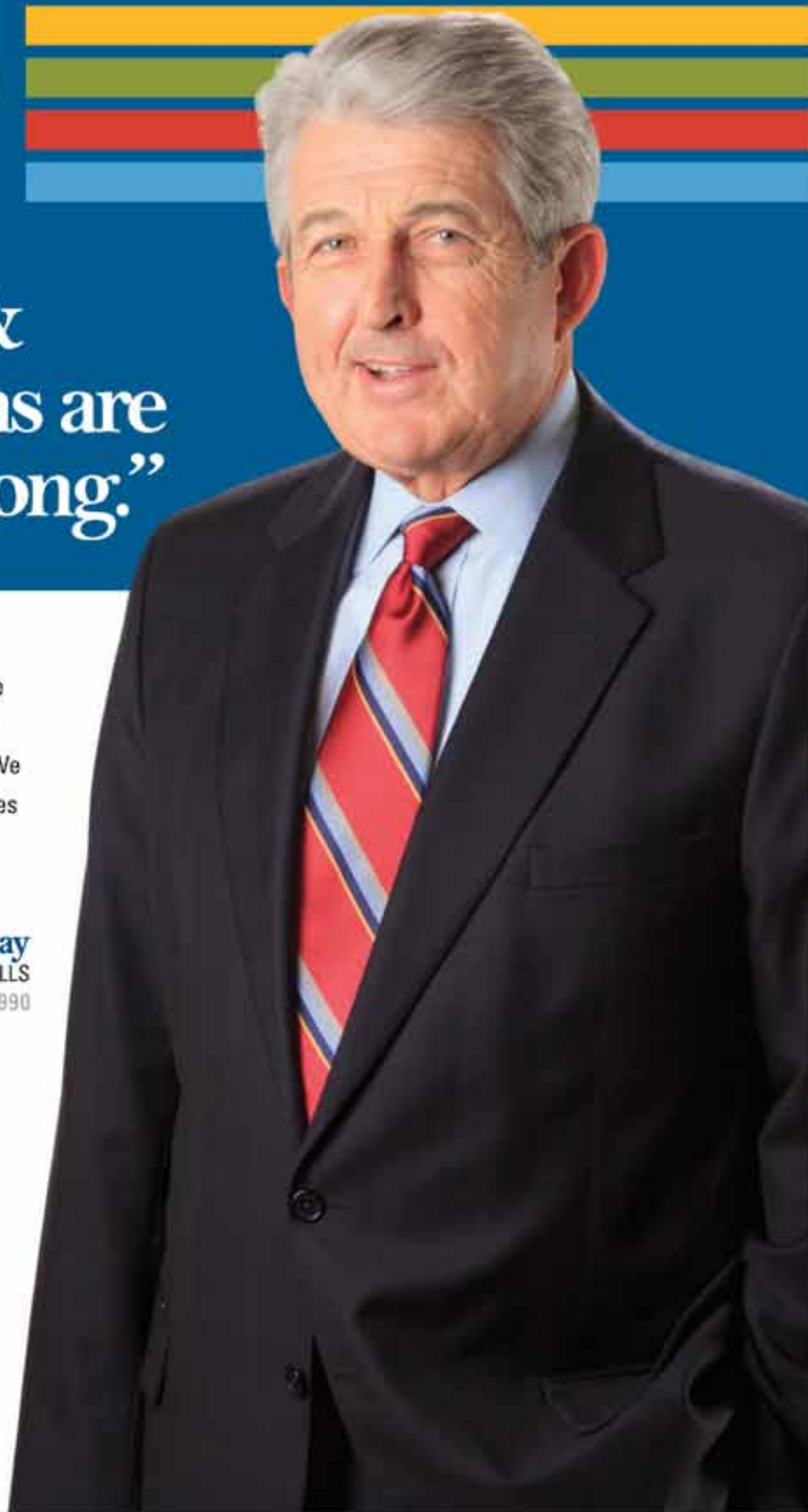
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# ONLINE Tax Loophole

by Ed Wimsatt, Owner, Price Stores



*Few businesses and individuals in Ohio are aware that because of a pre-Internet legal loophole that allows online retailers to forgo collecting state sales taxes — that hundreds of businesses in the Dayton area, as well as thousands of other Ohio businesses — are at a significant competitive disadvantage against online retailers.*

## ONLINE TAX LOOPHOLE HURTS DAYTON AREA BUSINESSES

I applaud the Dayton Area Chamber of Commerce for initiating their “Buy Local – Buy Dayton” campaign and for focusing on the competitive disadvantages that brick and mortar retailers have when competing against online retailers. As the leading business advocacy organization in the nine-county Dayton region, it is the responsibility of the Dayton Chamber to speak out for local businesses when they are threatened by poor

policies or unfair competition, and the Dayton Chamber is doing just that.

With sales tax excluded from final sale totals for online products, it gives the impression that online retailers have better prices — effectively creating a government-mandated price advantage between six and seven percent in the Dayton region.

The current situation presents a real risk to the local businesses that create jobs and support communities in the Dayton region and across

Ohio. When a Dayton area business unfairly loses sales to online competitors (the vast majority of which are from out of state), it threatens jobs at the company itself, as well as sales and jobs at any of the company’s contractor businesses.

Different states have tried to contend with this problem, but to little avail. Inter-state tax issues are highly complicated in themselves. When compounded by the complexities of modern information technology, progress has proven nearly impossible. It’s time for a federal solution that gives states the power to collect sales taxes fairly — from both traditional and online retailers.

It is important to simply want the government to fairly collect an existing tax and make sure that all types of retailers play by the same rules. This will foster healthy competition and growth, and will protect local businesses and consumers alike.

This change cannot come too soon for Dayton area businesses. Our region has been hit by the recent recession and sluggish recovery, and Ohio itself has lost the third highest number of retail jobs in the country. Closing the online sales tax loophole would level the playing field for Miami Valley businesses and their contractors and stimulate growth and employment in an area that is desperate for both. It’s time to close the online sales tax loophole. — ■



When a Dayton area business unfairly loses sales to online competitors (the vast majority of which are from out of state), it threatens jobs at the company itself.



# DEVELOPING Leaders

by Ken Blanchard, Management expert and author of over 30 books including *The One Minute Manager*

*“In the past a leader was a boss. Today’s leaders must be partners with their people...they no longer can lead solely based on positional power.”*



## DEVELOPING DAYTON AREA LEADERS WHERE THEY LIVE AND LEAD

Dayton area leaders of yesteryear often found themselves boarding airplanes to get the kind of training and development they needed for themselves or their leadership teams. That plane flight is no longer required. Sinclair Community College’s Workforce Development Division is responsive to the needs of area employers by offering consulting services, assessments and customized training and development solutions, as well as providing individuals with needed industry certifications, credentials and professional development.

Dayton area companies recognize the time and cost savings of utilizing Sinclair’s local consulting expertise and by keeping their budding leadership talent in town for training. When LJB Inc. first approached Sinclair Workforce Development, the company was poised for growth in its field, but wanted an objective look at the readiness of its organizational structure and leadership teams to support this expansion. Mark Thompson, CEO of LJB, explains, “Anytime you identify and execute strategy, you have to have the right structures and substructures in place or you go back to business as usual. We needed to ensure people were positioned in roles where they would succeed. That’s one area where Sinclair was quite helpful.”

Several local companies approached Sinclair Workforce Development about developing a leadership program that brought together individuals from multiple businesses and organizations to do leadership training together. The response was the Leadership Certificate Program, a fast-track series designed to provide targeted tips and techniques to help high-potential talent accelerate their development as leaders. Participants are assessed against a researched model of effective leaders. The results are then used to



The “learning curve” for leadership training is much harsher today than it was for the previous generation. Succession planning must become a priority. Time is running out.

identify strengths and skill gaps to build an individual development plan that will allow each individual to immediately leverage course concepts within their organization. The participants have the opportunity for a shared experience with other organizations offering an enhanced knowledge base and networking interactions.

Lead facilitator for the Leadership Certificate Program is Kristi Dinsmore, Consulting & Coaching Practice Leader for Workforce Development at Sinclair.

“As a nation, we are on the verge of a leadership crisis. The next generation isn’t ready to take the helm of our organizations,” said Dinsmore. “Today’s leaders benefited from corporate training programs, mentoring, on-the-job learning and in most cases, they became leaders during strong economic times. The “learning curve” is much harsher today. Succession planning must become a priority. Time is running out.”

As part of Sinclair Workforce Development’s outreach efforts to support local organizations, it is partnering with the Dayton Area

Chamber of Commerce to make training easier for its members by offering Training for Chambers online training. The INDABA Leadership Development eTraining™ programs are designed to teach leaders and managers techniques and business practices that result in immediate implementation and execution of the material they learn during their online sessions.

INDABA’s Corporate Programs suite includes nine courses on business topics including Change, Performance Management, Feedback and Coaching, Teambuilding, and 21 Laws of Sales. Courses range from 10 to 64 hours in length. Up to 21.7 CEUs (Continuing Education Units) can be earned for successful completion of all nine INDABA courses. Bottom line benefits of the Training for Chambers online training include better productivity, customer satisfaction, customer retention, and a lower rate of employee turnover.

For more information Sinclair Workforce Development’s leadership and training offerings, call (937) 252-9787 or go online to [www.sinclair.edu/workforce](http://www.sinclair.edu/workforce). — ■

# PURCHASING Opportunities

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

## HEALTH CARE

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

- Substantial savings for small/medium-sized business owners,
- A network of 1,400+ physicians, and
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**For information, call Kenya Taylor at 888-294-1187 ext. 7122**

## Workers' Comp Savings Partner

The DACC group rating program offers high savings – up to the BWC's maximum discount – and excellent service in workers' compensation.



**Contact Julia Hall today for more information!**  
937-226-8280 ■ [jhall@frankgates.com](mailto:jhall@frankgates.com)

## E·A·P Plus+

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

- ◆ Reduce Health Problems & Absenteeism
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- ◆ Reduce Work-Related Accidents
- ◆ Reduce Turnover & Training Expense

For more information please call 937-534-1356

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## Office DEPOT.

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at 937.594.2594 or [coleman.szekely@officedepot.com](mailto:coleman.szekely@officedepot.com)



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[Nicholas.Williams@Schooleymitchell.com](mailto:Nicholas.Williams@Schooleymitchell.com)  
[www.smtcdayton.com](http://www.smtcdayton.com)

## Do You Need To Increase Your Sales?

Is selling a core competency in your organization?  
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close more sales faster!**



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[roger@sandler.com](mailto:roger@sandler.com)

## ChamberSOURCE alliance

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# A HEALTHY Company

by Roger Wentworth, President, Sandler Training

***How healthy is the lifeblood of your company? — The life blood of most companies is their selling competency, capacity and results. But what does that mean beyond looking at the sales numbers for last month? Here are 4 areas that determine the health of a selling organization...***



## STRATEGY

Strategy refers to how you will go to market, what you will sell, to whom, and how you will sell it. We'll assume you know what you're selling, but do you really know why it's being bought? Look past the dollar justification to understand what the product/service does for the purchaser on a personal level. People buy emotionally and justify intellectually, even in highly technical fields. To whom will you sell? Will you be more successful in small, mid market, or fortune 1000 companies? Will you sell to existing customers or find new ones? Will you sell value or compete on price?

## STRUCTURE

Structure means having a repeatable and predictable selling process. It's understanding the linkage between selling activities and sales results. It's setting goals, plans and actions to achieve those goals from long term, to daily behavior and having appropriate accountability to drive success. Structure also pertains to wearing the many hats of management: Supervisor, Trainer, Coach, Mentor – and knowing when to wear them. Structure is creating support systems to ensure proper account management while still growing the customer base. It's knowing how to leverage the talents of the people you have today while recruiting your next star player.

## STAFF

To borrow from Jim Collin's book, *Good to Great*, do you have the right people in the right seats on the bus? There are basically four styles of selling; Commodity, Account, Consultative and Unique Value. The attributes for determining the style are selling cycle time, short or long, and the needs of the

prospective customer. Do they recognize the need as current, or must the need be created by the salesperson? While all of them require ambition and drive, each of them requires different behaviors or core competencies such as Problem Solving, Control & Close, Relationship Effectiveness and Process Orientation. I often share a comment with managers of salespeople: "8 out of 10 sales people hired are the wrong people". Sounds a little outlandish but I've only had one manager argue with me because he thought the number was too low! While the comment is anecdotal, if you consider all the variables listed above, it's not hard to believe.

## SKILLS

The skills of the professional salesperson are varied and complex. They must be adept in making a human to human connection in a great deal of circumstances. They must have finely tuned questioning skills, understand how to effectively prospect, qualify for pain budget and decision, and then get decisions to move forward or close the prospects file.

Each of the four, Strategy, Structure, Staff and Skills are interdependent and dynamic. Examine each of them on a quarterly basis to see if any of them require minor therapy or major surgery. — ■



# NEW MEMBERS List

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



## **Absolute CNC Machining**

P.O. Box 47  
Germantown, OH 45327

## **ACSA, LLC**

710 West National Road  
Vandalia, OH 45327

## **ActionCOACH**

1120 West Social Row Road  
Dayton, OH 45327

## **Ad Master**

1701 Dalton Drive  
New Carlisle, OH 45327

## **AMS Uniforms**

585 Liberty Commons Parkway  
Lima, OH 45327

## **Angstrom Materials**

1240 McCook Avenue  
Dayton, OH 45404

## **Baker-Hazel & Snider Funeral Home, Inc.**

5555 Philadelphia Drive  
Dayton, OH 45404

## **BHA Pianos**

868 South Patterson Boulevard  
Dayton, OH 45404

## **Big Brothers/Big Sisters**

2211 Arbor Boulevard  
Dayton, OH 45404

## **Bo-K's Jewelers**

6342 Far Hills Avenue  
Centerville, OH 45404

## **Bornell Supply Co., Inc.**

P.O. Box 1138  
Piqua, OH 45356

## **Bryce Hill Inc.**

P.O. Box 1043  
Springfield, OH 45404

## **BSB Partners**

4923 Eagle Ridge Court  
Lebanon, OH 45404

## **BSI Security Service, Inc.**

1306 Salem Avenue  
Dayton, OH 45404

## **Buckeye Preservation Group, LLC**

225 West Wenger Road  
Englewood, OH 45322

## **Champion Auto Service**

1524 Milburn Avenue  
Dayton, OH 45404

## **Cincinnati Premium Outlets**

400 Premium Outlets Drive  
Monroe, OH 45404

## **City of Fairborn**

44 West Hebble Avenue  
Fairborn, OH 45404

## **Cotterman & Company, Inc.**

P.O. Box 750301  
Dayton, OH 45404

## **Curry's Cleaning Crew**

425 Ostrander Drive  
Dayton, OH 45403

## **Dalo Construction, Inc.**

2812 U.S. Route 40  
Tipp City, OH 45371

## **Dayco Plumbing, Inc.**

9465 South State Route 202  
Tipp City, OH 45371

## **Dayton Dental Collaborative**

5685 Far Hills Avenue  
Dayton, OH 45429

## **Dayton Pool Management**

2305 Dryden Road  
Moraine, OH 45439

## **Dayton Skin Surgery Center**

3025 Governors Place Boulevard  
Dayton, OH 45409

## **Denise Swick & Company**

Re/Max Alliance  
6250 Far Hills Avenue  
Centerville, OH 45459

## **Earth Fare**

195 Cane Creek Industrial Park Drive  
Suite 150  
Fletcher, NC28732

## **Eaton National Bank & Trust Company**

110 West Main Street  
P.O. Box 309  
Eaton, OH 45320

## **Emergency Medicine Specialists, Inc.**

20 Prestige Plaza, Suite 100  
Miamisburg, OH 45342

## **Envision-Works, Inc.**

510 East Fifth Street  
Dayton, OH 45402

## **Evans Electric Co., Inc.**

P.O. Box 122  
Dayton, OH 45405

## **Everyday Living, Inc.**

3481 Office Park Drive, Suite 203  
Dayton, OH 45439

## **F.A.B. Construction**

111 Valley Street  
Dayton, OH 45404

## **Four Ambition, LLC**

400 Linden Avenue, Studio 201  
Dayton, OH 45403

## **Full Service Networking**

9987 Carver Road, Suite 130  
Cincinnati, OH 45242

## **Goin Postal**

2458 North Gettysburg Avenue  
Dayton, OH 45406

## **GreenStreet Solutions**

7401 First Place, Suite K  
Oakwood Village, OH 44146

## **H & R Block**

405 Miamisburg-Centerville Road  
Centerville, OH 45459



**Inteva Products, LLC**

707 Crossroads Court  
Vandalia, OH 45377

**Jamestown Industries**

2210 Arbor Boulevard, Suite 210  
Moraine, OH 45439

**JZ Companies**

1488 Forrer Boulevard  
Kettering, OH 45420

**Life Basics, Inc.**

131 North Ludlow Street  
Dayton, OH 45402

**LifePlan Financial Group, Inc.**

10050 Innovation Drive, Suite 140  
Miamisburg, OH 45342

**Mad River Mountain, Inc.**

P.O. Box 22  
Bellefontaine, OH 43311

**Mangen and Associates**

6640 Poe Avenue, Suite 400  
Dayton, OH 45414

**Metal Supermarkets**

P.O. Box 9280  
Dayton, OH 45419

**Miami Valley Council Boy Scouts of America**

P.O. Box 13057  
Dayton, OH 45413

**Miami Valley Golf Club**

3311 Salem Avenue  
Dayton, OH 45406-2610

**Miami-Luken, Inc.**

265 South Pioneer Boulevard  
Springboro, OH 45066

**Miller Specialized Transport, LLC**

8779 Winston Farm Lane  
Centerville, OH 45458

**Montessori School of Dayton**

2900 Acosta Street  
Kettering, OH 45420-3467

**Next Level Group**

420 Metzger Drive  
Dayton, OH 45433

**Northwestern Local School District**

5610 Troy Road  
Springfield, OH 45502

**Optima Technologies**

2051 Dogwood Street, Suite 210  
Louisville, CO 80027

**Optonicus**

711 East Monument Avenue, Suite 101  
Dayton, OH 45402

**Oxiem Interactive**

One South Limestone Street, Suite A  
Springfield, OH 45502

**PetSolutions**

802 North Orchard Lane  
Beavercreek, OH 45434

**PKWARE, Inc.**

3131 Newmark Drive, Suite 175  
Miamisburg, OH 45342

**Polysource, Inc.**

P.O. Box 916, 555 East Statler Road  
Piqua, OH 45356

**Project Impact Dayton, Inc.**

P.O. Box 1454  
Dayton, OH 45401

**Q Software Solutions, Inc.**

2730 B Monterey Circle  
Beavercreek, OH 45431

**Republic Services**

1577 West River Road  
Dayton, OH 45418

**Sequent**

4700 Lakehurst Court, Suite 200  
Dublin, OH 43016

**Silver Spur Western Store, LLC**

P.O. Box 580  
Waynesville, OH 45068

**Smoothie King**

2321 Miamisburg-Centerville Road  
Dayton, OH 45459

**Specialized Fulfillment Services**

3100 Valleywood Drive  
Kettering, OH 45429

**Stifel, Nicholas & Company**

10050 Innovation Drive  
Miamisburg, OH 45342

**Sycamore Creek Country Club**

8300 Country Club Lane  
Springboro, OH 45066

**Thal-Mor Associates, Inc.**

P.O. Box 49489  
Dayton, OH 45449-0489

**The Event Connection**

4140 Linden Avenue  
Dayton, OH 45432

**The Ideal Co., Inc.**

P.O. Box 149  
Clayton, OH 45315

**Thrift Tool, Inc.**

5916 Milo Road  
Dayton, OH 45414-3416

**Tridec Technologies**

4764 Fishburg Road, Suite C  
Huber Heights, OH 45424

**Viking Truck & Trailer Service**

714 Albany Street  
Dayton, OH 45417

**Vitas Innovative Hospice Care**

3055 Kettering Boulevard, Suite 320  
Dayton, OH 45439


**Waxco International**

727 Dayton Oxford Road  
Carlisle, OH 45005

**Westbrook Manufacturing, Inc.**

600 North Irwin Street  
Dayton, OH 45403-1388

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*Pushing the Possibilities*

# CHAMBER Chatter

**Leadership Dayton** is a program of the Dayton Area Chamber of Commerce, established in 1976. The program's mission is to identify, educate and motivate a network of community leaders, to increase the individual's capacity to serve the Dayton region, and to advocate continual engagement in support of the Dayton region.



## Class of 2012

### Kent Anderson

*The Hospice of Dayton*

### Amy Becker

*Fifth Third Bank*

### Amanda Burks

*The Dayton Racquet Club*

### Michael Carter

*Sinclair Community College*

### Phil Chick

*University of Dayton*

### Alma Clarke

*WPAFB*

### Carissa Clawson

*NewPage Corporation*

### Tammi Clements

*City of Dayton*

### Nicholas Davis

*Taft Stettinius & Hollister LLP*

### Sarah Dent

*The Junior League of Dayton*

### Cheryl Ennis

*Key Private Bank*

### Michael Fishbein

*Antioch University Midwest*

### Erik Freudenberg

*HORAN*

### Steven Goubeaux

*Goodwill Easter Seals*

*Miami Valley*

### Mark Guerriero

*DPL Inc.*

### Rachel Gut

*Dayton Metro Library*

### Robert Hanseman

*Sebaly Shillito + Dyer*

### Lisa Henderson

*Dayton Children's Hospital*

### Mary Jean Henry

*Wright State University*

### Mary Irby-Jones

*Dayton Daily News, Cox Ohio Publishing*

### Douglas Jenks

*Dunlevey, Mahan, and Furry, Co. LPA*

### Paul Jones

*Battelle & Battelle LLP*

### Belinda Kenley

*Energy Optimizers, USA*

### Katie Kenney

*LexisNexis*

### Tami Kirby

*Porter Wright Morris & Arthur LLP*

### Ann Knerr

*Clark Schaefer Hackett*

### Michael Leesman

*Coolidge Wall Co., L.P.A.*

### Robyn Lightap

*ReadySetSoar*

### Jennifer Maffett

*Thompson Hine LLP*

### Marc Martens

*Samaritan Health Foundation,*

*Good Samaritan Hospital*

### Joseph Radelet

*Big Brothers Big Sisters*

*of the Greater Miami Valley*

### Bruce Reger

*Turner Property Services Group*

### Erin Rhinehart

*Faruki Ireland & Cox P.L.L.*



Susan Hayes, Leadership Dayton chair, and Mike Kelly, University of Dayton.

### Jason Rudzinski

*Mark Fornes Realty, Inc.*

### Mike Schrand

*The Ahrens Consulting Group*

### Craig Schrolucke

*BusinessPlans, Inc.*

### Eric Sedwick

*Miami Valley Hospital*

### Christine Sexton

*Miami Valley Hospital*

### Derek Shepherd

*Electro Polish Co.*

### Scott Siegfried

*Miami Valley*

*Child Development Centers, Inc.*

### Paul Stoddard

*CareSource*

### Kathryn Storm

*Dayton Power & Light*

### Sheri Sword

*Better Business Bureau*

### Eric VanVlymen

*Alzheimer's Association*

*Miami Valley Chapter*

### Darrick Weeks

*Wright-Patt Credit Union*

### Kym Yahn

*Sinclair Community College*

## Volunteers

### 3RD QUARTER 2011 —

**Niki Chaudhry** — Linked Technologies

**Toni Perry Gillespie** — AT&T

**Don Reynolds** — Morgan Stanley/Smith Barney

**Bill Search** — EHS Technology, Inc.





# NOMINATIONS: Board of Trustees

*To the membership of the Dayton Area Chamber of Commerce:  
Pursuant to the Chamber Bylaws Article V. ELECTION OF  
TRUSTEES, Sections 1. through 6., the Governance Committee must  
meet and develop a slate of candidates qualified to meet the requirements  
as members of the Board of Trustees.*



Additional names of candidates for Trustees can be nominated by using an official Chamber petition bearing the genuine signatures of at least five percent (5%) of the Chamber members in good standing. Such petition(s) shall be filed with the Governance Committee within ten (10) days after this notice has been delivered to the membership. If no petition(s) is valid within such ten (10) day period, nominations will be officially closed and the slate of candidates presented will be considered duly elected for the specified term(s).

The Governance Committee has met and has recommended a slate of trustees to be elected during our annual process. The Executive Committee has reviewed this list, determined that each is a qualified candidate and in good standing, and unanimously supports the election of the following candidates. If you have any questions or would like to request a petition, please contact the Dayton Area Chamber of Commerce at (937) 226-8225. — ■



## Recommended — for election to...

... AN ADDITIONAL 2-YEAR  
TERM (1/1/2012 – 12/31/2013)

**Roy Chew, Ph.D.**  
— Kettering Medical Center

**Eric Cluxton**  
— Wells Fargo Insurance Services

**Carol J. Hinton**  
— YWCA Dayton

**Barry James**  
— James Investment Research, Inc.

**Judi Law**  
— Judo Steel Co., Inc.

**Bob Lewis**  
— Thorn, Lewis & Duncan, Inc.

**Daniel J. McCabe**  
— Dayton Power & Light Co.

**James R. Pancoast**  
— Premier Health Partners

**Steve Petitjean**  
— Fifth Third Bank

**Colleen M. Ryan**  
— Vectren

**Jeffrey S. Sharkey, Esq.**  
— Faruki Ireland & Cox P.L.L.

**Fred A. Ungerman, Jr., Esq.**  
— Taft, Stettinius & Hollister L.L.P.

**John Winch**  
— Minster Machine Co.

... A NEW 2-YEAR TERM  
(1/1/2012 – 12/31/2013)

**Jerad Barnett**  
— Synergy/Mills Development

**Beverly Bleicher**  
— BITEC

**Niki Chaudhry**  
— Linked Technologies, Inc.

**Eric Joo**  
— Miller-Valentine Group

**Brady Kress**  
— Dayton History

**John McCance**  
— Schaefer Corporation

**Chris Shaw**  
— Shaw Cleaners

**David Spencer**  
— Corbus, L.L.C.

**Julia Wallace**  
— Cox Media Group

**DAYTON**  
Dayton Area  
Chamber of Commerce

# CALENDAR Of Events

NOVEMBER

11

## Breakfast Briefing

DATE/TIME ..... Friday, November 11, 7:15 - 9:00 am  
SPEAKER..... Jeff Slocum; Logistics Center Manager, Caterpillar  
LOCATION ..... Dayton Racquet Club  
REGISTRATION.... 937-226-8253 or registration@dacc.org  
SPONSORS ..... *Presenting Sponsor:* Benefits Network  
*Supporting Sponsor:* Pickrel, Schaeffer & Ebeling Co., L.P.A.



NOVEMBER

14

## GENERATION DAYTON

### "Give Thanks – Give Blood" Blood Drive

DATE/TIME ..... Monday, November 14, 4:30 - 6:30 pm  
LOCATION ..... Community Blood Center, Dayton  
REGISTRATION.... LaDonna Wulfeck, lwulfeck@dacc.org



NOVEMBER

15

## GENERATION DAYTON

### 2011 Business & Breakfast Speaker Series

DATE/TIME ..... Tuesday November 15, 7:00 - 8:30 am  
SPEAKER..... Mark Thompson; President & CEO of IJB  
TOPIC..... Breakfast with the CEO: Q & A  
LOCATION ..... IJB, 3100 Research Boulevard #2, Dayton  
REGISTRATION.... LaDonna Wulfeck, lwulfeck@dacc.org by Nov. 14



NOVEMBER

16

## Safety Breakfast with the Experts

DATE/TIME ..... Wednesday, November 16, 8:00 - 9:00 am  
SPEAKER..... Mark Ashworth; City of Huber Heights Fire Chief  
TOPIC..... Fire Protection Systems in Commercial Buildings  
LOCATION ..... The Mandalay Banquet Center  
REGISTRATION.... 937-226-8227 or abyers@dacc.org  
SPONSOR..... Gary Auman; Dunlevey, Mahan & Furry



NOVEMBER

18

## GENERATION DAYTON

### 2011 Fourth Friday Lunch Speaker Series

DATE/TIME ..... Friday, November 18, 12:00 - 1:30 pm  
SPEAKER..... Scott McGohan; CEO of McGohan Brabender  
TOPIC..... The Places You Can Go  
LOCATION ..... McGohan Brabender  
REGISTRATION.... LaDonna Wulfeck, lwulfeck@dacc.org by Nov. 16  
SPONSOR..... McGohan Brabender



DECEMBER

09

## Breakfast Briefing

DATE/TIME ..... Friday, December 9, 7:15 - 9:00 am  
SPEAKER..... TBA  
LOCATION ..... Dayton Racquet Club  
REGISTRATION.... 937-226-8253 or registration@dacc.org



DECEMBER

21

## Safety Breakfast with the Experts

DATE/TIME ..... Wednesday, December 21, 8:00 - 9:00 am  
SPEAKER..... Gary Auman; Dunlevey, Mahan & Furry  
TOPIC..... Workers' Compensation Update  
LOCATION ..... The Mandalay Banquet Center  
REGISTRATION.... 937-226-8227 or abyers@dacc.org



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