



# Chamber Connection

## “Creating a Bright Future”

**Trotwood  
Chamber of Commerce**

**Volume 4 Issue 12  
December 2008**

### Executive Director’s Notes

#### **Trotwood Chamber Honors Five Businesses**

Five business were honored at our Seventh Annual Dinner & Business of the Year Event November 13 at Sycamore Woods Lake. Those honored were Friendship Village, Grismer Auto Service Center, Mo Better Me Studio, Ray Garner Realty and Trotwood YMCA. From the five businesses honored, two were chosen to represent our large and small businesses for 2009. *Friendship Village was selected in the large business category and Mo Better Me Studio in the small business category.*

**Congratulations** - you are all winners! Your contribution to the economic growth and community involvement are to be commended.



*Guest Speaker, Peter Farquhar  
Sycamore Woods Lake*



*Committee—Donna Lowery, Cynthia Monie,  
Dora Garner, Marie Battle, Maggie Hart  
Not pictured Patricia Lodge*



*Left to Right  
Marie Battle, Trotwood Chamber  
Doug Brough, Trotwood YMCA  
Raymond Garner, Ray Garner Realty  
Camela Douglass, Mo Better Me Studio  
William Neihoff, Friendship Village  
Sharon D. Howard, WDTN-TV  
Not pictured Grismer Auto Svc. Center*

*Pictures provided by Bruce Kettelle*

Our special thanks to Sharon D. Howard, WDTN-TV, for doing an outstanding job as our Mistress of Ceremony and to Donna Lowery, Maggie Hart, Dora Garner, Pat Lodge and Cynthia Monie for volunteering their time to make this event memorable. To the 52 business leaders and guests who attended our event and the fifteen businesses that donated items for our silent auction, thank you. Without your participation, this event would not have been successful.

What relevant things should your Chamber focus on in 2009?

1. Workshops and seminars
2. Business before/after hours
3. Business recognition and awards
4. Business Expos

*Our motto is to work with businesses, government, the non-profit sector, and individuals to build a positive economic environment to ensure quality of life in Trotwood and the region.*

### 2008 Officers

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Summit Towing

Loren Gross  
Salem Towing

Maggie Hart  
Lofino’s Cub Foods

Jerome Hazard  
Fifth Third Bank

Bruce Kettelle  
Totally Trotwood

John Smith  
Trotwood-Madison City Schools

Karen Wampler  
Hara Arena Complex

Executive Director  
Marie Battle

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## Benefits of Belonging to the Chamber

Did you know that being a member of the Chamber your membership would include:

- Healthcare Benefits—discounted premiums through United Healthcare (UHC)
- Dental Care Program with Superior Dental Care (SDC)
- Vision Discount Plan with Eyemed
- Prescription Drug Discount Card
- Hearing Aid Discount Program
- Workers Compensation Group Program with Hunter Consulting Company
- Wireless Service with Cincinnati Bell

In addition, the following businesses offer Trotwood Chamber member-to-member discounts:

- *Office Depot (office supplies and furniture)*
- *Gauntlet Awards, Inc.*
- *Life of Riley Landscape*
- *Miami Villey Career Technology Center (short-term classes)*
- *DGL Woodworking*
- *Dayton Hara Complex*
- *DDN (new members only)*
- *The UPS Store*

Contact the Trotwood Chamber of Commerce at 937.837.1484 for more information on how you can receive these incredible benefits.

## Letter from the Desk of United States Senator—Sherrod Brown

2008 has been a challenging year for the middle class in Ohio and throughout the country. Since August, workers at more than 50 Ohio companies have received notices of layoffs or plant closings, according to the Ohio Department of Jobs and Family Services. Beyond the devastating effects on workers and their families, these job losses can take a tremendous toll on small businesses that rely on local consumer spending.

Communities across the state are facing job loss—from DHL's layoffs in Wilmington, GM's cut-backs in Moraine and Lordstown, or the Archway Cookie closure in Ashland no Ohio community is immune to the employment squeeze. Coupled with an economic slowdown that makes new jobs hard to come by, more Ohioans are in need of unemployment insurance for longer periods of time. These critical funds help displaced workers feed their families and keep their homes as they look for new work.

And that is why I am calling on Congress to pass legislation - this week - that would extend unemployment insurance benefits to those who need it most.

Since October, more than 50,000 Ohioans have exhausted their emergency federal funds. With an Ohio unemployment rate of 7.2 percent and a national unemployment rate of 6.5 percent, workers and their families need unemployment insurance to make ends meet. Extending unemployment insurance helps families on the brink. It is also one of the best ways to stimulate the economy.

When Americans lose jobs, their families suffer, the economy suffers, and our nation suffers. Unemployment insurance allows Americans looking for jobs to care for their families and keep their financial commitments. Unemployment insurance is used for food; it is used to pay the rent. It is used to pay utility bills; it is used for transportation to job interviews. These are dollars that stay in the community, dollars that help the local hardware store, the local grocery store, dollars that provide other jobs in the community. There is no better stimulus than that.

To ensure your voice is heard in Washington, I invite you to email me your stories about unemployment insurance and why it matters to you. Email [senator\\_brown@brown.senate.gov](mailto:senator_brown@brown.senate.gov). It is important that Congress hears directly from you.

Sincerely,

Sherrod Brown

### Member Profile—Wise Construction Company

"Twenty-five years and building..." the new slogan for Wise Construction's anniversary campaign, aptly reflects the company's attitude about the future. Wise Construction Company, Inc. is a full service General Contractor which is headquartered in northwest Dayton. The company which was founded in 1983 by the late Warren C. Wise, is gearing up to celebrate its 25th anniversary in December.

Wise's former partner, David F. Abney II, has piloted the company as President and CEO since 1997. Wise Construction "grew up" in and graduated from the BA Program many years ago. Benefitted by a strong start, Wise went on to establish itself as a reputable general contractor, performing numerous substantial projects throughout the Southwestern Ohio region over the past two decades. Wise's newer Construction Management division has also experienced marked success, recently providing its services on several Dayton Public Schools projects. While Wise's projects have been broad in spectrum, ranging from commercial and industrial buildings to custom homes to water treatment facilities, the majority of its contract performance has been in the public sector.

In 1993, then partners, Wise and Abney formed the subsidiary Wise Services, Inc., a labor-hour subcontractor, to provide specialized construction services to the U.S. Department of Energy's Fernald Closure Project in Ross, Ohio. Over the course of fourteen years on the project, Wise Services received numerous safety awards including the achievement of One Million, Five Hundred Thousand Hours Without a Lost-Time Injury. Wise Services successfully completed the multi-year, multi-million dollar subcontract at the DOE's Fernald site in the fourth quarter of 2006. Recently, Wise Services was the successful bidder for a similar project at the DOE's Savannah River site in Aiken, SC. This new subcontract began in April of 2008 with an anticipated contract duration of 4-1/2 years and an approximate value of \$21M.

Wise Companies presently employ a combined staff and workforce of approximately thirty-five employees on sites in Ohio and South Carolina. They anticipate that number to grow to seventy-five or eighty by year's end.

Wise Construction Company, Inc.'s projects have been broad in spectrum, ranging from commercial and industrial buildings to custom homes to water treatment facilities and more team has worked together for over fifteen years. He recognizes that his employees are the face of the business and values their contributions to the company's success. According to Abney, his employees are his "most valued asset...I attribute the success of the company to their commitment." For more information about Wise Construction Company visit their website at [www.wisecompanies.net](http://www.wisecompanies.net). — David F. Abney II

### Business Builder—Sandler Sales Institute

**Get out the slow lane**—Like most sales professionals, you're probably concerned about how the economy will affect your business. You're wondering how you'll survive. Your survival instincts may be telling you to look for ways to conserve; to hang on to what you have and weather the storm. It may seem like the correct thing to do...

**But, it's not**—When the economy is slowing down, you need to speed up. If the economic pie is getting smaller, you need to get a bigger piece just to maintain your current levels. And, that won't happen unless you pick up the pace... and do more. You need to be more visible, more credible, and more valuable to your clients and prospective clients. What can you do? Here are a few suggestions.

**Pick up the phone**—With a slowing economy, it's no time to be shy. Make the prospecting calls. Beef up your prospecting plan. Contact former clients who have dropped off the radar. Someone out there needs your products and services. Find them before your competitors do.

**Be of service**—Forget about making "sales calls" on existing clients. Instead, schedule "strategy sessions" to help them explore opportunities to grow their businesses. Being "of service" will not only cement the relationship, but it will also make your client more comfortable and more likely to introduce you to others who would appreciate the same level of service.

**Network**—Show up at social and business functions ready to talk about your business and how you are helping your clients grow despite the current economic conditions. Adjust your "30-second commercial" to reflect the current economic situation.

**Get the Message Out**—Speak at chambers of commerce, professional associations, and service organizations. Talks and presentations have proven to be effective low-cost or no-cost marketing tools. They increase your visibility and credibility. Have you figured it out yet? What you need to do in a "bad" economy are the very same things you need to do in a "good" economy. But, you need to do them more skillfully and more frequently. Don't let a slow economy slow you down. Article submitted by: Roger Wentworth

**Christmas of Long Ago**

Imagine a quiet night and a young couple with nothing but a feeding trough to put the child in. It was probably cold and their family was far away and unable to help. It's not exactly the "Hallmark" moment we like to show in Christmas pageants, however, the rustic scene marked the greatest event in the history of mankind — "the perfect gift," small package, wrapped in rags, given from the heart of God.

This holiday season, don't forget the most important gift!



*From Trotwood Chamber of Commerce  
Happy Holidays and may you have a  
Prosperous New Year!*

**Upcoming Events**

**December 17**

General Membership Meeting—noon—Election of Board for 2009

**December 19**

Wise Construction Anniversary Meeting & Banquet 4:30-8:00 p.m.

Contact Renee Abney 937.854.0281

**December 25**

Chamber Office Closed

**January 1, 2009**

Chamber Office Closed

**Life of Riley**



**Landscape Services**

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