

Remember our local retailers during your holiday shopping



Phillip L. Parker
CAE, CCE President & CEO

With the Thanksgiving holiday as well as Black Friday now officially behind us, this weekend started the beginning of the American tradition of the holiday shopping season. Shoppers will spend more than \$700 billion during the 2018 holiday season – \$2 billion just on Christmas trees alone. As a former retailer (anyone out there remember Rike's?), I know well the importance of the season to the success and profitability of retailers nationwide, including and especially our own local retailers.

My pitch to us all, however, is to ask that you not forget our local retailers. They have major local investments in people, brick and mortar and in supporting local taxes

and our economy. Each and every local business, whether small corner stores or the mega big-box mall retailers, play a very important role in our community's success.

Let me also remind you of a few statistics about our local small businesses who just kicked off their season this weekend, too, with Small Business Saturday. This annual event, originally developed by American Express in 2010, has continued to grow and focus more attention on our local businesses who live in a very competitive business world.

Now, I have nothing against those who have strategically expanded their market footprint through the internet. Many retailers, if not most, have. Don't forget, however, the impact of those local merchants who typically view their businesses as more than just their livelihoods, but as an extension to their families and ways of life.

Let me share just a few statistics that might encourage more of your

holiday spending to stay local, including at small businesses.

- Consumers plan to do 35 percent of their holiday shopping at small businesses.

- Small businesses make up 34 percent of business nationwide and represent more than 28 million companies.

- When spending \$100 at your local business, \$68 stays within your local economy.

- Almost 50 percent of all employment in America is in a small business.

- Local retailers are more likely to hire locally, supporting our families, students and seniors.

- We know and trust our local business owners and managers. A recent national survey showed how strong that trust is, whereas 44 percent of respondents said that they would rather have a small business owner in an elected position than from any other category.

I share all of this with you because of my love and admiration for local business owners. Those men and women are the

“salt of the earth” as far as I'm concerned. They risk everything, almost every day, to keep their personal dreams alive and employ our community. The least we can do is acknowledge their work – their dreams and aspirations – by supporting them year-round and especially supporting them this time of year.

So here is my ask. The next time you go to click that “submit” button on your keyboard, ask yourself these questions: Is this also a local business? Does this company have a local impact of hiring your neighbors or your children? Does it support our local economy and our not-for-profits? Is the owner a friend or a neighbor?

If you can answer yes to any of these questions, then how about directing a little bit more of your money locally. If you will set a goal to spend just 10 percent more locally, then maybe we can move that small-business number from 35 percent to 45 percent and make everyone's holiday a lot more special.

BUSINESS PEOPLE

James D. “Jimmy” Leach joined the Dayton Rotary Club on Monday, Nov. 12, 2018. Leach is a member of the music faculty at the University of Dayton and a resident of Oakwood.

J. Randolph “Randy” Clark joined the Dayton Rotary Club on Monday, Nov. 12, 2018. Clark is the Chief Operating Officer and Executive Secretary for the Dayton Masonic Center and a resident of

Huber Heights.

Montgomery County Prosecuting Attorney Mat Heck, Jr. announced recently that **Patricia S. Riley** has been appointed to the position of assistant Montgomery County prosecuting attorney.

Riley received her law degree in 2017 from the University of Dayton School of Law.

She received her undergraduate degree in Criminology, Law & Society in 2013 from the George Mason University in Fairfax, Virginia.

Riley is 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.

Radiance Technologies

welcomes **Curtis (Curt) Rowland** as the company's Chief Intel Strategist. In this role, he will focus on corporate development strategy and enterprise growth in the National and Ser-

vices Intelligence sectors, further strengthening Radiance's presence in the Intelligence Community (IC) and expanding its capabilities in Technical Intelligence.

Rowland brings over 30 years of experience in defense and IC, with the last 14 years as a Defense Intelligence Senior Leader and served as the chief scientist at the National Air and Space Intelligence Center (NASIC), Wright-Patterson Air Force Base, since 2014. He led a team of 3,000, guiding the center's analytic production mission and ensuring timely delivery of relevant intelligence data products and services to Air Force and joint operational warfighters and senior defense and IC policymakers.

Since entering federal service in July 1982, he served in a variety of positions across NASIC including numerous analytical and leadership positions at both the Squadron and Group level.

He held leadership positions on multiple national-level intelligence community and Air Force boards, including the Joint Foreign Materiel Board of Directors, Foreign Denial and Deception Committee and the Scientific and Technical Intelligence Committee. Rowland earned a Presidential Rank Award as a Meritorious Senior Professional in both 2009 and 2015. He earned bachelor's and master's degrees in Electrical Systems Engineering and is an Air War College graduate.

CALENDAR OF EVENTS

Register for all events at DaytonChamber.org.

■ **Executive Women's Council Workshop**, Dec. 12, 3:30 to 6 p.m., Canopy Creek Farm, 600 Benner

Road, Miamisburg. Topic: Practicing Happiness; speaker: Katrina Kittle, novelist
■ **Member Mingle**, Dec. 13, 4:30 to 6 p.m., Toxic Brew, 431 E. Fifth St., Dayton.

Topic: Networking event — Generation Dayton young professionals and chamber members
■ **Safety Breakfast with the Experts**, Dec. 20, 7:30 to 9 a.m., Crowne Plaza

Dayton, 33 E. Fifth St., Dayton. Topic: OSHA and Workers' Comp case law update

ECONOMIC INDICATORS

Sales Tax Collections

County	Current Rate	Jul 2018	Jul 2017	12 Mos Change	YTD 2018	YTD 2017	YTD Change
Butler	0.75%	\$3,675,189	\$3,843,952	-4.39%	\$25,215,726	\$26,309,397	-4.16%
Clark	1.50%	\$2,115,466	\$2,363,006	-10.48%	\$13,991,750	\$15,637,060	-10.52%
Darke	1.50%	\$778,719	\$840,335	-7.33%	\$5,095,012	\$5,370,394	-5.13%
Greene	1.00%	\$2,347,733	\$2,413,780	-2.74%	\$15,891,583	\$16,316,601	-2.60%
Miami	1.25%	\$1,627,629	\$1,546,531	5.24%	\$10,713,010	\$10,959,528	-2.25%
Montgomery	1.00%	\$6,650,585	\$7,392,655	-10.04%	\$45,051,982	\$49,561,299	-9.10%
Preble	1.50%	\$515,257	\$529,300	-2.65%	\$3,304,691	\$3,516,436	-6.02%
Warren	1.00%	\$4,496,879	\$3,698,658	21.58%	\$28,403,501	\$23,690,949	19.89%
Region Total		\$22,207,457	\$22,628,217	-1.86%	\$147,667,257	\$151,361,662	-2.44%

Source: [http://www.tax.ohio.gov/tax_analysis/tax_data_series/sales_and_use/publications_tds_sales/\\$1M0718.aspx](http://www.tax.ohio.gov/tax_analysis/tax_data_series/sales_and_use/publications_tds_sales/$1M0718.aspx)

Residential Home Sales

	Jul '18	Jul '17	%Change	YTD '18	YTD '17	%Change
Number of Homes Sold	1612	1457	10.64%	9444	9253	2.06%
Total Home Sales	\$276,752,628	\$228,940,893	20.88%	\$1,560,648,125	\$1,432,851,217	8.92%
Average Sale Price (\$)	\$171,683	\$157,132	9.26%	\$165,253	\$154,853	6.72%

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

Honda

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That hobby evolved into looking for ways to reduce CO2, and their research led them to focus on growing algae, which stores CO2 and releases oxygen. The experiments started on a tiny scale, with a test tube filled with green algae just outside the facility.

“We did get some security calls asking what's that stuff in the parking lot,” Agner joked. They eventually pitched their idea to Honda executives as part of a company contest and it grew into a demonstration that showed the facility could slash its carbon footprint. The automaker has previously announced a Triple Zero initiative that includes eventually eliminating carbon emissions at its facilities and contributing no waste to landfills.

“We thought we might get laughed out of the room but it was pretty well-received,” Sellars said. They credited Dan Wells, the research site's facilities engineer, with making the project possible. Wells oversaw most of the structural changes at the site needed to make the project work, and also came up with the plan to draw the CO2 for the

experiment from emissions from vehicles being tested at the facility. Large glass tubes filled with growing algae ran alongside the research facility until earlier this month when they were removed due to concerns they'd freeze. Both have full-time jobs at Honda, so the bulk of the work was done in their spare time on nights and weekends.

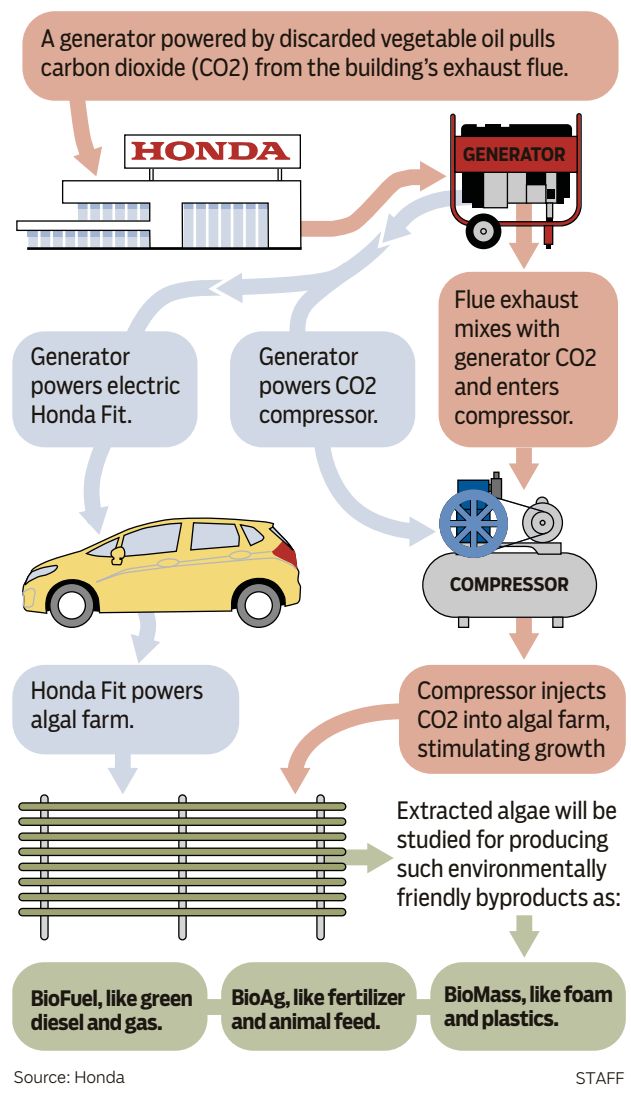
Now, Honda is working with researchers from Ohio University to look for ways to expand their experiments and explore potential uses for the algae.

Much of the work is being funded with a \$200,000 grant from the Ohio Water Development Authority, according to information from the company.

One of the challenges is as the system grows bigger, the easier it is for contaminants to affect the algae, Bayless said. But the experiments at the R&D facility showed at least it can work on a relatively small scale.

“My vision is to scale it up,” said David Bayless, a professor of mechanical engineering at Ohio University. He initially served as a consultant and became a partner once the grant was approved. “If it's going to make a real difference in emission control it's going to need to be a lot bigger.”

How carbon dioxide feeds algae at Honda R&D Americas



BUSINESS OPENINGS

Premier Physician Network announced the opening of **Premier Health Urology** last Monday. The practice includes Dr. Robert M. Kohut, who received his medical degree from the University of Cincinnati College of Medicine. He completed a urologic residency at the University Hospital Case Medical Center.

Premier Health Urology is located at 3130 N. County Road, 25 A, Suite 205, and is formerly Miami County Urologists, which included Dr. Belayet Hussain, who retired effective Oct. 31.

The practice is accepting new patients and can be reached by calling 937-335-0061.

U-Haul Co. of Massachusetts and Ohio, Inc. announced that **Riverside Drive Thru** has signed on as a U-Haul neighborhood dealer to serve the Dayton community.

Riverside Drive Thru, at 4800 Springfield St., will offer U-Haul trucks, trailers, towing equipment, moving supplies and in-store pickup for boxes.

The arrival of U-Haul Truck Share 24/7 is revolutionizing the moving industry through its more convenient, more secure way to pick up and return a truck.

U-Haul live verification technology allows rental transactions to be carried out entirely on a smartphone at any hour day or night. There are no membership fees. Visit uhaul.com to create an online account.

Normal business hours are 8 a.m.-11 p.m. Monday-Friday; 8 a.m.-midnight Saturday; and 10 a.m.-10 p.m. Sunday. Reserve U-Haul products at this dealer location by calling 937-660-8796 or visiting <https://www.uhaul.com/Locations/Truck-Rentals-near-Dayton-OH-45431/026725/>.

Kettering Health Network is celebrating the completion of its new **Years Ahead Health Center** and held a ribbon-cutting ceremony last Tuesday. The Years Ahead Health Center is at 6661 Cloy Road in Centerville.

The 22,000-square-foot medical facility was designed specifically for caring for baby boomers and those who are older.

Offering a seamless, coordinated approach to health-care, patients will receive comprehensive, whole-person care.

The health center will include services and programs designed for people 55 years and older, including primary care physicians specializing in internal medicine, outpatient lab and imaging services, health education and exercise classes, and a community room for socializing and events.

It is expected to create 30 new jobs, including advanced practice providers, certified medical assistants, nurses, imaging and lab technicians and support staff.

The health center is scheduled to open Dec. 10. For more information, visit www.ketteringhealth.org.

VENDORS LICENSE

■ **Esquared Legal LLC**, dba The Legal Place, 211 Northview Road, Oakwood 45419

■ **Fifth Street Oil LLC**, dba K Food Mart, 1918 E. Fifth St., Dayton 45403

■ **Furniture Bizz Inc**, 1684 Woodman Drive, Dayton 45432

■ **GMCO LLC**, dba GMCO LLC, 3385 Needmore

Road, #B, Dayton 45414

■ **Hall, Michael Ray**, dba Brookville Barn Company, 10085 Dayton Greenville Pike, Brookville 45309

■ **Money, Shane M**, dba Hero & Hobby, 801 Belaire Drive, Dayton 45420

■ **Powers, Magdalene**, dba Powers Magdalene, 30 W. Rahn Road, Dayton 45429