



BUSINESSFIRST!

for a greater dayton region

January 2010

RESOURCE PARTNER SPOTLIGHTS



SkillsTrac is a comprehensive regional training network to deliver advanced manufacturing training to workers in Western Ohio, whether they are already working for an employer... or have been displaced and are seeking employment.

The power of partnership: SkillsTrac is the product of a partnership between members of the Western Ohio Training Consortium -- Edison Community College, Sinclair Community College, Wright State University -- Lake Campus, the Ohio Job Center Network, and the Miami County Economic and Community Development agency. The partnership competed for -- and received -- a grant from the U.S. Department of Labor in the amount of just over \$2 million.

The curriculum: The SkillsTrac training program curriculum is comprehensive, progressive, and industry-driven. That makes it appropriate for both large and small manufacturers. Training may be funded up to 100% for qualifying companies within the curriculum guidelines. With one phone call, advanced manufacturing employers will be able to contact their closest training institution to arrange training to be delivered.

The goals: Using innovative instruction techniques -- including online learning -- SkillsTrac will tap into the grant funds to provide up to 144 hours of training to each of 160 workers already employed in manufacturing, and 40 displaced workers, for a total of 28,800 student contact hours of training.

Contact Info:
Ray Lepore, SkillsTrac Program Director
(937) 216-9452
Ray.lepore@skillstrac.com



The Dayton Region is H2Open for Business

The Dayton Region offers a sustainable source for the world's most important resource—WATER.

With aquifers yielding more than 12,900 gallons per minute, the Region excels in the ability to obtain high quality water and in the quantity needed. And with award winning source water protection programs, the Region has a large replenishing and pure aquifer system that is less vulnerable to water shortages than most of the U.S. In fact, the Region has so much excess capacity that it is able to tap the aquifer for geothermal systems to cost-effectively heat and cool buildings.

During times when many areas across the nation are struggling with drought conditions, the Dayton Region is drought-free and welcomes water-intensive business and industry to share its abundant water resources.

For more information, contact:

Maureen Patterson
mpatterson@daytonregion.com
937-222-4422



CHECK OUT OUR NEW LOOK!

Many thanks to Maureen Patterson and RealArt for assisting us with the creation of our new logo. We are excited with the new look and welcome any comments you may have about it!

Inside this issue:

- ExecutivePulse Off-Line January 28-February 1
- Grant Money Available for Recycling Incentives
- Wine Bar Moves – Opening January 20
- Upcoming Seminar: Complying with U.S. Export Laws
- OEDA Membership Renewal Time
- Aileron featured in *Forbes*
- Goals & Final Numbers for 2009 Visits By Jurisdiction

Special points of interest from 2009:

- During the year, we visited 607 companies
- Of those 607 companies, 386 were visited for the first time
- Resource Partners contributed 10,144 hours in assistance to businesses last year

Your ExecutivePulse Business Intelligence System will be taken off-line from 8:00pm EST, January 28th through 7:00am EST, February 1st for necessary upgrades and maintenance. In the vast majority of cases, they are able to continually enhance the database system without disruptions to the user base. However, in some circumstances downtime is unavoidable. Feel free to contact them with any

questions, comments or concerns.

Contact information:

support@e-pulse.net

866-397-8583 Toll Free Management Support Line

866-832-5465 Toll Free Technical Support Line

The Retention Monthly

If you do not already receive ExecutivePulse's monthly newsletter, *The Retention Monthly*, you can subscribe at www.retentionmonthly.com.

The newsletter reaches over 7,000 economic, workforce and community development professionals across the U.S. and Canada.

Recycling Incentive Grant Program

Montgomery County Solid Waste District (MCSWD) is accepting applications for the **Recycling Incentive Grant Program until March 31, 2010**. The funds available for this year's Recycling Incentive Grant are \$150,000.

The Recycling Incentive Grant funds are available on a competitive basis, to all Montgomery County municipalities, schools and select non-profit organizations. An

endorsement letter is required for schools and non-profits from their local jurisdiction. Funding can be used for any of the following projects Recycling, Waste Reduction, Litter Prevention, Composting Opportunities and End use Markets of Recycled Materials

Interested applicants must attend a mandatory briefing session to be held on February 4, 2010 at 9:00 am. Location: 2550 Sandridge Drive, Dayton, OH 45439.

Actual awards will vary based upon proposed projects and the total number submitted. Awards will be announced late April or early May 2010.

For an application visit their website at www.mcswd.org. For additional information, call the **RECYCLE HOTLINE** at 225-4999 between the hours of 7:30 a.m. and 4:30 p.m. Monday through Friday.

Applications are being accepted for Recycling Incentive Grant funds of \$150,000 available to all Montgomery County municipalities, schools and select non-profit organizations.

Riverfront Wine Bar Opens January 20

After three years of operating at 424 E. Third St., a **team effort between the Downtown Dayton Partnership and the City of Dayton assisted the Wine Gallery and Café** in a recent move to 5 W. Monument Avenue. The winetasting area overlooks the river and Riverscape.

Occupancy jumped from 72 to 99 and square footage has jumped to 4,500 square feet,

with another 4,500 square feet available for growth on the second floor.

The Wine Gallery employs 9 people, but expects to hire 5 or 6 more employees in the coming months as it expands its lunch service.

For now, the Wine Gallery is open Tuesday through Thursday 2 p.m. to 10 p.m., Friday 11 a.m. to 1 a.m., and Saturday 10 a.m. to 1 a.m.





Complying with U.S. Export Laws: An Overview for Businesses

Roberts Centre, Wilmington, OH – Tuesday, April 13, 2010

Exports of U.S. products, technology and services are critical to the U.S. economy. Because of this, it is also vitally important that U.S. businesses understand U.S. export laws and the implications of compliance. To help local exporters understand export compliance, the U.S. Commercial Service in Cincinnati and Dayton is coordinating an event entitled **“Complying with U.S. Export Laws: An Overview for Businesses” on April 13, 2010 at the Roberts Centre in Wilmington, Ohio.**

Topics will include:

- Understanding the Export Administration Regulations (EAR)
- Enforcement & Compliance
- Export Regulations & Exporter Responsibilities
- Export Compliance, Filing of Electronic Export Information (EEI) & Using the Automated Export System (AES)

A panel discussion will follow the program.

For details & to register, go to:

<http://www.buyusa.gov/cincinnati/exportregs.html>



OEDA Membership Renewal Time

It's time to renew your membership to the Ohio Economic Development Association (OEDA) today. Visit the OEDA website (www.ohioeda.com) and become a member in 2010. Click on “membership” then “CLICK HERE” (at the bottom of the page), then complete the 1-page online form. The process is very simple, and will allow you to pay via check, credit card or purchase order (including printing an invoice for check payment). We all are making tough decisions about our expenses due to the economy, but OEDA has and will continue to provide you and your organization a significant value. We all are making tough decisions about our expenses due to the economy,

but OEDA has and will continue to provide you and your organization a significant value.

During 2009 some of the OEDA highlights included:

- Ohio won the 2008 Governor's Cup (OEDA assisted ODOD with tracking our state's investments),
- OEDA strongly advocated for ODOD funding and programs to help Ohio during the recent state budget process, and was successful with preserving \$40M in funding,
- OEDA was very active in the prevailing wage issues that impact ED,
- OEDA participated in ODOD's Incentive Study,
- Professional development and networking opportunities abound for OEDA members,

with each other, our State Legislators, training courses, and the annual Legislative Day, and

- Workforce, Advocating, Networking, & Training are OEDA's four cornerstones!

Upcoming events include: The Basic Economic Development Course being held March 3-5, 2010, and the 2010 Legislative Day is scheduled for March 10th, 2010. You can register for these events on the website.

For more information, contact Brad Vath at 937-506-3166.

DON'T MISS THIS!

Aileron

Aileron will be featured in the February 8, 2010 issue of *Forbes Magazine* in the “Rebuilding America” section.



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GOALS FOR 2009 VERSUS ACTUALS THROUGH 12/31/09		
MEMBER	GOAL	ACTUAL
Brookville	12	7
Butler Twp.	12	1
Butler Twp. JEDD	0	0
Centerville	14	17
Clayton	15	5
Dayton (includes Partnership, Chamber, CityWide and Center)	600	312
Eaton	12	12
Englewood	4	2
Fairborn	10	11
Germantown	12	1
Greene County	33	36
Harrison Twp.	20	14
Huber Heights	18	17
Jefferson Twp.	12	1
Kettering	12	17
Miami County	25	0
Miami Twp.	12	9
Miamisburg	15	2
Moraine	15	11
New Lebanon	12	2
Piqua	25	20
Riverside	15	7
Springboro/ Warren County	25	2/4
Tipp City	14	14
Trotwood	12	5
Troy	25	28
Union	0	0
Vandalia	25	11
Washington Twp.	15	9
West Carrollton	14	9
Yellow Springs	10	9
Xenia	12	7
Clay Twp. & Clay Twp./ Clayton JEDD	0	1/4
TOTAL	1,045	607
Met or Exceeded 2009 Goal		



1/1/10-1/20/10

8 visits completed

**Referrals from visits:
12/8 (150%)**

**Satisfaction surveys
returned from visits:
0/8 (0%)**

**Satisfaction surveys
returned from referrals:
0/8 (0%)**

**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/Butler County*

- Springboro

Greene County

- Fairborn
- Xenia
- Yellow Springs

Preble County*

- Eaton

*** not a participant**



BUSINESSFIRST! RESULTS: 1/1/10 THROUGH 1/20/10

PRODUCTIVITY BY DATE (1/1/10 THROUGH 1/20/10): 8

MONTH, YEAR	NUMBER OF RECORDS (8)
January 2010	8
February 2010	
March 2010	
April 2010	
May 2010	
June 2010	
July 2010	
August 2010	
September 2010	
October 2010	
November 2010	
December 2010	

AVERAGE SURVEY COMPLETION PERCENTAGE (1/1/10 THROUGH 1/20/10)

NUMBER COMPLETED	AVERAGE COMPLETION %
8	71%

REFERRAL STATUS (referrals sent between 1/1/10 and 1/20/10)

GENERATED REFERRALS	SUCCESSFULLY CLOSED	OPEN	UNABLE TO CLOSE
22	3	15	4

TYPE OF NEED

(successfully closed referrals completed between 1/1/10 and 1/20/10: 3)

TYPE OF NEED	COUNT	PERCENTAGE
Workforce Training	0	0%
Financing/Capital	1	33%
Entrepreneurship/Management	1	33%
Local Government Services	0	0%
Domestic/Global Marketing	0	0%
Foreign Trade Zone	0	0%
Utility	0	0%
Location Assistance	0	0%
Product Development	0	0%
Transportation/Logistics/Supply Chain	0	0%
Environment/Government Regs	0	0%
Information Technologies	1	33%
State Government	0	0%
Operations/Production	0	0%

SUCCESSFULLY CLOSED REFERRALS

(referrals completed between 1/1/10 and 1/20/10)

REFERRAL TYPE	COUNT	PERCENTAGE
Information Only	0	0%
Project Driven	3	100%
Not Yet Determined	0	0%

TIME SPENT ON REFERRALS

(successfully closed referrals completed between 1/1/10 and 1/20/10)

# OF COMPANIES	# OF HOURS
3	5

Future Meeting Dates



Thursday, February 18, 2010
Wednesday, March 17, 2010
Thursday, April 15, 2010 (Benham's Grove, Centerville, OH)
Wednesday, May 19, 2010
Thursday, June 17, 2010
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

BusinessFirst! Mission

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.

BusinessFirst!

Montgomery County Economic Development
451 W. Third Street
Dayton, OH 45422

937-225-4642
www.mcoho.org

