



B2B BUSINESS TO BUSINESS

Advertising supplement to the Dayton Daily News

New leaders with strong ties to Dayton have impact on Ohio



Phillip L. Parker
CAE, CCE President & CEO

We recently witnessed history in the making as two leaders with strong Miami Valley ties were sworn in as governor and lieutenant governor, respectively. The team of Mike DeWine and Jon Husted, both of whom spent much of their formative years in our region, now take the mantle of leadership for Ohio for the next four years (and perhaps beyond).

Gov. DeWine, born in Yellow Springs and living much of his life in Cedarville, has strong southwestern Ohio roots, graduating from Miami University and becoming Greene County's assistant prosecuting attorney in 1972. Our new Lt. Gov. Husted was born and raised in western Ohio but is a proud graduate of the University of Dayton and spent years living and working here in Dayton.

From there, each have grown into honest, experienced and competent elected leaders.

Most of us know much of this. The reason I share this, however, is to add perspective to the idea that the Dayton region has not only produced a number of talented leaders like DeWine and Husted, who now share their local Ohio values and backgrounds with the rest of our state, but the Dayton area stands out even more now that they are leading in the capitol.

Like many of you, I have had the chance to see both these men and their families grow up before my very eyes. Living in Greene County since the early '70s and later working with each of them either directly or indirectly, I know of their integrity, honesty and loyalty to Ohio. Each are strong, principled men with solid family values that will certainly guide their paths forward these next few years and beyond.

During the inauguration, DeWine made it clear that faith, family and Ohio's friendships will guide his decisions.

Husted is the perfect complement to a new governor's agenda because his values mirror these traits of DeWine. And for good reason, as much of what lies ahead of us in Ohio will be affected by these values and traits and their impact on Ohio's families.

No matter your politics, Gov. John Kasich left Ohio in a much better position to compete in the future than when he took office. Nevertheless, he would probably be the first to tell each of us that much is still left to do.

Much of what lies before us does affect families, whether it be jobs, education, opioid issues and much more.

These men have strong families and strong family values. Mike's wife Fran and Jon's wife Tina will each lend great counsel to their husbands' leadership and we should be thankful for their unwavering support of family, faith and friends, too.

Now just because these two leaders are our hometown guys doesn't mean we get to demand all of their attention nor expect something extra or unreasonable for our region. We still have to earn it. They

represent all of Ohio's citizens and that's the way it should be.

That being said, these three things I know for sure going forward. Though we are not one of those big Ohio "Cs", we will have great access to these leaders and their appointed cabinet and we will be able to more easily make our opinions known to leaders who are friends and are eager to listen.

Secondly, we should be proud of their accomplishments just getting to where they are on Jan. 14. Remember, it has been almost 100 years (98 to be exact) since another favorite son and Daytonian James M. Cox served as Ohio's governor.

Perhaps it has been far too long between local leaders, but we now have another strong leadership team from our region ready and able to lead from the many humble lessons they learned here in the Dayton region.

Lastly, this I know for sure. DeWine and Husted will lead Ohio with honesty, integrity and a strong sense of purpose for all Ohioans. This you can bank on.

BUSINESS AWARDS

Dayton Freight Lines, Inc., a leading provider of regional less-than-truckload (LTL) transportation services, was recently honored by the Scott's Miracle-Gro Company.

For the eighth time, they presented Dayton Freight with the *2018 Transportation Excellence Award*. This award recognizes superior performance in the regional LTL category. Scott's is the world's largest marketer of branded consumer lawn and garden products and is headquartered in Marysville OH.

Founded in 1981, Dayton Freight is a private, union-free, less-than truckload (LTL) freight carrier headquartered in Dayton, Ohio. Currently ranked as the country's 14th largest LTL company, Dayton Freight has 56 Service Centers in 13 Midwest states, served by 5,000 employees.

All **Premier Health hospitals** have earned *Magnet® Recognition from the American Nurses Credentialing Center* (ANCC), a subsidiary of the American Nurses Association. Nationally recognized as the highest standard for excellence in patient care, only 8 percent of U.S. hospitals hold the esteemed four-year designation - and only 20 U.S. health care systems have achieved the honor as a system.

Premier Health hospitals are the only Dayton-area adult hospitals recognized as Magnet® hospitals.

"Magnet designation is confirmation of our culture of excellence," said Mary Boosalis, president and CEO of Premier Health. "Achieving this recognition for the first time as a health care system is not only rare; it signifies that all Premier Health facilities stand equally committed to deliver the best patient care possible."

Magnet status is recognized as professional nursing's highest honor. A wide body of research has shown that Magnet-designated hospitals provide a safer environment with better outcomes for patients, including fewer complications and injuries, as well as lower mortality rates.

Appraisers who visited Atrium Medical Center, Miami Valley Hospital, Miami Valley Hospital North, Miami Valley Hospital South, and Upper Valley Medical Center during a weeklong site visit in November toured 79 departments and units, and met with 546 clinical nurses, along with many hospital leaders, physicians, essential partners, and community stakeholders.

The Magnet Recognition Program evaluates hospitals based on empowerment and autonomy of nurses, collaborative work environments, nurse and patient satisfaction, nurse education and research, patient outcomes that exceed national benchmarks, and more.

As part of Premier Health's first-ever system Magnet designation, Miami Valley Hospital has achieved its fourth Magnet® designation since 2004. With its latest designation, the hospital in Dayton joins an elite group of only 58 U.S. health care organizations - fewer than 1 percent of hospitals in the nation - to have earned four Magnet designations, according to the ANCC.

Miami Valley Hospital is the fifth-longest sustaining Magnet-designated hospital in Ohio. Atrium Medical Center and Upper Valley Medical Center join 30 other hospitals in Ohio with Magnet status and only 481 Magnet-designated facilities in the world.

CALENDAR OF EVENTS

Register for all events at DaytonChamber.org.

GEN D PROFESSIONAL DEVELOPMENT: EMOTIONAL INTELLIGENCE & THE ENNEAGRAM

Jan. 31, 5:30-7:30 p.m., The Wright Brothers Institute, 444 E. 2nd St., Dayton. Topic: Who are you, really?; speaker: Nancy Wagner, Vivid

Insights Consulting

4TH ANNUAL SOUTHWEST OHIO LOGISTICS CONFERENCE

Feb. 6, 7:30 a.m.-1 p.m., Sinclair Conference Center, 444 W. Third St., Dayton. Keynote speaker: Jane Tschanen, general manager, Amazon's Dayton/Monroe fulfillment center

GENERATION DAYTON MONTHLY MIXER

Feb. 7, 5:30-8 p.m., The Dayton Club, 40 N. Main St., Dayton. Topic: Networking with fellow young professionals

BREAKFAST BRIEFING

Feb. 8, 7:15-9 a.m., The Dayton Club, 40 N. Main St., Dayton. Topic: Pure Healthcare: A new concept

in care; speaker: Kent Anderson, president & CEO, Ohio's Hospice of Dayton

IMMIGRANT & REFUGEE ROUNDTABLE

Feb. 12, 11:30 a.m.-1:30 p.m., Montgomery County Business Solutions Center, 1435 Cincinnati St., third floor, Dayton. Topic: Ready, Set, Recruit: Attracting a Foreign-Born Workforce

BUSINESS OPENINGS

The real estate team of **Baker, Cook & Stipp** has recently changed brokers to Irongate Realtors. Located at 2011 S. Lakeman in Bellbrook, the office's broker is Steve Brown.

A ribbon-cutting and community open house is scheduled for Feb. 7, 2019.

Partners Sharon Baker, Pam Cook and Sherry Stipp point to their communication commitment that sets them apart. They have years of experience in successfully working together and in the industry. Additional members of Baker, Cook, Stipp-Irongate Realtors are Carolyn Gudorf, a buyer's agent, Cheri Poulter, administration, and real estate agent Ben Stipp.

As a female-owned partnership, they are establishing their brand as a team, as opposed to singling out any individual in their marketing efforts. "We want clients to know that each of us is totally dedicated and qualified to provide the best results and service," Sherry Stipp pointed out.

With 50+ combined years of real estate experience,

this partnership is knowledgeable about residential sales, multi-family sales, builders and many other aspects of the real estate process. "We have also reinforced our real estate experience with past careers in marketing and education," noted Baker. Cook points out that professional development classes keep them up to date on the changing real estate trends and changes.

Founded in 1975, Irongate, Inc. Realtors are Dayton's hometown real estate experts and the most recognized name in the area. For more information, call 937-848-0033 or visit www.IrongateRealtors.com.

Miami Township welcomed **Keller Williams Community Partners** to the neighborhood with a ribbon cutting and special proclamation Jan. 23. The new office is located at 2835 Miami Village Dr. in Miami Twp. Office hours are 8:30 a.m. to 5 p.m. For more information, call 937-530-4904.

Chamber seeks Leadership Dayton applications

Contributed

Each year, budding leaders hone their skills through one of the first programs of its kind, Leadership Dayton. This 11-month leadership program identifies, educates and motivates a diverse network of community leaders and increases their capacity to serve the Dayton region.

Since Leadership Dayton's inception in 1976, more than 1,200 people have completed the program. Many of them say Leadership Dayton created memories they'll hold on to for a lifetime and values that helped to guide their futures.

"Many Dayton businesses have strong values driving investment in our commu-

nity," said Joe Radulet, former CEO, Big Brothers Big Sisters of the Greater Miami Valley. "Leadership Dayton puts those values into action by connecting business leaders with community needs such as youth service, education, health, economic viability and the arts. As a result, many Leadership Dayton grads join the boards of

non-profit organizations, making it a win-win for our entire community."

Leadership Dayton is looking for its next class of leaders. For more information on the program, a look at the 2019-2020 calendar of events, and to apply, go to LeadershipDayton.org. Applications are due by March 29.

ECONOMIC INDICATORS

Sales Tax Collections

| County | Current Rate | Sep 2018 | Sep 2017 | 12 Mos Change | YTD 2018 | YTD 2017 | YTD Change |
|---------------------|--------------|---------------------|---------------------|---------------|----------------------|----------------------|---------------|
| Butler | 0.75% | \$3,616,294 | \$3,596,332 | 0.56% | \$32,410,997 | \$33,219,150 | -2.43% |
| Clark | 1.50% | \$1,910,759 | \$1,919,419 | -0.45% | \$17,497,261 | \$19,447,157 | -10.03% |
| Darke | 1.50% | \$728,272 | \$687,285 | 5.96% | \$6,567,188 | \$6,778,441 | -3.12% |
| Greene | 1.00% | \$2,238,050 | \$2,211,196 | 1.21% | \$20,326,118 | \$20,595,003 | -1.31% |
| Miami | 1.25% | \$1,514,682 | \$1,422,359 | 6.49% | \$13,670,587 | \$13,818,748 | -1.07% |
| Montgomery | 1.00% | \$6,313,963 | \$6,142,776 | 2.79% | \$57,628,045 | \$61,771,128 | -6.71% |
| Preble | 1.50% | \$466,521 | \$451,438 | 3.34% | \$4,253,957 | \$4,425,590 | -3.88% |
| Warren | 1.00% | \$4,597,906 | \$3,568,374 | 28.85% | \$37,639,889 | \$30,518,624 | 23.33% |
| Region Total | | \$21,386,448 | \$19,999,180 | 6.94% | \$189,994,041 | \$190,573,840 | -0.30% |

Source: http://www.tax.ohio.gov/tax_analysis/tax_data_series/sales_and_use/publications_tds_sales/51M0918.aspx

Residential Home Sales

| | Sep '18 | Sep '17 | %Change | YTD '18 | YTD '17 | %Change |
|--------------------------------|---------------|---------------|---------|-----------------|-----------------|---------|
| Number of Homes Sold | 1406 | 1498 | -6.14% | 12523 | 12408 | 0.93% |
| Total Home Sales | \$230,125,616 | \$239,066,349 | 8.08% | \$2,076,475,383 | \$1,938,644,303 | 7.11% |
| Average Sale Price (\$) | \$163,674 | \$159,590 | 2.56% | \$165,813 | \$156,241 | 6.13% |

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

MONTGOMERY COUNTY VENDORS LICENSE

■ Barnett, Okereta, dba Styles By O Boutique, 5728 Westcreek Dr, Trotwood 45426

■ Hook It Towing LLC, 6991 W Third St, Dayton 45417

■ MMKA Investments LLC, dba Smith's Carryout, 260

Lorenz Ave, Dayton 45417

■ R&R Takhar Operations Inc, dba K Food Mart, 1918 E Fifth St, Dayton 45403

■ REO Realty Financial LLC, 8528 Meeker Rd, Dayton 45414

Hospital

continued from D1

Uhl said he still keeps up his nursing license and certifications, and said his nursing roots affect his management style today. He said some days he wears scrubs to work and tries to regularly spend time on the floor and visiting different departments.

"I don't believe you can run an organization, no mat-

ter how big or small it is, sitting in your office or sitting in the board room all the time. So I'm out and about, boots on the ground, if you will," Uhl said.

Miami Valley Hospital has two large additional campuses, Miami Valley Hospital South in Centerville and Miami Valley Hospital North in Englewood, which was formerly Good Samaritan North Health Center.

The hospital has an even wider reach beyond the Day-

MIAMI VALLEY HOSPITAL FACTS & FIGURES

30.8%: Percent of patients with Medicaid
41.7%: Percent of patients with Medicare
6,500: Staff and physicians
990: Beds

ton area through its affiliated physicians, its air ambulance CareFlight and the referred patients.

"It's extremely exciting and humbling to lead an organization that has such a

far extended reach beyond just southwest Ohio and helping drive the future of what those services look like and how we enhance those services to fulfill our mission," Uhl said. "That's

the part that's so exciting about this role is that I can help guide the future direction working with our physician partners and other colleagues."

Hospitals are businesses shaped by state and federal policy and Uhl said some of the potential policies changes on his radar include changes to the Affordable Care Act and threats to Medicaid expansion. When Medicaid expanded to cover more low-income Ohioans, it cut

the uninsured rate and meant fewer people treated without the ability to pay their ER bills.

More than 30 percent of Miami Valley patients were covered by Medicaid in 2016, federal data show.

"Given the high percentage of Medicaid patients we take care of and serve, that's very important to us," Uhl said.

Contact this reporter at Kaitlin.Schroeder@coxinc.com.