

**Greetings to our partners, collaborators, and investors!**

### **Congratulations Silfex!**



The Dayton Development Coalition's 2017 Annual Meeting was held at the Schuster Performing Arts Center in Dayton. The event included a panel discussion on the Dayton Region's growing bioscience industry.

Let's congratulate the winner of the Dayton Region's "Leading Jobs Creator" – our very own Silfex, Inc. Kit Armstrong was present to receive the award. ***Thank you Silfex for your continued support of the Partnership and to the industrial, commercial and civic development of Preble County!***

### **Heritage Ohio – Historic Tax Credits**

The Preble County Development Partnership and the Preble County Chamber of Commerce hosted a one hour informal presentation to the Preble County community at the L&M Products facility. Building owners, village administrators, consultants, and others were in attendance. This gave those who are interested in future investment a chance to be educated and ask questions regarding one of the best economic tools available for historic buildings. Thank you L&M Products for opening your doors to the community for this learning opportunity!



### **2018 Annual Preble County Chamber of Commerce Business Expo**

This year's Business Expo was a sold out event! The Expo Building is under construction but this didn't inhibit the interest of local businesses or attendees. The PCDP booth had a consistent flow of individuals who were interested in the Partnership. It was an exciting 2 days of networking with the community!

#### **PCDP Board Members**

**Economic Development Director**  
Brenda Latanza

**Chairperson**  
Walt Hibner  
Vectren Energy Delivery

**Vice-Chairperson**  
Brad Collins  
City of Eaton

**Treasurer**  
Craig Kinyon  
Reid Health

**Secretary**  
Bob Fischer  
Preble County Schools

**Past Chair**  
Jeff Sewert  
Village of Lewisburg

Chris Day  
Preble County Commissioner

Leslie Collins  
Preble County Chamber of Commerce

Connie Crowell  
Preble County Board of Commissioners

Stacey Jones  
Preble County Chamber of Commerce

## Regional BusinessFirst! Outreach Specialist Meeting held at Cargill

The Dayton Region's BusinessFirst! resource partners were invited to hold our quarterly outreach specialist meeting at Cargill in Lewisburg. Cargill's Dan Brouse gave a presentation on the \$50 million expansion,

now underway, to regional economic developers and other resource partners. We concluded the meeting with a tour of the facility. Cargill has also come on board with the PCDP as a new investor.

***Thank you Cargill for your interest and participation in growing your business and workforce in Preble County!***



## PCDP Workforce Development Committee

The PCDP Workforce Development Committee recently took a group of panelists to each of the 5 high schools in the County. The panel participants who presented to the seniors included Sharon Jones from OhioMeansJobs Preble County, Rodney Creech – Lawn Plus and Entrepreneur, Dan Brouse – Cargill, Chip Zanzinger – Neaton, Amy Rismiller and Jennifer Donnelly – Henny Penny, Betsy Crumbaker and John Liddy – Timken, Sara Coyle and Calista Robinson – Reid Health, and Shannon Williams from Pratt.

### Discussion Points:

- Jobs/career paths available to students upon graduation (what jobs are available now)
- What can the businesses offer students (i.e. tuition reimbursement, benefits, salary, college tuition debt vs. career planning)
- What are the expectations/realization of “real life” rules (i.e. being on time, attendance, dress, following rules, preparing for interviews, resume building)
- Current employees who started out of high school and are successful in these companies

This was a great opportunity for student who are nearing graduation to speak with local employers and community partners about job opportunities and career planning.

### PCDP Board Members (cont'd)

Kelly McQueen  
Preble County  
Chamber of  
Commerce

Cindy Kaufman  
Preble County  
Chamber of  
Commerce

Rebecca Sorrell  
OhioMeansJobs-  
Preble County

Gary Wagner  
Eaton City Council

Tiana White  
Mayors' Association

Chip Christman  
Township  
Association

Shannon Bryant  
Sinclair Community  
College

Rachael Vonderhaar  
Preble County Farm  
Bureau / Ag rep

Kit Armstrong  
Silfex Corporation

Jeff Frymier  
Henny Penny Corp.

Sarah Schul  
Kettering Health  
Network

Georgene Dawson  
Dayton Power &  
Light

Joanie McDaniel  
Bullen Ultrasonics

Scott Roman  
LCNB

Kathy Schulz  
Village of West  
Alexandria

Amy Leedy  
Miami Valley Career  
Technology Center

## Critical Factors Used in Location and Talent Evaluations

### Site Selection Process Fundamentals



#### Profit Driven

Investment for purpose of return. Business is in business to make a profit.  
Process must ensure the broad perspective of the enterprise is addressed.



#### Deadline Driven

Both the site selection process and the project.



#### Competitive

Companies have multiple location options. Process is one of elimination until the optimal site is found. ***Communities are being evaluated before they even know they are being considered.***



#### Comprehensive

Complex decision involving investigative and subjective analysis that takes into account aspects that are critical and important to the entire organization.

### Site Selection Factors as noted by Companies

#### Ranking

- |  |  |
|--|--|
| 1. Highway accessibility                   | 8. Proximity to major markets            |
| 2. Occupancy or construction costs         | 9. Energy availability and costs         |
| 3. Available land                          | 10. Corporate tax rate                   |
| 4. Available buildings                     | 11a. Tax exemptions                      |
| 5. Availability of skilled labor/workforce | 11b. State and local incentives          |
| 6. Labor costs                             | 27. Waterway or ocean port accessibility |
| 7. Right-to-work state                     |  |

#### Quality of Place Factors

- |                              |                                      |
|------------------------------|--------------------------------------|
| 1. Low crime rate            | 6. Colleges and universities in area |
| 2. Ratings of public schools | 7. Recreational opportunities        |
| 3. Healthcare facilities     | 8. Cultural opportunities            |
| 4. Housing availability      | 9. Climate                           |
| 5. Housing costs             |                                      |

\*Information provided by Garner Economics LLC

### What is Economic Development

**Economic development** is the development of economic wealth of countries, regions or communities for the well-being of their inhabitants. From a policy perspective, economic development can be defined as efforts that seek to improve the economic well-being and quality of life for a community by creating and/or retaining jobs and supporting or growing incomes and the tax base.

## Celebrate World Trade Week



### Cracking the Code: Standards and Regulatory Trade Barriers

Addressing International Standards mean that consumers can have confidence that their products are safe, reliable and of good quality. ISO's standards on road safety, toy safety and secure medical packaging are just a few of those that help make the world a safer place. But it adds another burden to exporters.

Standardization is a business process that is best addressed when proper planning and execution happens. Having a plan, knowing the directives that apply to you, and understanding the standards landscape will help you save money, time, and patience.

To export successfully, you need to know how to navigate the global standards landscape. Individual counseling sessions with speakers will be available to get the answers to your company's specific questions.

At the event you will:

- Build your knowledge of standards & regulatory issues
- Learn about the latest global standards trends
- Learn about tools for addressing specific standards export problems
- Understand how you can help shape standards and foreign regulations
- Meet one-on-one with ITA's standards experts

**DATE:** Wednesday, May 23, 2018

**TIME:** 9:00 am - 3:00 PM EDT

**COST:** \$65 (include breakfast and lunch)

**LOCATION:** Holiday Inn Conference Center, 5800 Muhlhauser Road, West Chester, OH

For more program information or to REGISTER  
**[CLICK HERE](#)**

For additional information: Contact Kathy Marshalek at [kathy.marshalek@wright.edu](mailto:kathy.marshalek@wright.edu) or  
Debbie Dirr at [deborah.dirr@trade.gov](mailto:deborah.dirr@trade.gov)

*Preble County Development Partnership Mission:  
To advance, encourage and promote the industrial, commercial and civic development  
of Preble County*