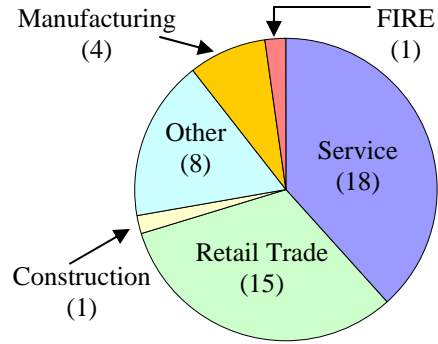


Business First! Program

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 47 Trotwood companies, representing 1,100 employees, which participated in the Business First! program last year.

Challenges

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

- **Remaining competitive**
- **Overcoming barriers to growth**
- **Finding qualified, motivated employees**

Challenge 1: Competitiveness

- Attracting customers, specifically increasing traffic flow and customer awareness of business services

Challenge 2: Barriers to Growth

- Location of business; poor visibility
- Cash flow problems that inhibit business expansions

Challenge 3: Employee Recruitment

- Attracting and retaining a quality workforce

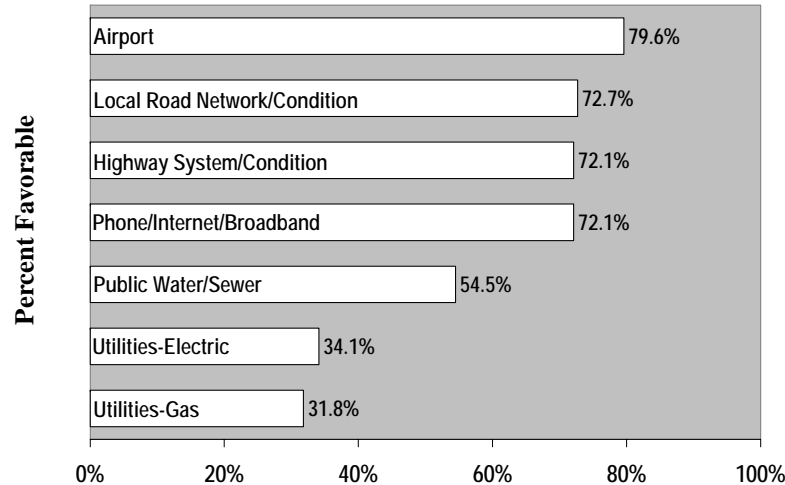
Special points of interest:

- ✓ 14 of the 47 companies expect to increase their number of employees
- ✓ 26 project sales growth next year
- ✓ 19 of the 47 companies use over 90% of their facility space
- ✓ 4 companies are already running 24 hour operations
- ✓ 92.1% of the primary sales come from the local area (within 50 miles)
- ✓ 48.9% of the workforce are entry-level employees
- ✓ 13 have a majority of employees near retirement age
- ✓ 14 of the 47 have difficulties recruiting and retaining employees
- ✓ 24 companies do not have an employee training program

Municipal & Regional Report Card

28 out of the 47 businesses stated that they have a positive attitude toward the local community. Below is a graph showing Trotwood Businesses' level of satisfaction with Municipal Services. Businesses are the most satisfied with the airport, and least satisfied with the gas related utilities.

Satisfaction with Municipal Services

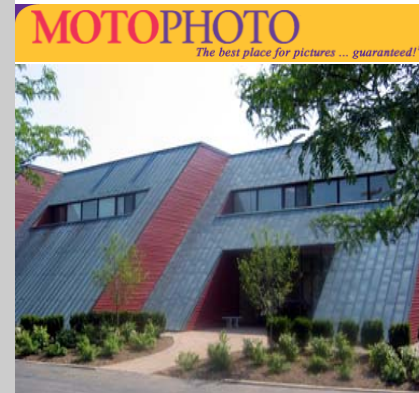


Besides infrastructure, businesses rely on community assets like educational and cultural amenities to retain and train employees and attract customers.

- 86.4% of the businesses favorably rate colleges/universities
- 65.1% rate technical training highly
- 27.3% rate recreational/cultural amenities positively

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. In partnership with the Montgomery County *Business First!* Program, the City of Trotwood is experiencing a number of success stories.



Moto Franchise, formerly Moto Photo, was on the verge of leaving the City of Trotwood. A *Business First!* meeting was conducted after which the City applied for funding to assist the business. A total of \$695,000 in ED/GE funds was secured on behalf of Moto Franchise. The *Dayton Business Journal* named Moto Franchise 2003 Rookie Business of the Year.



Westwood Fabrications & Sheet Metal received CDBG funds in the amount of \$68,320 through County Corp for the purchase of new equipment (water check cutting machine). As a result of this investment, three new jobs were created.

Westwood Fabrications is the leader in providing custom sheet metal fabrications that exceed expectations of quality and precision. They specialize in manufacturing or modifying electrical enclosures, panels and boxes, and machinery guarding.

J.W. Devers & Son, Inc.

J.W. Devers & Sons, Inc. is a major distributor of truck equipment specializing in the manufacturing of truck bodies and trailers. County Corp has agreed to finance the expansion of J.W. Devers. CDBG funds in the amount of \$45,000 have been approved for the purchase of surplus property. The property, former Madison Township Fire Station, will house the company's mobility division, which installs mobility equipment for buses and vans to be ADA compliant. As a result of the expansion, two new jobs will be created; 19 jobs will be retained.



Business Profile Report for. . .



City of Trotwood

"Together, We Are Creating a Bright Future"

Prepared by:
 Center for Urban & Public Affairs
 Wright State University
 August 2004

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**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