



B2B BUSINESS TO BUSINESS

Advertising supplement to the Dayton Daily News

Advocating for our region in the nation's capital



Phillip L. Parker
CAE, CCE president & CEO

This past week about 120 business and community leaders were in the nation's capital for our annual Washington Fly-In. Our community has been encouraging our area leadership to attend this gathering for more than 30 years.

I feel I can share my point of view on this as this year marks my 25th consecutive trip with our group there to promote the Dayton and Miami Valley region's top priorities for support from our federal elected and appointed officials.

The 2018 trip April 16-18 was one coordinated to share the region's key initiatives through our area's Priority Development and Advoca-

cacy Committee. Our projects included those of our defense sector, economic development, health care, education, quality of life, transportation and infrastructure.

Our lists are prioritized in each of these areas before we go so we can meet with key federal leaders to create a "one voice" message of the support we need locally from our federal government.

Naturally, Wright-Patterson Air Force Base has been a top priority on our list since the very beginning; our region's advocacy has helped time after time to ensure the continued strength of the state's largest single-site employer.

But along the way we have made great strides by supporting dozens of other successful projects back home that have kept our community moving forward. Quite frankly, there have been so many successes in our 30-plus years that it is difficult to name them all, but projects at Wright-Patter-

son AFB; I-75 through downtown Dayton; the Mound clean-up and redevelopment in Miamisburg; support of arts; human services; education; recreational venues; job creation programs; and many others may never have come to fruition without this strong, face-to-face advocacy on behalf of our region's multiple-county communities and residents.

I want to say "thank you" to the business leaders who formed this advocacy action at the Dayton Area Chamber of Commerce more than 30 years ago, but now to the leadership and many volunteers and staff of the Dayton Development Coalition, the Springfield Area Chamber of Commerce and the Dayton Area Chamber who have continued this legacy and brought a diverse group of citizens together to continue creating a unified voice for our needs.

I have spoken with many of my counterparts in other cities around Ohio and the country, and my peers con-

sistently they say these three things:

- Our group is one of the largest and most vocal gatherings of its kind in D.C. from anywhere in America.

- The Dayton group is far more organized than most, if not all, communities.

- Due to our advocacy and the openness and strength of our senators and Congressmen and Congresswomen, we are really one of the more successful citizen lobbying groups in the U.S. for a community our size.

This has been a great, long-term effort by many over the years. Some of our area residents may not be aware of the talent and energy used in this process to make our community a more successful place to live, work and play.

I thought I'd share this and say "thank you" to the hundreds of men and women who have participated in these good works during the last three decades. We need to stay this course – it seems to work really well for us.

BUSINESS AWARDS

■ Coolidge Wall Co., L.P.A. has announced that **Amy Blankenship**, an attorney in the firm's Public Sector Law Department, has been selected as a recipient of the Dayton Business Journal's 2018 "Forty Under 40" award.

The winners will be recognized at an awards gala on May 17.

Blankenship focuses her practice primarily in the area of local government representation. She provides general counsel to local governments on a variety of topics, such as employment matters, collective bargaining, annexation, land use and zoning. She has represented local municipalities in state and federal court, as well as in administrative proceedings. Blankenship also practices in general litigation.

■ The Better Business Bureau serving Dayton and the Miami Valley has announced that **Dayton History** will be the recipient of BBB's eighth annual **Community Honor Award**. This highly-regarded organization will receive the distinguished honor at BBB's Eclipse Integrity Awards on May 8 at David H. Ponitz Sinclair Center, 444 W. Third St., Bldg. 12, Dayton.

The Community Honor Award was established in 2011 to honor a community-based government, non-profit or education organization with a proven commitment to improving all aspects of life in the Miami Valley. It spotlights the honoree's efforts to realize not only its own mission, but its role in making the Miami Valley a thriving community, taking care of its citizens – individuals and organizations. The honoree enhances the Miami Valley marketplace by offering its own tangible and intangible resources, making a positive impact on the evolution of the Miami Valley and the betterment of its people and industries. It demonstrates a passion for and progress towards improving the quality of life. This honor is reserved for an organization, which has shown stamina, steadfast determination and truly innovative ways of giving back to the community.

Brady Kress, Dayton History's president & CEO, says "Our purpose is to collect and interpret the amazing history of the region, so that it will educate, inspire and possibly amuse future

generations. It's on behalf of the rugged individuals who put their capital at risk and changed the world from Dayton, Ohio, that we accept this award."

The public is invited to join us at the Eclipse Integrity Awards to celebrate the efforts of Dayton History. You can reserve a table of eight for \$999 or reserve individual tickets for \$99 per person. To make your reservations, call 937-610-2277.

■ Known for having the ability to work across political boundaries to address regional issues was just one of the reasons why longtime public servant and Troy Area Chamber of Commerce representative, **Arthur D. Haddad**, was selected as the recipient of the Miami Valley Regional Planning Commission's (MVRPC's) **Regional Steward Award**. Haddad received the award on April 12 at MVRPC's Annual Spring Dinner, which was held at the Marriott – University of Dayton.

In addition, in recognition of his 50-plus years of service to the Miami Valley Region, the award was formally renamed the **Arthur D. Haddad Regional Steward Award**. "Art Haddad was the first recipient of the award when it was established in 2003, so we thought it was fitting to mark the fifteenth anniversary of this award by naming it after him," explained MVRPC's Executive Director, Brian O. Martin, AICP.

The coveted award recognizes:

- Someone with an innovative spirit to solving regional challenges;

- Someone who builds broad support toward a shared regional vision; and

- Someone who is a regional steward promoting economic, social and environmental progress in the Miami Valley.

Haddad was instrumental in the founding and creation of the Miami Valley Regional Planning Commission itself in 1964. He played an active role with MVRPC while he held a variety of appointed and elected positions. These included four years as the Chief Deputy to the Miami County Engineer, 18 years as the Miami County Engineer, an appointment as Assistant Director of the Ohio Department of Transportation, 12 years as the City of Troy's Public Service and Safety Director, and 8 years as a Miami County Commissioner until his term ended in 2000. He currently sits on MVRPC's Board of Directors and Executive Committee as the Troy Area Chamber of Commerce representative.

CLOSER LOOK

Travel with the chamber to China

Visitors will take in sights in Beijing, Xian and Shanghai.

If you've ever wanted to marvel at the Great Wall of China, come face to face with history while admiring the famous terracotta warriors, or to savor foods 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 of the terracotta warriors and more.

As a chamber member, your price is just \$2,549, which includes hotels, meals, day trips and airfare from Washington Dulles Airport. The deadline to book your trip is July 1. For more information, visit DaytonChamber.org/services/member-benefits/chambertrip or contact the chamber at 937-226-1444. We'd love the opportunity to travel with you.



The Dayton Area Chamber of Commerce is headed to China on Nov. 1. CONTRIBUTED

CALENDAR OF EVENTS

Register for all events at DaytonChamber.org.

■ **112th Annual Membership Meeting**, Tuesday, 8 to 9:15 a.m., Sinclair Conference Center, 444 W. Third St., Building 12, Dayton. Speaker: Beth Mooney, chairman and CEO, KeyCorp

■ **Generation Dayton Professional Development**, Wednesday, 5:30 to 7:30 p.m., Brixey & Meyer, 2991 Newmark Drive, Miamisburg. Topic: Negotiation as an art form

■ **Group Rating Two-Hour Safety Hot Topic**, Thursday, 8 to 10 a.m., Crowne Plaza Dayton, 33 E. Fifth St., Dayton. Topic: Meeting OSHA Requirements

■ **Generation Dayton Day**, May 4, noon to 7:30 p.m., registration at the Salvation Army Kroc Center, 1000 N. Keowee St., Dayton. Topic: Get out and Give Back – Young Professionals. Volunteers disperse to participating nonprofits.

■ **Fraud Prevention and Detection in Your**

Business, May 8, 8 to 10 a.m., Montgomery County Business Solutions Center, 1435 Cincinnati St., 4th floor, Dayton

■ **Breakfast Briefing**, May 11, 8 to 9 a.m., Dayton Racquet Club, 40 N. Main St., 29th floor, Dayton. Speaker: Ray Wiley and Kelly Gray, owners, Hot Head Burritos and Rapid Fired Pizza

■ **Legislative Day in Columbus**, May 15, 9 a.m. to 1:30 p.m., Athletic Club of Columbus, 136 E. Broad

St., Columbus. Topic: Networking and briefings with policy leaders and legislative delegation

■ **Safety Lunch with the Experts**, May 16, noon to 1 p.m., Crowne Plaza Dayton, 33 E. Fifth St., Dayton. Topic: Ohio Bureau of Workers' Comp Update and BWC Awards

■ **Marketing and Sales Strategies in a New World**, May 17, 7:30 to 9 a.m., Dayton Metro Library, Main Branch, 215 E. Third St., Dayton

Economic indicators

Sales Tax Collections

County	Current Rate	Dec 2017	Dec 2016	12 Mos Change	YTD 2017	YTD 2016	YTD Change
Butler	0.75%	\$ 3,556,373	\$ 3,782,983	-5.99%	\$ 43,646,413	\$ 44,065,247	-0.95%
Clark	1.50%	\$ 1,931,245	\$ 2,153,274	-10.31%	\$ 25,138,403	\$ 25,740,903	-2.34%
Darke	1.50%	\$ 711,579	\$ 803,842	-11.48%	\$ 8,918,826	\$ 8,902,243	0.19%
Greene	1.00%	\$ 2,320,290	\$ 2,357,562	-1.58%	\$ 27,070,277	\$ 27,049,970	0.08%
Miami	1.25%	\$ 1,539,010	\$ 1,538,764	0.02%	\$ 18,163,942	\$ 18,013,539	0.83%
Montgomery	1.00%	\$ 6,111,771	\$ 7,020,076	-12.94%	\$ 80,032,985	\$ 83,580,671	-4.24%
Preble	1.50%	\$ 438,644	\$ 492,047	-10.85%	\$ 5,731,734	\$ 5,862,518	-2.23%
Warren	1.00%	\$ 3,357,919	\$ 3,228,668	4.00%	\$ 40,310,488	\$ 39,155,088	2.95%
Region Total		\$ 19,966,831	\$ 21,377,216	-6.60%	\$ 249,013,068	\$ 252,370,180	-1.33%

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

Residential Home Sales

	Dec '17	Dec '16	%Change	YTD '17	YTD '16	%Change
Number of Homes Sold	1076	1175	-8.43%	16149	16079	0.44%
Total Home Sales	\$164,587,989	\$162,268,929	1.43%	\$2,513,130,160	\$2,360,177,839	6.48%
Average Sale Price (\$)	\$152,963	\$138,101	10.76%	\$155,621	\$146,786	6.02%

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

BUSINESS OPENINGS

■ **Karma Kollektiv** announces the grand opening of its first brick and mortar store located at 3117 Far Hills Ave. in Kettering on Saturday, April 28. Karma Kollektiv is a modern health boutique aimed at helping others find the products they need to cultivate a clean, healthy lifestyle. Founded by a certified health coach, Karma Kollektiv offers products tailored to balanced healthy living. For more information, call 937-527-6256 or visit karmakollektiv.com.

■ A Dayton-based transportation and logistics company is preparing to officially open the doors to its new headquarters. **Rush Transportation and Logistics** moved from Moraine to a larger facility at 2619 Needmore Road in Harrison Township. Rush officials said the 35,000-square-foot location will have more office space, a larger warehouse and more than 4 acres of parking for its fleet of trucks. The opening of the new head-

quarters also marks an important Rush milestone – 37 years in business. Rush employs 150 people and contracts with additional 125, but with the new, larger location, Rush is actively hiring drivers to expand its fleet. An April 26 ribbon cutting and open house at 4:30 p.m. will include beverages, Hors d'oeuvres, tours of the facility and a look inside a truck from the driver's point of view.

■ A company with roots in the Dayton region is preparing to open a brand new skilled nursing facility to better reflect the needs of its patients. Representatives at Premier Health Care Management say **Social Row Transitional Care** will replace a previous facility that was too old and too small to match the same level of care provided to patients. The facility is located at 2550 W. Social Row Road in Washington Township. An April 27th ribbon cutting at 3 p.m. will include tours of the amenities and patient rooms.

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