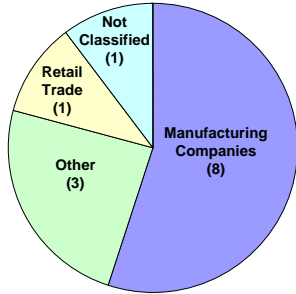


# Business First! Program

The Business First! Program is designed to gather intelligence on local businesses, and to organize a regional economic development partnership that assists businesses as they confront challenges. The Program focuses on workforce, sales, e-commerce, and facility needs, as well as business perspectives on municipal services and the business climate.



This report provides a snapshot of 14 Moraine companies, representing 1,624 employees, which participated in the Business First! program last year.

## Challenges

While the types of companies vary, the challenges they face are quite similar.

### Global Competition

### Sales and Cost Pressures

### Barriers to Growth

#### Challenge 1: Competitiveness

The U.S. manufacturing industry is facing strong and direct global competition, with substantial portions of the industry moving overseas.

#### Challenge 2: Sales

Overseas competition is resulting in sales and cost pressures for manufacturing companies. Uneven sales and shrinking markets create production, investment, and distribution challenges.

#### Challenge 3: Barriers to Growth

Nine companies currently use over 90% of their facility space. These companies indicate a need to relocate or to find creative means of using existing space.

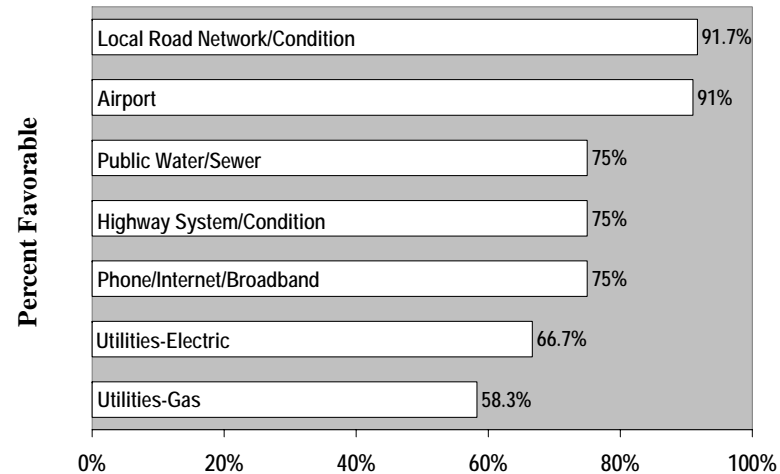
### Special points of interest:

- ✓ 8 of the 14 companies expect to increase their number of employees
- ✓ 12 project sales growth next year
- ✓ 7 of the 14 companies have an increasing historical sales trend
- ✓ 3 companies get 26 to 75% of their sales from their top 3 customers
- ✓ 7 of the 14 have difficulties recruiting employees
- ✓ 57.2% of the workforce are semi-skilled employees
- ✓ 9 of the 14 companies use over 90% of their facility space
- ✓ 61.9% of primary sales come from the local or regional area (within 250 miles)

## Municipal & Regional Report Card

12 out of the 14 businesses stated that they have a positive attitude toward the local community. Below is a graph showing Moraine Businesses' level of satisfaction with Municipal Services. Businesses are the most satisfied with the local road network/condition, and least satisfied with gas related utilities.

### Satisfaction with Municipal Services



Besides infrastructure, businesses rely on community assets like educational and cultural amenities to retain and train employees and attract customers.

- 100% of the businesses favorably rate colleges/universities
- 92.3% rate recreational/cultural amenities positively
- 69.2% view the local business climate optimistically
- 61.5% rate technical training highly

## Success Stories

One goal of the Business First! Program is to provide customized assistance to businesses and get results. These success stories show how the Program can help.

### International Fineblanking

The City was unaware of International Fine Blanking's need to expand, and the Business First! program provided the initial contact and dialogue to ensure that the expansion happened locally in Moraine. International Fineblanking (IFB) added an additional 63,000



square feet to its original 100,000 square feet. The addition, created a real property investment of approximately \$2 million, as well as another \$2 million in personal property (machinery & equipment). The City of Moraine provided an incentive of \$125,000 in a forgiveness loan with a guarantee from IFB to maintain a payroll of at least \$4 million over the next 5 years. The contract ensures payroll tax dollars of \$300,000.

### Gray America



During a recent Business First! visit with Gray America, the City of Moraine and Montgomery County became aware of Gray's desire and need to purchase equipment for one of its umbrella companies, New Dimension Metals Corporation. The Business First! meeting established a collaborative effort between the

City, County and Ohio Department of Development to create an incentive to assist with the purchase of a \$1.25 million piece of equipment. Gray and New Dimension Metals will be receiving a \$500,000 166 direct loan to assist with the purchase. The assistance is retaining a total of 70 employment positions within two of Gray's sister companies.

### Yowell's

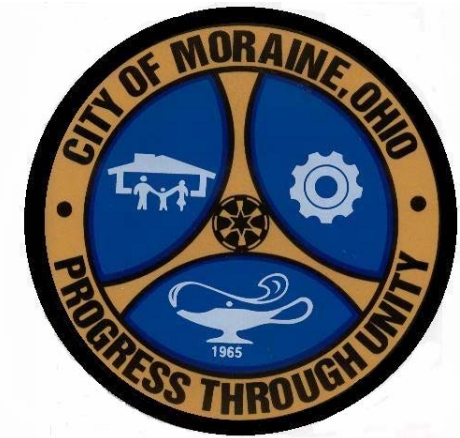
Through a Business First! meeting, the City became aware of Yowell's need to build and expand upon an adjacent piece of property that had no road and infrastructure access. Yowell's position provided the City with the initial investment and guarantees to construct and extend Cardington Road. This project has yet to begin, but the City has been guaranteed \$500,000 from an Ohio Department of Development 629 grant and another \$500,000 from Montgomery County. This project will not only benefit Yowell, but will open up nearly 100 acres for future development.

**Partial Listing of Business First!  
Regional Resource Partners**

Advanced Integrated Manufacturing (AIM)  
 Ameritech/SBC  
 Antioch University McGregor  
 City Wide Development Corp  
 COUNTY CORP  
 Dayton Area Chamber of Commerce  
 Dayton Area Graduate Studies Institute (DAGSI)  
 Dayton Power & Light  
 Downtown Dayton Partnership  
 Dayton Tooling & Machine Assoc.  
 Edison Materials Technology Center  
 The Entrepreneurs Center  
 Greater Dayton Foreign Trade Zone Inc.  
 Greater Dayton IT Alliance  
 Greater Dayton Regional Transit Authority (GDRTA)  
 I-Zone  
 Kettering-Moraine-Oakwood Chamber  
 Miami Valley Career Technology Center  
 Miami Valley International Trade Assoc.  
 Minority Contractors & Business Assistance  
 Montgomery County Building Regulations  
 Montgomery County Port Authority  
 NCIC Fund  
 Ohio Bureau of Workers Compensation  
 Ohio Department of Development  
 Service Corps of Retired Executives (SCORE)  
 Sinclair Community College  
 South Central Ohio Minority Business Council  
 South Metro Chamber of Commerce  
 State of Ohio  
 TechSolve  
 The Job Center  
 U.S. Small Business Administration  
 University of Dayton  
 Urbana University  
 US Department of Commerce  
 Wright State University



Business Profile Report for. . .



Prepared by:  
 Center for Urban & Public Affairs  
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