

Hello all,

Below is a list of upcoming events in Ohio. For more information or to register, please use the links below. Thank you.

January 11, 2018 – Columbus SCORE will be hosting **Funding & Financial Reporting** in Columbus. This workshop is designed to give the basic information and essential planning tools necessary to start and later successfully manage the financial aspects of a business throughout its life. To register, please visit [here](#).

January 11, 2018 – The Dayton Minority Business Assistance Center (MBAC) will be hosting **Business Orientation** in Dayton. This FREE workshop will provide an overview of business management and assistance services, financial and bonding resources, and regional contracting opportunities. For more information and to register, please call 937-333-1030.

January 11, 2018 – The SBDC at Wright State will be hosting **Entrepreneurial Basics – An Overview** in Dayton. This FREE workshop is designed to provide a high-level overview of what it means to start a business and key issues to handle. To register, please visit [here](#).

January 12, 2018 – The SBA, the SBDC at The Hamilton Mill, the U.S. Commercial Service, and the Ohio Export Assistance Network at Wright State will be hosting **Government Resources For Your Business** in Hamilton. This FREE event will feature Congressman Warren Davidson and will educate attendees on the various business resources available to them. To register, please visit [here](#).

January 12, 2018 – Innovate New Albany will be hosting **Clicksand: How Online Marketing Will Destroy Your Business** in New Albany. This FREE event will discuss how online marketing can destroy businesses that embrace it, how it is sold by unscrupulous pitchmen, how to know if you are caught in the clicksand, and how to escape and get back to what really works for your business. To register, please visit [here](#).

January 16, 2018 – The SBDC at Columbus State will be hosting an **MBE and EDGE Certification Workshop** in Columbus. This working class will walk attendees through the application process for Minority Business Enterprise (MBE) and Encouraging Diversity, Growth and Equity (EDGE) Certifications. To learn more about what to bring to the class and to register, please visit [here](#).

January 16, 2018 – The Ohio Valley Regional Development Commission (OVRDC) will be hosting **ADA Compliance** in Waverly. This FREE workshop will feature the ADA/504 Program Manager from ODOT's Division of Opportunity, Diversity, and Inclusion who will discuss compliance with the Americans with Disability Act (ADA). To register, please visit [here](#).

January 16, 2018 – Columbus SCORE will be hosting **Learning About Franchising Opportunities** in Columbus. This workshop will educate attendees on the numerous options available in the franchise world and will cover topics such as the benefits, finding the ideal franchise, concept options, and resources available. To register, please visit [here](#).

January 17, 2018 – The SBDC at The Entrepreneurs Center and the Dayton Metro Library will be hosting **Market Research that Won't Break the Bank** in Dayton. This FREE workshop will educate attendees on the various resources provided by the library to identify potential customers, find information on consumer demographics, and more! To register, please visit [here](#).

January 17, 2018 – The SBDC at the Warren County Career Center will be hosting **Steps to Starting Your Own Business** in Lebanon. This FREE workshop will educate attendees on what it takes to start a business and the various resources available to help along the way. To register, please visit [here](#).

January 17, 2018 – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS) Class** in Athens. This FREE class will educate attendees on how to successfully start a business, the resources available to assist in starting a class, and more! To register, please visit [here](#).

January 17-18, 2018 – The SBA and the SBDC at Wright State will be hosting **Boots to Business** in Dayton. This FREE two-day training is part of the Department of Defense's Transition Assistance Program (TAP) and is designed specifically for veterans, service members, and their spouses. To learn more and to register, please visit [here](#).

January 17-18, 2018 – The SBDC at Columbus State will be hosting **Basis of a Successful Enterprise (BASE) Class** in Columbus. This FREE, two-day workshop will educate attendees on what it takes to build a business around their dreams and passion. To register, please visit [here](#).

January 18, 2018 – The Ohio Export Assistance Networks at Ohio State and Youngstown State will be hosting **Export Compliance and Best Practices** in Chillicothe. This workshop will educate attendees on how to provide safeguards throughout a company's supply chain, thorough due diligence, and how to get a new process in place. To register, please visit [here](#).

January 18, 2018 – Columbus SCORE will be hosting **Capture New Opportunities for Growth** in Grove City. This workshop will educate attendees on the three 'Windows to Growth' for expanding to new markets, how to conduct a customer base analysis, identifying the best market-entry strategy, and six steps for succeeding in diverse expansions. To register, please visit [here](#).

January 18, 2018 – Technology First will be hosting the annual **CIO Forecast Panel** in Dayton. This event will feature several local industry leaders such as CareSource, WPAFB, Yaskawa Motoman, and Cedarville University, to discuss insights into the challenges faced and the vision going forward. To register, please visit [here](#).

January 18, 2018 – The SBDC at Ohio University will be hosting **Growing Your Manufacturing Business** in Athens. This FREE workshop will educate attendees on strategies to grow their business and the various resources available to assist them. To register, please visit [here](#).

January 18, 2018 – Columbus SCORE and FranNet will be hosting **Franchising Options** in Columbus. This workshop will educate attendees on an outline of a safe, efficient, comprehensive process to find a business that matches one's budget and goals. To register, please visit [here](#).

January 18, 2018 – The SBDC at Columbus State and the Dublin Entrepreneurial Center will be hosting **Making Your Business "Thrive" in 2018** in Dublin. This FREE workshop will feature a panel of business owners and experts that will share insights into how to prep a business for 2018 and reach the business' goals. To register, please visit [here](#).

January 19, 2018 – Innovate New Albany will be hosting the **2018 Annual Technology Update** in New Albany. This workshop will feature Brad Griffith of Buckeye Interactive who will discuss the latest software and hardware technology and design trends. To register, please visit [here](#).

January 20, 2018 – Cincinnati SCORE will be hosting **Small Business Start-Up Essentials: Feasibility & Funding** in Cincinnati. This workshop will discuss business ideas, finding pertinent data, the importance of financial accountability, sources of capital, banking relations, and more! To register, please visit [here](#).

January 22, 2018 – The SBDC at the Greater Cincinnati Urban League will be hosting **Market Research Overview** in Cincinnati. This FREE workshop is designed to provide valuable information on conducting market research through market assessment, industry analysis, and competitive analysis. To register, please visit [here](#).

January 23, 2018 – The Small Business Administration (SBA) will be hosting **Small Business Disaster Preparation** in Columbus. This FREE workshop will discuss the importance of being prepared, disaster plans, and the various resources available to small businesses. To register, please visit [here](#).

January 23, 2018 – The Innovation Center at Ohio University will be hosting an **IDEAion Workshop** in Athens. This FREE workshop is designed to help individuals develop their business idea, provide tools to help them succeed, and discuss next steps. To register, please visit [here](#).

January 23, 2018 – The SBDC at the Clermont County Chamber of Commerce will be hosting **How to Get the Money That's Owed to You** in Cincinnati. This FREE workshop will discuss what to look for in hiring a collection attorney or agency, the roles of technology and data security in consumer debt collection, and more! To register, please visit [here](#).

January 24, 2018 – Dayton SCORE will be hosting **Want to Grow Your Successful Business?** in Dayton. This workshop curriculum is designed for existing business owners and executives who want to compete aggressively and grow an already successful business, but do not have a clear understanding of where to begin. To register, please visit [here](#).

January 24, 2018 – The SBDC at Columbus State will be hosting a **Small Business Tax Workshop** in Columbus. This FREE event will educate attendees on the federal and state tax rights, as well as requirements and responsibilities. To register, please visit [here](#).

January 25, 2018 – The SBDC at The Entrepreneurs Center will be hosting **Recordkeeping for the Small Business** in Dayton. This FREE workshop will provide an overview of recordkeeping and is designed to help participants understand how recordkeeping can benefit their business. To register, please visit [here](#).

January 25, 2018 – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS) Class** in Lancaster. This FREE class will educate attendees on how to successfully start a business, the resources available to assist in starting a class, and more! To register, please visit [here](#).

January 25, 2018 – ORV~WBC will be hosting **Doing Business with Alkermes** in Dayton. This event will educate attendees on how to become a prospective supplier to Alkermes and what the potential opportunities may be to become a supplier. To register, please visit [here](#).

January 25, 2018 – The Columbus Council on World Affairs will be hosting **The Longevity Economy: Unleashing the Potential of the Globe's Aging Population** in Columbus. This event will feature a dialogue on a comprehensive report by AARP that examines the preparedness of twelve countries facing the challenges of growth in populations aged sixty and over. To register, please visit [here](#).

January 25, 2018 – The Dayton Minority Business Assistance Center (MBAC) will be hosting **Business Orientation** in Dayton. This FREE workshop will provide an overview of business management and assistance services, financial and bonding resources, and regional contracting opportunities. For more information and to register, please call 937-333-1030.

January 25, 2018 – The Dayton Business Journal will be hosting the **2018 Economic Summit** in Dayton. This event will feature multiple expert speakers in the region who will forecast the next year's economy for optimal growth and pitfalls to avoid. To register, please visit [here](#).

January 26, 2018 – WBI, Nucleus, Start Downtown, AFRL, TEC, and Dayton Tech Guide will be hosting **Fourth Friday @444** in Dayton. This FREE event will feature Early Risers, Open Coworking, Safety Differently presentation, a Nucleus guest speaker, and a dialogue on Open Innovation. For more information, please contact [Bonnie Kling](#) or [Ian Charles Kirk](#).

January 27, 2018 – Cincinnati SCORE will be hosting **Small Business Start-Up Essentials: Create the Plan** in Cincinnati. This workshop will explore the business plan with an emphasis on marketing and finance portions. To register, please visit [here](#).

January 29-30, 2018 – The SBDC at Wright State will be hosting **Business Plan Development** in Dayton. This FREE two-day seminar is designed to teach entrepreneurs how to successfully create a simple yet effective business plan. Helpful computer files will be provided and a review of the plan by the SBDC. To register, please visit [here](#).

January 30, 2018 – The SBDC at Ohio University will be hosting **Social Media 101** in Zanesville. This FREE workshop will discuss the various social media platforms and how a business can successfully utilize them. To register, please visit [here](#).

February 1, 2018 – The Dayton Minority Business Assistance Center (MBAC) will be hosting **Business Orientation** in Dayton. This FREE workshop will provide an overview of business management and assistance services, financial and bonding resources, and regional contracting opportunities. For more information and to register, please call 937-333-1030.

February 2, 2018 – The SBDC at Kent State-Tuscarawas and Braintree will be hosting the **11th Annual International Trade Forecast Breakfast** in New Philadelphia. This FREE workshop will feature Michael Weidokal who will provide valuable information about current trends and economies of potential export targets. To register, please visit [here](#).

February 3, 2018 – Dayton SCORE will be hosting **Small Business Start-Up Orientation** in Dayton. This workshop curriculum is designed for aspiring entrepreneurs who have a dream of starting a business and do not have a clear understanding of where to begin and how to proceed. To register, please visit [here](#).

February 5, 2018 – Third Perk Management will be hosting a **PERK-E-Lator** in Dayton. This FREE session will provide an opportunity for new businesses to share their ideas and receive feedback from a panel of experts. In addition, participants will be eligible for the 2018 *Dreamer's Gala* in which winners receive grants. For more information, please call 937-223-7375 or email thirdperk@outlook.com.

February 6, 2018 – Columbus SCORE will be hosting **How to Generate Leads with Digital Marketing** in Columbus. This workshop will educate attendees on the steps to creating a digital lead gen program, how to leverage digital content across multiple platforms, tips for measuring and improving ROI, and best practices. To register, please visit [here](#).

February 6, 2018 – The SBDC at Wright State will be hosting **Entrepreneurial Basics** in Dayton. This FREE seminar is designed to provide a high-level overview of what it means to start a business and the key issues to handle. To learn more and to register, please visit [here](#).

February 6, 2018 – The Innovation Center at Ohio University will be hosting a **Customer VALIDation Workshop** in Athens. This workshop provides participants with techniques and tools to get their business in front of potential customers for feedback. To register, please visit [here](#).

February 6, 13, 20, 27, and March 6, 2018 – The SBDC at Columbus State will be hosting **Business Plan 101** in Columbus. This five week course will cover the executive summary, the business and product description, organizational structures, the marketing plan, and business financial statements. To register, please visit [here](#).

February 7-8, 2018 – The SBDC at Columbus State will be hosting **Basis of a Successful Enterprise (BASE) Class** in Columbus. This FREE, two-day workshop will educate attendees on what it takes to build a business around their dreams and passion. To register, please visit [here](#).

February 8, 2018 – The Dayton Minority Business Assistance Center (MBAC) will be hosting **Business Orientation** in Dayton. This FREE workshop will provide an overview of business management and assistance services, financial and bonding resources, and regional contracting opportunities. For more information and to register, please call 937-333-1030.

February 8, 2018 – Columbus SCORE will be hosting **How to Use Your Blog to Increase Your Profits** in Columbus. This workshop will educate attendees on how to use a blog to promote products and services and draw prospects and customers to a business and keep them coming back. To register, please visit [here](#).

February 9, 2018 – Innovate New Albany will be hosting **Inbound Marketing: The Key Successful Growth Hacking** in New Albany. As part of the *Tiger Talk Series*, this workshop will discuss how a business can generate more leads for a business, as well as finding better qualified customers. To register, please visit [here](#).

February 12, 2018 – Dayton SCORE will be hosting **Want to Grow Your Successful Business?** in Dayton. This workshop curriculum is designed for existing business owners and executives who want to compete aggressively and grow an already successful business, but do not have a clear understanding of where to begin. To register, please visit [here](#).

February 13, 2018 – Cultivate will be hosting **Understanding the Various Forms of Financing Available Today** in Grove City. This FREE event will discuss the options that exist today, the risks and limitations of those options, navigating the options, and signs of predatory lenders. To register, please visit [here](#).

February 14, 2018 – The SBDC at the Clermont County Chamber of Commerce will be hosting **Woman-Owned Business Enterprise Certification** in Cincinnati. This FREE workshop will educate attendees on the importance of certification, the certification process, and the benefits of becoming certified. To register, please visit [here](#).

February 15, 2018 – The Dayton Minority Business Assistance Center (MBAC) will be hosting **Business Orientation** in Dayton. This FREE workshop will provide an overview of business management and assistance services, financial and bonding resources, and regional contracting opportunities. For more information and to register, please call 937-333-1030.

February 16, 2018 – Innovate New Albany will be hosting **Innovation Pivots – Strategic or the Kiss of Death?** in New Albany. As part of the *Tiger Talk Series*, this workshop will discuss how successful firms out-pivot their peers by leveraging a strong innovation culture and human connection. To register, please visit [here](#).

February 16, 2018 – The Japan American Society of Greater Cincinnati will be hosting **The Impact of Japanese Technology on the US Market** in Cincinnati. This event will provide an update on the US-Japan business relationship that continues to play an important role in manufacturing. To register, please visit [here](#).

February 20, 2018 – The SBDC at Columbus State will be hosting an **MBE and EDGE Certification Workshop** in Columbus. This working class will walk attendees through the application process for Minority Business Enterprise (MBE) and Encouraging Diversity, Growth and Equity (EDGE) Certifications. To learn more about what to bring to the class and to register, please visit [here](#).

February 20-21, 2018 – The SBDC at Wright State will be hosting **Business Plan Development** in Dayton. This FREE, two-day seminar is designed to teach entrepreneurs how to successfully create a simple yet effective business plan. To register, please visit [here](#).

February 22, 2018 – The Dayton Business Journal will be hosting the **Future of Health Care** in Dayton. This conference will feature a panel discussion with regional health care thought leaders such as Premier Health, Kettering Health Network, McGohan Brabender, and Reach Out of Montgomery County. To register, please visit [here](#).

February 22, 2018 – The Dayton Minority Business Assistance Center (MBAC) will be hosting **Business Orientation** in Dayton. This FREE workshop will provide an overview of business management and assistance services, financial and bonding resources, and regional contracting opportunities. For more information and to register, please call 937-333-1030.

February 24, 2018 – Dayton SCORE will be hosting **Small Business Start-Up Orientation** in Dayton. This workshop curriculum is designed for aspiring entrepreneurs who have a dream of starting a business and do not have a clear understanding of where to begin and how to proceed. To register, please visit [here](#).

February 28, 2018 – The SBDC at Columbus State will be hosting a **Small Business Tax Workshop** in Columbus. This FREE event will educate attendees on the federal and state tax rights, as well as requirements and responsibilities. To register, please visit [here](#).

March 1, 2018 – The Dayton Minority Business Assistance Center (MBAC) will be hosting **Business Orientation** in Dayton. This FREE workshop will provide an overview of business management and assistance services, financial and bonding resources, and regional contracting opportunities. For more information and to register, please call 937-333-1030.

March 7, 2018 – Technology First will be hosting the **15th Annual Ohio Information Security Conference** in Dayton. This event will feature cross-presentations of all industries including manufacturing, healthcare, logistics/distribution, government sector, and many more! To register, please visit [here](#).

March 7, 2018 – The SBDC at The Entrepreneurs Center and the Dayton Metro Library will be hosting **Market Research that Won't Break the Bank** in Dayton. This FREE workshop will educate attendees on the various resources provided by the library to identify potential customers, find information on consumer demographics, and more! To register, please visit [here](#).

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March 13-16, 2018 – Xavier Health and the FDA will be hosting the **PharmaLink Conference** in Cincinnati. This conference serves as a convergence of expertise and current, critical topics such as Supply by Design, Global

Product Stewardship, Regulatory Strategy, FDA Top Priorities, Beyond Metrics Through the Power of Artificial Intelligence, and more! To register, please visit [here](#).

March 14, 2018 – The SBDC at Wright State will be hosting **Entrepreneurial Basics** in Dayton. This FREE seminar is designed to provide a high-level overview of what it means to start a business and the key issues to handle. To learn more and to register, please visit [here](#).

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Need Help Marketing Your Products or Services Internationally?

The **International Market Access Grant for Exporters (IMAGE)** program helps small businesses increase exports and create jobs in Ohio's economy. The program reimburses at a 50% rate, capped at \$12,500 per eligible approved applicant. The IMAGE program is funded, in part, through the Small Business Administration's State Trade Expansion Program (STEP). For more information about the IMAGE program, visit: www.image.development.ohio.gov.

Ohio EPA Resource Guide for Businesses and Communities

Ohio EPA's Division of Environmental and Financial Assistance (DEFA) provides several compliance, technical and financial assistance programs available to help Ohio communities and businesses with their environmental needs. These services and relevant contact information are summarized in their "Resource Guide" which is available to view and download at:

<http://epa.ohio.gov/Portals/29/documents/ocs/ResourceGuide.pdf>

For questions about the guide, please contact Pejmaan Fallah at Pejmaan.Fallah@epa.ohio.gov or (614) 644-3666.

Dayton Better Business Bureau and Women in Business Networking Programs

The BBB and WiBN host **Hot Topics Koffee Talks** in various locations in the region. All Koffee Talks are from 8:00am-9:30am. Below is the on-going schedule:

1st Friday – Springboro and Preble County

2nd Friday – Centerville and Springfield

3rd Friday – North Dayton and West Chester

4th Friday – Beavercreek and Oakwood

For information on speakers and how to register, please visit <http://www.bbb.org/dayton/events/>.

USDA Rural Development Business & Cooperative Programs

Rural Development is pleased to announce important changes to the Business & Industry (B&I) Loan Guarantee Program. These changes will better serve rural communities by helping lenders provide loans to businesses and helping to increase employment opportunities for rural residents. These changes include but are not limited to:

- Removal of the U.S. Citizenship requirement for companies wanting to use the B&I loan guarantee to increase employment in rural areas. The applicant company will need to demonstrate the loan funds will remain in the United States and will be invested in the rural community to create and retain employment opportunities.
- Owner subordinated debt may be included as equity provided the debt was established in exchange for cash and the debt remains in the company for the life of the guaranteed loan. This change can help applicants meet the minimum tangible balance sheet equity requirements of the program. Minimum tangible balance sheet equity for an existing business is 10% while a startup business is 20%. All financial statements must be prepared according to Generally Accepted Accounting Principles.
- New Market Tax Credit projects are now be eligible for assistance through the B&I program. Subordinated debt made by the Community Development Entity can be considered as equity into a project. This is another means of helping the business meet the minimum tangible balance sheet equity requirements.
- The guarantee fee can be reduced to 1% of the guaranteed portion for businesses that support value added agriculture; promotes access to healthy foods; or is a high impact business development investment.
- Loan guarantees can for agricultural production can be 50% or \$5MM, whichever is less, of vertically integrated businesses. This is a substantial increase from the previous agricultural production maximum amount of \$1,000,000.

Should you have any questions regarding these changes or if you would like additional information on the B&I Loan Guarantee Program, please contact one the Business Programs Staff listed below. We are willing to provide training or outreach on these new regulations should that be necessary to effectively implement this program within your organization.

Christie Hooks	Christie.Hooks@oh.usda.gov	614-255-2397
Cindy Musshel	Cindy.Musshel@oh.usda.gov	614-255-2427
Debbie Rausch	Deborah.Rausch@oh.usda.gov	614-255-2425
Jennifer Brown	Jennifer.Brown@oh.usda.gov	614-255-2423
Randy Monhemius	Randy.Monhemius@oh.usda.gov	614-255-2424

SBA webinars and events – For an updated list of SBA webinars and events for Ohio, please visit [here](#). Topics include healthcare, contracting, financing, and more.

Small Business Seminars – The Ohio Small Business Development Centers (SBDC) offer many seminars and workshops to small businesses throughout Ohio. Topics include certifications, mentoring, social media, business strategy, finance, and more! To learn more about these events, please visit [here](#).

Upcoming International Trade Missions and Webinars – The Ohio Development Services Agency and the U.S. Department of Commerce provide numerous opportunities to companies interested in participating in international

trade missions. To see a list of upcoming missions through the State of Ohio, please visit [here](#). To see a list of upcoming trade missions through Commerce, please visit [here](#) and for upcoming webinars, please visit [here](#).

Alexander Kohls
U.S. Small Business Administration (SBA)
Dayton Senior Area Manager
District International Trade Officer
200 West 2nd Street
Office 400
Dayton, OH 45402
Alexander.Kohls@sba.gov
614-633-6372
Follow the U.S. Small Business Administration:



FOURTH FRIDAYS @444

FRIDAY,
JANUARY 26
AT 444 E. SECOND ST.



nucleus



START
DOWNTOWN



Join us each month @444 to connect with some of Dayton's most creative entrepreneurs, engineers, designers, developers, and difference makers

Coffee sponsored by:



Donuts sponsored by:



SCHEDULE

7:30-9am	Dayton Tech Guide Early Risers
9-5pm	Open Coworking
11:30am -1pm	Safety Differently: A Systems Perspective on Improving the Quality of Healthcare
1:30 -2:30pm	Nucleus Guest Speaker: The Grey Area
3-4pm	Wright Angles: Jumping the Fence – a dialogue on Open Innovation
4pm	Happy Hour

NOTE: Attendance at each session is optional, i.e. you can keep working if you need to meet a deadline.

For more info, contact Bonnie Kling at bkling@tecdayton.com or Ian Charles Kirk at ian.kirk@wbi-icc.com





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You are receiving this email because of your interest in Start Downtown.

Our mailing address is:

Start Downtown
10 W. Second St.
Suite 611
Dayton, Oh 45402