



# B2B BUSINESS TO BUSINESS

Advertising supplement to the Dayton Daily News

## Bottom line: Dayton airport needs more seats, destinations



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

With last year's departure of the Dayton International Airport's Director of Aviation Terry Slaybaugh, we are again searching for the top leadership at our region's airport.

Our airport (DAY) has gone through many changes during my years at the chamber of commerce. Not only have I worked with at least five aviation directors - one twice - since 1994, but there have been numerous physical changes and varied airlines serving Dayton.

The consolidation in the airline industry has left us nationally with four huge domestic carriers who control the majority of flights and passen-

gers nationwide, and a few smaller point-to-point airlines that serve our airport and others around the state. Competition has changed dramatically.

Physically, the airport looks great. The recent remodeling of the ticketing and baggage areas looks very modern, clean and efficient. The addition of the parking garage and movement of the rental car area seem to work well. We have a very attractive airport for our market size.

But where we need the most help is in attracting additional seats and/or added destinations or the addition of domestic, low-cost carriers that will improve our access and drive more competition that will affect the pricing of our trips to or from Dayton.

Everyone who works in the economic development arena knows how important a successful airport can be in attracting and retaining businesses and their employ-

ees. Dayton is no different than any city or region in understanding how important transportation infrastructure is for our productivity and image. We must focus much more attention on the attraction of more airlines to DAY.

Over the years, a number of key studies have been completed that show how large our "catchment" area is within a 75-mile radius of the airport. It's actually larger than Cincinnati's or Columbus' because we "catch" so much of their population better than they do in reverse.

We have used that data, along with lower operating costs and the flyer-friendly ease of our airport ("Easy to and Through") to sell DAY to others. Yet the airlines don't always see or listen to what's best for them - and certainly not what's always best for our community.

Still, we are blessed with some travel options and are fortunate to have the

PSA Airlines headquartered at DAY. However, we need and deserve more.

I will always be a supporter of my home airport and be the best advocate I can be for its continued use and success. But as we look to choose the next airport director, we must understand that his or her focus and expertise must be in negotiating the allure and placement of additional destination seats, whether they be expanding our current partner's capacity or adding new and different airlines to the mix. Bottom line is we need more seats and destinations.

The most important thing for us all to remember is this: We have a great regional asset that we must not let go the way of Toledo or Akron. Let's support DAY every chance we get and give our leaders the ammunition they need to attract additional service for our region, whether that be for business or pleasure.

### BUSINESS PEOPLE

#### Davis named new city manager

The Mayor of Moraine and City Council voted on Feb. 13 to appoint **Michael Davis** as the city's next city manager. He has been in the Acting role since March 2019.

Davis has more than 24 years of experience in local government. Since 2000, he has served as the City of Moraine's Economic Development Director. As director he played a vital role in securing Fuyao Glass in the former General Motors site, has overseen the resurgence of the Dryden Road Corridor and has chaired numerous committees, including 17 years of the regional Economic Development Summit.

Davis has several professional credentials and holds a Master Degree in Public Administration from Wright State University. He has served on various boards and commissions in the area from the I-70/75 Development Association, BusinessFirst, and the KMO Chamber of Commerce.

#### Macke joins network

**Dawn Macke**, APRN, has joined Kettering Physician

Network Primary Care in Sidney.



Macke

A certified nurse practitioner, Macke earned her Bachelor of Science in nursing from Wright

State University and her Master of Science in Nursing from Maryville University in St. Louis, Mo.

Kettering Physician Network Sidney Primary Care is located at 1103 Fairington Dr., Suite 100 in Sidney. For more information or to make an appointment call 937-497-5561.

#### Raines joins Rotary



Raines

**Nicholas A. Raines** joined the Dayton Rotary Club on Monday, Feb. 10, 2020. Raines is the Vice

President and Chief Operating Officer for Russell Total Wealth and Wellness and a resident of Dayton.

### BUSINESS OPENINGS

#### CareFlight expands

The **CareFlight Air & Mobile** program is expanding to include a fourth base of operations in Versailles, in northeast Darke County.

The helicopter, to be housed at the Darke County Airport, will serve as CareFlight's northwest base in the region and will begin responding to emergency calls from that site as early as late February. Once the program's expansion is complete, CareFlight will have four bases of operation - at Miami Valley Hospital, Lebanon-Warren County Airport, Urbana-Grimes Airport, and the Darke County Airport next to Midmark Corp.

"This will further enhance our health system's rapid air transport capabilities across the northern Miami Valley," said Mary Boosalis, president and CEO of Premier Health. "We are appreciative of the collaboration with Midmark Corp. and with public officials in Darke County who have made possible this expansion of life-saving services, as well as access to our Level 1 Trauma Center in Dayton and other advanced tertiary services."

As Dayton's first medical transport program, CareFlight has transported more than 70,000 patients since its start in 1983. CareFlight helicopters are the region's fastest, traveling up to 180 mph, and serve a 150-mile radius, covering most of Ohio and parts of West Virginia, Michigan, Kentucky, and Indiana. CareFlight has the unique capability to transport two patients, plus the pilot and two certified flight nurses.

Midmark Corp. hosts more than 200 visits annually by physicians, group health organizations, community health centers, and others who visit its experience center and production facilities for product training and education, facility design, and industry best-practice use of technology and equipment.

#### Grand re-opening

**Family Dollar**, a leading small format and convenience retailer, has announced plans for a renovated store's grand re-opening at 1028 N. Gettysburg Ave. in Dayton.

In addition to providing everyday low prices and a broad assortment of necessities, the renovated store will now include \$1.00 Dollar Tree merchandise, additional freezers and coolers and an expanded selection of food, beauty and essentials, household products and seasonal items.

There will be a grand re-opening celebration for the community from 10 a.m. to 1 p.m. on Saturday, Feb. 29. The event will feature gift basket raffles, giveaways, free samples and family fun entertainment. In addition,

the first 50 customers on Saturday will receive a gift card and reusable shopping bag.

A store of this size typically employs six to 10 associates. Interested applicants can apply online at [www.FamilyDollar.com/careers](http://www.FamilyDollar.com/careers) or by visiting the store location.

For more information, please visit [FamilyDollar.com](http://FamilyDollar.com).

#### Ribbon cutting set

The Beavercreek Chamber of Commerce invites the community to a ribbon cutting and re-opening of **Mike's Carwash** located at 2389 N. Fairfield Road in Beavercreek from 2-3 p.m., Thursday, March 12, 2020.

#### Guests can:

■ Enjoy light snacks, refreshments and a free Ultimate Wash

■ Take a brief tour of the facility and see why Mike's is the leader in carwash technology

■ Learn why Mike's is considered one of the "Best Employers in Ohio"

■ Participate in the Grand Opening Ribbon Cutting - ribbon to be cut at 2:15 p.m.

Please RSVP to Alyssa Collier at [Alyssa@Beavercreekchamber.org](mailto:Alyssa@Beavercreekchamber.org) or Shannon Sellers at [ssellers@mikescarwash.com](mailto:ssellers@mikescarwash.com) by Feb. 28, 2020.

#### Practice expanding

**Premier Weight Loss Solutions** is opening a new location in Liberty Twp. The new office is located at 6615 Cincinnati-Dayton Road., Suite 110. The Premier Physician Network practice includes **C. Joe Northup**,



Northup

MD, FACS, Anne Kroger, PA-C, and Angela Kemp, PA-C. To learn more information about the practice, go to [PremierWeightLossSolutions.com](http://PremierWeightLossSolutions.com).

#### Practice to open

**Middletown Cardiology Associates** is opening a new office in Lebanon. The location will include **Himad Khattak**, MD, and be located at 100 Columbus Ave., Lebanon. Middletown Cardiology Associates, a Premier Physician Network



Khattak

practice, is a multi-specialty cardiovascular practice with eight physicians and five locations throughout Southwest Ohio including Franklin, Liberty Township, Mason, Trenton and West Chester. To learn more information about the practice, go to [MiddletownCardioAssociates.com](http://MiddletownCardioAssociates.com).

### CALENDAR OF EVENTS

Register for all events at [DaytonChamber.org](http://DaytonChamber.org).

#### CHAMBER MEMBER ORIENTATION

March 3, 8 to 9:15 a.m., BarryStaff, Inc., 230 Webster St., Dayton. Topic: What can your chamber do for you?

#### GENERATION DAYTON MEMBERSHIP 101

March 4, 5:30 to 6:30 p.m., Troll Pub, 216 Wayne Ave., Dayton. Topic: What's GenD membership all about?

#### IMMIGRANT & REFUGEE EMPLOYER ROUNDTABLE

March 11, 11:30 a.m. to 1:30 p.m., Montgomery

County Business Solutions Center, 1435 Cincinnati St., Suite 300, Dayton. Topic: Dayton's Global Workforce

#### SAFETY BREAKFAST WITH THE EXPERTS

March 19, 7:30 to 9 a.m., The Mandalay, 2700 E. River Road, Dayton. Speaker: Jeff Cooper, Dayton & Montgomery County Health

Commissioner; topic: A public health update

#### EMPOWER INFORMATION BREAKFAST

March 24, 7:30 to 9 a.m., Dayton Club, 40 N. Main St., 29th Floor, Dayton. Topic: Learn about the chamber's program for women in leadership

### ECONOMIC INDICATORS

#### Sales Tax Collections

County	Current Rate	Oct 2019	Oct 2018	12 Mos Change	YTD 2019	YTD 2018	YTD Change
Butler	0.75	\$3,877,262	\$3,530,596	9.82%	\$37,509,823	\$35,941,593	4.36%
Clark	1.5	\$2,140,386	\$1,965,976	8.87%	\$21,545,181	\$19,463,237	10.70%
Darke	1.5	\$817,258	\$758,557	7.74%	\$7,550,213	\$7,325,745	3.06%
Greene	1	\$2,414,943	\$2,264,331	6.65%	\$23,670,581	\$22,590,449	4.78%
Miami	1.25	\$1,566,082	\$1,406,803	11.32%	\$15,672,480	\$15,077,389	3.95%
Montgomery	1.25	\$8,132,812	\$6,574,639	23.70%	\$82,822,658	\$64,202,683	29.00%
Preble	1.5	\$533,539	\$488,663	9.18%	\$4,861,122	\$4,742,620	2.50%
Warren	1.25	\$4,528,906	\$4,093,309	10.64%	\$45,697,092	\$41,733,198	9.50%
<b>Region Total</b>		<b>\$24,011,188</b>	<b>\$21,082,874</b>	<b>13.89%</b>	<b>\$239,329,149</b>	<b>\$211,076,915</b>	<b>13.38%</b>

Source: [http://www.tax.ohio.gov/tax\\_analysis/tax\\_data\\_series/sales\\_and\\_use/publications\\_tds\\_sales/S1M1019.aspx](http://www.tax.ohio.gov/tax_analysis/tax_data_series/sales_and_use/publications_tds_sales/S1M1019.aspx)

#### Residential Home Sales

	Oct '19	Oct '18	%Change	YTD '19	YTD '18	%Change
<b>Number of Homes Sold</b>	1445	1379	4.79%	14048	13902	1.05%
<b>Total Home Sales</b>	\$257,805,736	\$228,009,113	13.07%	\$2,487,636,851	\$2,304,484,496	7.95%
<b>Average Sale Price (\$)</b>	\$178,412	\$165,344	7.90%	\$177,081	\$165,766	6.83%

Source: Dayton Area Board of Realtors, Dayton Area Home Sales for Oct 2019

### BUSINESS AWARDS

#### KHN named best place to work

Great Place to Work® and Fortune have named **Kettering Health Network** one of the 2020 *Fortune 100 Best Companies to Work For*®.

The list is based on responses from more than 650,000 employees at Great Place to Work-Certified™

organizations across the country. Great Place to Work, a global people analytics and consulting firm, evaluated more than 60 elements of team members' experience on the job. These included the extent to which employees trust leaders, the respect with which people are treated, the fairness of workplace decisions, and how much cam-

aderie there is among the team. Rankings are based on employees' feedback and reward companies who best include all employees, no matter who they are or what they do for the organization.

"We are honored and humbled to be named one of the 2020 Fortune 100 Best Companies to Work For," says Fred Manchur, CEO. "Our people

shape our culture, and this recognition reflects their commitment to living our values and working together for the higher purpose of providing whole person health care in the communities we serve. Their passion and dedication to our mission is truly inspiring."

For more information, visit [www.ketteringhealth.org](http://www.ketteringhealth.org).

### MONTGOMERY COUNTY VENDORS LICENSE

**Barking LLC, dba Press Coffee Bar**, 732 Watervliet Ave, Dayton 45420  
**CS Ross Company, dba Big Lots #5412**, 2120 E Dorothy Ln, Kettering 45420  
**EC Barton & Company, dba Surplus Warehouse-Dayton**, 131 N Springboro

Pike, Miami Township 45449  
**Estrada-Vazquez, Melba B, dba Enchanted Scents**, 535 Sterling Meadows Pl, Brookville 45309  
**Meefs LLC, dba Tuscany's Grill & Market**, 881 E Franklin St, Centerville 45459  
**MS-2 Carryout LLC, dba**

**Delphos Carryout**, 2903 W 3rd St, Dayton 45417  
**SRX Enterprises LLC, dba SRX Enterprises LLC**, 300 Warren St, Dayton 45402  
**Stoneking S Island Inc., dba Mr. Stoneking**, 94 Hampton Rd Ste B, Centerville 45459  
**Threads and Things**

**Boutique, dba Threads and Things Boutique**, 1630 Rosina Dr, Miamisburg 45342  
**Timberline Portable Building, dba Timberline Portable Building**, 636 N Diamond Mill Rd, New Lebanon 45345

FREE WITH ANTENNA ON 7.2  
SPECTRUM 23 OR 372  
AT&T U-VERSE 136 OR 1136

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