

BUSINESS TO BUSINESS

Advertising supplement to the Dayton Daily News

Opportunity zones can help Wright Factory site



Phillip L. Parker CAE, CCE president & CEO

As many people know or have seen or felt, we are on a much better trend locally as far as commercial and residential development versus past years. Our economy and use of tax reform opportunities have helped pave the way for even stronger investment and business growth in 2018.

Most equate the recently passed 2017 Federal Tax Cuts and Jobs Act as only the lessening of individual and corporate tax rates. To be clear, it certainly has done that. But there were also other opportunities in the bill that some did not realize could enhance investment from the private sector. These opportunities include keeping new market tax credits,

historic tax credits in place. But a new tool that can be used in low-income communities that could stimulate investments by lowering capital gains is what the federal Department of Treasury is calling opportunity zones.

Based on low-income areas, there are 1,276 census tracts in Ohio that meet the criteria. Gov. John Kasich submitted up to 25 percent of those eligible (319) to the DOT that would allow the use of that federal investment incentive. There are a number of these in Clark, Greene, Miami and Montgomery counties and beyond, including sites in Xenia, Springfield, Trotwood, Fairborn and multiple sites in Dayton (Good Samaritan site, former Montgomery County Fairgrounds site, parts of downtown Dayton and the former Delphi site on Home Avenue) that can qualify.

I would easily be a strong advocate for any of these or others to be named to the governor's list; we will know

press. But one in particular needs the additional help of both public- and private-sector investment: the Wright Factory site at the former Delphi location on Home Avenue in west Dayton.

Our area had the foresight to help create the National Aviation Historic Park with both federal support and that of the private sector through the National Aviation Heritage Alliance. But we still have much work to do, especially with reference to preserving the Wright Factory location.

Obviously, the Wright Factory location should not only be a part of our heritage area. with its uniquely historical significance, but it also has the additional opportunity for further prime development along Third Street in west Dayton, in one of the possible federal opportunity zones.

Right now, the NAHA, under the leadership of its **Executive Director Tony Scu**limbrene, Board Chair C.D. Moore II, Judge Walter Rice

private activity bonds and by the time this piece goes to and others, is working to acquire this site from a private developer to not only preserve the historic factory, but enhance development in a section of our region that is long overdue. The Dayton Metro Library is interested in a portion of the site for its west Dayton branch, but only if it can be acquired at a reasonable cost and in a reasonable time period.

The state is supporting this effort as well as local government. But much more work needs to be done - soon before the clock runs out on the library's interest and Sculimbrene retires in August

I hope we can generate a stronger partnership with the city of Dayton, the state and private sector before we lose this site like we lost the Wright brothers' bicycle shop to Henry Ford and his Greenfield Village Museum. We were asleep at the wheel decades ago; that should have never happened.

Let's not snooze on this one. Contact NAHA to share your ideas and support its

BUSINESS PEOPLE



Cory Paul, Dayton Rotary Club

Paul joined the Dayton Rotary Club on Monday. Paul is the executive director for the American Red Cross, Dayton Area

■ Susan

ern joined

the Dayton

Rotary Club

on Monday.

McGovern

is the execu-

tive director

for Diabetes

Dayton and

a resident of

■ Kelly

McGov-

■ Cory

Chapter, and a resident of Vandalia.



Susan McGovern, Dayton **Rotary Club**

Kettering.



Kelly Rabah, Boonshoft School of

Rabah, M.S.W., FACHE, CPHQ, CPHRM, SSGB, director of patient

safety and Medicine quality improvement at the

Wright State University Boonshoft School of Medicine, has been selected to serve as chair-elect of the Dayton Local Program Council of the American College of Healthcare Executives (ACHE) of Greater Ohio.

ACHE is an international professional society of 40,000 health care executives who lead hospitals, health care systems and other health care organizations. ACHE has 78 chapters that provide access to networking, education and career development at the local level. The organization seeks to build relation-

VENDORS LICENSES

■ Enright Wildlife and

Habitat, dba Enright Wildlife

and Habitat, 4710 Pinecroft

Eric's Guitars Etc, 8144 N

Hollis Fashion, 747 N Upland

■ Eric S Guitars Etc, dba

Ct, Huber Heights 45424

Main St, Dayton 45415

ships between physicians and health care leaders, leaders and patients, and leaders and the communities they serve.

Rabah will serve as chairelect of the Dayton LPC through Dec. 31. Then, she will serve as the chair for two years. She is a fellow of ACHE.

As director of patient safety and quality improvement for graduate medical education, Rabah is responsible for safety, quality improvement, patient experience and risk management for the Boonshoft School of Medicine residency programs. She also is an assistant professor of obstetrics and gynecology and geriatrics at the medical school.

■The Montgomery County Board of County Commissioners has announced the appointment of **John** Parks as the new director of the Office of Management and Budget. Parks will succeed Timothy Nolan who is retiring after serving 30 years with Montgomery County.

For the past five years, Parks has served as the chief financial officer of the Montgomery County Alcohol, Drug Addiction and Mental Health Services Board. Prior to that, Parks was a budget & financial planning manager with OMB, a financial services manager with the county water department and a fiscal officer with Montgomery County Juvenile Court. Parks will start as OMB director July 2.

OMB is responsible for coordinating the annual budget process, the state fiscal year budget process and appropriating capital projects in compliance with the Ohio Revised Code for all Commission appropriated funds. Learn more at: mcohio.org/departments/office_ of_management_and_budget.

Ave, Dayton 45417

ton 45439

■ Knierim, Michael R, dba

■ Slone, Harry M, dba Harry's Collection, 1501 E

St Michaels Cst Rsrs & Rel

Artic, 4583 Druid Lane, Day-

CLOSER LOOK

Tour group plans China excursion

Tiananmen Square, **Great Wall among** highlights of trip.

Contributed

If you've ever wanted to marvel at the Great Wall of China, come face-to-face with history while admiring the famous terra cotta warriors or savor food from another culture, get ready to pack your bags. The Dayton Area Chamber of Commerce is headed to China.

The chamber's tour group will take off from Washington, D.C., on Nov. 1, and during the next eight days and seven nights, take in the sights in Beijing, Xian and Shanghai. The group will be paired with a professional, English-speaking tour director, and will enjoy five-star accommodations and fantastic food while experiencing Tiananmen Square, the Forbidden City, Temple of Heaven, the Great Wall, the terra cotta warriors and more.

The chamber is offering this trip at an early bird price of \$2,449, including hotels, meals, day trips and airfare from Washington Dulles through March 30. For more information, visit DaytonChamber.org/ services/memberbenefits/ chambertrip or contact the chamber at 937-226-1444.

ALENDAR OF EVENTS

Register for all events at DaytonChamber.org. Cuts and Jobs Act, March 28, 8 to 10 a.m., Mandalay Banquet Center, 2700 E. River Road, Moraine. Speakers: panel of experts from RSM US LLP, Brixey & Meyer and Brady Ware

■ Generation Dayton

5:30 to 7:30 p.m., University of Dayton Innovation Center, 300 College Park, Dayton. Topic: Dayton's innovation future

■ YPs on Tap: Generation

■ Marketing and Sales Strategies in a New World. April 19, 7:30 to 9 a.m., Dayton Metro Library, Main Branch, 215 E. Third St., Dayton. Topic: Sales 101

for the 21st century ■ Safety Breakfast with the Experts, April 19, 8 to 9 a.m., Crowne Plaza Hotel. 33 E. Fifth St., Dayton. Topic: What is an AED, and

■ Understanding the Tax & Co.

Speaker Series, March 28,

Dayton vs. Leadership Dayton, April 5, 5:30 to 7:30 p.m., Brixx Ice

Company, 500 E. First St., Davton

how does it work ■ 112th Annual

Membership Meeting, April 24, 8 to 9:15 a.m., Sinclair Conference Center, 444 W. Third St., Building 12, Dayton

Economic indicators

Sales Tax Collections

	Current					12 Mos					YTD
County	Rate	Nov 2017		Nov 2016		Change	YTD 2017		YTD 2016		Change
Butler	0.75%	\$	3,377,341	\$	3,537,623	-4.53%	\$	40,090,040	\$	40,282,264	-0.48%
Clark	1.50%	\$	1,789,526	\$	1,993,512	-10.23%	\$	23,207,158	\$	23,587,630	-1.61%
Darke	1.50%	\$	692,819	\$	687,419	0.79%	\$	8,207,247	\$	8,098,400	1.34%
Greene	1.00%	\$	1,975,046	\$	2,115,328	-6.63%	\$	24,749,987	\$	24,692,408	0.23%
Miami	1.25%	\$	1,357,782	\$	1,451,398	-6.45%	\$	16,624,932	\$	16,474,775	0.91%
Montgomery	1.00%	\$	5,923,154	\$	6,457,778	-8.28%	\$	73,921,214	\$	76,560,595	-3.45%
Preble	1.50%	\$	438,082	\$	479,309	-8.60%	\$	5,293,090	\$	5,370,471	-1.44%
Warren	1.00%	\$	3,187,595	\$	3,156,853	0.97%	\$	36,952,569	\$	35,926,420	2.86%
Region Total		Ś	18.741.345	Ś	19.879.220	-5.72%	Ś	229.046.237	Ś	230.992.964	-0.84%

Residential Home Sales

	Nov '17	Nov '16	%Change	YTD '17	YTD '16	%Change
Number of Homes Sold	1219	1201	1.50%	15036	14861	1.18%
Total Home Sales	\$186,464,350	\$178,966,344	4.19%	\$2,342,944,306	\$2,190,213,703	6.97%
Average Sale Price (\$)	\$152,965	\$149,014	2.65%	\$155,822	\$147,380	5.73%

Shoppers continued from D1

file bankruptcy recently. Tovs "R" Us also filed for bankruptcy and plans to liquidate all of its stores in the U.S. Toys "R" Us Inc. voluntarily filed for relief under Chapter 11 in September 2017. The retailer was \$5 billion in debt as of April 29. At the time of bankruptcy, the company said it would close about one-fifth of its store locations. Closing sales are expected to conclude in April.

Randy Sparks, marketing professor at the University of Dayton, said Claire's closure is indicative of a larger trend happening with specialty stores. If consumers can buy items online, then they will, he said.

"For products that consumers feel pretty comfortable buying without trying that they feel a good deal of familiarity with, the online experience is fine because convenience tends to trump everything," he said. "What people want is ... their time to be filled with experiences and if shopping isn't an experience then they don't shop. They'll just sit online and do it in a very utilitarian kind of fashion."

More than 12,000 stores are expected to close in 2018 - up from roughly 9,000 in 2017, according to Cushman & Wakefield, a marketing and data analysis firm. "I think the early part of next year will be pretty bad ... I think it will be tough," Charlie O'Shea, Moody's lead retail analyst, said.

The retail industry, which supports 1 in 4 American jobs, is undergoing major changes as consumers shift their focus to online shopping. Dozens of retailers filed for bankruptcy in 2017, and thousands of store locations closed across the U.S.

For some younger consumers, malls have lost their appeal as the primary destination for shopping. Brooke Larney, a fourth-year finance student at the University of Dayton, said she hasn't shopped in a store like Claire's since middle school.

"I think we just need to move away from the brick and mortar stores and especially with Amazon just taking over," she said. "I never go to malls. I kind of just go online for anything I need and it delivers in two days.'

Contact this reporter at 937-225-0551 or email Kara. Driscoll@coxinc.com.

Facebook

continued from D1

developers and what role, if any, the social network has in enabling unauthorized third parties to gain access

to that data, experts say. "App integration allowed people to do things like play Scrabble online with their old high school friends on the other side of the country, and it allowed user growth to increase a lot," Heather Antoine, a Beverly Hills attorney who specializes in internet and privacv law, said of the company's new tack in 2007. 'It didn't start with a mali-

cious intent, and I still don't know if Facebook has any malicious intent, but other people did and they found loopholes to get data."

Source: http://www.tax.ohio.gov/tax_analysis/tax_data_series/sales_and_use/publications_tds_sales/S1M0116.aspx

Cambridge Analytica, a company owned by conservative billionaire Robert Mercer, is accused of receiving the data from University of Cambridge psychology professor Aleksandr Kogan. He had developed a personality quiz app for Facebook called "thisisyourdigitallife," which was downloaded 270,000 times by Facebook users in 2013. At the time, Kogan could glean information from those users' contacts. leading to additional infor-

mation from millions more

accounts.

Kogan had permission to obtain the data but is accused of violating Facebook rules when he passed the information to a third party, Cambridge Analytica, for money.

Facebook knew about the breach in 2015 and demanded that Cambridge Analytica destroy the data - something the firm says it did. However, former employees of Cambridge Analytica say the company still has some of the data and that Facebook never bothered to verify that it had been deleted.

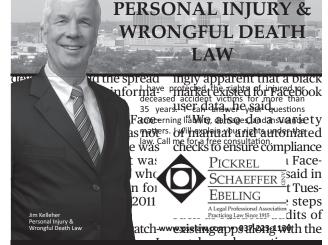
Their claims, if proved correct, suggest there are

few consequences to ignoring Facebook's terms of service about receiving data. Cambridge Analytica was only suspended from Facebook on Friday, two years after the social media giant knew about the violation.

The controversy has raised suspicions that more Facebook data has been passed to third parties than the company is willing to acknowledge – a potentially vast market that has spread to the so-called dark web, where stolen information and identities are exchanged.

Facebook accounts were selling for \$5.20 apiece on the dark web last month, more than three times the

price for Twitter accounts, prevented it."



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