

FOCUS

ON BUSINESS



HOW AREA STUDENTS GET COLLEGE READY

6

FAREWELL TO CHAMBER LEADER PHIL PARKER

12

CHAMBER MEMBERS RESPOND TO COVID-19

24

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FOCUS Letter FOCUS ON ... CHANGING OF THE GUARD



Who would have thought that this would be a good time to retire? Well, maybe I should have looked into my crystal ball for a better answer. But no matter, the time has come to pass the torch of leadership to an outstanding chamber and community leader, Chris Kershner.

Chris, by the way, comes to this position at almost the exact age when I did in 1994. After almost fourteen years of experience with our chamber, most recently as Executive Vice President, he is absolutely qualified and ready to lead a seasoned staff and a cadre of some of the best and most-qualified volunteer leaders we could ever amass.

Looking back over my 30+ years of service to our chamber, I cannot think of a better time in my life. It has been an honor and privilege to have been asked to lead our organization, and I am grateful to far too many to list here for their personal friendships, guidance, patience and support.

Our organization has been not only good to me, but also to my family. I thank you for your kindness to my wife Donna and children, Natasha, Mark and Matthew. But before I close and wish Chris the very best as our new leader, let me say there are two outstanding staff members who have been with my journey most of the way. Many will know I mean Linda Ashworth, our VP & COO, and of course my Executive Assistant Marcia Bostick. Let me be clear and as honest as I can ... even if I could have done this job without them (doubtful), the journey would not have been nearly as successful or as much fun.

But it's time for a change and change is good. Chris will be a great leader for this organization and I congratulate our Board on making an excellent strategic decision by choosing Chris. We all know that good leadership is key and strategic.

Thank you all for trusting me these past 26 years. I hope I never purposely let you down. Our organization will always be in my thoughts and prayers.

God bless our community and our 113-year-old chamber of commerce. DAYTON STRONG!

Phillip L. Parker, CAE, CCE
President/CEO
Dayton Area Chamber of Commerce

TABLE OF CONTENTS



FEATURED

6 MONTGOMERY COUNTY EDUCATIONAL SERVICE CENTER

30

SEE OUR PREMIER SPONSORS:

INSIDE FRONT COVER: CAREWORKS
INSIDE BACK COVER: SANDY'S TOWING
BACK COVER: HOLLYWOOD GAMING

VOICE OF BUSINESS

- 12 A CAREER TO REMEMBER
- 15 VOLUNTEERS OF THE QUARTER
- 18 ECONOMIC INDICATORS
- 22 2020 CHAIRMAN'S CIRCLE MEMBERS
- 24 MEMBERS ON THE MOVE

27 MEMBER SAVINGS

CHAMBER ACADEMY

- 28 CONTACTLESS POS PAYMENTS KEY TO CUSTOMERS & MERCHANTS
- 30 STAYSAFE DAYON
- 32 THE SOCA BENEFIT PLAN

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MEGAN BAUMGARTNER

**Brookville
Local Schools**

Megan Baumgartner's 7th- and 8th-grade students at **Brookville Intermediate School** participate in a 9-week program designed to build career awareness even before the students hit high school. Two focus areas are in-demand careers in healthcare and manufacturing. Students are introduced to skilled positions, as well as those requiring a college education. They practice their soft skills, including communicating professionally and working in teams. This school year, 8th-graders attended **Dayton Metro Library's Career Adventure Day**, where they explored careers in advanced manufacturing, healthcare/bioscience, construction/skilled trades, aerospace, logistics and information technology.



KIERSTEN FENSKE

**Carroll
High School**

Family and Consumer Science Department Chair **Kiersten Fenske** is ensuring her students have the life skills they'll need to be independent adults. "Family and Consumer Science has evolved to include training for careers in related fields, along with leadership development and employability," Ms. Fenske says. Her students learn career competencies like teamwork, adaptability, flexibility, creative thinking, problem-solving, decision-making, planning and organizing even as they're learning math, science and communication. "Students leave this class feeling confident that they can find a job and be successful at it all while managing their new earned income."



BETH CARSTENS
& KELLY JUDY

Centerville City Schools

Imagine learning anatomy by watching an interactive virtual knee replacement. Thanks to **COSI** and **Mount Carmel Hospital**, students in classes taught by **Beth Carstens** and **Kelly Judy** get to pose questions to doctors and medical staff in the operating room in real time. They also learn how to conduct an autopsy. Each year **CHS** also hosts a medical symposium with 30-40 medical professionals who discuss everything from the business side of healthcare to surgery.

"By providing these experiences, students can see the vast array of areas in which they can get involved in medicine," Ms. Carstens says.



MEG DRAEGER

**Chaminade Julienne
Catholic High School**

Meg Draeger has led **Chaminade Julienne's** STEMM (Science, Technology, Engineering, Math and Medicine) program since 2009. Her **STEMM Idol Speaker Series** and summer camps introduce students to STEMM workers, giving both young people and employers important networking opportunities. "The 'classroom' needs to become the larger community," says Ms. Draeger, who is the Outreach Chair for the South Ohio section of the **Society of Women Engineers**. Ms. Draeger promotes opportunities like job shadowing, workplace tours, summer programs, internships and community STEM/STEAM festivals not just to CJ students, but to elementary students and families, too.



DAYTON
PUBLIC SCHOOLS

BRIAN KNOSTMAN

Dayton Public
Schools

Third- and 4th-graders in **Brian Knostman's** STEM classroom at **River's Edge Montessori** already are learning coding and the power of technology. They also are improving their critical thinking, communication, collaboration and problem-solving skills. The young learners love Mr. Knostman's problem-based learning approach. Among their activities, they use iPads to program a robot named Dash to navigate around obstacles. If the robot's path is too wide to avoid objects, students must find a different route. Students learn about a variety of careers where they'll need to work together to achieve a goal or find a solution.



MELANIE BROOKS

Huber Heights
City Schools

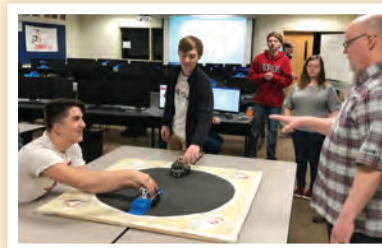
Melanie Brooks is a biomedical science teacher, teaching **Project Lead the Way** courses at **Wayne High School**. "The biomedical program uses project-based learning so students can learn in a more authentic and hands-on way," she says. Students create 3D models to represent physiological processes; design and implement experiments to investigate variables; and run simulations to better understand medical techniques. They analyze DNA using micropipettes and gel electrophoresis; employ aseptic techniques when working with microorganisms; and use centrifuges to separate blood. Many of Ms. Brooks' students graduate with professional certificates. They regularly host outside speakers, and many students have mentors.



JARED PARKER

Kettering
City Schools

When **Jared Parker** started teaching at **Fairmont Career Tech Center**, one of the first things he did was reach out to former business contacts, asking them to give his students work experience. Mr. Parker says employers wanted to know if his digital design students would really contribute. An initial commitment by 5 companies has grown to 20 internships. Treating his classroom as a design business, Mr. Parker's students work on state-of-the-art equipment and software. Every day his classes review "Parker's Employability Points" that emphasize soft skills. When students do well, they earn "internship points," which can be used to bid on internships.



JIM PRATER

Mad River
Local Schools

Stebbins High School engineering teacher **Jim Prater** directs one of the school's most popular career-tech pathways. The engineering program gives students the opportunity to earn industry credentials, while seniors can get paid internships. Partners include **All Service Plastic Molding**, **Libra Industries** and **Wright-Patterson Air Force Base**. In summer, students can be part of the **Wright Scholar Research Assistant Program**.

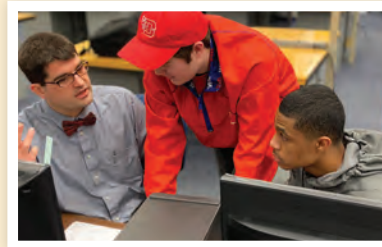
Under Mr. Prater's leadership, Stebbins became the first southwest Ohio high school to be named part of the **Massachusetts Institute of Technology's international Fab Lab Network**. Students have built skateboards, guitars and unmanned aerial vehicles.



TATIANA
CASTRO-LAMLEY

Miamisburg
City Schools

Bob Neubauer, the Workforce Development Supervisor at **Miamisburg City Schools**, is ensuring students learn about jobs in manufacturing, skilled trades, healthcare, information technology and logistics. He works closely with **Tatiana Castro-Lamley**, who teaches high-school students soft skills, including how to respectfully disagree and the importance of self-regulating one's emotions. "I don't want to just help my students get a job. I want them to hold onto it," says Ms. Castro-Lamley. Her students identify their strengths and then match those abilities to a career. Students practice preparing for job interviews, track work hours and plan a budget.

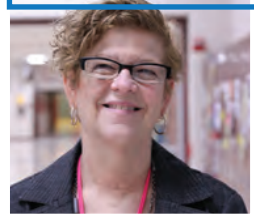


JOHN UNDERWOOD

Miami Valley
Career Tech Center

In its 2-year program, **Miami Valley Career Technology Center** prepares students for careers in cyber security. In **John Underwood's** class, students learn networking fundamentals and can become Cisco Certified CCNET and cyber operations professionals while earning their high-school diploma. Mr. Underwood promotes involvement in **Business Professionals of America** competitions. In 2019, a student won 1st place in the nation in the BPA Computer Network Technology contest. With the necessary skills to start work right after graduation and their **Sinclair Tech Prep Scholarships**, students can afford to go on to college. Over 90% of Mr. Underwood's students continue their education.

FEATURE



LAURIE MOSES
New Lebanon
Local Schools

Dixie High School's Laurie Moses teaches her students college accounting classes and computer applications. In her online class, Employability Skills, Ms. Moses emphasizes essential work skills such as communication, collaboration, networking and professionalism, blending this curriculum with experiences such as visiting local businesses on **Manufacturing Day** and mock interviews. Students also research careers and trades, delving into the training and education required to obtain an entry-level position. Students have interviewed guest speakers about their professions, including representatives of the **Hobart Institute of Welding**, **Marriott Hotels** and the **Montgomery County Sheriff's Office**.



ERIC WAGNER
Northmont
City Schools

Marketing teacher **Eric Wagner** advises **Northmont High School's DECA chapter**, an association of marketing students who prepare for the world of work by completing projects in entrepreneurship, public relations, sports and entertainment, travel and tourism, hospitality, and more. Students also get real-world experience operating the student-run credit union (in partnership with **Englewood's Code Credit**) and the **Bolt Shop**, which sells spirit wear. Each year Mr. Wagner's students host a Career Skills Fair. In previous years, DECA students have taught financial literacy to elementary and middle-school students, and hosted retirement seminars for school staff and the community.



BETSY MARTIN
Valley View
Schools

Valley View students interested in agriculture take classes such as Agriculture Food & Natural Resources; Mechanical Principles of Agriculture; Livestock Selection; Nutrition and Management; and Business Management for Agricultural and Environmental Systems Capstone. **Betsy Martin** teaches these classes and also leads the **Future Farmers of America (FFA)** program and the high school's Supervised Agriculture Experiences. FFA students participate in job interviews, public speaking events, agricultural sales and livestock evaluations. Supervised Agriculture Experiences include job shadows or working at a local business. In 2020-2021, juniors and seniors will have the chance to explore career opportunities in a mentorship class.



MIKE BROCKERT
Vandalia-Butler
City Schools

Mike Brockert, a 20-year veteran at **Butler High School**, teaches Mechanical Drawing I and II, Wood Shop I, Advanced Wood Shop II and Home Maintenance. Whether he is teaching students how to make a multi-view drawing, wire a simple circuit, build a small cabinet or design and produce an object on a 3D printer, Mr. Brockert prepares students for their lives after high school. Senior **Joey Solomon** said Mr. Brockert's courses prepared him for the **Butler HS** pre-apprenticeship program, a partnership with **Projects Unlimited**, which has allowed Solomon and senior **Tavian Rush** to transition into a pre-apprenticeship role.



EMILY EARL
West Carrollton
City Schools

Emily Earl teaches Broadcast News, Videography, Graphic Design and Social Media Marketing. Students learn about career pathways and get on-the-job experience. For example, through Ms. Earl's partnership with **Miami Valley Communications Council (MVCC)**, her students act as camera operators, tech directors and directors on the **MVCC** crew during football and basketball season. They're learning about technology they'll use on the job. Many of Ms. Earl's students participate in **Business Professionals of America (BPA)** and compete at regional, state and national levels in business-related challenges. The local non-profit **Clothes That Work** offers students professional business attire to wear to BPA conferences.

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- Give tours to students of your workplace
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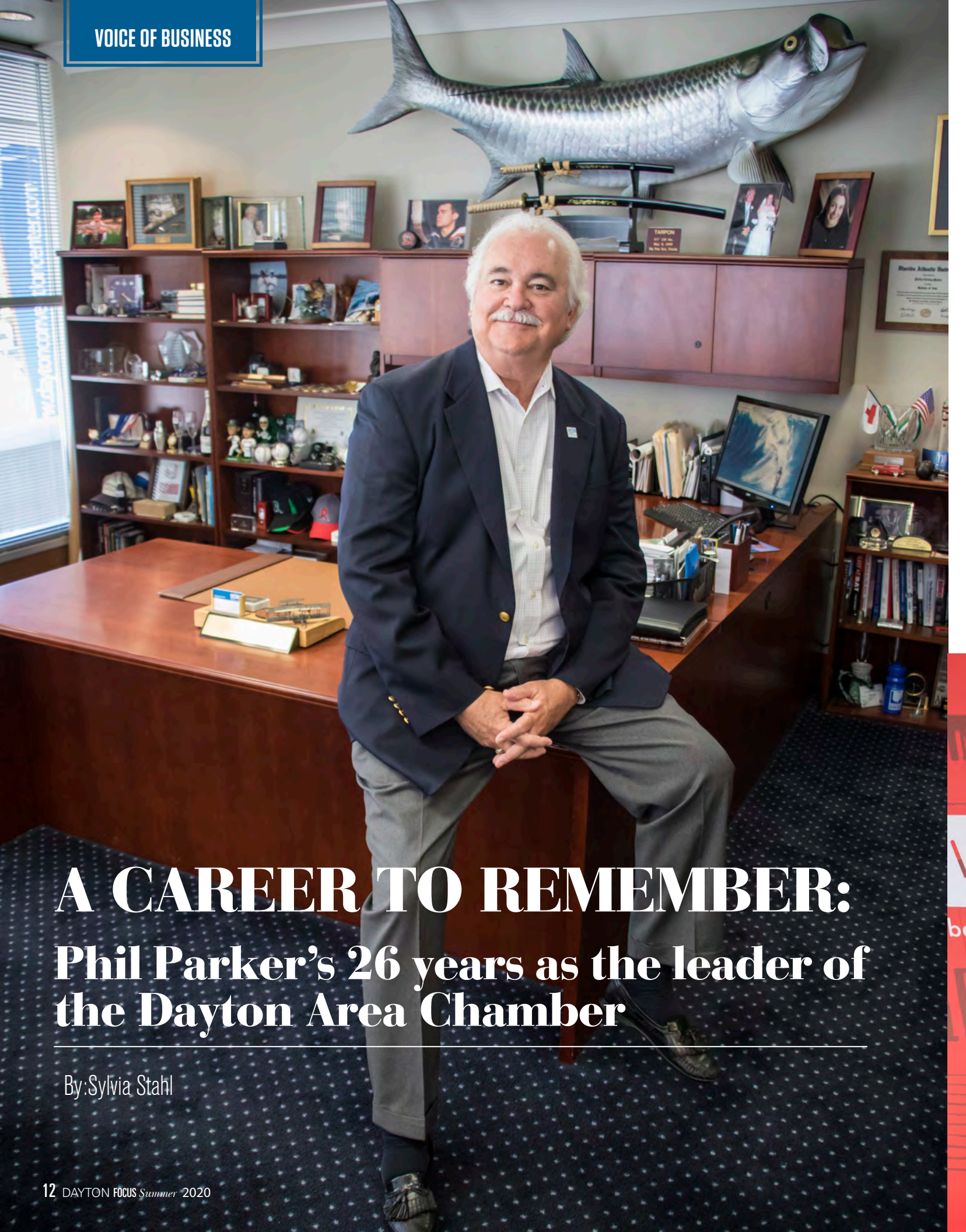
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A CAREER TO REMEMBER:

Phil Parker's 26 years as the leader of the Dayton Area Chamber

By: Sylvia Stahl

Fate. That's how Phil Parker describes his 26 years of service with the Dayton Area Chamber of Commerce. As a graduate of Florida Atlantic University, Parker's experience post-college made him an ideal candidate for his current role.

"My undergraduate degree was in political science from Florida Atlantic University and I later received an MBA from the University of Dayton. I was active in politics in college and then also when I came to Dayton in 1974," Parker explains.

With experience in retail, insurance, CEO of the Home Builders Association, and as an active volunteer for more than five years at the Dayton Area Chamber of Commerce, Parker had the resume that the Chamber Board of Trustees was looking for in their 1994 search for a CEO.

With plans to retire on July 31st, Parker reflects on the past three decades with the Dayton Area Chamber, citing his travels to Japan, China, Bosnia and Israel, each time as an officiant for the Dayton community, as major highlights within his career.

"There are too many fond memories to name, but several include my travels and the opportunity to interact with more than 10,000 area businesses and many of their employees since coming to Dayton," Parker said. "Last but not least, are the many friendships I have made during my years here."

The Dayton Area Chamber of Commerce currently represents 2,200 businesses and organizations within nine surrounding counties in the Dayton area.

While Parker recognizes his own hard work and time dedicated to the community within his current role, he's aware that none of the accomplishments would have been possible without his chamber team at the forefront. Some of whom have been by his side since the very beginning.

"A few things come to mind immediately when I think about what I will miss most when I retire.

First, my staff - my chamber family for over 26 years. I will miss them all including some who have gone on to accomplish many other achievements. But perhaps the two I will miss most are Linda Ashworth, the chamber's COO and my Executive Assistant, Marcia Bostick. Linda has been with me almost from day one and Marcia for almost that entire time."

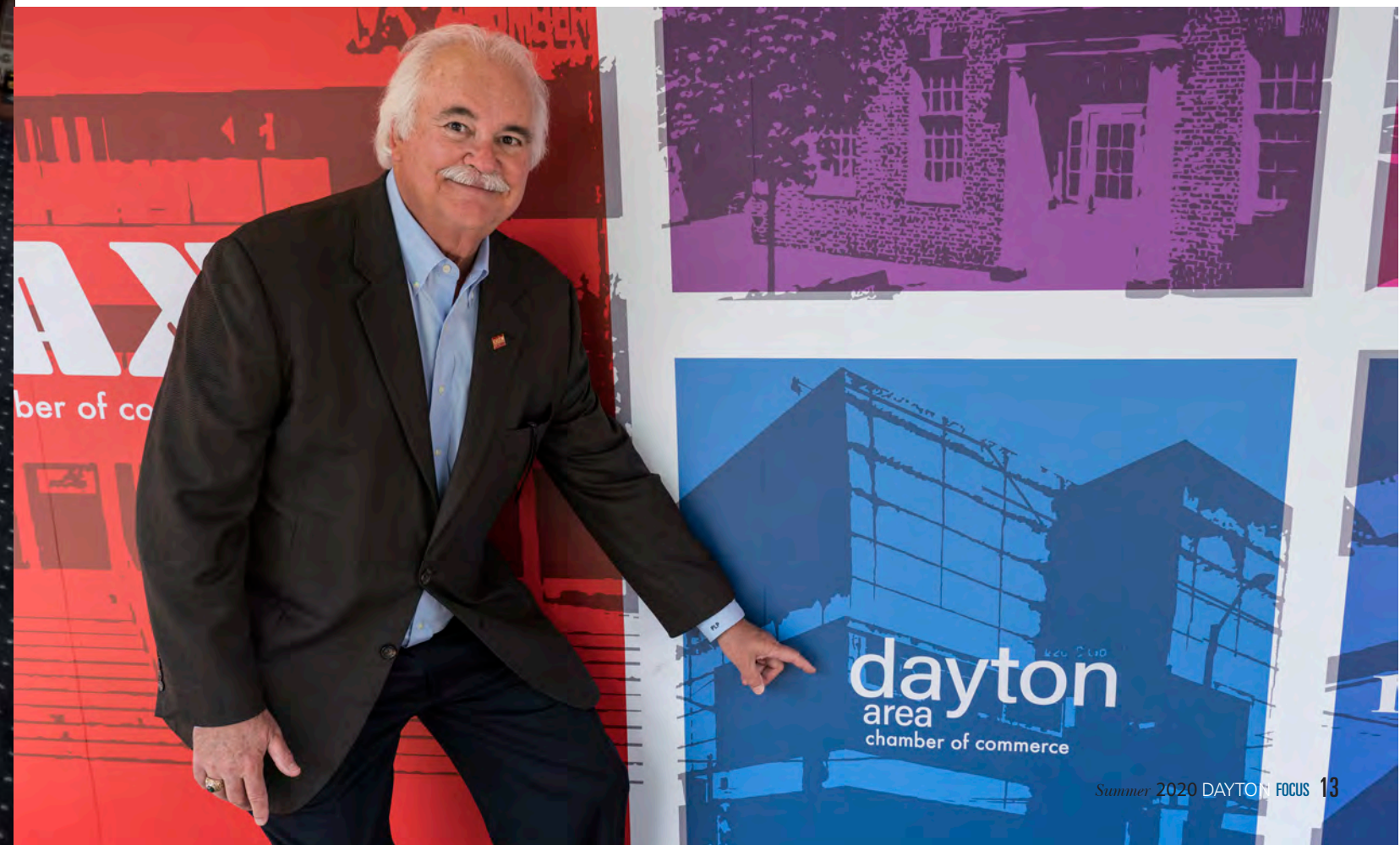
While leading his staff for over 26 years, Parker says many of his most proud achievements are the accomplishments the chamber has been recognized for - like being a nationally accredited chamber and the initiatives his team has fought for, regardless of adversity. One battle in particular being the I-75's 'malfunction junction' in downtown Dayton. Something Parker says was not an easy fight.

"A few noteworthy achievements are being nationally accredited with 5 stars as one of the top 100 chambers in the nation, and being named the Best Chamber in the Nation in 1998. And runner-up twice since then," Parker recalls. "The other one was advocating for over half a billion dollars, winning and implementing the I-75 fix downtown of "malfunction junction." Getting it done with ODOT when others fought us tooth and nail for a western beltway is one of the chamber's best achievements for our members and our community."

With his staff and chamber Board of Trustees by his side, Parker further explains how he'll miss both the people and the work the Dayton Area Chamber has accomplished over the years.

"I'll miss my Board Chairs. This group of unselfish leaders always had my back and became good friends and great community leaders," Parker explains. "I will miss all the initiatives and work we all did for our business community. Retirement just won't have the same action. I'll miss that."

Though retirement might not include the same kind of involvement as his current position, Parker is ready to have time to pursue his other hobbies and passions. With plans to continue his love of traveling, fishing, playing guitar and restoring vintage



vehicles, Parker's interests will keep him busy, though maybe at a different pace than what he had originally planned a few months back.

"If you would have asked me if I had plans to work in retirement eight months ago, before COVID-19 hit us and my 401k, I would have said probably not. But you should never say never," Parker said. "I have traveled to all 50 states, have fished in forty-two of them; Canada, Mexico, Ireland, Costa Rica, Cuba and about 8 other Caribbean islands. Seems to me there are still a few more cool places left to see and fish. I have also restored one muscle car and three vintage motorcycles, all of which have either won awards or scored high at our Concours d'Elegance. Maybe I have one more of something left in me."

The Board of Trustees having just recently announced the new CEO for the Dayton Area Chamber of Commerce following Parker's retirement, he has one last piece of advice to give; Something he says he's shared with up-and-coming Dayton Area Chamber CEO Chris Kershner.

"I want my fellow chamber colleagues to remember something shared with me by my association mentor, HBA leader Jack Sheeley," Parker recalls. "He said, 'Never forget who really owns this organization ... your members.' We should never forget that. This I've shared with Chris and I know he understands its importance."

With this advice and retirement goals in mind, Parker isn't going anywhere just yet. After all, it was fate that led him to the chamber.

"I have been blessed to have held this position of trust here at our chamber. Maybe it was fate that readied me or brought me to the chamber. Whatever it was, I am thankful and am blessed for this wonderful opportunity," Parker says. "It would not have been possible without the support of my wife of 46 years, Donna, and my children, Natasha and Matthew, Mark and grandchildren, Chloe, Kennedy and Violet. My sincere thanks to you all who have put their trust in me."



L-R: Dan McCabe, CareSource; Pat McDonald, KeyBank (ret.); Phil Parker



Phil and chamber staff pitch in during the United Way Day of Giving 2018.



VOLUNTEERS OF THE QUARTER

The Dayton Area Chamber of Commerce is successful only because of the hard work of its many volunteers. Besides the robust Board of Trustees made up of up to 50 business leaders, the chamber is led by 24 additional committees. Each quarter, we recognize a few of those volunteers who have shown exceptional dedication to our mission.

This quarter, we virtually recognized the following volunteers (Pictured L-R): **Marshall Weil**, YWCA; **Carlina Figueroa**, Sinclair Community College; **Kelley Bell**, Saxon Financial Services; **Rise Huffman**, StratoCumulus Technologies.

Their quality leadership and dedicated service are appreciated by the Dayton Area Chamber of Commerce. Awards are typically presented at the quarterly Dayton Area Chamber Board of Trustees meetings.





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The chamber's monthly publication, *Economic Indicators*, is compiled through a partnership with Wright State University's Applied Policy Research Institute (APRI). The latest indicators are available at DaytonChamber.org. Below is a sampling from the January 2020 report.

In This Edition

- Sales Tax Collections
- Consumer Price Index
- U.S. Manufacturing, Retailer, and Merchant Wholesalers Sales
- Residential Home Sales

Economic development highlights for this issue and future editions will be provided by Wright State University's Applied Policy Research Institute (APRI). APRI is an applied social science research institute that provides support to, local government, state government, and non-profit organizations with data collection and analysis, strategic planning, and other applied research needs. Economic indicators will vary in monthly reports with greater analysis reporting on a quarterly basis.

Sales Tax Collections

Country	Current Rate	Jan 2020	Jan 2019	12Mos Change	YTD 2020	YTD 2019	YTD Change
Butler	0.75	\$4,667,532	\$4,418,692	5.63%	\$4,667,532	\$4,418,692	5.63%
Clark	1.5	\$2,761,540	\$2,337,202	18.16%	\$2,761,540	\$2,337,202	18.16%
Darke	1.5	\$935,270	\$810,928	15.33%	\$935,270	\$810,928	15.33%
Greene	1	\$3,118,165	\$2,900,500	7.50%	\$3,118,165	\$2,900,500	7.50%
Miami	1.25	\$1,914,793	\$1,823,033	5.03%	\$1,914,793	\$1,823,033	5.03%
Montgomery	1.25	\$10,040,644	\$9,280,926	8.19%	\$10,040,644	\$9,280,926	8.19%
Preble	1.5	\$562,163	\$531,372	5.79%	\$562,163	\$531,372	5.79%
Warren	1.25	\$5,779,034	\$5,392,567	7.17%	\$5,779,034	\$5,392,567	7.17%
Region Total		\$29,779,142		8.31%	\$29,779,142	\$27,495,222	8.31%

Source: http://www.tax.ohio.gov/tax_analysis/tax_data_series/sales_and_use/publications_tds_sales/S1M0120.aspx

Consumer Price Index

December 2019 % Monthly change	0.4%
CPI over the last 12 months avg.	2.5%



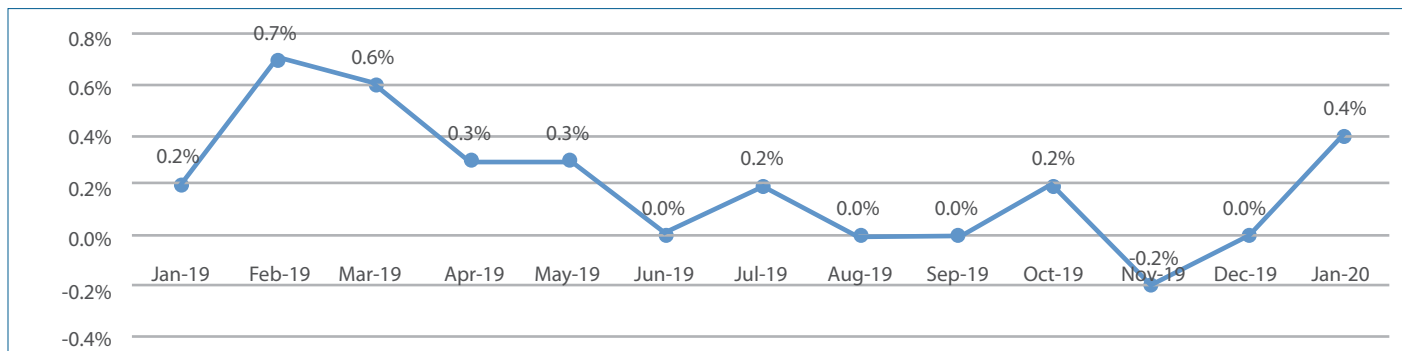
Prepared by:

The Applied Policy Research Institute at
Wright State University
3640 Colonel Glenn Hwy.
Dayton, OH 45435

Statistics for the Dayton MSA are no longer available. Based on Midwest region B/C MSA Population 50,000- 1,500,000.

Source: http://www.bls.gov/regions/mountain-plains/news-release/consumerpriceindex_midwest.htm#chart1

Consumer Price Index - Percent Change



Statistics for the Dayton MSA are no longer available. Based on Midwest region B/C MSA Population 50,000- 1,500,000.

Source: http://www.bls.gov/regions/mountain-plains/news-release/consumerpriceindex_midwest.htm#chart1

Estimated Monthly Sales for Manufacturers, Retailers, and Merchant Wholesalers

(In millions of dollars)	Jan '20	Dec '19	Jan '19	Jan 20/Jan 198 % Change
Total Business	\$ 1,471,213	\$ 1,441,503	\$ 1,441,503	2.1
Manufacturing	\$ 501,825	\$ 504,082	\$ 504,075	-0.5
Retail	\$ 464,818	\$ 443,937	\$ 443,937	4.7
Merchant Wholesale	\$ 504,570	\$ 494,366	\$ 493,491	2.2

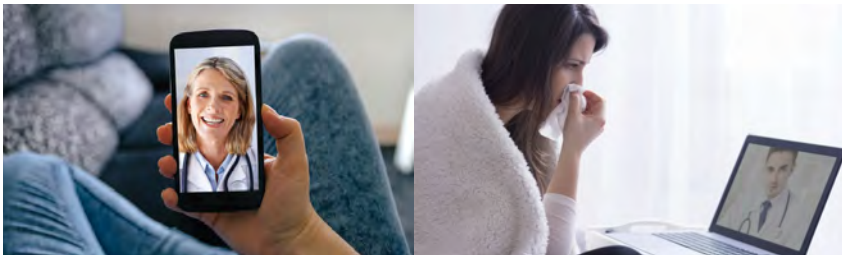
Note: Adjusted for seasonal variations and, in the case of sales, for trading-day differences and holiday variations. For complete methodology, refer to the source.

Source: US Dept. of Commerce, US Census Bureau, Economic Indicators, Manufacturing and Trade Inventories and Sales, Jan 2020. Released Mar 17, 2020.

Residential Home Sales

	Jan '20	Jan '19	%Change	YTD '20	YTD '19	%Change
Number of Homes Sold	936	895	4.58%	936	895	4.58%
Total Home Sales	\$158,654,696	\$129,919,867	22.12%	\$158,654,696	\$129,919,867	22.12%
Average Sale Price (\$)	\$169,503	\$145,162	16.77%	\$169,503	\$145,162	16.77%

Source: Dayton Area Board of Realtors, Dayton Area Home Sales for Jan 2020



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MEET OUR 2020 CHAIRMAN'S CIRCLE MEMBERS

The Chairman's Circle is the Dayton Area Chamber of Commerce's highest level of member supporter. The businesses listed below are true chamber champions. Their dedication to the chamber's mission to provide a voice for our business community allows us all to grow and do more and better business. This year, it's more important than ever to support one another. We'd like to take this opportunity to say thank you for your unwavering belief in Dayton area businesses



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MEMBERS ON THE MOVE

It's no secret that the Dayton region's business community is close knit and generous, but chamber members are especially dedicated to doing good when they see others in need. Dayton Area Chamber members who were able stepped up in big ways during the COVID-19 pandemic. These are just a few of their stories.

BATTLE SIGHT TECHNOLOGIES

True to its reputation as a trailblazer, this Soin Award for Innovation winner temporarily changed its business operations to respond to a need for hand sanitizer at the start of the pandemic. Battle Sight Technologies typically manufactures glow-in-the dark communications tools for the military and first responders, but this spring, bottled more than 25,000 lbs. of hand sanitizer instead. Battle Sight donated more than 1,500 bottles of sanitizer to first responders and sold more than 3,000 individual bottles and 55 gallon drums to the business community and others.



Battle Sight Technologies founder Nick Ripplinger with first responders who received hand sanitizer donation.

DAY AIR CREDIT UNION

As part of an ongoing response during the COVID-19 pandemic, Day Air Credit Union provided more than \$7,500 in meals to first responders. Day Air provided lunch and dinner to first responders serving in Kettering, Centerville, Washington Township, Vandalia, Beavercreek, Butler Township, at the University of Dayton, and on the VA Campus.

In addition to providing meals to first responders, Day Air provided a number of relief programs for their members throughout the community impacted by COVID-19. These programs include: a Here to Help Loan, temporarily waiving certain fees, suspending foreclosures and auto repossessions, PPP Loans, Skip-A-Pay programs, and more.

THE CONNOR GROUP

Understanding a desperate need for capital as small businesses were forced to close their doors during the pandemic, The Connor Group launched its own Small Business Loan Program. Owner Larry Conner committed \$1.5 million to a Dayton loan fund, with individual no-interest loans ranging from \$25,000 to \$150,000.



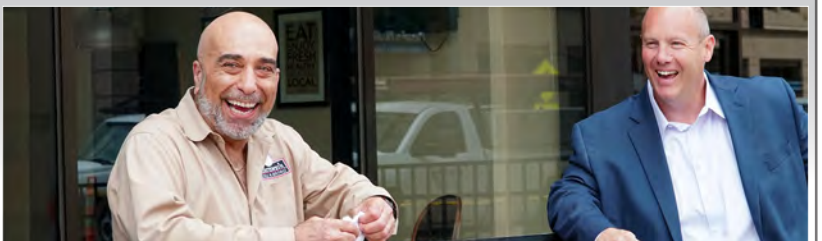
Police officers benefit from Day Air Credit Union meal donation.

REOPEN DOWNTOWN DAYTON GRANT: CARESOURCE FOUNDATION, DOWNTOWN DAYTON PARTNERSHIP, DAYTON PHOENIX

When the Dayton Area Chamber of Commerce teamed up with the Downtown Dayton Partnership to create a grant program for downtown Dayton's small businesses, the CareSource Foundation didn't hesitate to step in as the lead donor, contributing \$500,000 to the fund. The Downtown Dayton Partnership followed by committing \$200,000.

After the launch of the grant program, CareSource president & chief executive officer Erhardt Preitauer, called on CareSource leadership and fellow business leaders who could, to give to the program. Among others, Dayton/Miami Valley Safety Council member Dayton Phoenix donated \$10,000, and CareSource leaders gave as well.

In total, the REOPEN Downtown Dayton Grant program distributed \$719,000 to 119 small businesses located in downtown Dayton.



REOPEN
Dayton



REOPEN Dayton Grant Program partners presented a check to a downtown restaurant owner on June 17, 2020. (L-R) Chris Shaw, Dayton City Commission; Sandra Gudorf, Downtown Dayton Partnership; Chris Kershner, Dayton Area Chamber of Commerce; Erhardt Preitauer, CareSource; Haitham Imam, Carmen's Deli & Bistro.



THINK PATENTED

Recognizing an immediate need for PPE, Think Patented of Miamisburg donated 25,000 face masks to fellow chamber member Dayton Children's Hospital, and more than 1,000 clear face shields to first responders and community groups throughout the region.



CHAMBER MEMBER SAVINGS

Your chamber membership could pay for itself – and then some. Take advantage of the buying power afforded to you as a chamber member with these valuable offers! Find more information at DaytonChamber.org.



Health Insurance for Small and Mid-Size Businesses

The chamber and Anthem Blue Cross Blue Shield have combined efforts to offer health, dental and disability insurance coverage to small and mid-sized businesses. These offerings come with competitive rates and comprehensive services from a large network of providers.



Medical Management Solutions

The chamber contracts with CareWorks to offer members innovative claims and medical management services for workers' compensation, helping our more than 93,000 employer customers control costs and enhance employee productivity.

Workers' Compensation Discounts

Our group rating program allows employers with good safety and claims records to pool together to enjoy discounted workers' compensation premiums.



Office Supplies

Chamber members see significant savings on frequently used office supplies at Office Depot AND free next day delivery. Employees of member businesses can also get the same great discount when they shop at Office Depot, using their chamber discount card.



Gas Card Discount Program

Save 5 cents per gallon of gas from any Speedway or Super America gas station when using your Chamber Benefits Card. The per gallon discount is not available for fuel purchases made in WV or WI.



Energy Savings Program

Chamber members receive an exclusive discount offer from IGS Energy. Member businesses benefit from custom pricing that could save them hundreds on their energy bills. Member employees are also eligible for custom pricing at home.



Payment Processing

Does your business accept credit cards? When's the last time you took a close look at your processing fees? There might be a better way, using new technologies that could save you significantly. Infintech offers Dayton Area Chamber member discounts, and will complete a free analysis of your current processing to see how much you can save!

"Had we not joined the chamber, we would be spending more than we should have. With IGS, we've saved nearly \$12,000 a year. We save about \$6,000 a year with Infintech. With Office Depot, we will save roughly \$800-\$1,000 for the year. Between the three of those programs, I think we will be a lifetime member of the chamber."

– Craig Feltner, CFO, Clean Water Environmental



CONTACTLESS POS PAYMENTS KEY TO CUSTOMERS & MERCHANTS

By: Chamber Partner Infintech



TOUCH-FREE PAYMENTS ADDS SAFETY AND CONVENIENCE

The act of running to the store for essential goods has changed drastically over the last few months. Shoppers around the country have had to adjust to masks and social distancing measures when buying everyday supplies. The shift in consumer behavior is clear at checkout, as shoppers express a desire for touch-free payment options over concerns regarding cleanliness and safety at the point of sale. The survey found that 50% of U.S. consumers worry about the cleanliness of signature touchpads and 72% of U.S. consumers prefer to skip signatures altogether. 88% of consumers surveyed said that implementing a contactless payment option was easy and they will continue to use touch-free payments post COVID-19.

Contactless payments provide the safety and convenience that consumers are looking for especially in today's world. Blake Rosenthal, MasterCard's executive vice president and head of acceptance solutions stated that, "Social distancing does not just concern people's interactions with each other. It includes contact with publicly shared devices like point-of-sale terminals and checkout counters. Contactless offers consumers a safer, cleaner way to pay, speed at checkout, and more control over physical proximity at this critical time."

MERCHANT ABILITY TO ACCEPT DIGITAL PAYMENT IS ESSENTIAL

It is important for merchants to be prepared for the shift to contactless payments if you have not done so already. If your business accepts EMV chip cards, then you can most likely accept tap and pay as well. Millions of terminals, updated during the October 2015 EMV liability shift, offer both contact and contactless payment options that customers and merchants can take advantage of.

If your point-of-sale terminal has a contactless payment symbol on it, it is already NFC (or near-field communication) capable which means it should be able to accept contactless payments via card or smart device. Many terminals will also indicate on their on-screen prompts if they can process contactless payments. Look for the word "tap" on the terminal screen – this means that contactless payments are accepted.

Virtually every modern smartphone – including all new iPhones and most Android devices – can also make contactless payments. Smartphones use apps called mobile wallets to securely store and transmit customers' payment data. The most popular mobile wallets include Apple Pay, Google Pay, and Samsung Pay that come pre-installed on new devices from those manufacturers. Consumers can opt-in to using these services easily, and they just need a participating bank to verify the card prior to using their digital wallet for purchases.

If you are a merchant that can accept contactless payments, now is the time to take advantage of this technology to keep you, your employees, and your customers safe.

Dayton Area Chamber of Commerce members are eligible for a free quote from payment processor and chamber partner Infintech. If you have not enabled contactless payments for your business, reach out and an Infintech advisor will be in touch to help you:

1. determine if your payment terminals have contactless capability
2. activate the contactless feature if it's not already activated
3. walk through the process of accepting contactless payments.

Go to DaytonChamber.org/services/member-benefits/infintech to learn more about how you can save and keep your customers safe.

Consumers have been slow to adopt contactless payments for years, but COVID-19 has become the tipping point for digital transaction acceptance. According to a recent Mastercard poll, more than half of US shoppers are now using some form of contactless payment. Cash is being used less often or not at all since the beginning of the COVID-19 pandemic.

The survey also showed that consumers are mostly using contactless cards for buying essentials at grocery stores (85%), pharmacies (39%), retail stores (38%), quick service or fast food restaurants (36%), and forms of transit (9%).

STAYSAFE DAYTON

A NEW MODEL FOR BUYING PPE ONLINE

By: Holly Allen, Dayton Area Chamber of Commerce

Reopening for business after the COVID-19 shut down proved to be difficult for DACC businesses. Not only were business leaders using their innovative spirits to figure out how to follow state guidelines for safety, but they found that the tools they needed to comply were many times hard to find, or just plain expensive.

In response, the Dayton Area Chamber of Commerce partnered with Miamisburg-based ecommerce business and chamber member epluno, to create StaySafe Dayton, an online PPE store that will provide reliable access to the supplies area businesses need to reopen responsibly during the COVID-19 crisis.

The idea is simple: StaySafe Dayton allows the chamber to pool the needs of its nearly 2,200 business members and buy products in bulk at lower prices. Dayton Area Chamber members will receive preferred pricing on products such as masks, face shields, alcohol wipes, hand sanitizer, social distancing signage, and more. These supplies are being warehoused and can be shipped immediately to the Dayton area business community.


“We’d heard from chamber members who were looking for help finding supplies, and we knew if we joined together, we could get better inventory and better deals for Dayton area businesses,” said

Chris Kershner, executive vice president, Dayton Area Chamber of Commerce. “We’re always better when we work together.”

StaySafe Dayton partner epluno is managing the online store and incoming orders, while receiving input from the chamber and its members regarding their needs.

“Like many other businesses, epluno had to make changes during this unprecedented time. We saw the supply chain for




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Starting at \$52.50







essential items was not reliable so we wanted to jump in and help in any way we can,” said Paul Scapatici, founder, owner and president of epluno. “We love working with the chamber to support our local community.”

To make things even better, StaySafe Dayton is able to put an emphasis on local products and local suppliers by tapping into the Dayton Area Chamber membership. The store started small, but continues to grow and evolve as chamber member suppliers and manufacturers come forward with different offers that are added to the StaySafe Dayton supply chain whenever it means better service for the business community.

Businesses that need supplies not currently found in the store are urged to contact epluno for assistance.

“If there’s a product our business community needs that we don’t currently have, our partners will help them find it,” said Kershner. “As the regional chamber of commerce in the Dayton area, we’re fortunate to have access to dozens of local manufacturers and distributors of PPE and other supplies. We’ll do everything we can to help our businesses get the tools they need to successfully reopen and get our economy back on track.”



The StaySafe Dayton online store is available now at DaytonChamber.org. In an effort to support the entire Dayton area business community, StaySafe Dayton will be available to all businesses regardless of Dayton Area Chamber of Commerce membership. As a benefit to membership, Dayton Area Chamber members will receive discounted pricing and exclusive access to hard to find products.



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HERE’S WHAT OTHERS THINK.

“SOCA saved our office around \$13,000. We went searching for new health insurance when the county policy was going to increase by around 48%. Since we are a subdivision of the state we are able to either be on the county insurance program or house our own. That’s when I found this program! It has been a lifesaver for us and we are now looking into additional coverage from Anthem!”

— **Katie Kovaly, district program administrator,
Monroe County Soil and
Water Conservation District**

¹Savings estimates were calculated by Anthem from a sampling of small business groups that recently moved to a SOCA plan in Ohio.

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