



# B2B BUSINESS TO BUSINESS

Advertising supplement to the Dayton Daily News

## Global fair trade benefits Ohio, the nation; tariffs only hurt us



**Phillip L. Parker**  
CAE, CCE president & CEO

Much has been said recently about an emerging trade war for American products versus the imbalance of trade with other countries such as China, the European Union, Mexico and Canada. Nationally, this could seem like a political hot potato. But that said, let me share some thoughts about how a global trade war could affect us in Ohio.

We all know Ohio is big in exports to the tune of \$3.3 billion annually. We export all kinds of goods. Manufactured products are common, but don't forget our number one industry in Ohio is agriculture.

Two of our biggest trading partners for Ohio goods are Canada (\$2.1 billion) and Mexico (\$294 million). We also export \$826 million to China and another \$111 million to Europe each year.

This output is created or supported by 1,502,600 Ohio jobs. So if you think this issue doesn't spark our interest here at the Chamber of Commerce, please think again. Exports are big business to Ohio.

On a national level, the new U.S. tariffs on steel and aluminum created a reaction from Canada that could lead to retaliation against \$12.6 billion in American-made products

to our trading partner to the north. Overall, trade with our North American neighbors to the north and south supports 14 million jobs across America. So what we do with our trading partners affects us in Ohio and across our nation.

Our economy has been quite good lately. Some say we just may surpass our longest bull market ever. But if we get into a global trade war, our growth could begin to fizzle – along with exports, jobs and the marketplace.

Let's agree on this if we can. Global trade in Ohio and the U.S. is vitally important to our economy. Right now, interna-

tional trade is neither balanced nor fair. But let's be smart about how we force others into balancing the trade deficits.

Our Chamber of Commerce believes deeply in the principles of the free enterprise system and free trade. But trade isn't always free. What we need is honest, fair trade, and hopefully that can be accomplished without burdensome tariffs.

We must try other avenues to convince our trading partners that we are serious about both fair trade and our efforts to protect American workers, American jobs and America's best interests.

I recently signed on to a letter to the administration in Washington about our views on this issue. Washington must also hear from America's heartland about this subject. Your input is not only important – it is vital. Balanced and fair trade works; tariffs don't.

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### CALENDAR OF EVENTS

Register for all events at DaytonChamber.org.

#### BREAKFAST BRIEFING

Aug. 10, 8 to 9 a.m., Dayton Racquet Club, 40 N. Main St., Dayton. Topic: Safer, Faster and Smarter Surgery, Enabled in Dayton; speaker Steve Rozow, NuVasive Dayton.

#### INSIGHTS FOR WOMEN IN BUSINESS

Aug. 13, 4:30 to 6 p.m., Audio

Etc ..., 551 Congress Park Drive, Centerville. Speaker Cindy Gaboury, owner, Audio Etc ...

#### SAFETY BREAKFAST WITH THE EXPERTS

Aug. 16, 8 to 9 a.m., Crowne Plaza Dayton, 33 E. Fifth St., Dayton. Topic: The Front Line Supervisor – A Safety Manager's Friend or Foe; speaker Eric Harper, EHS Tech.

#### 26TH ANNUAL CHAMBER CHALLENGE GOLF OUTING

Sept. 17, 10:30 a.m. to 7 p.m., NCR Country Club, 4435 Dogwood Trail, Kettering.

#### SAFETY BREAKFAST WITH THE EXPERTS

Sept. 20, 8 to 9 a.m., Crowne Plaza Dayton, 33 E. Fifth St., Dayton. Topic: Habits of an Effective Safety Person;

speaker George Shaw, Ascent Safety Solutions.

#### INSIGHTS FOR NONPROFIT LEADERS

Sept. 27, 8 to 10:30 a.m., Dayton Metro Library Main Branch, 215 E. Third St., Dayton. Topic: Resource fair and networking for nonprofits.

### BUSINESS PEOPLE

Montgomery County Prosecuting Attorney Mat Heck, Jr. announced that **Lisa M. Bruder** has been appointed to the position of assistant Montgomery County prosecuting attorney.

Bruder received her law degree from the University of Akron School of Law in 1998.

She received her undergraduate degree from the University of New York at Buffalo in 1995, majoring in political science.



Bruder

Bruder will be assigned to the Child Protection Unit of the prosecutor's office. The Child Protection Unit intervenes to protect, and in some cases remove, abused and neglected children. Representing the Montgomery County Department of Job and Family Services, the unit prosecutes complaints requesting protective supervision, temporary custody, legal custody, and permanent custody. Whenever law enforcement removes a child from a dangerous environment, the Child Protection Unit is involved.



Keiffer



Faust

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**Jane Keiffer** joined the Dayton Rotary Club on July 9. Keiffer is the executive director for Artemis Center and a resident of Kettering.

**Alexis Faust** joined the Dayton Rotary Club on July 9. Faust is the executive director for Aullwood Audubon Center and Farm and a resident of Vandalia.

**Steven C. Hollon** was named the new administrator for the Montgomery County Common Pleas Court's general division, according to a news release.

Hollon will begin Aug. 1 and will replace Jim Dare, who is retiring after 34 years of service in different court roles.

Hollon's previous jobs have included administrative director for the Supreme Court of Ohio, the administrator and senior staff counsel for the Ohio Second and Twelfth District Courts of Appeals and executive director for the Ohio Constitutional Modernization Commission.

The Dayton Foundation has named a new chair to its governing board, which provides stewardship for the Foundation and its charitable activities.



Pancoast

James R. Pancoast, retired president and CEO of Premier Health will serve an 18-month term.

A governing board member since 2011, Pancoast has chaired the foundation's finance committee and most recently served as Board vice chair and a member of the executive committee and grants committee.

Pancoast's strong commitment to doing good for the region is evident in his many community activities, as well as in his involvement with The Dayton Foundation. He has served on the boards of The American Hospital Association Regional Policy Board, Dayton Area Chamber of Commerce, Dayton Art Institute, and Montgomery County Human Services Levy Council.

Martha Shaker, chair of the Victoria Theatre Association's Board of Trustees, announces the selection of VTA's new president and CEO, **Ty Sutton**, who replaces retiring President and CEO Ken Neufeld.

Sutton joins VTA after three years as the inaugural executive director of the Butler Arts Center at Butler University. He brings more than 20 years of arts venue management experience, as well as extensive fundraising, marketing and programming knowledge to VTA.

Sutton starts his new position Aug. 13. "My philosophy has always been that the arts bring people together," said Sutton. "I am very impressed with the level of commitment and financial support the Dayton community has given the Dayton arts scene, especially in embracing Victoria Theatre Association's world-class facilities and arts programming. With the addition of the new Arts Annex, I believe our venues can accommodate any type of performance and allow us to grow the diversity of our shows while broadening our audiences."

Sutton was chosen after a six-month international search, conducted by leading arts executive recruiting firm Management Consultants for the Arts. VTA Board of Trustees Vice-Chair Chris Wyse served as the chair of the six-member search committee.

### ECONOMIC INDICATORS

#### Sales Tax Collections

County	Current Rate	Mar 2018	Mar 2017	12 Mos Change	YTD 2018	YTD 2017	YTD Change
Butler	0.75%	\$ 3,087,534	\$ 3,459,043	-10.74%	\$ 10,293,425	\$ 11,195,755	-8.06%
Clark	1.50%	\$ 1,726,042	\$ 2,074,075	-16.78%	\$ 5,659,118	\$ 6,593,491	-14.17%
Darke	1.50%	\$ 668,138	\$ 701,931	-4.81%	\$ 2,089,120	\$ 2,215,926	-5.72%
Greene	1.00%	\$ 1,925,265	\$ 2,039,079	-5.58%	\$ 6,623,312	\$ 7,025,687	-5.73%
Miami	1.25%	\$ 1,400,700	\$ 1,390,097	0.76%	\$ 4,492,424	\$ 4,577,283	-1.85%
Montgomery	1.00%	\$ 5,711,319	\$ 6,374,132	-10.40%	\$ 19,034,849	\$ 20,546,963	-7.36%
Preble	1.50%	\$ 436,811	\$ 455,348	-4.07%	\$ 1,347,684	\$ 1,486,350	-9.33%
Warren	1.00%	\$ 3,675,045	\$ 3,022,747	21.58%	\$ 11,179,404	\$ 9,828,023	13.75%
<b>Region Total</b>		<b>\$ 18,630,855</b>	<b>\$ 19,516,453</b>	<b>-4.54%</b>	<b>\$ 60,719,337</b>	<b>\$ 63,469,478</b>	<b>-4.33%</b>

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

	Mar '18	Feb '17	%Change	YTD '18	YTD '17	%Change
<b>Number of Homes Sold</b>	1288	1301	-1.00%	3042	3020	0.73%
<b>Total Home Sales</b>	\$195,179,397	\$194,785,740	0.20%	\$457,449,647	\$436,996,761	4.68%
<b>Average Sale Price (\$)</b>	\$151,537	\$149,720	1.21%	\$150,378	\$144,701	3.92%

Source: Dayton Area Board of Realtors, Dayton Area Home Sales for March 2018

### BUSINESS AWARDS

NFIB, Ohio's leading small business association, named **Lisa Crosley**, owner of EnviroControl Systems, Inc., the recipient of the 2018 *Small Business Champion award*. Crosley has been an active member of NFIB since 2009 and is the current chair of the NFIB Dayton Area Action Council. She has also attended many of the NFIB Small Business Days at the Capitol in Columbus. She is a media spokesperson for NFIB and has testified before committee at the Ohio Statehouse, and was instrumental in helping to secure passage of municipal income tax reform.

Each year, NFIB names a Small Business Champion for Ohio from among its membership of 23,000 Ohio small businesses. This individual not only gives of his/her time and resources to promote small-business causes through involvement in NFIB activities but also demonstrates a spirit of service toward the community and a commitment to advancing the concept of free enterprise.

Crosley has owned EnviroControl Systems, Inc. since 2004. It is a true family business with her husband and daughter both heavily involved in day-to-day operations.

The company designs, installs, and services commercial, institutional, and industrial HVACR mechanical systems, as well as building automation and temperature control systems across Southern Ohio including the Dayton, Cincinnati, and Columbus regions. For more information: <http://envirocontrolsystems.com/about/>.

The **Oakwood Schools Board of Education** is being recognized for the eighth consecutive year as a *Gold Level recipient of the Southwest Region Ohio School Boards Association Effective School Board Award*.

Ron Diver, regional manager of OSBA, and Scott

Huddle, OSBA southwest region president, presented the award to board members at the regular monthly meeting on July 9, 2018.

To achieve the Gold Level, a board must complete at least 23 of 26 criteria. The OSBA Southwest Region Executive Committee developed this award to recognize school boards who are doing outstanding work in the region.

**McKenzie Shenk**, a 2017 Cedarville University Doctor of Pharmacy graduate, received the *Nicholas G. Popovich Award* from the Indiana Pharmacy Teaching Certificate (IPTeC) Program.

The IPTeC Program is a statewide training program for pharmacy residents, fellows or other pharmacists interested in teaching.

The *Nicholas G. Popovich Award* is given annually to one IPTeC participant based on his or her attributes, teaching portfolio, character, passion for pharmacy academia and interest in teaching.

Each participant in the program is required to submit a teaching portfolio for review by faculty from the three Indiana schools of pharmacy. Shenk, formerly of Mishawaka, Indiana, was chosen as the award recipient out of 20 nominees.

Dr. Zach Jenkins, assistant professor of pharmacy practice at Cedarville University and Shenk's preceptor, encouraged her to consider a teaching career.

"Dr. Jenkins provided me with a lot of tools that helped me navigate teaching and precepting experiences once I graduated and started my residency," said Shenk. "I appreciate that my professors cared about my interests and goals and connected me to relevant experiences as a student."

Shenk completed her first year of residency training at Eskenazi Health, a hospital in Indianapolis. She expects to complete her second year of residency at Eskenazi June 2019.

### BUSINESS OPENINGS

**Orion Sports Medicine** celebrated its grand opening with a ribbon cutting and food truck rally last Tuesday at their new location at 2042 Byers Road in Miamisburg. Orion has been a regional leader in physical therapy for many years and the new location enables them to focus on spots injuries, rehabilitation and physical training.

For more information contact Katie at 937-247-5451.

The grand opening of **Physical Therapy 212** will be held Tuesday at 10 N. Market St. in Troy. The open house will be held from 3 to 7:30 p.m.; ribbon cutting at 4:45 p.m.

Guests can meet founder and physical therapist Dr. Kristen Schulte, tour the clinic, enjoy free food and beverages and enter to win a free treatment session.

For more information, visit [www.physicaltherapy212.com](http://www.physicaltherapy212.com).

### VENDORS LICENSES

Hawk Foods and Beverages, dba Hawk Foods and Beverages, 2412 E. Fifth St, Dayton 45403  
Hobbs Qlty & Affordable

Lawncare, 1430 Barney Ave., Kettering 45420

La Allure Couture LLC, dba La Allure Couture, 30 W. Bruce Ave., Dayton 45405

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city of Dayton typically requires permits not just for new buildings – but for demolition of structures.

#### Google fined

If you googled "Google fines" last Wednesday, nearly 1.7 billion results returned.

Among the top items were New York Times and Wall Street Journal stories on the European Union

hammering Google with a fine of just over \$5 billion and demands to uncouple the Google search engine and the Chrome browser from Google's Android devices.

The company said it will appeal the decision but the EU's demands remain in force, unless they're stayed on appeal.

Google has 90 days to follow the EU's orders.

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