

# Community supports Wright-Patterson AFB



Phillip L. Parker  
CAE, CCE president & CEO

Our region has been known for decades as both a manufacturing and military community. We are thankful we have had these two powerful economic drivers to support our people, our business community and our local governmental entities. I, for one, am grateful these two sectors, plus some other key ones, have helped sustain our region when other communities have not fared as well. Years ago, with the loss of GM and others, had it not been for our state's number one larg-

est, single-site employer, we might have felt economic hardships too great to even imagine. Over the years we have had a number of government and private-sector leaders and organizations like the Dayton Development Coalition, Miami Valley Regional Planning Commission, Ohio Department of Transportation, our chamber and others, who have been outstanding advocates of our Wright-Patterson Air Force Base and its needs. Local leaders are once again talking about what we can strategically do to help Wright-Patt and strengthen our base and the military's investment here in the Dayton region. Some leaders suggest there will once again be discussions about the size and cost of our military and how that might affect Wright-Patterson

Air Force Base. Our base - that's right - our base is strategic to our nation's defense and strategic to our region's economic well-being as well. But how can we collectively help when we all should realize that our base should not have to go it alone? We are proud of our base and should always stand ready to support its needs. Our community continues to prioritize key projects like highway infrastructure that strategically matches our many other priorities. We've seen that roadway projects adjacent to our base can have a very dramatic outcome on its continued success, both inside and outside the fence. We must use our collective resources to make sure Wright-Patt is healthy and prosperous. That includes advocating improvements along U.S. Route 35, Interstate 675 and

other public roadways surrounding and impacting Wright-Patt. I'm pleased to say these types of conversations are happening in cities like Beavercreek, Fairborn and Riverside, and those leaders are fundamentally together in the understanding that working as one, we can help grow and strengthen base missions and its personnel. We all stand ready to support our base - our men and women in both uniform and civilian attire - and their families. We are a proud military town and are extremely thankful for our mutual existence. We must work collectively as strong partners to make sure Wright-Patterson Air Force Base is the strongest, healthiest and best-positioned military installation in all of America. That is a duty we must all share.

## economic indicators

### Sales Tax Collections

County	Current Rate	May 2017	May 2016	12 Mos Change	YTD 2017	YTD 2016	YTD Change
Butler	0.75%	\$3,665,177	\$3,619,287	1.27%	\$18,594,884	\$18,232,415	1.99%
Clark	1.50%	\$2,092,109	\$2,108,374	-0.77%	\$10,976,217	\$10,613,664	3.42%
Darke	1.50%	\$763,082	\$718,098	6.26%	\$3,746,318	\$3,638,132	2.97%
Greene	1.00%	\$2,206,077	\$2,193,463	0.58%	\$11,533,351	\$11,210,891	2.88%
Miami	1.25%	\$1,545,286	\$1,514,889	2.01%	\$7,820,740	\$7,452,686	4.94%
Montgomery	1.00%	\$7,037,570	\$6,969,728	0.97%	\$34,937,773	\$35,749,500	-2.27%
Preble	1.50%	\$509,476	\$475,861	7.06%	\$2,503,935	\$2,313,200	8.25%
Warren	1.00%	\$3,271,207	\$2,902,897	12.69%	\$16,485,224	\$15,650,705	5.33%
Region Total		\$21,089,985	\$20,502,597	2.86%	\$106,598,441	\$104,861,193	1.66%

Source: [http://www.tax.ohio.gov/tax\\_analysis/tax\\_data\\_series/sales\\_and\\_use/publications\\_tds\\_sales/S1M0116.aspx](http://www.tax.ohio.gov/tax_analysis/tax_data_series/sales_and_use/publications_tds_sales/S1M0116.aspx)

### Residential Home Sales

	May '17	May '16	%Change	YTD '17	YTD '16	%Change
Number of Homes Sold	1626	1563	4.03%	6023	5765	4.48%
Total Home Sales	\$256,075,029	\$236,943,693	8.07%	\$907,874,053	\$808,282,267	12.32%
Average Sale Price (\$)	\$157,488	\$151,595	3.89%	\$150,735	\$140,205	9.02%

Source: Dayton Area Board of Realtors, Dayton Area Home Sales for May 2017

## CALENDAR OF EVENTS

**Register for all events at DaytonChamber.org.**  
■ **Generation Dayton 101**, Aug. 28, 5:30-7:30 p.m., Business Solutions Center, 1435 Cincinnati St., Suite 300, Dayton. Topic: What is Generation Dayton and how do I get involved?  
■ **Access to Contracts**, Sept. 6, 11:30 a.m.-1 p.m., Dayton Metro Library, Northwest Branch, 2410

Philadelphia Drive, Dayton. Topic: How to do business with four of the largest buying organizations in the region  
■ **Breakfast Briefing**, Sept. 8, 7:15-9 a.m., Dayton Racquet Club, 40 N. Main St. Speaker: Dr. Cheryl B. Schrader, president, Wright State University. Topic: The Wright way forward  
■ **Government Affairs**

■ **Breakfast**, Sept. 12, 7:30-9 a.m., Marriott Hotel at the University of Dayton, 1414 S. Patterson Blvd. Speaker: Larry Obhof, Ohio Senate president. Topic: Legislative update and priorities for the business community  
■ **25th Annual Chamber Challenge Golf Outing**, Sept. 18, 10:30 a.m.-7 p.m., NCR Country Club, 4435 Dogwood Trail, Dayton

■ **Safety Breakfast with the Experts**, Sept. 21, 7:30-9 a.m., Crowne Plaza Dayton 22 E. Fifth St., Dayton. Topic: How to create a culture of workplace safety  
■ **Columbus Coffee with the Dayton Region's Legislative Delegation**, Sept. 27, 9-10 a.m., Milo's Capitol Café, 75 E. State St., Columbus

## BUSINESS

# White Castle reveals renderings of its new headquarters

Plans call for park, community center, amphitheater.

By Marla Rose  
The Columbus Dispatch

COLUMBUS — White Castle's future headquarters is to be a sharp departure from the distinctive, porcelain-steel-style building that has been the burger chain's home for decades. White Castle unveiled renderings on Tuesday of its planned \$65 million redevelopment of its Columbus headquarters. It shows a campus that includes a new company headquarters, a second office building and several apartment buildings on the 15-acre site. The plans as presented to the Downtown Commission also call for a community center and a small park with amphitheater seating on the property at 555 W. Goodale St. "Columbus has been home to White Castle for 83 years, and we couldn't be happier to announce our commitment," said White Castle President and CEO Lisa Ingram. The Columbus City Council voted a month ago to create a tax-increment financing district to benefit the project, which is to house the fast-food company's 220 full-time workers and accommodate possible expansion. The tax deal, commonly called a TIF, would allow the company to make service payments into a fund that would pay for infrastructure for 30 years, in lieu of paying property taxes to the city during that time. Under the deal, the Columbus school district would continue to

get its share of tax revenue from the property. White Castle said in a statement that the project is contingent on final approval of incentives by JobsOhio, the state's privatized economic-development organization. The community center next to the new headquarters would be open for use by local nonprofit organizations, company officials told commissioners. The new White Castle headquarters would be built first, company officials told the commission. The current headquarters is to remain in use until the new offices are ready to move into. Other elements would be added based on market demand, White Castle representatives said. Details have not been completed for the 300 planned apartment units that are to eventually be built. The company plans to "keep a close eye on the market" to assess the mix of units and amenities that would be built, company spokesman Jamie Richardson said. Two commissioners waxed wistful about the current White Castle headquarters, built in the 1930s in the style of its restaurants. It is to be razed as part of the project. Commission member Robert Loversidge of Schooley Caldwell Architects urged company representatives to incorporate a reference to the classic White Castle building style in its new project, possibly by re-creating one of the company's classic buildings next to the headquarters. Richardson said the company plans to "give a nod" to the icons of the White Castle brand at its new campus.



A rendering presented to the Columbus Downtown Commission shows White Castle's planned headquarters. CONTRIBUTED BY WHITE CASTLE



The headquarters of White Castle built in the 1930s would be razed. THE COLUMBUS DISPATCH

# 'Smokey and the Bandit' charm fades as truck driver hiring lags

Long hours away from home, image turn off workers.

By Claire Ballentine  
Bloomberg

It's been 30 years since Burt Reynolds starred in "Smokey and the Bandit" and made driving a rig on the open highway seem like a cool way to make a living. That same year, only "Star Wars" sold more tickets. These days, "Star Wars" still fills theaters but trucking no longer captures the imagination of moviegoers or, it turns out, the young and unemployed. Veteran drivers are leaving the profession, and young people entering the workforce are put off by long hours away from home and the profession's low-brow image. The result is a U.S. trucking industry with high turnover and a dwindling number of new recruits. "The question is where we'll be in five or 10 years," said Steve Viscelli, a sociologist at the University of Pennsylvania and former driver. "If e-commerce goes up a lot and the introduction of autonomous vehicles is slow and the industry does not shift to millennials, we could see actual shortages

10 years out." Most trucking companies have been able to make do so far, but as older truckers retire and an online-buying boom leads to surging deliveries, the fear is a driver shortage will spur delays and lost revenue. Offering generous signing bonuses, new technology and cozier cabs hasn't done enough to overcome the aversion to lengthy times spent alone on the road. The industry is running out of time, with the baby-boomer demographic nearing retirement and millennials continuing to skirt the sector. The annualized driver turnover rate at large truckload fleets was 74 percent in the first quarter and the industry was short about 48,000 drivers at the end of 2015. That shortage is expected to balloon to almost 175,000 by 2024, according to the American Trucking Associations. "Every truckload carrier is always scrambling to fill their trucks," Stephen Burks, an economist at the University of Minnesota Morris who used to be a driver, said in an interview. Brick Kepler, a recruiter from the Professional Drivers Academy in Milton, Pennsylvania, often gets the cold shoulder when visiting high

schools in search of potential workers. He said students have little interest in the trucking industry, with many pressured to pursue college rather than a blue-collar job. Young workers also know they might train for a career only to be replaced by driverless semis in a decade. "I don't think people look at the trucking industry as the easy, glamorous, high-paying job they want," he said. "It doesn't appeal to the younger generation." To boost recruitment and keep drivers invested in their jobs, Don Daseke, chief executive officer of specialized trucking operator Daseke Inc., is giving them free stock in the company that vests over five years. "It's our way of showing our drivers that we respect them and they're really important to us," he said. Some companies offer hefty signing bonuses. According to the American Trucking Associations' 2014 Driver Compensation Study, 48 percent of newly-signed drivers received a signing bonus averaging \$1,500. Some drivers have learned to cheat the system by signing up for a company just long enough to get the bonus, then jumping ship for another one - a practice operators are trying to

limit by withholding payouts until drivers hit certain milestones. Timothy Judge, director of research at driver-retention consultant Stay Metrics, called such payouts "an act of desperation" and a poor long-term strategy. "What are you communicating to the drivers? That it's all about the short-term," he said. Raising salaries is another option, but it would cut into profit margins. The University of Pennsylvania's Viscelli said companies would have to double driver pay - now about \$41,000 - to reduce turnover. About 30 percent of new drivers quit in the first three months, according to Stay Metrics. Even if they can't get millennials, shipping companies would do well to reach a new audience. The average worker in the trucking industry is 45 and nearly 75 percent of workers are white, according to the U.S. Census Bureau. About 95 percent are men, according to Ellen Voie, chief executive officer of Women in Trucking. Truck drivers are "Donald Trump's base in demographic terms," Burks said. There's been a growing push to make the job more appealing to women, such as by designing cabs that accommodate shorter bod-

ies and hiring for regional routes that allow drivers to go home at night, Voie said. They're also adding features that women drivers request like porta-potties, smoke alarms and additional cabinet space. To boost retention, some companies like Prime Inc. offer new female drivers a female mentor, she said. The industry also starts young, hosting Girl Scouts who crawl into the truck cabs and receive a patch. Trucking companies could attract more millennial and women workers by improving work-life balance for drivers, Viscelli said. Trading home-cooked meals for fast food pit stops and freshly-washed sheets for a cot in a truck cab takes its toll, and for many would-be drivers, bonuses and raises aren't enough to compensate for the lifestyle. "It doesn't matter what you like in life; it's going to be affected by living out of a truck," Viscelli said. Judge said salary isn't as important to drivers as companies think. They place a greater value on home time, reasonable hours and their relationship with their dispatcher. "If you ask executives what is causing people to quit, seven out of eight believe it's pay," he said. "For employ-

ees, one out of seven say it's pay." Then there's the threat from autonomous trucks. In the long run, self-driving trucks that companies including Uber and Tesla are working to develop will save freight companies money. But it makes recruiting young people even tougher. Tesla recently met with California and Nevada agencies about testing its autonomous semi truck ahead of Chief Executive Officer Elon Musk's unveiling of the next addition to the electric-car maker's lineup. Bob Biesterfeld, president of North American transportation at C.H. Robinson, said autonomous trucks may still need a driver in the cab to make sure nothing goes wrong. "Companies are not developing technology with a goal of replacing drivers," he said. "Their goal is creating safer highways." But not everyone buys that, and Viscelli says truckers across the board are worried about their job stability - a challenge for a sector in search of new recruits. "The hype might be a little more intense, but this is a really big deal and provoking all kinds of uncertainty," he said.