

frontline



miamisburg mound community improvement corporation

fall 2007



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Mound company unveils line of fuel cell test equipment

During the Cold War, Mound-based scientists were leaders in energy-related research and development for defense purposes. Now, they're back at it, and the Mound Advanced Technology Center has evolved as a vital link in Ohio's effort to develop the hydrogen fuel cell as a viable power source to help curb U.S. dependence on foreign oil.

Years of experience applied

At the forefront is Mound Technical Solutions Inc., a company that recently was awarded a \$490,040 grant from the Ohio Third Frontier Fuel Cell Initiative for the second phase of development of the company's new suite of fuel cell test instrumentation. MTS received funding of \$600,000 for the first phase of the project in 2005. (See sidebar on page 2.)

"We have applied our years of experience in DOE tritium technology and function testing of weapons components to bring some exciting advances to fuel cell technology," said Doug McClelland, Mound Technical Solutions' project manager.

'Especially beneficial to manufacturers'

The company's suite of testers, which applies to a variety of fuel cell technologies, measures electrical power output to evaluate performance under various operating conditions.

(Please see "Mound Company unveils line" on page 2)



Doug McClelland of Mound Technical Solutions (left) introduced a new fuel cell test system at the Ohio Fuel Cell Symposium in Columbus this summer. The company's suite of testers promises to be especially beneficial to manufacturers, but will also be used by researchers, developers and fuel cell technology educators.



("Mound Company unveils line" continued from page 1.)

"The suite of testers will prove especially beneficial to manufacturers who perform quality assurance testing and conditioning of their fuel cell products, as well as those who embed fuel cells in their products," McClelland said. "Other potential users include researchers, developers and fuel cell technology educators."

Collaboration in another project

Mound Technical Solutions is also collaborating with the University of Dayton on its Accelerated Testing Demonstration for Market Entry project. This market readiness demonstration project, awarded

through the 2007 Ohio Third Frontier Fuel Cell Initiative, will validate the real-world reliability and application compatibility of a fuel cell that has been developed by UltraCell Corporation.

Additional collaborators on this project include UltraCell, Motorola Labs Energy Technologies Group, Daybreak and the Montgomery County Department of Sanitary Engineering.

For more information, please visit www.moundtech.com.

Project Led by Dayton Area Collaborators

In addition to Mound Technical Solutions, the following Dayton area collaborators contributed to the first phase of development for the suite of fuel cell test instrumentation:

- Inorganic Specialists
- The University of Dayton Research Institute
- Air Force Research Laboratory Propulsion Directorate of Wright-Patterson Air Force Base
- Miamisburg Mound Community Improvement Corporation
- Edison Materials Technology Center (EMTEC)
- Sinclair Community College

entrepreneurs get a jump-start

Doing business at the Mound Advanced Technology Center comes with a bonus. Beyond competitive lease rates, specialized facilities and attractive surroundings, MMCIC offers a generous menu of "business acceleration" services to nurture a company's growth.

For some businesses, MMCIC serves as a conduit to outside resources, such as the Dayton Development Coalition's Entrepreneurial Signature Program.

Funded by an Ohio Third Frontier grant, the program's focus is composites, nanomaterials applications and sensors – all technologies represented at Mound.

ESP offers grants and quasi-equity investments to companies to assist them in bringing their products to market.

"Leasing space at MATC is a value-added proposition," said MMCIC spokesman Carl Simmons. "Through partnerships



with regional organizations such as the Dayton Development Coalition, MMCIC facilitates access to programs such as ESP for our tenants."

company earns mark of excellence



Ryan Wilson participates in MLPC's co-op program. Here the Ohio State University student finishes the machining of a fixture by cleaning out the computer numeric control machine used in the process.

Mound Laser & Photonics Center Inc. (MLPC) has achieved ISO 9001:2000 registration with the scope of laser marking, laser welding, and laser micromachining.

"The implementation of a formal quality system was the next logical step as our company continues to grow," said Kevin Hartke, sales and marketing manager. "MLPC is a quality-minded company that continually strives to provide fast turnaround, excellent work and competitive pricing,"

Mound Laser & Photonics Center Inc. offers laser marking/engraving, laser welding and laser micromachining, contract manufacturing, and research and development services.

Start-up help

Mound-based companies can also take advantage of virtual incubator services provided through the program by the Entrepreneur Center and MMCIC. Through these entities, entrepreneurs receive advice on growth strategies and management.

Companies participating in the Virtual Incubation Program are eligible for developmental grants of up to \$10,000.

For more information, please visit www.daytonregion.com, and click on the ESP link at the bottom of the home page. Or call the Coalition at 937-222-4422.



diversified tax base result of mound's redevelopment

When DOE announced Mound's closure in 1993, no one knew better than George Perrine just how dire the situation could be. The exit of a community's largest employer is any city official's worst nightmare, and he was no different.

As the city of Miamisburg's finance director, Perrine was keenly aware of the impact that would be felt with the loss of 2,500 jobs and \$2 million in annual revenues to the city. And so, he was a logical candidate to serve on the MMCIC Board of Trustees, where, along with other community and business leaders, he has helped to guide the redevelopment of the former defense weapons installation.

"George has played an important role bringing a public financial perspective to the effort. His experience in this area runs deep, enabling MMCIC to quickly establish financial policies consistent with our goals, and the constraints of a not-for-profit

organization," said MMCIC President Mike Grauwelman.

'Everything has been a challenge'

"It has been a mammoth undertaking," Perrine said of the redevelopment effort. "When you think of all the hurdles we had to overcome – from changing the law to allow us to lease federal property to working with the Department of Energy to ensure a clean end state – everything has been a challenge. So many times, we took three steps forward only to take two steps back."

But the Mound redevelopment effort has been worthwhile, according to Perrine, now in his twentieth year as Miamisburg's finance director. Not only did it accomplish the environmental cleanup of the site's 300 acres, it also forced the city to initiate new economic development strategies to make up for the lost employment while the site has been in transition.



George Perrine, MMCIC board member

A more diversified tax base

"It led us to focus on growing a more diversified tax base, and the results have been tremendous," he said. "With these strategies in place, we have more than made up for jobs lost through the closure. And we are still looking forward to the future when the existing and planned buildings at Mound are filled with businesses and employees."

A Lebanon, Ohio, native, Perrine spent seven years as auditor of that city before coming to Miamisburg. He and his wife of 32 years, Helen, have two college-aged children.

mound improvements to spur business growth

MMCIC is continuing to invest in improvements that will make the Mound site marketable. Two major projects are currently under way:

- \$400,000 is being spent on roadway and parking improvements that will encourage business development within 965 Capstone Drive, a 60,000-square-foot facility that currently houses 14 businesses – primarily high-tech research and development firms – with a total of 78 employees. The capital project includes a new cul-de-sac and the addition of 62 parking spaces, which will also serve the needs of tenants at 930 Capstone Drive. This project will be completed in September.

- Now underway is a major improvement project for 460 Capstone Circle, a 53,000-square-foot office building recently turned over to MMCIC by the Department of Energy. The \$1.5 million project will focus largely on outdoor features, including the creation of a new entry. Previously the main entrance to the building was through an attached building, which has now been demolished. The project will also include the extension of Capstone Drive to provide a secondary entrance. Additional improvements include a new parking lot, a courtyard and windows on the building's south side. This project is due to be completed by the end of 2007.



A \$1.5 million exterior improvement project will result in an attractive, up-to-date appearance for the building at 460 Capstone Drive. The 53,000-square-foot office building was recently turned over to MMCIC by the Department of Energy.

"We are starting with excellent facilities that allowed Mound scientists to help win the Cold War and reconfiguring them for today's uses," said MMCIC Operations Manager Frank Bullock.





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they take care of business

Some Mound-based companies have discovered a valuable resource that is allowing them to meet their equipment, capital improvement and other business needs while saving their working capital for other purposes. Their discovery is CountyCorp, the region's only certified development corporation that is authorized to combine two powerful public loan programs, the U.S. SBA 504 and the State Regional 166. In some specialized cases, CountyCorp can also offer small-business loans through the Community Development Block Grant Program. All three programs offer below-market rates and low equity injection.

"We can help technology-oriented companies such as those at Mound to purchase the high-end equipment they

need to be competitive," said CountyCorp's Shirlene Vonderheide, senior business loan officer. "There's a lot of flexibility with these programs because we can take the loans out to a longer timeframe than a conventional business loan."

According to Vonderheide, the funds provided through the SBA 504 program are financed for 10 to 20 years; the Regional 166 program offers terms up to 15 years. Both can be used to leverage bank loans.

"Mound is an ideal location for these public programs," she remarked. "MMCIC is working to bring in precisely the types of industries we want here in Ohio."

For more information on CountyCorp and small business loan programs, please visit www.countycorp.com or call 937-225-6328.

