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Take a Second Look at Ohio, Executives Told

State Launches Ohio Means Business Campaign

Many corporate giants such as Sherwin Williams and Honda have made their fortunes in Ohio, and now Ohio wants to **leverage their success** to market the state as an ideal place to do business. That is why major Ohio companies are the focus of ads appearing in **national business publications** as part of the *Ohio Means Business* campaign. Members of the I-70/75 Development Association learned about the campaign at the November meeting.

Leading this marketing initiative for the state is loaned executive Edward M. Burghard, a **highly respected, award-winning marketer** in Worldwide Strategic Planning for Procter & Gamble Pharmaceuticals. He is serving as executive director for the Ohio Business Development Coalition, a nonprofit organization charged by Governor Bob Taft with **positioning and marketing Ohio** as an aggressive competitor for global business investment and expansion opportunities. Burghard has been working with leading firms to build an Ohio brand and identify target industries and associated value propositions.

Burghard and the OBDC rolled out their *Ohio Means Business* campaign this fall with a **well-culled list of targets** in industries classified by their ability to drive jobs and the state's economy over next decade. The marketing targets are C-level executives in these industries and key consultants involved in capital investment decisions.

For more information about the campaign, visit the Web site at www.OhioMeansBusiness.com.

Members Elect 2006 Officers

The following slate of candidates was **nominated and approved** by the membership to lead the I-70/75 Development Association in 2006:

President - Kim Carter, vice president of marketing and sales, Bruns Contracting Co.

1st Vice President Mike Davis, economic development director, City of Moraine

2nd Vice President Brad Vath, economic development director, City of Tipp City

Secretary Bill Singer, economic development director, City of Englewood

Treasurer Mike Lopez, relationship manager, Corporate Banking, Fifth Third Bank

Congratulations to the new officers and thanks to those who served the association in 2005.



Davis, Moraine Honored

IEDC Presents Awards

Association members know him as an able leader and friendly colleague. Now Moraine's director of economic development Mike Davis has acquired yet another distinction: He has been named the **outstanding new economic developer** of the year by the International Economic Development Council (IEDC). The award recognizes a professional who has attained outstanding achievement

in the first five years of their economic development career.

An employee of the city of Moraine since 1999, Davis has **10 years of local government experience** and has been in the field of economic development for five years. During his career, he has managed and processed **multi-million dollar projects** that have generated some **950 new jobs** and helped to **retain another 4,800**, for a total capital investment worth **\$615 million**.

Davis has also created two innovative programs that focus on job creation and retention, namely the Incentive Assessment and the Forgiveness Loan programs. The latter earned the city of Moraine an **IEDC 2005 Best Practices Honorable Mention Award**.

The honoree currently serves as **second vice president** of the I-70/75 Development Association, and was elected as first vice president in 2006. He has chaired and co-chaired the association's Annual Economic Development Summit in both 2004 and 2005. He also chaired the Miami Valley Ohio Planning Conference Workshop in 2000 and 2002. He has been an advisory board member of the Kettering-Moraine-Oakwood Chamber of Commerce since 1999. Davis, a graduate of the Economic Development Institute of the University of Oklahoma, holds a **masters degree in public administration**, and a bachelors degree in urban affairs from Wright State University. In 2005, he was selected as one the region's **Top 40 Under 40 Business Achievers**.

Moraine's Forgiveness Loan Program Nets Award

The city of Moraine's Forgiveness Loan Program was selected by IEDC for an honorable mention award. This economic development incentive program utilizes the security and guarantee of employment payroll, job growth and retention as the basis for offering a financial incentive to a business **to assist with expansion, purchase, renovation, and/or relocation**. The program uses a job

creation/retention formula that secures a substantial taxable payroll for a specified number of years, and in return, the **business gains a forgivable incentive** that retires incrementally by percentage during the life of the agreement.

The program has established itself as one of the premier economic incentive drivers in the region. It provides the city with the **local control** to entice and manage an incentive policy that promotes retention and expansion. It also provides a mechanism for ensuring business commitment by implementing local control provisions, such as claw backs and promissory agreements. This process allows the community to offer an incentive to retain business and promote growth while providing **stewardship** of the taxpayers' money.

GE Consumer Finance to Bring Some 800 Jobs to Kettering

GE Consumer Finance recently announced that, after a nationwide search, its Deerfield Township, Ohio, operation will relocate, joining GE's Consumer Finance's Retail Sales Finance unit at the **Kettering Business Park** and bringing 800 jobs.

The expected annual earnings impact on the community is about **\$37.7 million**. This helps to **soften the blow** of the future loss of DFAS-Dayton, which will create a loss of \$32.1 million annually. In today's increasingly competitive global market, we are fortunate to attract a **significant number of new jobs** to the city and the region, said Kettering Assistant City Manager Mark Schwieterman.

GE Consumer Finance has always enjoyed a positive relationship with the city of Kettering, the Dayton-Cincinnati region and the state of Ohio as a whole, said Glenn Marino, president and CEO of GE Consumer Finance's Retail Sales Finance unit. We are proud to be able to attract and retain a **talented workforce** in this area and look forward to continued success in the Kettering Business Park.

Retention Program Helps

Partial credit for the relocation project goes to the **BusinessFirst!** Program, a regional business expansion and retention program that coordinates economic development resources on local, county, regional and state levels. Kettering's **BusinessFirst!** team -- including the city, Montgomery County, the Miami Valley Regional Planning Commission, Sinclair Community College, Dayton Development Coalition and the state of Ohio -- worked with GE Consumer Finance for several months to bring the project to fruition. The move is expected to take place by November 2006.

Business Park Employment growing

The relocation of approximately 800 GE Consumer Finance employees will bring employment at the Business Park to 2,600, including current DFAS-Dayton employees. According to Schwieterman, the city has **moved the Kettering Municipal Court and fire headquarters** to the Business Park, but still has significant land and space available, and would like to see it occupied.

New Company Features International Flavor

One of the newest competitors in the automotive component industry is Moraine-based Ernst and Moore Metal Technologies, a company that will **add 25 jobs** and **\$3.5 million in machinery and equipment** to the Dayton region. The new company brings together Moore Quality Tooling of Moraine and Ernst Uniformtechnik, a German automotive-parts manufacturer, to produce **components for air bag assemblies** and radiator and heating cores.

Moore Quality Tooling designs and builds stamping dies for the automotive, appliance, motorcycle industries, among others. The 26-year-old company employs 40 people in its 50,000-square-foot building, which will also house the stamping operation.

According to Moore Quality Tooling's president, Andy Moore, Ernst Germany had contracts to fulfill and **came to the Midwest** looking for a strong tooling capability. Their needs and our needs matched very well, he said.

Ernst became familiar with the Dayton region last year when representatives of the Dayton Development Coalition and the Troy Development Council visited Germany as part of a European recruiting program. Ohio was in **competition with Indiana, Illinois and Kentucky** for the project. The company received about \$55,000 in state job-creation tax incentives and is expected to receive more than \$200,000 in tax incentives for equipment and machinery investments.

COUNTY CORP Hires New President

Stephen Naas has been hired as the new president of COUNTY CORP, a housing and economic development non-profit that helps provide affordable housing and promotes job creation through small business loans. He replaces Marlene "Marni" Flagel, who recently retired.

Naas comes to the position having previously served as a **vice president in corporate banking for National City Bank in Dayton**, where he was involved with economic development projects.

Naas had previously worked at **CityWide Development Corporation**, advancing from the position of credit analyst in 1991 to director of economic development from 1997 to 2001.

Stephen is a fantastic addition to COUNTY CORP. He has proven to the community that he is dedicated to this region's economic development and is well positioned **to make many lasting contributions**, said Board of Trustees Chairman John H. Edwards, senior VP at Fifth Third Bank (Western Ohio).

Naas' community involvements include the Montgomery County Community Improvement Corporation Board, the I-70/75 Development Association, The Other Place, Inc., the Dayton/Miami Valley Entrepreneurs Center, the Council for Urban and Economic Development, and the Dayton Area Chamber of Commerce. He earned a bachelor of science from **Wright State University, majoring in finance**. He resides in Dayton with his wife of 11 years, Karen, and their three children.

Kettering Names New Economic Development Manager

When **Gregg Gorsuch** stepped into his new position as economic development manager for the city of Kettering, he found a full plate, including **redevelopment** at the former H&H site and the former Van Buren Shopping Center plus the **relocation** of 800 jobs to the Kettering Business Park.

Gorsuch knew what to expect: He has served as Kettering's Community Development Block Grant Program coordinator since April 2003.

A graduate of Wright State University with a **degree in urban planning and design**, Gorsuch began his government career with the **Madison Township Planning and Zoning** Department. After just six months, he was promoted to head of the department.

In 1988 Gorsuch became the zoning administrator for the **Miami County Planning** Department and again he worked his way to assistant planning director. At Miami County he oversaw the Board of Zoning Appeals, Planning and Zoning Commission and the County's CDBG program.

Gorsuch feels everything he's done professionally has led him to this position. This is a **natural progression** for me professionally, he said.

He also praised Assistant City Manager Mark Schwieterman, who oversaw

economic development in Kettering on an interim basis. I want to **continue the momentum** he's created and see these projects through to completion, Gorsuch remarked.

Middletown Appoints ED Director

After an exhaustive search for a professional to drive business attraction, expansion and retention in its community, the city of Middletown recently appointed **William P. Murphy** as economic development director.

Murphy had served as the community development director for the **city of Fairborn** since 2002. His previous experience includes serving as vice president of marketing and communications for the **Dayton Regional Development Alliance**, manager of investor relations for the **Downtown Partnership** of Baltimore, MD, and regional development director at **Dayton Power and Light**.

Murphy has earned a **masters degree in urban administration** and a bachelor of arts in political science, both from Wright State University.

According to City Manager Bill Becker, Murphy is a good fit for the position because of his qualifications and his **understanding of Middletown's economic development needs**. He comes to the position ready to go, Becker said. He recognizes both the challenges and the opportunities facing this community.

Local Realtor Promoted

Tina Ortiz, commercial real estate broker, was recently named a **vice president** with Mark Fornes Realty Inc. In her 10 years with the company, Tina has gained **extensive experience** in sales, leasing and development of commercial real estate in the greater Dayton area, as well as in property management.

LJB Inc. Adds Certified Hazardous Materials Manager

LJB Inc. has announced the addition of a certified **hazardous materials manager** to its public works business team. The firm recently hired **Michael A. Kerr**, C.H.M.M., R.E.P., as senior environmental engineer, to work in the Dayton office. He brings more than **25 years of experience** to this team.

Kerr, of Centerville, is a **senior environmental engineer** who specializes in hazardous materials management. He excels in developing and managing comprehensive waste management and **hazardous waste management** programs, environmental assessments, Phase II environmental studies and site cleanups.

He has extensive experience in occupational safety site analysis, land reuse planning, brownfields assessments, facilitating the use of under-utilized property, managing environmental health and safety programs as well as **projects for public and private clients**.

LJB is a 150-person, innovative facility and infrastructure design firm.

You're Invited: ED/Cultural Arts Seminar

Do the cultural arts play a role in **attracting businesses** to your community?

Find out at the upcoming seminar sponsored by **Culture Works**, "Leveraging Arts and Culture for Community Economic Development: Synopsis of Culture Works' ED Efforts."

When? Friday, January 20, 11:30 a.m - 1p.m.

Where? Woolpert Bldg., 2nd Floor Seminar Room 409 E. Monument Ave., Dayton

Cost? Free.

Lunch will be provided, so a headcount is needed. Please RSVP by e-mailing

Martha Alarie-Harris of Woolpert at martha.harris@woolpert.com

Miami County Publishes Small Business Guide

Like most communities, Miami County wants to encourage new business start-ups and entrepreneurship. What sets it apart is its **new publication**, the *Miami County New Business Start-up Guide*, a resource for those seeking to build or grow a business in the county. This 35-page guide features a wide range of topics, from **conducting market research** to **writing a business plan** plus links to additional Web sites and resources.

It is available at www.miamicountyoh.org. A CD-ROM or hard copy may be obtained by contacting the Tipp City, Troy or Piqua Area chambers of commerce or the Miami County Economic Development Dept. at 937-440-8121 or info@miamicountyoh.org.

Space Available at Carpenter's Square

Richard Flagel Realty, Inc., announced recently that leasing is under way for a new **15,000-square-foot office center** called Carpenter's Square. This **tenant-ready building** features retail-like visibility with space still available for a bank and a restaurant. Carpenter's Square is located one mile from Interstate 675 on Indian Ripple Road near The Green.

How to contact I-70/75

Christy Herman, Administrative Support, 937-335-1725, or email info@i70-75.org.

About the Association

The I-70/75 Development Association brings together more than 100 businesses and organizations as well as 250 individuals in southwestern Ohio. With a 16-year history, the association strives to develop the region's development opportunities through professional development, networking and information sharing. The association sponsors monthly programming activities in addition to its annual Economic Development Summit.

Information about the I-70/75 Development Association is available at www.i70-75.org or from Christy Herman at 937-335-1725.