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Chamber of Commerce

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FOCUS

Dayton International Airport

A RUNWAY FOR
THE ECONOMIC
DEVELOPMENT IN
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OHIO p06

CONNECT
PROMOTE
GROW...
YOUR
BUSINESS.



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VOL. V - NO. 3 2012



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PRESIDENT'S Message



FOCUS ON: AFFORDABLE CARE ACT

Now that the Supreme Court has made its ruling concerning the federal Affordable Care Act (ACA), businesses and business leaders are debating the effects of this decision. I'm not surprised that there is a major split in our country as to the merits and/or costs associated with the confirmation of the law – including a split decision along partisan lines as well as independents. What bothers me initially is the uncertainty of what will happen to businesses, their employees and families, hospitals, doctors, insurance agents and brokers. The law of unintended consequences will surely poke its head out of a dark and muddy hole.

I've been trying to understand the ramifications of this law long before the high court's decision. Recently, I met with key insurance leaders; active local agents/brokers; the state of Ohio Department of Insurance; hospital professionals and local business owners, all in the attempt to better understand how the Chamber, our volunteers, and staff, can better serve area businesses by helping them understand their options and future courses of action.

This is extremely frustrating, to say the least, because the federal government is just too far removed from the local needs and impacts

on this issue. Clear definition and guidelines are months away – if not more. And that's only if the issue doesn't get "ground-up" all over again during and possibly after our November election. Should it be another congressional battle – as most expect – it may not be resolved in 2014 as originally intended. Right after the Supreme Court's ruling, I was also in Washington discussing this with some of our leaders. They too expressed concern and frustration about the uncertainty of this law.

The intent of these thoughts is not to debate the need or desires for healthcare in America, or even in our corner of Ohio. My concern is about the uncertainty of how all this will ultimately play out in American homes, paychecks and employers.

- Will all the intended individuals and/or employers actually pay the mandated "tax"? If not, who will pay – and how much?
- Will the current taxing schedule be enough to pay for those who can't – or won't?
- Will this really drive healthcare costs down – or just the opposite?
- Will state or federal healthcare exchanges create adverse selection, pooling the unhealthy into programs with violent swings in healthcare costs – thus driving up costs?
- Will healthcare providers like hospitals and doctors be compensated fairly by Medicare or have to pass on more to

(continued on page 09)



FOCUS is a "green" publication and is printed on NewPage paper. 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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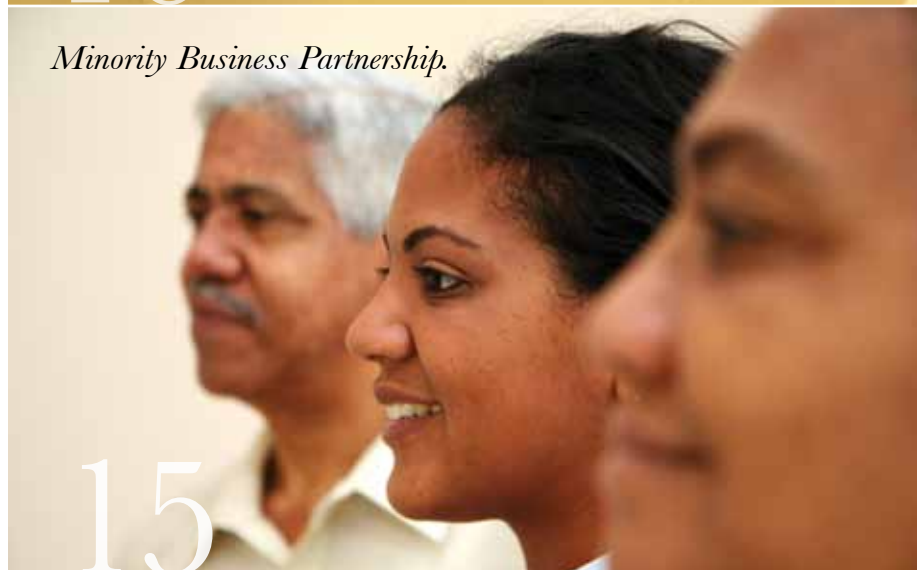
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Economic Indicators.

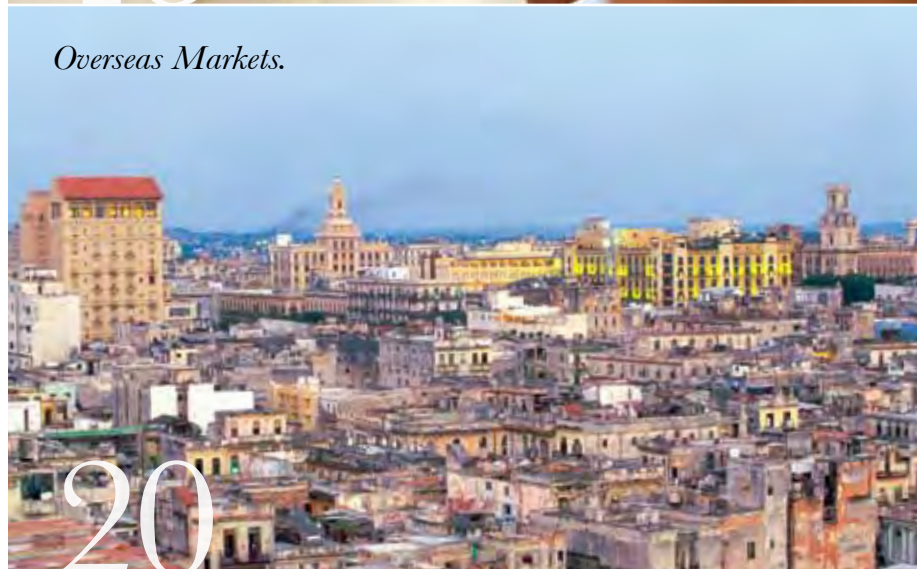


Minority Business Partnership.



On the Cover

Dayton International Airport
 is the premier sponsor
 for this issue of *Dayton Focus*.
 See story on page 06.



Overseas Markets.

FIND OUT HOW
KROGER GOT THE
\$236,000 SMILE



Account Summary

Expected Annual Energy Savings	\$134,000.00
LED Refrigerator Lighting and On/Off Sensors	\$102,000.00

Total Savings **\$236,000.00**

Iman Dodson-Brady and Evelyn Miller of Kroger

The Miami Valley is saving big with DP&L's energy efficiency upgrades.

DP&L works with local businesses to find a number of ways to save both energy and money. Our energy efficiency upgrades and equipment rebates can help you do both. Companies like Kroger have already taken advantage of the savings by replacing their refrigerator case lights with LED lighting and on/off sensors. By netting a \$50 rebate for each door the money adds up quickly and so do the energy savings.

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Why Fly DAY?

Dayton International Airport, owned and operated by the City of Dayton, helps our local economy reach new heights. The 2010 Aviation Services Report, compiled by the Ohio Department of Transportation, estimates that aviation businesses, on-airport construction, and visitors coming to this region via the Airport generate:

- *Approximately 17,556 jobs*
- *A payroll valued at more than \$387*
- *Regional economic activity of \$1 billion*

The Airport's commitment to infrastructure improvements and expanding services for both business and leisure travelers helps to ensure that the Dayton region's economy is cleared for take-off.



Terrence Slaybaugh, director of aviation at Dayton International Airport



Dayton Area Chamber of Commerce members can relax in the Business Traveler Center before a flight or schedule a conference in one of the Center's meeting rooms.



Dayton International Airport: A runway for **ECONOMIC DEVELOPMENT** in Southwest Ohio.

AIRPORT

DAYTON INTERNATIONAL

Located near the “Crossroads of America” – Interstates 70 and 75 – the Dayton International Airport plays an important role in connecting our region with the rest of the world.

With three other airports within a comfortable driving distance, Dayton International Airport is committed to becoming the region's first – and best – choice for business and leisure air travel. According to Terrence Slaybaugh, director of aviation at Dayton International Airport, “We are focused on enhanced customer service, capital improvements and expanding the airlines and destination options available.” He added, “A flourishing airport is an engine for economic growth, fueling higher employment, bringing in visitors who spend money locally, and creating a more attractive environment for businesses.”

HAPPY CUSTOMERS ARE KEY

Business and leisure travelers alike enjoy the convenience of the Airport. Its central location, combined with on-airport parking options, allows visitors easy access to the terminal. Recent ticket area and security checkpoint improvements assure passengers of an easy trip to the aircraft boarding areas.

Chamber members, airline club members and other business travelers can take advantage of the Business Traveler Center featuring comfortable seating, charging stations, free Wi-Fi and two meeting rooms. “Visitors can fly in, meet with their local contacts and fly out the same day with ease,” said Slaybaugh. “Our Business Traveler Center also ensures that visitors can wait for flights and complete last-minute business communications in comfort.” Organizations interested in reserving the meeting space can simply call 937-264-3560. Military personnel are also welcome to use the Business Traveler Center.

Operating 24 hours a day, seven days a week, Dayton International Airport sees more than 2.5 million visitors annually. Customer Appreciation Days, special parking discounts and the friendly, helpful staff at the Airport contribute to a better customer experience. While awaiting a flight, travelers can relax at one of the Airport's several eateries and restaurants, or pick up a last minute gift or magazine at one of the many news and gift shops. Free Wi-Fi is available throughout the Terminal, and those picking up arriving passengers can park in the nearby Cell Phone Wait Lot and access the Internet on free Wi-Fi while they wait.

(continued on page 08)



INTERNATIONAL AIRPORT

Easy to and through.

("Airport" continued from page 07)

LIVING UP TO "EASY TO AND THROUGH"

Recognizing that the Dayton International Airport is a gateway to the Miami Valley Region – and the first impression visitors may have of the area – capital improvements are focused on enhancing customer satisfaction and making better use of the Airport's space and resources. The current development program includes replacing the Monument entry sign, in-line baggage system upgrades, airfield lighting improvements, and terminal



(Top left & lower left) **Experience the quiet comfort** of the Business Traveler Center while awaiting flights. (Center) Aircraft boarding areas are just a short walk from check-in and security. (Top right) Terminal entry showcases Dayton's historic connection to the invention of flight.

apron expansion to improve visibility and minimize safety concerns. Establishing an easy, color-coded parking system with economy, short-term, long-term and garage parking options – along with renovations to restrooms and new wayfinding signage from curbsides to gates – are helping the Dayton International Airport live up to the slogan, "Easy To and Through."

FLYING TOWARDS SUCCESS

In the past year, passenger traffic has increased. While Dayton International Airport continues to focus on customer satisfaction and capital improvements, growth plans also include bringing new travel options to the region. In a big win for the region, Dayton International Airport is one of the airports chosen to have the AirTran airlines operations converted to full Southwest Airlines service.

Beginning August 12th, Southwest Airlines will operate a daily round-trip flight to Denver, Colorado. In addition to connecting passengers to Southwest's destinations in California and the West, business and leisure travelers receive an added benefit from the new carrier – Southwest's competitive fares may motivate other carriers to reduce fares and offer more direct flights.

"This is a very positive announcement for our community with clear economic benefits," said Slaybaugh. "By capitalizing on our great location, dedicated employees and loyal customer base – and focusing on opportunities to expand our services – we know that Dayton International Airport can be a catalyst for positive growth in the region." ■



(“President’s Message” continued from page 02)

those who pay – thus driving up costs for those insured?

- Could this ultimately lead to rationing of healthcare?
- Could this be the beginning of the end of local insurance agents/brokers who are key advocates for employer/employee healthcare plans?
- And is this a tax that some elected leaders would not have supported in today’s economy had they known it would have been ruled a new, additional tax for Americans in this challenged economy?

I hope you see my dilemma and how uncertain the consequences of this remain. Time will tell how this will end. I sure hope we get it right. If not, then who’ll pay for the fix? – the American workers and their employers. — ■

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 May 2012 report.

ECONOMIC INDICATORS

GDP

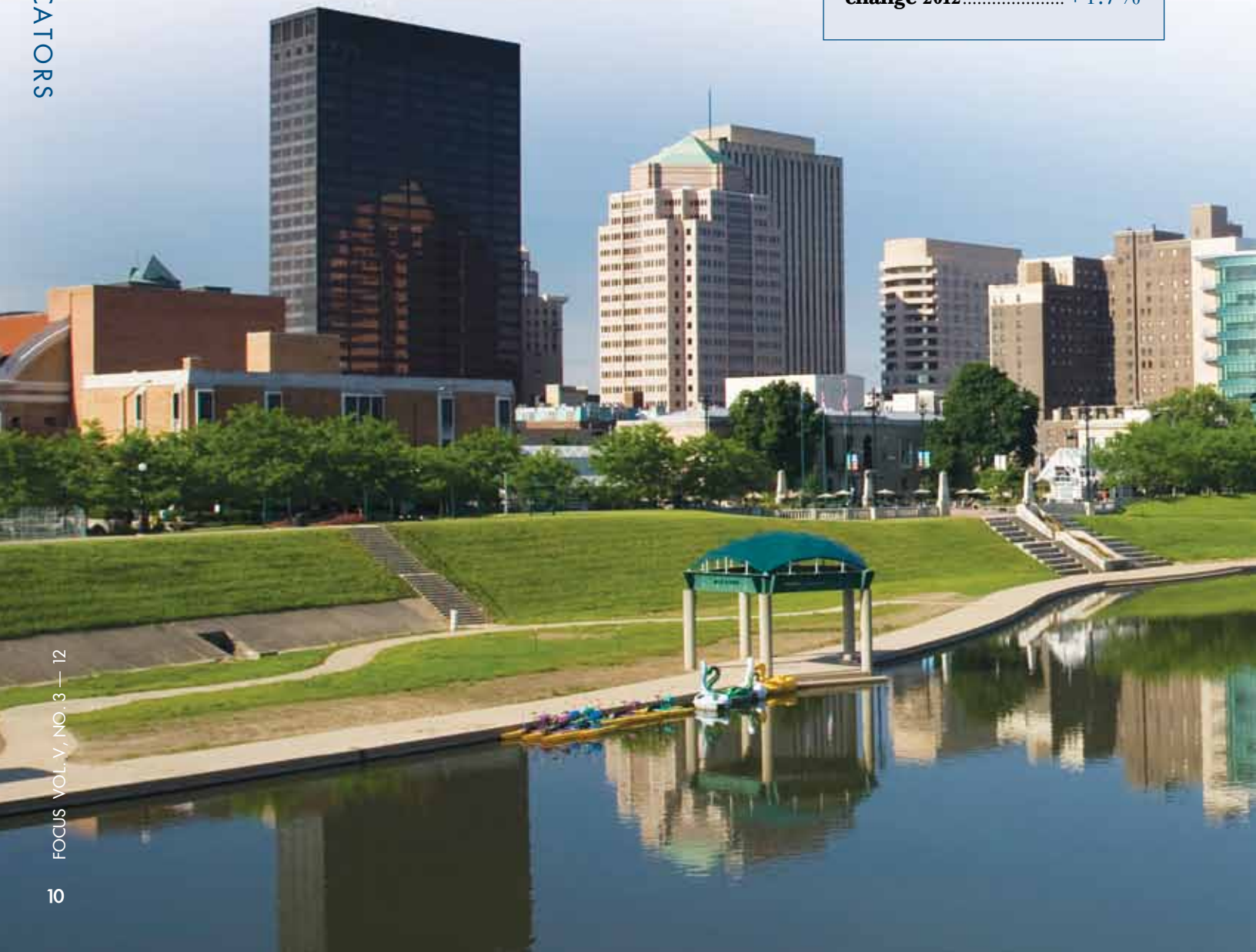
GROSS DOMESTIC PRODUCT — ANNUAL PERCENTAGE CHANGE

1st Qtr '12	4th Qtr '11	3rd Qtr '11	2nd Qtr '11	1st Qtr '11
+1.9	+3.0	+1.8	+1.3	+0.4

CPI

CONSUMER PRICE INDEX MAY 2012

May 2012	
monthly change	-0.3%
Annual percent change 2012	+1.7%



Key Economic Indicators — May 2012

SALES TAX COLLECTIONS

COUNTY	RATE (%)	MAR '12	MAR '11	12 MO. CHANGE	YTD '12	YTD '11	YTD CHANGE
Butler.....	0.75	2,513,109	2,288,566	+9.81%	7,902,605	7,570,014	+4.39%
Clark.....	1.50	1,702,798	1,592,459	+6.93%	5,452,878	5,088,321	+7.16%
Darke.....	1.50	531,517	545,483	-2.56%	1,774,689	1,679,896	+5.64%
Greene.....	1.00	1,722,447	1,538,980	+11.92%	5,768,247	5,428,414	+6.26%
Miami.....	1.25	1,200,149	1,075,607	+11.58%	3,796,203	3,485,904	+8.90%
Montgomery.....	1.00	5,207,462	5,032,694	+3.47%	17,171,002	16,454,728	+4.35%
Preble.....	1.50	370,852	362,013	+2.44%	1,179,293	1,128,370	+4.51%
Warren.....	1.00	2,225,206	2,084,690	+6.74%	7,369,445	6,943,127	+6.14%
Region (\$,000s).....		15,473,540	14,520,492	+6.56%	50,414,362	47,778,774	+5.52%

Cost of Living Index

MAY 2012

Columbus, OH	90.3
Dayton, OH	93.1
Richmond, VA	100.1
Cleveland, OH	101.4
Miami, FL	107.1
Chicago, IL	114.7
Baltimore MD	118.9
San Francisco, CA	162.7
U.S. AVERAGE	100.0

UNEMPLOYMENT RATE

	APR '12	APR '11	'12 AVERAGE
Dayton MSA (Metropolitan Statistical Area).....	7.6%	9.1%	8.3%
Ohio.....	7.3%	8.5%	8.1%
U.S.....	7.7%	8.7%	8.4%

VALUE OF NEW CONSTRUCTION

DAYTON MSA NEW CONSTRUCTION	YTD APR '12	YTD APR '11	YTD CHANGE
Non-residential.....	149,791,000	151,343,000	-1%
Residential.....	89,189,000	62,795,000	+42%
Total.....	238,980,000	214,138,000	+12%

HOME SALES

DAYTON MSA	APR '12	APR '11	% CHANGE	YTD '12	YTD '11	% CHANGE
No. of homes sold.....	948	827	+14.63%	3,143	2,823	+11.34%
Total home sales (\$,000s).....	116,608	90,488	+28.87%	353,130	294,116	+20.06%
Average sale price (\$).....	123,005	109,418	+12.42%	110,521	104,349	+5.91%



HEALTHCARE Reform

After months of deliberation, the Supreme Court has issued an opinion that upholds most of the Affordable Care Act (ACA or healthcare reform law).



NEWS FROM ANTHEM

THE SUPREME COURT DECISION ON HEALTHCARE REFORM: WHAT IT MEANS FOR YOU

This case challenged the constitutionality of several parts of the law, including the rule that most people in the U.S. must get health coverage. This ruling means that the many terms of the law and the mandate that everyone must have insurance by 2014, or else pay a tax, will continue to be implemented.

There are a couple of immediate impacts that this decision will have on you. Starting with plan years on or after August 1, 2012,

employers with non-grandfathered health plans will be required to cover women's preventive services, such as well-woman visits and screening for gestational diabetes, without cost sharing. This requirement also applies to grandfathered health plans that have chosen to implement the ACA's preventive care coverage.

Also, you will soon be getting another survey in the mail asking you to report the average number of employees you had in 2011 for the medical loss ratio (MLR) requirement. Health insurance carriers are required to ask for updated information every year, so

while you likely provided this information last year, you will be asked to do so again. As a reminder, MLR is the percentage of premium spent on medical care and quality programs for members covered by your plan. If insurers do not meet a minimum percentage, they must issue a rebate to employers. Insurers have to meet different MLR thresholds for small and large groups, so the way you are categorized could have an impact on your potential rebate.

Be sure to visit www.makinghealthcarereformwork.com/healthcarereform/ for all of your healthcare reform questions. — ■

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SAFETY Council

Dayton Miami Valley Safety Council – 60th Annual Conference

— *The Dayton Miami Valley Safety Council is pleased to announce its 60th annual conference slated for October 30, 2012 at the Dayton Convention Center.*



This year's conference promises to be better than ever. As in the past, we will present exhibitors focusing on safety, health and workers' compensation areas.

From our exhibitors you will be able to see what is new and best to provide a safe workplace for your employees. Of course, we have a long list of very qualified and excellent speakers who will cover timely and important topics in safety and loss control areas.

Safety is becoming more important every day. You need to operate your business safely from a legal, economic and moral perspective. The cost of injuries on the job is increasing every year and there is no end in sight. This increase is not only caused by a rise in healthcare costs, but a rise in workers' comp premiums also. From a legal perspective, OSHA enforcement is becoming more aggressive and penalties are higher and much more difficult to negotiate.



Also, OSHA is less willing to compromise the nature of citations that are issued. If you are in the construction industry, more general contractors and

owners are asking for your OSHA record on your bid prequalification information. Finally, there is a moral obligation to your employees to provide them the means to perform their jobs safely.

This year's conference will provide you with information you will need to address the issues mentioned above. For example, as drugs become an increasing problem in the work place, you will have the opportunity to learn about emerging trends regarding the use of controlled substances and tools available to deal with the problem. This topic ties in with pre-employment screening (what you can and cannot do) and pointers for navigating the Bermuda Triangle of the ADA, the FMLA and Workers' Comp.

Of course, there will be a long list of safety-related topics. We will discuss the myths regarding fall protection, confined space issues, lockout tag out, loading dock and forklift safety, and many more. You will also have the opportunity to receive information on the unpreventable employee and supervisor misconduct defense to an OSHA citation. There will be a session to convey important information on Ohio's own safety standards, its Specific Safety Requirements and how they can significantly add to the cost of an injury.

As you can see, the conference will be a full day of valuable information. Every business who cares about the safety of its workforce should have someone in attendance to get the timely updates on important safety and health topics. Now is the time to schedule October 30th to attend this valuable opportunity in safety. The day spent at the conference will pay many dividends by helping make your worksite a safer place for your employees. — ■

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SHALE Industry Opportunities



In June 2012, the Dayton Chamber led a group of 15 members on a two day visit to Canton, Ohio, to meet with officials from Chesapeake Energy and to tour a shale drilling site. Due to the generous sponsorship of Taft, Stettinius & Hollister, several Chamber member businesses were able to meet with leaders in the shale industry and discuss opportunities for creating a shale supplier network in Dayton.

DAYTON CHAMBER EXPLORES ECONOMIC OPPORTUNITIES OF SHALE INDUSTRY

While in Canton, the Chamber group met with leading officials from Chesapeake Energy who are focused on the development of the Utica Shale play in Ohio. With rapid investment and development occurring every day in the Eastern and Southeastern parts of the State around this industry, Taft Stettinius & Hollister, in partnership with the Dayton Chamber, wanted to ensure that Dayton area businesses were taking advantage of this industry from the ground floor.

Chesapeake Energy officials provided an in-depth tour and overview of the shale drilling process, the hydraulic horizontal fracturing process, and finally, the production to mid-stream process. With hundreds of vendors and companies assisting in each stage of these processes, it is imperative that the Dayton business community proactively explore the economic and business development opportunities of this industry. In addition to supplier network meetings, participants also had the opportunity to visit a current shale drilling site, about 45 miles outside of Canton.

During the next 5 to 10 years, estimates of the economic impact of this industry on the State of Ohio number in the billions. With that in mind, Taft, Stettinius & Hollister & the Dayton Chamber will continue to work to highlight opportunities for Dayton businesses to engage in this industry. Stay tuned for more information on a Dayton Chamber Forum focused on the economic development opportunities around shale in early Fall. — ■



Jeff Mullins (L), partner at Taft, Stettinius & Hollister, meets with Ryan Dean (R), Chesapeake Energy, senior manager of corporate development.

MINORITY Business Partnership

Over a year ago in July 2011, the Minority Business Assistance Center (MBAC), formally known as the Minority Construction Business Assistance Program (MCBAP), ceased operations after 20 plus years of service in our community.



Over a year ago in July 2011, the Minority Business Assistance Center (MBAC), formally known as the Minority Construction Business Assistance Program (MCBAP), ceased operations after 20 plus years of service in our community. The state-funded entity gave our business community free services that included estimating/bidding assistance, contract procurement assistance, and business management counseling but most importantly they gave businesses access to a plan room. The plan room access is paramount to every minority contractor because it provides the foundational information all contractors use for bidding/estimating projects.

The impact of MBAC closing left a gaping hole in the support and services offered to local area Minority Business Enterprises (MBE) and there was no organization that could duplicate the service they offered. The Dayton Area Chamber of Commerce's Minority Business Partnership (MBP) approached the Dayton Builders Exchange (DBX), who offer the same MBAC services for those who have a membership with the 100-year old business service entity. The



Dayton Builders Exchange scholarship winners.

two organizations brainstormed about what could be done to off-set the negative impact of MBAC's closure. Bob Pope (DBX President) decided to offer ten 2-year scholarships to be awarded to minority business. MBP was responsible for informing the community of the program and soliciting applicants who met the scholarship criteria.

After receiving nearly 20 applications, the MBP and DBX had the tough assignment of determining which firms qualified and would receive one of the scholarships. After several long weeks of review, ten firms who qualified for the scholarships attended the business luncheon on June 15th at the DBX Center on Embury Park Road. The energy and excitement from the ceremony was electric and the recipients spoke of how excited they were about the opportunity. Some of the recipients invited relatives to share in the celebration. After the scholarships were awarded, the attendees were given an overview of the amenities and a tour of the facilities.

Adrian Taylor from the Dayton Chamber said, "This was an historic event where two 100-year old organizations agreed that the minority business community needed help and put forth a remarkably strong effort to make sure the companies most impacted benefited from this incredible opportunity."

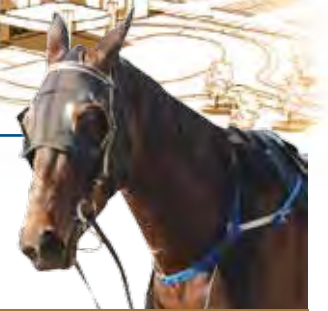
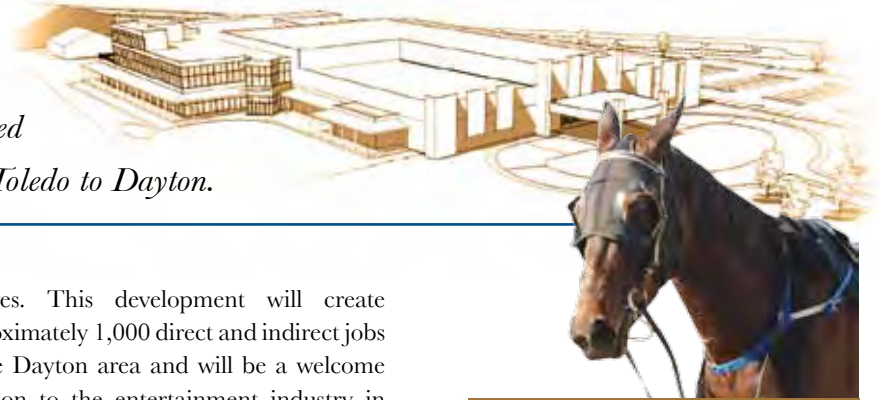
Visit <http://mbp.dacc.org> to find our more about the Minority Business Partnership. —■

The 10 Winners represent a great cross-section of professions in the construction industry:

CEO/OWNER	COMPANY	SERVICE
Kinta Johnson	John Mack Contractors	General Contractor
Bobby Brown	PL Mechanical	HVAC, Mechanical
Mike Preston	Preston Plumbing	Plumbing
David Underwood	Diversified Service Mechanical	HVAC, Mechanical
Joseph Garrison	Verdite Construction	General Contractor
Tom Howell	DL Plumbing	Plumbing
Ken Block	A to Z Maintenance	General Contractor
Qiana Runyon	Paint-Pro U.S.A.	Painting
William Lundy	Acorn Construction	General Contractor
William Carter	Protec II Security Services LLC	Security Systems

DAYTON Racino

Hollywood Slots will be the official name of the Penn National Gaming owned and operated racino that is moving from Toledo to Dayton.



For local companies interested in partnering with Penn National Gaming, the first step is to complete a vendor registration form at

www.pngaming.com/Vendors

DAYTON RACINO IS "OUT OF THE GATE"

Penn National Gaming is currently moving forward with site preparation and development plans for the new racino facility. This past May, a lawsuit challenging the constitutionality of slots at Ohio's horse racing facilities was dismissed, paving the way for Penn National Gaming to begin a fast-tracked process to get the Dayton facility up and running by 2014.

Penn National Gaming will construct a \$200 million standardbred racetrack development in North Dayton at the intersection of Needmore Road and Wagner Ford Road. This location is on 125 acres and sits on a previous Delphi Automotive plant site. Penn National Gaming is currently on the site beginning environmental clean-up and mitigation that is required prior to construction.

The facility, in addition to the racetrack, will include up to 1,500 video lottery terminals, restaurants, sports bars and entertainment

lounges. This development will create approximately 1,000 direct and indirect jobs in the Dayton area and will be a welcome addition to the entertainment industry in the Dayton region.

"Dayton has rolled out the red carpet for us," stated Eric Schippers, Sr. VP of Public Affairs for Penn National Gaming. "Hollywood Slots in Dayton is going to be Penn's newest and most state of the art facility."

The final hurdle to cross for Penn, is to receive approval from the Ohio Racing Commission. The Ohio Racing Commission must authorize Penn National Gaming's move from Toledo to Dayton. Penn is currently in discussions with the Ohio Racing Commission regarding this approval process.

LOCAL SUPPLY CHAIN AND WORKFORCE

The Dayton Chamber has been working closely with Penn National Gaming to assist Penn with their efforts to "Buy Local" from Dayton area businesses and to ensure that minority business enterprises in the Dayton area are an integral part of their future supply chain. Penn has had significant "Buy

Local" initiatives in other communities throughout the country and the Chamber is confident that their local engagement will continue to be a priority in the Dayton region.

In addition to supply chain and development support, the Dayton Chamber is also working closely with Penn on workforce recruitment efforts in the Dayton area. At full capacity, Hollywood Slots will be the home to approximately 500 employees, of which the vast majority will be locally hired. Therefore, the Chamber and Penn are working with our education partners and workforce specialists to ensure regional recruitment for these new jobs in the Dayton area.

Penn operates 27 facilities in 19 jurisdictions in the United States and Canada. Once all four of their gaming and racing facilities are built in Dayton, Toledo, Columbus and Austintown, Penn will have invested approximately \$1 billion in the State of Ohio. — ■

Artist's rendering of Hollywood Slots, scheduled to open in Dayton in 2014.



GREEN Business Certification

In May 2012, the Dayton Regional Green 3 (DRG3) recognized over 40 local businesses from Montgomery and surrounding counties that have taken voluntary steps to protect, preserve, and improve the environment.

DAYTON REGIONAL GREEN BUSINESS CERTIFICATION PROGRAM

In July 2011, the Dayton Chamber, in conjunction with Heapy Engineering and Montgomery County, rolled out the Dayton Region's Green Business Certification Program to the community, honoring the inaugural "class" of 14 DRG3 certified businesses. In May 2012, the Dayton Regional Green 3 (DRG3) recognized the next class of over 40 local businesses.

To date, 58 businesses have earned "Green Business Certification" through DRG3. The Green Business Certification Program is a voluntary program designed to help businesses take basic green measures to reduce their ecological footprint, reduce their energy and resource use, and save money in the process. Businesses are also eligible for Water Stewardship Blue Certification.

First convened in 2007 at the request of the Montgomery County Commissioners, a forum of local citizens, government and business leaders met to identify strategies to reduce greenhouse gas emissions in Montgomery County and the region. Many ideas were generated from the forum and as a result, the DRG3 Task Force was created.

The DRG3 Task Force was divided into Three Workgroups: Residential, Business, and Government. Each Workgroup was charged with Three Focus Areas: Education, Policy and Economic Development. One of the outcomes of the Business Workgroup was the development of the DRG3 Green Business Certification Program.

The Green Business Certification program is a key component of the DRG3 Task Force's mission, of which the Chamber is a charter member.

The certified businesses were required to submit an application and checklist that outlined their actions and policies in the following categories:

- general standards for all businesses,
- solid waste reduction and recycling,
- environmentally preferable purchasing,
- energy conservation,
- water conservation, and
- pollution prevention.

The DRG3 Green Business Certification program emphasizes small changes that can be made in day to day operations and policies. Each category contains a few mandatory requirements, however the program has been designed to allow for maximum flexibility, with the intention that every business can find and implement green strategies that fit their own facilities. As a part of the certification process, on-site verification will occur for 5% of applications (randomly chosen). The auditing process might occur after certification. If non compliance issues are discovered through the auditing, a grace period of 6 months will be given to the business for compliance. The first time application (valid for the first two years) is **free!**

The Dayton Area Chamber of Commerce is proud to be a founding partner in the DRG3 Task Forces' "Green Business Certification Program". This program is completely voluntary and is designed to help businesses save money by implementing a series of green practices to reduce their energy and resource use. Every day, businesses are realizing that by making a commitment to environmental stewardship, they are also affecting their bottom line. Companies that are taking voluntary steps to conserve energy and water, reduce their carbon footprint, generate less waste and implement recycling programs are reaping the rewards when it comes time to pay the utility bills, repair and

maintain equipment and recruit a young educated workforce.

At the Chamber, it is our mission to help our members do more and better business. The Green Business Certification program will play a key role in that mission, and it is our hope that through the creation of and participation in voluntary programs like this one, we can avoid costly mandates and regulations in the future. For more information on the program, to find out which businesses in the region have already become "green certified" and to discover how your business can begin the process, please visit www.drg3.org — ■

Congratulations

To our new class of DRG3 GREEN Certified Businesses!

- Aeroseal, LLC
- Alcor Supply
- AMEC Environment & Infrastructure, Inc.
- App Architecture
- Aptalis Pharmatech, Inc.
- Behr Dayton Thermal Products, LLC
- Benham's Grove
- BioGreenChoice (Vamser Group, LLC)
- CDCRC, Inc.
- Centerville Christian Fellowship
- Certified Energy Raters, LLC
- City of Centerville – Municipal Building
- City of Dayton
- City of Dayton – Convention Center
- City of Dayton – Department of Water
- City of Miamisburg
- City of Trotwood
- City of Vandalia
- Construction Managers of Ohio
- Dayton International Airport
- Dayton International Peace Museum
- Dayton Reliable Air Filter
- Environmental Doctor
- Garmann Miller & Associates
- GreenPay HR, LLC
- Honeywell International
- Innomark Packaging Solutions
- Levin Porter Associates, Inc.
- LWMV Limited Partnership
- Miller-Valentine Group
- Montgomery County Admin. Building
- Mullenbrock & Associates
- Norton Engineering, LLC
- Olive, An Urban Dive
- Parker, Carlson & Johnson
- Perfection Group, Inc.
- Rieck Services
- SAS Automation
- Sugar Creek Packing Company
- The Expediting Co., Inc.
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OVERSEAS Markets

Dayton Chamber explores overseas markets on cultural exchanges to Brazil and Cuba.

On April 24, 2012, a group of 32 Dayton Chamber members and representatives from the community embarked on an 8-day trip to Rio de Janeiro, Brazil. With the world's spotlight turned to Brazil for the better part of the last decade, it was the perfect time to witness, in person, the rapid economic growth and transformation of this major global player. In light of the announcement that Brazil will play host to the World Cup in 2014, and the Summer Olympics in 2016, the Dayton Chamber "Discover Brazil" tour offered participants the chance to explore the development



(Above) Group meets with local NGO for walking tour of Rochina Favela, Rio de Janeiro, Brazil. (Left) Group wearing their Dayton Dragons hats in Havana, Cuba



and infrastructure improvements in one of the world's most beautiful capitol cities, Rio de Janeiro. From Sugarloaf Mountain to Corcovado, with its soaring statue of Christ the Redeemer, tour participants enjoyed some of the stunning vistas in the city where the mountains and ocean meet. Chamber members met with representatives from the U.S.-Brazil Trade Council, heard briefings from the President of the American Chamber of Commerce-Brazil, and participated in networking opportunities with energy companies and U.S Chamber of Commerce representatives. A highlight of the trip was a roundtable discussion with the Olympic Organizing Committee, the group in charge of building up the infrastructure and amenities of the host city in the years ahead of the Olympic games. Several tour participants had the opportunity to explore some of the economic disparities that exist in Rio, with a guided walking tour hosted by a local NGO working in the favela, Rochina, one of the largest slum settlements in the world. Finally, travelers

experienced some of the stunning culture that Brazil had to offer, with bossa nova and samba performances, local meals of feijoada and churrascaria, and tours of some of the beautiful historic neighborhoods and sites of Rio de Janeiro.

On June 8, 2012, 41 travelers from the Dayton Chamber left for what would prove to be one of the most educational and engaging international tours to date. Only 90 miles from the United States, Cuba has loomed large in the American psyche for the past century. With recent changes to the decades old embargo, beginning in January 2012, certain groups are able to obtain travel licenses via the U.S Department of Treasury, and to embark on "people to people" tours of this fascinating country. For eight days, Chamber travelers explored this unique island, spending several days in the capitol city of Havana, visiting coastal towns like Cienfuegos and Cayo Santa Maria, and venturing further into the lush interior of the country to visit Santa Clara and Remedios. From tours of some of their major economic

production sites including tobacco and sugarcane, to opportunities to participate in cultural performances and interact with the locals, to tours of the rich historic sites throughout the country, this trip offered a wealth of insight for all travelers. Over and over again, the Dayton Chamber group was greeted warmly during our travels. Cubans were eager to talk about their beautiful country, and to share their proud cultural traditions. With outstanding experiences involving food, music and dance, as well as conversations with locals engaged in commerce and art, all travelers left with a profound sense of having visited someplace that was truly unique.

The Dayton Chamber hopes to continue to offer these business and cultural exchanges for our members and the larger community in the coming years. For information on trips being planned for 2013, please contact Stephanie Precht, Director of Public Policy & Economic Development and the Chamber's travel coordinator for more details. — ■

GOING GREEN in Sales



The word green in our society today has become a household term.

The term green is used all across the globe as a reference to living in a way that is environmentally friendly by reducing waste, using less energy and minimizing our carbon footprint. So how can we go green in sales? By minimizing the energy required to close business.

by Roger Wentworth, President, Sandler Training

At the core of this concept is qualifying. Qualifying at every step of the selling process minimizes waste, allowing the process to stop when the minimum requirements of qualification are not met. In other words, turn off the light and close the door, a scary concept for salespeople that are afraid to turn down business. But in reality, they are not turning down business, they are working smart, going green.

So how does disqualifying create efficiency in the selling process? As an example, a salesperson told me last week that she was at 95% of her annual goal at the end of June and that she had disqualified more people this year than ever before.

Think about it. Would you keep the car running all day just in case you wanted to drive somewhere? Would you keep the lights on in the house all night in case you needed to get up? No, that would be a crazy

waste of energy. So what happens when a salesperson continues to expend energy towards a prospect that's not qualified? First let's define qualified. Qualified means that the prospective customer has pain that you can solve and is committed to fixing it, a budget that fits your solution, and a decision process that's fair and timely.

So when a salesperson engages with a non-qualified prospect, energy is wasted by the salesperson and often their internal support team – the estimators, engineers etc. Energy spent thinking about the non-opportunity, energy spent preparing an offering, energy spent following up time and again.

But beyond the energy wasted, the largest impact is lost opportunity because for every hour spent with a non-qualified prospect, a qualified prospect is not being pursued. Efficient salespeople increase their close rate and overall sales because they know the value of their time and energy.

A typical salesperson can triple their close rate and double their sales working less hard than their counterparts by learning how to be efficient in qualifying prospects and only giving time to those that have earned it.

So why doesn't every salesperson work efficiently? One reason is they're afraid to ask the tough questions. They don't know how to do it without seeming confrontational so they wimp out rather than risking the relationship. The second reason is it's easier to spend time on something you've already found verses finding something else more qualified which creates another apparent paradox. How do you prospect and try to create desire within a prospective customer while asking tough questions to disqualify them? We'll cover that the next time. — ■



NEW MEMBERS List



For members' complete information, visit www.daytonchamber.org

1st Advantage Security & Investigation
4812 Frederick Pike
Suite 101
Dayton, OH 45414-3835

4C For Children
1000 North Keowee Street
Dayton, OH 45404

All Season Remodeling Co.
4761 Old Salem Road
Englewood, OH 45322

Beverly J. Fanz, DDS, Inc.
625 West National Road
Englewood, OH 45322

C1 Technologies, Inc.
3685 Olde Willow Drive
Beavercreek, OH 45431-2425

CBS Outdoor
7500 Pingue Drive
Columbus, OH 43035

City of Beavercreek
1368 Research Park Drive
Dayton, OH 45432

Clint's Printing, Inc.
3963 Rockfield Drive
Beavercreek, OH 45430-1126

CNY Trucking, Inc.
P.O. Box 9132
Dayton, OH 45409

Crystal Clear Imaging
2100 Emmanuel Way
Springfield, OH 45502

Dayton Grand Hotel
11 South Ludlow Street
Dayton, OH 45402

Dayton Job Corps Center
3849 Germantown Pike
Dayton, OH 45418-2111

Dayton Leadership Academies
4401 Dayton Liberty Road
Dayton, OH 45417

Dayton Squash Center
3200 West Tech Road
Miamisburg, OH 45342

Dayton United Metal Spinners Co., Inc.
P.O. Box 13266
1701 Webster Street
Dayton, OH 45413-0266

Direct Energy Business
1001 Liberty Avenue, Suite 1200
Pittsburgh, PA 15222

Fazel Rug Gallery
2405 Far Hills Avenue
Dayton, OH 45419

Fender Construction
362 Huffman Ave.
Dayton, OH 45403

Floor Coverings International – Dayton
3119 East State Route 73
Suite 3
Waynesville, OH 45068

Flow Dry Technology, Inc.
379 Albert Road
Brookville, OH 45309

Flying Pizza
421 Miamisburg-Centerville Road
Centerville, OH 45459

Four Seasons of Dayton
4911 Covenant House Drive
Dayton, OH 45426

Greene County Career Center
2960 West Enon Road
Xenia, OH 45385

Greene County Public Library
76 East Market Street
Xenia, OH 45385

Haven Behavioral Senior Care of Dayton
1 Elizabeth Place, Third Floor
Suite A Dayton, OH 45417

**Hilton Garden Inn Austin Landing
Dayton South**
331 Folkerth Avenue
Sidney, OH 45365

Imaging Resource Centers, LTD
2991 Newmark Drive
Miamisburg, OH 45342

Indian Creek Fabricators, Inc.
1350 Commerce Park Drive
Tipp City, OH 45371

Industry Products Company
500 Stalder Road
Piqua, OH 45356

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615 North 48th Street
Phoenix, AZ 85008



Jena Tool, Inc.
5219 Springboro Pike
Dayton, OH 45439

Kaffenbarger Truck Equipment
10100 Ballentine Pike
New Carlisle, OH 45344

Kindred Hospital
One Elizabeth Place
6th Floor
Dayton, OH 45417

Landmark Title Agency South, Inc.
280 Regency Ridge Drive
Suite 1500
Dayton, OH 45459

Massive Construction
41 Cambridge Avenue
Dayton, OH 45406

MetalTek Industries Inc.
P.O. Box 479
Springfield, OH 45501

ML3 Design
2560 Vienna Estates Drive
Dayton, OH 45459

North Dixie Body Shop
8713 North Dixie Drive
Dayton, OH 45414

**Paragon Financial Group, LLC /
MassMutual Financial Group**
6834 Loop Road
Interstate Executive Center
Centerville, OH 45459

Paychex, Inc.
3420 Atrium Boulevard
Suite 200
Franklin, OH 45005

Penn National Gaming, Inc.
825 Bershire Blvd.
Wyomissing, PA 19610

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224 North Wilkinson Street
Dayton, OH 45402-3034

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4401 Dayton-Xenia Road
Dayton, OH 45432

Southpaw Enterprises, Inc.
617 North Irwin Street
Dayton, OH 45404-1336

Spectrum
70 Birch Alley
Suite 240
Beavercreek, OH 45440-1477

Stadco Automatics
632 Yellow Springs Fairfield Road
Fairborn, OH 45324

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Columbus, OH 43204

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417 East Stroop Road
Dayton, OH 45429-2829

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Trotwood, OH 45426

Tamsah Enterprises LLC
328 S. Main Street
Bellefontaine, OH 43311

TEKsystems
9220 Marketplace Drive
Building G
Miamisburg, OH 45342

The Accountability Factor
6077 Far Hills Avenue
Centerville, OH 45459

The Carpet Store
7999A Clyo Road
Centerville, OH 45459

TruStaff
2661 Commons Boulevard
Beavercreek, OH 45431

TSF5 Corporation
1340 North Fairfield Road
Beavercreek, OH 45432

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47 South Limestone Street
P.O. Box 177
Jamestown, OH 45335

Urban League of Greater Cincinnati
840 Germantown Street
Dayton, OH 45402

Vandalia-Butler City Schools
306 South Dixie Drive
Vandalia, OH 45377

W.T. Sowder Construction, Inc.
52 East Franklin Street
Centerville, OH 45459

Wellcare Home Health, Inc.
1020 Woodman Drive
Suite 210
Dayton, OH 45432

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1 Colomet Drive
Chillicothe, OH 45601

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CHAMBER Chatter



Chamber Events

(Top) **Green Bootcamp**, sponsored by Messer Construction.
(Middle) Business After Hours, hosted by Caterpillar.
(Bottom) The Chamber's Legislative Day in Columbus.



Chamber receives \$425K for Internships

Last week, the Ohio Third Frontier Commission announced that the Dayton Chamber would be receiving \$425,000 for tech internships. The goals of the program are to help Ohio expand its technologically proficient workforce and retain knowledgeable and talented students in the state by creating potential employment opportunities following graduation.

“The investments will allow hundreds of Ohio students the opportunity to kick start their careers with valuable internships while providing Ohio businesses with the fresh talent they need to fill high skill-level jobs,” said Christiane Schmenk, Director of the Ohio Department of Development and Chair of the Ohio Third Frontier Commission. “Along with the support of research and development activities, the Ohio Third Frontier is moving into high-gear implementing the programs and strategy that will greatly benefit Ohio’s economy and create jobs.”

For an application/guidelines about the Ohio Third Frontier Program please visit http://thirdfrontierintern.ohio.gov/3fip/3fip_bro03.php

For more information contact Roberta Walker, Manager of Workforce Development at 937.226.8258 or rwalker@dacc.org — ■

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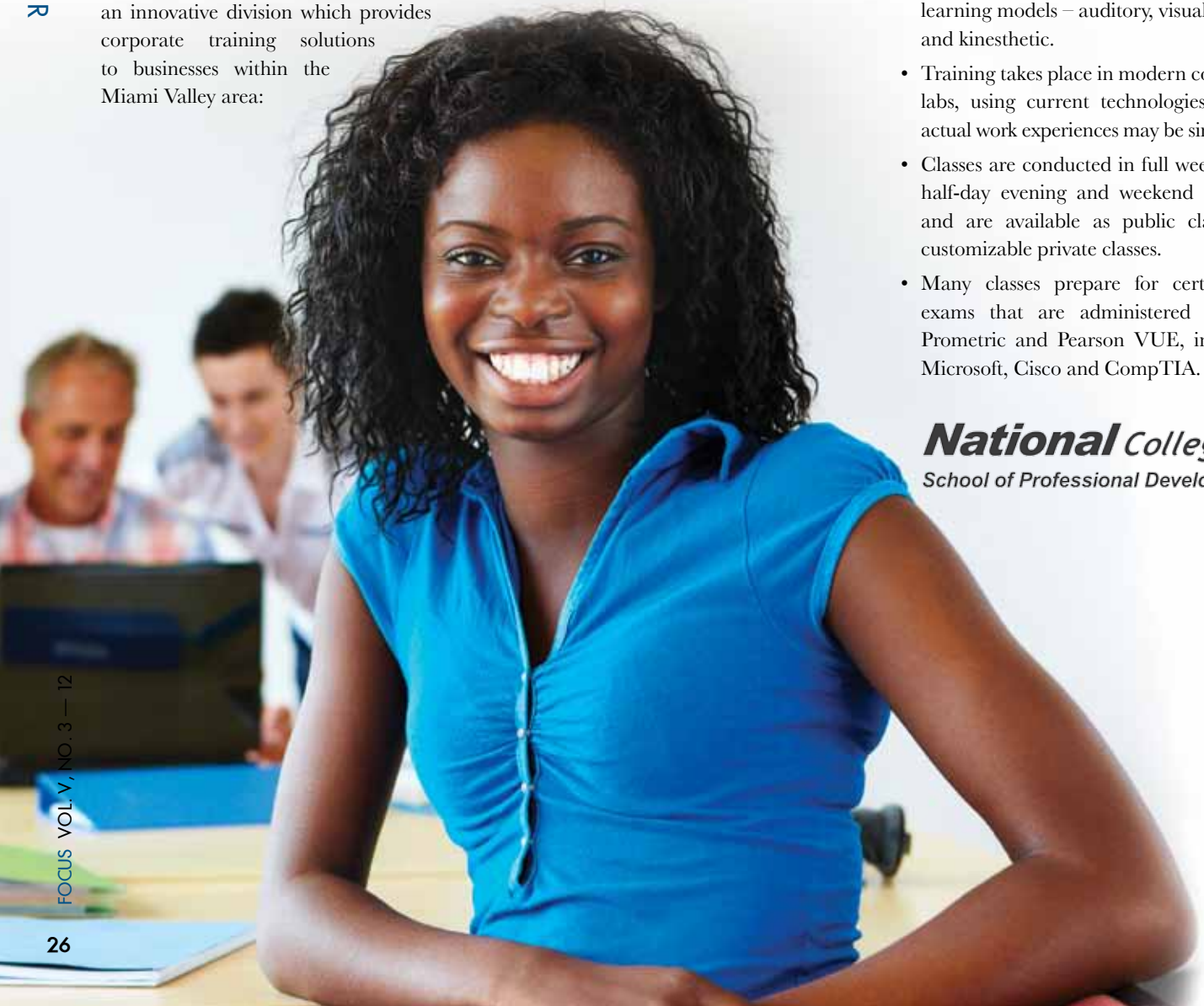
Founded in 1886, National College is dedicated to the training and education of men and women for a full life and a successful career in a number of fields in business, computers, and healthcare. National College offers more than 40 academic programs including a Master of Business Administration, seven Bachelor degrees, and numerous Associate degree and diploma programs. National College meets the educational needs of more than 12,000 students annually, with thirty campuses throughout Indiana, Kentucky, Ohio, Virginia and West Virginia.

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- Many classes prepare for certification exams that are administered through Prometric and Pearson VUE, including Microsoft, Cisco and CompTIA. — ■

National College
School of Professional Development



CALENDAR of Events

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

AUGUST

14

GEN D – Professional Development Event

DATE/TIME.....Tues., Aug. 14, 5:30 - 7:30 pm
SPEAKERS.....Jim Butler, Sarah Clark, Judy Dodge, Dan Foley, Debbie Lieberman
TOPIC.....Getting to the Town Hall – Opportunities for YPs in Public Office
LOCATION.....Old Courthouse, Third and Main Streets
REGISTRATION...LaDonna Wulfeck, lwulfeck@dacc.org

AUGUST

21

GEN D – Business & Breakfast Speaker Series

DATE/TIME.....Tues., Aug. 21, 7:00 - 8:30 am
SPEAKER.....Greg Brush, Montgomery County Clerk of Courts
TOPIC.....Focus on Technology within the Courts and How It Has Changed Operations
LOCATION.....Big Brothers Big Sisters
2211 Arbor Boulevard, Moraine
REGISTRATION...LaDonna Wulfeck, lwulfeck@dacc.org

AUGUST

24

GEN D – Fourth Friday Lunch Speaker Series

DATE/TIME.....Fri., Aug. 24, 12:00 - 1:30 pm
SPEAKER.....Carter Stewart, United States District Attorney for Dayton
TOPIC.....Success – Be Careful What You Wish For
LOCATION.....The Dayton Women’s Club
225 North Ludlow Street
REGISTRATION...LaDonna Wulfeck, lwulfeck@dacc.org

SEPTEMBER

13

Small Business Toolkit

DATE/TIME.....Thurs., Sept. 13, 11:00 am - 1:00 pm
SPEAKER.....Ron Cloyd
TOPIC.....Budgeting and Cash Flow Management
LOCATION.....University of Dayton, River Campus, Room M2265
REGISTRATION...937-266-8293 or lstevens@dacc.org
SPONSOR.....Huntington National Bank

SEPTEMBER

19

Safety Breakfast with the Experts

DATE/TIME.....Wed., Sept. 19, 7:30 - 9:00 am
SPEAKER.....George Lesko, Sequent
TOPIC.....Injury and Illness Prevention Program
LOCATION.....Dayton Convention Center, Room 305-306
REGISTRATION...937.226.8227 or abyers@dacc.org

SEPTEMBER

24

Chamber Challenge Golf Outing & Auction

DATE/TIME.....Mon., Sept. 24, 10:30 am - 7:00 pm
TOPIC.....Networking and Golf
LOCATION.....NCR Country Club
REGISTRATION...937.226.8293 or robinf@dacc.org

OCTOBER

30

60th Annual Safety Conference and Symposium

DATE/TIME.....Tues., Oct. 30, 7:30 am - 4:00 pm
LOCATION.....Dayton Convention Center
REGISTRATION...937.226.8227 or abyers@dacc.org



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