



# **BUSINESSFIRST!**

for a greater dayton region

## A G E N D A

Thursday, April 15, 2010

9:30 a.m. – 10:30 a.m.

Benham's Grove

166 N. Main St., Centerville, OH

I. Welcome

II. City of Centerville Highlights – Nathan Cahall

III. Old Business

- Update on Manufacturing Module – Gregg Harris
- Renewal of Business*First!* Agreement – 2011-2016
- Upcoming Webinars

IV. New Business

- Establishment of Renewal Review Committee for 2011-2016 Agreement
- ExecutivePulse Training – May 19, 2010 – 9:30 a.m. – 11:30 a.m.
- Darke County Update
- Awards
- Other

V. Adjournment

**NEXT MEETING: Training Session**

**May 19, 2010**

**9:30 a.m. – 11:30 a.m.**

**Room 1001, 10<sup>th</sup> Floor**

**County Administration Building**



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April 2010



## CITY OF CENTERVILLE PARTNERING WITH WRIGHT STATE TO EXAMINE REDEVELOPMENT INITIATIVES

In partnership with the Wright State University Graduate School's Public Administration Program, the City of Centerville will be examining ways in which it can promote economic redevelopment in its core industrial district between Centerville High School and Clio Road, along E. Franklin St.

The question is what steps can the City take to ensure that high-tech manufacturers and other light industrial businesses invest in the Centerville community. The study seeks to identify ways in which the City can partner

with business and property owners in the commercial district to create and maintain a viable, high-tech, light industrial district that meets the needs of today's manufacturers.

The study will include a comprehensive survey of area businesses and property owners to better understand what redevelopment strategies may work best. This will allow those impacted directly by the City's redevelopment initiatives in the future to have a voice in shaping future policies.

The City understands that one of its greatest strengths is its diversified local economy. Once completed this spring, the study is expected to provide insight and guidance as the City continues to examine ways in which to promote investment and job growth in ways that make sense for businesses and the community.

### Inside this issue:

**On the Road with BF! at OCCD May Meeting**

**Seventh Annual I-70/75 Economic Development Summit**

**Development Finance & Pro Formas Free Audio/Web Conference**

### MANY THANKS TO THE CITY OF CENTERVILLE FOR HOSTING APRIL'S MEETING AT BEAUTIFUL BENHAM'S GROVE



### Items of Interest:

*ExecutivePulse training will take place on May 19 from 9:30a-11:30a in Room 1001, 10<sup>th</sup> Floor, County Administration Building*

*Hosts for 2010 meetings are still needed; contact Linda Gum at 225-5711 for available dates*



The Ohio Conference of Community Development (OCCD) will be having its Spring Quarterly Meeting on May 5-6 at the Crowne Plaza Columbus North location.

A Wednesday morning session titled "Comprehensive Economic Development Strategies" from 9:15 – 10:15 a.m. will include brief presentations followed by questions

and answers from Kevin Carver, Economic Development Director, Ohio Region IV, Mike Davis, Economic Development Director, City of Moraine and Gregg Harris, Assistant Development Director, City of Troy.

Information presented will include what economic development strategies communities are using in these

challenging economic times, including the Greater Dayton Region's *BusinessFirst!* Program.

For information on attending the OCCD meeting, contact:

Karen Nelsch:  
330.923.0265

Or visit the OCCD website at [www.occd.org](http://www.occd.org).

## ***BusinessFirst!*** **Participants**

### Montgomery County

**Brookville  
Butler Twp.  
Centerville  
Clayton  
Dayton  
Englewood  
Germantown  
Harrison Twp.  
Huber Heights  
Jefferson Twp.  
Kettering  
Miami Twp.  
Miamisburg  
Moraine  
New Lebanon  
Riverside  
Trotwood  
Vandalia  
Washington Twp.  
West Carrollton**

### Miami County

**Tipp City  
Troy  
Piqua**

### Warren\*/Montgomery County

**Springboro**

### Greene County

**Fairborn  
Xenia  
Yellow Springs**

### Preble County\*

**Eaton**

### Darke County

**\* not a participant**



## **SEVENTH ANNUAL I-70/75 ECONOMIC DEVELOPMENT SUMMIT**

**MAY 27 AT  
SINCLAIR  
COMMUNITY  
COLLEGE**

**8am-5pm  
\$50.00 Fee**

**Register at:  
[info@i70-75.org](mailto:info@i70-75.org)**

The Seventh Annual I-70/75 Economic Development Summit will be held on Thursday, May 27, 2010. This event is held annually at Sinclair Community College, Building 12, in Downtown Dayton. Cost for the event is only \$50.00 and includes lunch.

Representatives from the private and public sectors are encouraged to attend, including members of the economic development, banking, real estate and environmental communities, to discuss and learn about critical issues impacting our region's future.

Session topics include "Market Match," "State of Real Estate," "Commercializing Technology to New Markets," "Collaborative Approaches to Improving the Performance of Regional Workforce Efforts," and "Opportunities for Green Energy."

The morning general session will feature Brad Proctor, Executive Director of the Dayton RFID Convergence Center, along with Barbara Hayde of The Entrepreneur's Center and Nancy Bridgmont with NET Incubator,

speaking on "Growing Dayton, One Company at a Time."

Congressman Mike Turner is scheduled to be the featured luncheon speaker, via video, and Dr. Lavaughn Henry, Vice President and Sr. Regional Officer, Federal Reserve Bank of Cleveland, Cincinnati Branch, will be the Keynote Speaker for the closing session.

For more information or to register, visit: [info@i70-75.org](mailto:info@i70-75.org).

# MIAMI VALLEY CHAPTER OF THE OHIO PLANNING CONFERENCE HOSTS FREE AUDIO/WEB CONFERENCE

DEVELOPMENT FINANCE & PRO FORMAS  
WEDNESDAY, APRIL 21, 2010  
4:00 PM – 5:30 PM ET

Unravel the complexities of development and financial calculations that go into proposals and projects. Planners, developers and finance experts explore examples in detail. You will learn how to assess development projects and understand the financial considerations faced by private developers and public-sector project leaders. Learn how projects are financed and the impacts of various financing strategies.

This is a free event for anyone interested in learning more about this topic. You do NOT need to be a member of APA. The session has been approved for 1.5 CM credits and will be held at the City of Dayton, Department of Planning and Community Development, 6<sup>th</sup> Floor, 101 W. Third St., Dayton, OH. Parking is available in the City of Dayton Municipal Garage, next to City Hall, with entrance on Third St. Parking will be validated only if you park in this garage.

RSVP by sending your name to [amy.riegel@cityofdayton.org](mailto:amy.riegel@cityofdayton.org) by April 20, 2010.



## FUTURE MEETING DATES

Wednesday, May 19, 2010 – Training – 9:30 – 11:30 a.m. – NOTE LENGTH OF MEETING!  
Tuesday, June 15, 2010 (Springboro Community Room) NOTE LOCATION & DATE CHANGE!  
Wednesday, July 21, 2010  
Thursday, August 19, 2010  
Wednesday, September 15, 2010  
Thursday, October 21, 2010  
Wednesday, November 17, 2010  
Thursday, December 16, 2010

All meetings are at 9:30 a.m. in Rms. 1001 & 1002, 10th Floor, County Administration Building, unless otherwise noted.  
If you'd like to host a meeting, please contact Linda Gum at 225-5711 or [guml@mcoho.org](mailto:guml@mcoho.org).

### BusinessFirst! Mission Statement

The BusinessFirst! Program uses a customer-oriented approach to economic development designed to link businesses to resources in the community. The BusinessFirst! team is a coordinated group of approximately 100 government agencies, development organizations and non-profit corporations that support the growth and retention of businesses in the Greater Dayton Region.

For more information, contact Erik Collins at 937-225-4642  
or at [collinse@mcoho.org](mailto:collinse@mcoho.org).

### BusinessFirst!

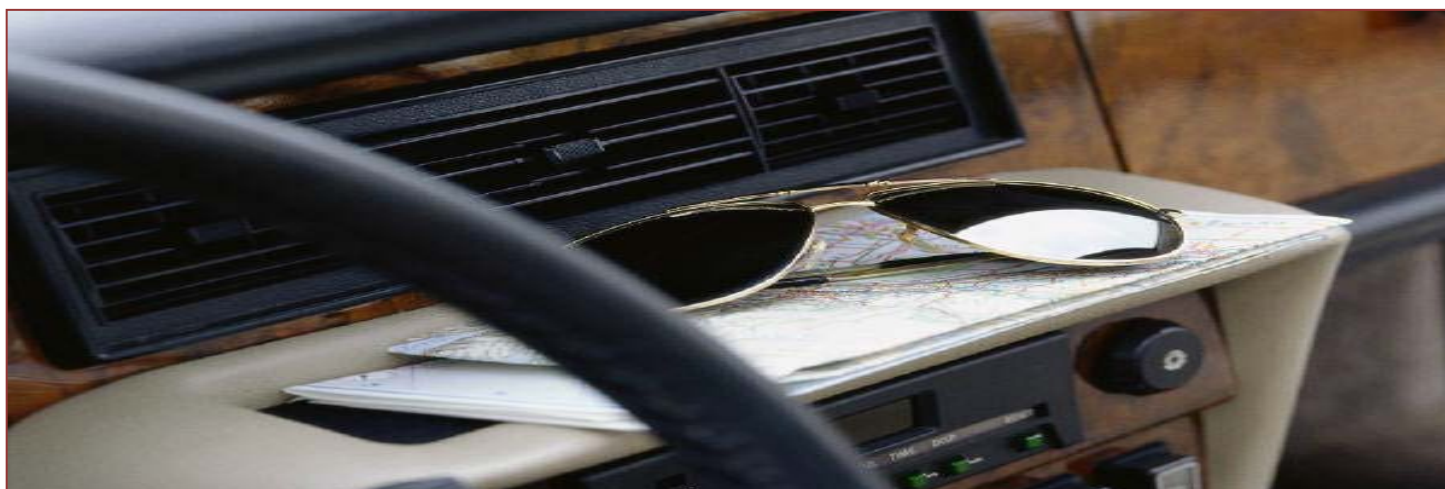
Montgomery County  
Economic  
Development  
451 W. Third Street  
Dayton, OH 45422  
937-225-4642  
[www.mcoho.org](http://www.mcoho.org)



# **BUSINESSFIRST!**

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April 2010 Statistics



## **DASHBOARD REPORT** **1/1/2010 – 4/13/2010**

**86 visits completed**

**\*\*\*\***

**Referrals from visits: 50/86 (58%)**

**\*\*\*\***

**Satisfaction surveys  
returned from visits:**

**7/50 (14%)**

**\*\*\*\***

**Satisfaction surveys  
returned from referrals:**

**1/50 (2%)**

**\*\*\*\***

# BUSINESSFIRST! RESULTS 1/1/2010 – 4/13/2010

PRODUCTIVITY BY DATE (1/1/2010 THROUGH 4/13/2010: 86)			
MONTH, YEAR		NUMBER OF RECORDS (86)	
January 2010		15	
February 2010		25	
March 2010		36	
April 2010		10	
AVERAGE SURVEY COMPLETION PERCENTAGE (1/1/10 THROUGH 4/13/2010)			
NUMBER COMPLETED		AVERAGE COMPLETION %	
86		63%	
REFERRAL STATUS (referrals sent between 1/1/10 and 4/13/2010)			
GENERATED REFERRALS	SUCCESSFULLY CLOSED	OPEN	UNABLE TO CLOSE
65	27	31	7
TYPE OF NEED ( <i>successfully closed referrals completed between 1/1/10 and 4/13/2010:27</i> )			
TYPE OF NEED	COUNT	PERCENTAGE	
Workforce Training	8	30%	
Financing/Capital	10	37%	
Entrepreneurship/Management	1	4%	
Local Government Services	2	7%	
Domestic/Global Marketing	1	4%	
Foreign Trade Zone	0	0%	
Utility	1	4%	
Location Assistance	0	0%	
Product Development	0	0%	
Transportation/Logistics/Supply Chain	1	4%	
Environment/Government Regs	0	0%	
Information Technologies	1	4%	
State Government	1	4%	
Operations/Production	1	4%	
SUCCESSFULLY CLOSED REFERRALS ( <i>referrals completed between 1/1/010 and 4/13/2010:27</i> )			
REFERRAL TYPE	COUNT	PERCENTAGE	
Information Only	12	44%	
Project Driven	15	56%	
Not Yet Determined	0	0	
TIME SPENT ON REFERRALS ( <i>successfully closed referrals completed between 1/1/10 and 4/13/2010</i> )			
# OF COMPANIES		# OF HOURS	
14		51	