



Let's celebrate Growth.

Somerville Bank's New Lebanon Grand Opening

Ribbon Cutting followed by
Open House & Celebration

February 20, 2020 • 5:30 - 7 PM

695 W Main St.

New Lebanon, Ohio 45345

Somervillebank.net

937-770-4888



Join Us!

Ribbon Cutting Ceremony

5:30 pm followed by

Reception & Open House

Hors D'oeuvres

Refreshments

Door prizes

February 20 • 5:30 - 7 PM

695 W Main St.

New Lebanon, Ohio 45345





ECONOMIC DEVELOPMENT BREAKFAST

FEBRUARY 21, 2020 | SINCLAIR COLLEGE

February 2020 Breakfast: ODOT flyOhio Unmanned Aircraft Systems (UAS) Program

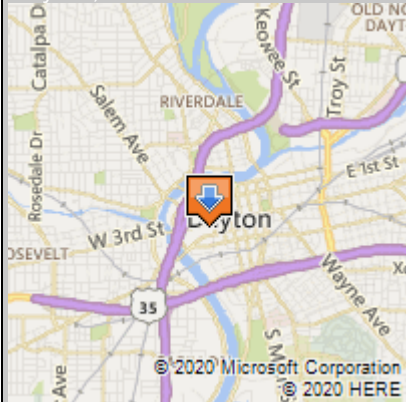
When

Friday, February 21, 2020 from 7:30 AM to 9:00 AM EST

[Add to Calendar](#)

Where

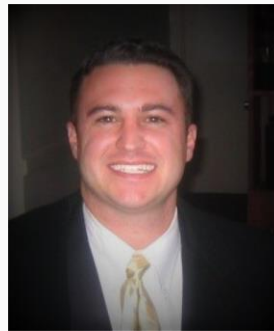
Sinclair Community College - Ponitz Center
444 W 3rd Street
Building 12
Dayton, OH 45402



[Driving Directions](#)



Join us Friday, February 21, 2020 for breakfast as David Gallagher, Flight Operations Manager, Ohio UAS Center, will discuss the current state of Unmanned Aircraft Systems (UAS) innovation in Ohio and the future of unmanned + autonomous technology.



David Gallagher is a native of Dayton, Ohio, and a graduate of the University of Dayton. Since graduating in 2000, David has spent much of his career working in policy and political affairs at the federal level including, U.S. House of Representatives and the U.S. Senate. Currently, David serves as the Flight Operations Manager for the Ohio Unmanned Aircraft Systems (UAS) Center under the Ohio Department of Transportation, DriveOhio/FlyOhio.

David's role is to help advance technologies and integrate UAS into Ohio's transportation system and strategy. Since 2013, the Ohio UAS Center has performed over 2,000 flights and continues helping Ohio integrate UAS into our state government and for private sector opportunities. He is also the President of the Ohio Wright Brothers Chapter of the Association for Unmanned Vehicles Systems International.

David is an avid aviation enthusiast and holds a Remote pilot certificate and private pilot certificate.

Register Now!

[Get more information](#)

[I can't make it](#)

Please let us know if you have any questions.

See you Friday, February 21!

Sincerely,

Deb Irwin, Administrative Asst.
I-70/75 Development Association
president@i70-75.org

I-70/75 Development Association, P. O. Box 4605, Dayton, Dayton, OH 45401

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2020 CONSTRUCTION Career Fair

Ohio Means Jobs | Montgomery County



**Connect with dozens
of experienced
professionals!**

Wednesday

**February 26
12-4 p.m.**

at **Dayton
Convention Center
22 East Fifth St.**

Click here to register

or visit

OhioMeansJobs.com/Montgomery

\$100 registration fee includes:
10-by-10 booth, 6-foot table, and two chairs
Complimentary parking (one pass per employer)

Deadline for registration and payment is
Friday, February 7

For more information, contact
Monique Patterson, Talent Services
(937) 220-1789



**Ohio
MEANS
Jobs.**

Montgomery
County



A proud partner of the
AmericanJobCenter
network



**THURSDAY
Feb 27**



7:30am-9:30am



Join the discussion

REGISTER TODAY



Marriott at the University of Dayton

1414 S Patterson Blvd, Dayton, OH 45409



About the Event

The Dayton regions legacy of innovation continues today across many sectors, especially health care. The DBJs Future of Health Care event will feature thought leaders discussing health care innovation in Dayton today, as well as what's coming in the future.

Panelists:

- Anthony Evans, President of Pure Healthcare
- Gina McFarlane-EI, CEO of Five Rivers Health Centers

- Dr. Kelly Miller, Medical Oncologist with Dayton Physicians Network
- Chris Pulos, Senior Vice President at Marsh & McLennan Agency LLC
- Marti Taylor, CEO of OneFifteen

Title Sponsor



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40 N Main St, Ste 810
Dayton, OH 45423, USA

You are invited to the following event:

OHIO SITES INVENTORY PROGRAM

Event to be held at the following time, date, and location:

Friday, February 28, 2020 from 1:30 PM to 3:00 PM (EST)

Hobart Arena

255 Adams Street

Troy, OH 45373

[View Map](#)

[Attend Event](#)



JobsOhio and DDC would like to invite you to an information session introducing new programming coming online in 2020 for speculative site development.

During this session our team will roll out the new competitive grant/loan program that may be used for speculative site and/or building development, outline JobsOhio's goals for filling gaps in the state's existing property inventory, and lay the road map for how to seek support for your project.

With \$50 million allocated per year over the next five years (\$250 million total), the Ohio Sites Inventory Program (OSIP) will be made available on a competitive basis to communities, port authorities, and private developers as eligible applicants. While both greenfield and brownfield development will be considered, priority will be given

to projects that will produce in-demand inventory that is not currently being created by the private market in sufficient volumes. In-demand inventory definitions and examples will be provided during the information session, but are generally described as sites or buildings with proven data-based demand, capable of meeting the needs of high economic impact projects, especially with respect to potential for future job creation and capital investment.

This information session will be held on **Friday, February 28** at **The Bravo Room at Hobart Arena** from 1:30 PM-3:00 PM. Please **RSVP by February 21, 2020** to secure your space at this event. We look forward to seeing you in **Troy!**

Save
the
Date

Bridget Flaherty (Lore Classroom) program is designed to help you tell your story better. Stories make presentation better. Stories make ideas stick. Stories help us persuade. A well-crafted story connects the listener to the teller, holding attention and driving action.

March 27, 2020

For your convenience, there will be a session in the **morning** and again in the **afternoon**.

More details coming soon!



BUSINESSFIRST!

for a greater dayton region



Census 2020

Once every decade, America comes together to count every resident in the United States. The goal is to count everyone once, and only once, and in the right place.

The next Census begins in April 2020.

It Matters

Census 2020 is Ohio's chance to make sure that every individual is counted and has a voice. This opportunity to count the population only comes once every decade and shapes how Ohio spends and operates for the next 10 years.

- ✓ It's **easy**; the Census asks you questions about you such as your name and birthday. It typically takes around 10 minutes to complete.
- ✓ It's **safe**; all Census responses are kept confidential and cannot be shared - even with law enforcement. All responses are encrypted.
- ✓ It's **important**; it determines the distribution of billions of dollars in federal funding to local communities like yours. The count also guides where new schools and hospitals are needed and where to add public safety resources.

Impacts

Making sure everyone in your community submits a Census form significantly increases the benefits local communities could have. Federal funds, grants and support to communities are based on population totals and demographic breakdown.

This information comes from Census results, which directly impact:

- Legislation for community initiatives
- Development of neighborhoods and businesses
- Availability of public resources



In 2010, 78% of the citizens of our county participated in the Census, which left roughly \$50 million in potential funding on the table. We hope to increase the participation rate for 2020 by at least 10%.

– Ohio Regional Planning Director

How to Promote

People are more likely to complete the Census once they know it benefits their own community.

You can promote the Census by:

- Hosting community workshops to educate people on the Census, or to find solutions to common Census difficulties that threaten non-response.
- Posting about the Census on social media.
- Encouraging people to work for the Census by sharing this link: 2020Census.Gov/jobs.
- Talking about Census at events (ex. parades, games, School Board meetings, etc.).



The U.S. Census Bureau is still hiring for a variety of temporary jobs throughout the state.



**Development
Services Agency**

Mike DeWine, Governor
Jon Husted, Lt. Governor

Lydia L. Mihalik, Director

Our Goal: Make sure every Ohioan is counted.



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- ✓ It's **important**; it determines the distribution of billions of dollars in federal funding to local communities like yours. The count also guides where new schools and hospitals are needed and where to add public safety resources.



Employers of all sizes need accurate U.S. Census data to plan for future job growth and make key business decisions. Large employers in Franklin County use Census data to understand the local labor supply and consumer needs and preferences.

– Columbus Complete Count Committee

Impacts

Census data provides the base for population and demographic intelligence. Businesses use this market research to guide:

- Hiring choices
- Purchasing decisions
- Logistics
- Finding customers
- Increasing sales

How to Promote

There are many ways that your business can easily promote Census 2020 and encourage your community and employees to get counted.

This could include:

- Adding Census information in correspondence with customers (bills, emails, etc.).
- Encouraging employees to be counted and spread the word.
- Linking to www.Census.Ohio.Gov on your company website.
- Hosting an informational Census Q&A session with your employees.
- Inviting a Census Bureau speaker to visit your company or an event.
- Promoting the benefits of taking the Census on your social media to educate both customers and employees. See example below.



An example of promoting the Census on social media.



Mike DeWine, Governor
Jon Husted, Lt. Governor

Development Services Agency

Lydia L. Mihalik, Director

Our Goal: Make sure every Ohioan is counted.

[Trouble viewing? View in your browser.](#)



MENTORING WORKS

FIND A SCORE MENTOR

Small Business Newsletter

FEBRUARY 2020

Chapter Chair



Ann Riegler Crichton
Chapter Chair

The Dayton Chapter of SCORE was founded in 1970 as a nonprofit volunteer organization to assist the Small Business Administration (SBA) in helping grass roots profit and nonprofit businesses to

Poor financial management is one of the primary reasons businesses close within the first year of operations.

In an effort to save money, many small business owners try to tackle keeping their own books. But this can really be a disaster if the person behind the computer keyboard of the ledger doesn't know what they are doing.

A good bookkeeper or accountant is one professional you should definitely have in your small business tool box. They can keep you legal, in the black and up-to-date. They can also help you grow your business by analyzing your cash flow, profit and loss, etc.

Attend our next **Meet The Expert** session on Feb 20 where **Lance Bradstreet of**

start and grow in the Miami Valley area.

Bradstreet and Co CPAs will share discuss in more detail the benefits of using a professional to do your finances. (see article below).

Meet the Experts Workshops



Expert Workshop Classes:

Feb 20 - Benefits and Importance of a business accountant

Mar 19 - Insurance needed to protect a small business owner

Apr 16 - Liabilities and considerations when hiring employees

Meet the Experts is a new series that offers small business owners, whether starting out or in business for years, the chance to meet with a business expert or service provider in an informal, casual setting.

Bring your questions as there will be plenty of time for discussion.

These sessions are presented in partnership with Dayton SCORE and the Launch Pad program.

[Workshop Information and Registration >>>](#)

Google Small Business Workshops



Google Workshop Classes:

Feb 18 - Get your business online

Mar 17 - Using data to drive business growth

Apr 21 - Use YouTube to grow your business

In today's e-commerce environment it is essential that you implement Google to grow your online experience and profit.

All workshops hosted in partnership with Dayton SCORE and taught by **Rob Bunting**, Google Czar at Cincinnati I-Marketing Group

[Workshop Information and Registration>>>](#)

Partner Workshops



Workshop Class:

Feb 4 - Setting the Stage for Sales and Fundraising Success at the Montgomery County Business Solutions Center 8:30 to 11:30 a.m.

Presented in partnership with Dayton SCORE and Wibn, this workshop will teach you what you need to do before the sales process even starts.

If your business includes sales or fundraising, you have an excellent opportunity to learn from **Brenda Aveyard**. She will help you develop a plan to bring in more money!

While it isn't one of the free workshops we try to offer regularly, I promise you it will be worth your time and money to hear Brenda's message.

[Workshop Information and Registration>>>](#)

NonProfit Spring 2020 Workshops



The Spring 2020 Nonprofit series focuses on topics that our research has shown to be of critical importance to nonprofits. These workshops include:

Apr 2 - Strategic Planning
Apr 15 - Board Development
Apr 29 - Fundraising
May 14 - Volunteer Mgt
May 28 - Marketing
Jun 11 - Financial Mgt

Dayton SCORE provides free mentoring to nonprofit organizations and charities by volunteers experienced in working as board members and executives in nonprofit organizations.

All Dayton SCORE nonprofit workshops are presented by local professionals including attorneys, accountants, marketers, bankers, etc.

[Workshop Information and Registration >>>](#)

Miami Valley Calendar of Workshops and Events



There are 14 workshops and events scheduled for February, March, and April in Miami Valley business area.

These business related workshops, and events are highlighted by Dayton SCORE , Dayton Metro Library, SBA, and local business associations.

[Review Event Calendar>>>](#)

Better Business Bureau Partnership



**Monday, February 10,
5:30 – 7:30 p.m.**

Location:
Wright State University,
Rike Hall Lobby
3640 Colonel Glenn
Hwy., Fairborn

Cost: \$10 for BBB
Accredited
Businesses/Charities &
WiBN Members.
Parking passes will be
provided to business
attendees.

Free For WSU
Students

Better Business Bureau is pleased to partner with Wright State University students involved in its Management Club and Human Resources Club to bring you a unique networking opportunity...

This is a great event to connect Miami Valley business leaders with future business leaders. Businesses in attendance can check out the talent that will soon be entering the workplace.

They can also promote internships and recruit potential team members. Students can expand their business networks and learn what business leaders are looking for in new hires. It will be a relaxing evening. Light refreshments will be provided. It will be worth the investment of your time.

Reservations are required as space is limited.
Visit <http://bit.ly/BBBWSUNetworkingEvent> or call (937) 610-2270 to reserve your spot today.

SCORE Startup Roadmap



THE STARTUP ROADMAP



Sponsored by **FedEx**

Do you have a great idea for a new business? Introducing the new SCORE Startup Roadmap, sponsored by **FedEx**. The Startup Roadmap gives you a simple, step-by-step approach to planning and launching your new business. To reach your destination faster, work on the Startup Roadmap with a SCORE mentor as your guide.

[GET STARTED](#)



RECORDED WEBINARS

Did you know we record all SCORE LIVE webinars? Explore our vast archive of recorded webinars with expert insights on business topics and challenges that you can watch on demand. [VIEW RECORDED WEBINARS.](#)

UPCOMING WEBINARS



Creating a Sales Funnel to Increase Revenue

February 6 | 1 PM ET

Learn about the sales funnel stages and how they affect consumer behavior, so you know what to do at each stage to maximize its impact.

REGISTER

Ask the CPA 2020 - Tax Advice for Small Businesses

February 11 | 1 PM ET

Join us for this LIVE Q&A session with certified CPA and small business tax expert Micah Fraim. The hour will be dedicated to answering your tax-related questions and concerns

REGISTER



7 Steps to Starting a Business on a Shoestring Budget

February 13 | 1 PM ET

This webinar will show you the 7 steps needed to start a business, even if you have a small budget. Find out everything you need to know to launch the dream.

REGISTER



Developing Your Overall Marketing Strategy

February 20 | 1 PM ET

Get the tools you need to quickly, easily and effectively create your ideal marketing strategy in this webinar sponsored by Deluxe.

[REGISTER](#)



Florida Sales and Use Tax – Helping You Succeed

February 27 | 2 PM ET

Tax specialists Jamese Blakely-Martin and Jeff Graham, will discuss the basics of Florida state sales and use tax.

[REGISTER](#)

Get Business Advice

Start or grow your business with a **SCORE mentor**. Entrepreneurs who work with a mentor are **five times** more likely to start a business than those who do not have a mentor.

[FIND MY MENTOR](#)





SCORE is a nonprofit association dedicated to helping small businesses get off the ground, grow and achieve their goals through education and mentorship. We have been doing this for more than 50 years.

Because our work is supported by the U.S. Small Business Administration, and thanks to our network of 10,000+ volunteers, we are able to deliver our services at no charge or at a very low cost.

[Find out more about our mission, vision and values.](#)



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration. All opinions, conclusions, and/or recommendations expressed herein are those of the author(s) and do not necessarily reflect the views of the SBA.

CONNECT WITH US



Dayton SCORE Chapter 107 | 200 West 2nd Street, Federal Building, first floor, Dayton, OH
45402-1442

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Try email marketing for free today!

Hello all,

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

February 11, 2020 – The SBDC at the OSU-South Centers will be hosting **Tax Tips for Businesses** in Ironton. This FREE workshop will discuss business payroll taxes, the responsibilities of both employers and employees, changes in corporate taxes, and other tax tips. To register, please visit [here](#).

February 11, 2020 – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in Athens. This class will cover topics such as types of ownership, licensing, tax requirements, sources of financing, identifying your customer, and how to market your product or service. To register, please visit [here](#).

February 11, 2020 – 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 12, 2020 – The SBDC at the OSU-South Centers will be hosting **Innovative Marketing For Your Business** in Piketon. This FREE workshop will discuss innovative ways to market to government agencies and businesses including online marketing, ETC, and more. To register, please visit [here](#).

February 12, 2020 – NETWORK, SCORE Columbus, and PNC Bank will be hosting **Storybranding** in Newark. This FREE workshop will discuss this marketing framework that helps a business connect more deeply with customers. To register, please visit [here](#).

February 13, 2020 – The WBEC ORV will be hosting **Financial Focus – Profits and Wealth Management** in Cincinnati. This workshop will discuss financial positioning to serve a global community and resources for expanding to global markets. To register, please visit [here](#).

February 13, 2020 – The Innovation Center at Ohio University will be hosting a **Customer VALIDation Workshop** in Athens. This FREE workshop will discuss the knowledge and skills to identify and reach potential customers to get valuable feedback on a business idea. To register, please visit [here](#).

February 13, 2020 – The SBDC at Miami University will be hosting **Credit Scores Demystified** in West Chester. This FREE workshop will discuss why credit scores matter, how they work, and steps to take to improve them. To register, please visit [here](https://clients.ohiosbdc.ohio.gov/workshop.aspx?ekey=53400001)<https://clients.ohiosbdc.ohio.gov/workshop.aspx?ekey=53400001>.

February 13, 2020 – The SBDC at Kent State-Tuscarawas will be hosting **Business Start Up** in New Philadelphia. This FREE workshop will provide an overview of issues related to starting and operating a business such as: business and financial planning, market demand, and financing. To register, please visit [here](#).

February 13, 2020 – Centennial and FranNet will be hosting **The “Gig” Economy: How Are You Participating?** in Cincinnati. This FREE workshop will discuss what the Gig Economy looks like today, the trends of tomorrow, and how to benefit from it. To register, please visit [here](#).

February 14, 2020 – Innovate New Albany will be hosting **3 Customer Experience Equations – Math You’ll Actually Use** in New Albany. This FREE workshop will discuss three simple equations that are critical to success in the customer experience industry. To register, please visit [here](#).

February 15, 2020 – Wright State University will be hosting **Patent Basics** in Dayton. This FREE workshop will discuss basic intellectual property information and search techniques for using the US Patent and Trademark Office (USPTO) website and databases. To register, please contact [Ran Raider](#) at 937-775-3521.

February 18, 2020 – ODOT will be hosting a **Contractor/DBE Roundtable** in Lebanon. This FREE workshop will provide constructive interaction between ODOT and the contractor community to provide updates and to listen to concerns of participants. To register, please visit [here](#).

February 18, 2020 – SCORE Dayton will be hosting **Get Your Business Online** in Dayton. This FREE workshop will explore Google My Business and will receive hands-on assistance in creating or updating a listing. To register, please visit [here](#).

February 18, 2020 – The Federal Reserve will be hosting a **Small Business Lunch and Learn** in Cincinnati. This event will discuss the racial wealth disparity and the African-American community, as well as provide examples of community focused solutions. To register, please visit [here](#).

February 18, 2020 – SCORE Columbus will be hosting **Marketing Planning** in Dublin. This workshop will discuss developing a marketing plan and how to simplify the process. To register, please visit [here](#).

February 18, 2020 – 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 19, 2020 – ODOT will be hosting a **Contractor/DBE Roundtable** in Columbus. This FREE workshop will provide constructive interaction between ODOT and the contractor community to provide updates and to listen to concerns of participants. To register, please visit [here](#).

February 19, 2020 – The WBEC ORV will be hosting **Supplier Diversity at Cardinal Health** in Dublin. This workshop will discuss what it takes to be a supplier to Cardinal Health and what supplier opportunities are available. To register, please visit [here](#).

February 19, 2020 – ACENet will be hosting **Financing Fundamentals** in Athens. This FREE workshop is designed for anyone interested in running a business, or those already running a business. To register, please email kylev@acenetworks.org.

February 20, 2020 – SCORE Dayton will be hosting **Benefits and Importance of a Business Accountant** in Dayton. This FREE workshop will discuss the benefits and importance of having a business accountant in a small business owner’s support network. To register, please visit [here](#).

February 20, 2020 – Launch Dayton will be hosting **LaunchPad** in Dayton. This FREE all-day event will feature several workshops including Kiva Dayton, Living Confidently, Bookkeeping, Growing a Product Business, and networking with Dayton Young Black Professionals. To register, please visit [here](#).

February 20, 2020 – The Northwest Ohio RGP, the Toledo Chamber of Commerce, and the Hong Kong Trade Development Council (HKTDC) will be hosting **Think Hong Kong** in Toledo. This FREE seminar will discuss how Hong Kong can help with Asian market strategies. To register, please visit [here](#).

February 20, 2020 – SCORE Columbus will be hosting **How to Research and Write a Successful Business Plan** in Dublin. This workshop will explain each step of the writing a business plan. To register, please visit [here](#).

February 20, 2020 – Sinclair Workforce Development will be hosting **Temperament: What Makes Me Tick and What Ticks Me Off** in Dayton. This workshop will discuss how to better navigate interpersonal relationships. To register, please visit [here](#).

February 21, 2020 – The SBDC at Columbus State will be hosting **Lifting One to Lift Many – Kiva Capital and Community Funding Dreams** in Columbus. This FREE workshop will discuss the steps to becoming a borrower with Kiva, as well as a showcase of borrowers. To register, please visit [here](#).

February 21, 2020 – Innovate New Albany will be hosting **Titanic Syndrome Killed Many Companies. Are You Next?** in New Albany. This FREE workshop will discuss the profitable action steps necessary to turn change, crisis, and disruption into a competitive advantage. To register, please visit [here](#).

February 21-23, 2020 – Techstars will be hosting **Startup Weekend** in Athens. This event is the place to look for a team, create a prototype of your idea, validate your business idea, and receive feedback from experienced entrepreneurs. To register, please visit [here](#).

February 22, 2020 - The Miami Valley SBDC will be hosting a **New Business Information Session** in Dayton. This FREE seminar will provide an overview of issues related to starting and operating a business such as business and financial planning, market demand and financing. To register, please visit [here](#).

February 22, 2020 – ACENet will be hosting **Introduction to Entrepreneurship** in Nelsonville. This FREE workshop will discuss what it takes to get started, what resources are available, and what networks can be joined to better the chances of success. To register, please visit [here](#).

February 24, 2020 – ODOT will be hosting a **Contractor/DBE Roundtable** in New Philadelphia. This FREE workshop will provide constructive interaction between ODOT and the contractor community to provide updates and to listen to concerns of participants. To register, please visit [here](#).

February 25, 2020 – The SBA, Miami Valley SBDC, SCORE Dayton, WiBN, Dayton Metro Library, Central State University, and Wilberforce University, will be hosting a **Young Black Entrepreneurs Networking & Development Event** in Dayton. This FREE event will provide attendees with entrepreneurial resources, business mentors, and more! Registration details will be forthcoming.

February 25, 2020 – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in Zanesville. This class will cover topics such as types of ownership, licensing, tax requirements, sources of

financing, identifying your customer, and how to market your product or service. To register, please visit [here](#).

February 25, 2020 – 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 25, 2020 – The Entrepreneurs Center will be hosting **#PitchIn – Northmont** in Clayton. This FREE event will feature several small businesses who will pitch for cash and prizes to boost their small business. To register, please visit [here](#).

February 25, 2020 – SCORE Columbus will be hosting **Business Financials for Small Businesses** in Dublin. This workshop will discuss financial statements and their importance in managing and making decisions for a business. To register, please visit [here](#).

February 25, 2020 – ACENet will be hosting **Introduction to Entrepreneurship** in Athens. This FREE workshop will discuss what it takes to get started, what resources are available, and what networks can be joined to better the chances of success. To register, please visit [here](#).

February 26, 2020 – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in Cambridge. This class will cover topics such as types of ownership, licensing, tax requirements, sources of financing, identifying your customer, and how to market your product or service. To register, please visit [here](#).

February 26, 2020 – The SBDC at Columbus State will be hosting **Funding Your Business – The Complete Loan Packaging Process** in Columbus. This FREE workshop will discuss the skills and understanding to prepare a loan package. To register, please visit [here](#).

February 26, 2020 – The Wright Brothers Institute, CTC, and Dayton Defense will be hosting **Cybersecurity Maturity Model Certification (CMMC) Workshop** in Dayton. This FREE workshop will guide attendees through the steps needed to be eligible for government work. To register, please visit [here](#).

February 26, 2020 – Innovate New Albany will be hosting **It's Not About the Coffee: Reframe It With Design Thinking** in New Albany. This FREE workshop will discuss design thinking its importance in business. To register, please visit [here](#).

February 26, 2020 – NETWORK, SCORE Columbus, and North Valley Bank will be hosting **Better Business Writing** in Newark. This workshop will discuss simple tools to quickly improve any piece of writing. To register, please visit [here](#).

February 27, 2020 – The SBDC at Columbus State will be hosting **Small Business Tax Workshop** in Columbus. This workshop will discuss federal and state tax rights, requirements, and responsibilities. To register, please visit [here](#).

February 27, 2020 – NKITA will be hosting **New to Exporting? Here is Where You Start** in Ft. Mitchell, KY. This workshop will walk through the steps to determine if your company is ready to begin exporting. To register, please visit [here](#).

February 27, 2020 – Thrive Columbus will be hosting the **Thrive Columbus 2020 Summit** in Columbus. This event is designed to unite all organizations whose missions serve women and to encourage more women to get involved in the community, personally, and professionally. To register, please visit [here](#).

February 27, 2020 – The Dayton Business Journal will be hosting **The Future of Healthcare** in Dayton. This event will feature thought leaders discussing health care innovation in Dayton today, as well as what's coming in the future. To register, please visit [here](#).

February 27, 2020 – The Foreign Policy Leadership Council will be hosting **How to Start, Build, and Run a Social Enterprise That Changes the World** in Cincinnati. This seminar will offer insights and guidance on market-based solutions to global poverty. To register, please visit [here](#).

February 28, 2020 – Innovate New Albany will be hosting **Never Go With Your Gut: How Pioneering Leaders Make the Best Decisions and Avoid Business Disasters** in New Albany. This FREE workshop will discuss combining practical business case studies with cutting-edge research to make the best choices. To register, please visit [here](#).

February 29, 2020 – The Women in Business Network (WiBN) will be hosting the **Top 25 Women to Watch** in Dayton. This event will recognize women from around the Miami Valley who have made significant contributions to advancing women in business. To register, please visit [here](#).

March 3, 2020 – 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 3, 2020 – Kegler Brown will be hosting the **2020 Annual Labor Seminar** in Columbus. This half-day seminar will be focused on information regarding labor and employee relations. To register, please contact [Olivia Moore](#) at 614-255-5515.

March 4, 2020 – The Japan America Society of Greater Cincinnati (JASGC) will be hosting **Why Good People Do Bad Things: Ethics & Compliance in the Global Economy** in Cincinnati. This seminar will discuss some of the reasons why modern capitalism can result in significant ethical lapses. To register, please visit [here](#).

March 4, 11, 18, & 25, 2020 – The SBDC at Columbus State will be hosting **Market Your Way to Success** in Columbus. This four-part workshop will discuss knowing the best customers, what they want, and then using that information to effectively persuade them to purchase. To register, please visit [here](#).

March 6, 2020 – Innovate New Albany will be hosting **Growth With Purpose: How to Grow Your Business Without Imploding** in New Albany. This FREE workshop will discuss how to create a plan that helps a business grow at a healthy, deliberate rate. To register, please visit [here](#).

March 6, 2020 – SCORE Columbus will be hosting **Social Media Management and Marketing Certification Boot Camp** in Columbus. This hands-on workshop will discuss how to attract more leads with social media marketing. To register, please visit [here](#).

March 10, 2020 – 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 11, 2020 – Technology First will be hosting the **17th Annual Ohio Information Security Conference** in Dayton. This conference will have several agenda tracks such as Operations, Governance, Executive, Technical, Resiliency, and Workforce. To register, please visit [here](#).

March 11-12, 2020 – The SBDC at Columbus State will be hosting a **BASE Workshop** in Columbus. This FREE two-day workshop will discuss legal business structures, tax requirements, how to write a business plan, sources of financing, and more! To register, please visit [here](#).

March 13, 2020 – The SBDC at Miami University will be hosting **Procedures on Buying or Selling a Business** in West Chester. This FREE workshop will discuss exit strategic planning and maximizing the value of a business, as well as critical buyer issues. To register, please visit [here](#).

March 17, 2020 – SCORE Dayton will be hosting a **Google Workshop - Using Data to Drive Business Growth** in Dayton. This FREE workshop will discuss best practices, analyzing customer trends, and turning these insights into well-informed, actionable decisions. To register, please visit [here](#).

March 17, 2020 – 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 18, 2020 – The Warren County SBDC will be hosting **#SBDC Day** in Mason. This FREE workshop will discuss SBA Loans, Government Contracting, and Women Certifications. To register, please visit [here](#).

March 17-20, 2020 – Xavier Health and the FDA will be hosting **PharmaLink** in Cincinnati. This conference will provide paradigm-shifting dialog that will lead to solutions for staying ahead in the 21st century that can be implemented today. To register, please visit [here](#).

March 19, 2020 – SCORE Dayton will be hosting **Insurance Needed to Protect a Small Business Owner** in Dayton. This FREE workshop will discuss the types of insurance needed to protect your interests and assets as a small business owner. To register, please visit [here](#).

March 20, 2020 – The SBDC at Columbus State will be hosting **Lifting One to Lift Many – Kiva Capital and Community Funding Dreams** in Columbus. This FREE workshop will discuss the steps to becoming a borrower with Kiva, as well as a showcase of borrowers. To register, please visit [here](#).

March 21, 2020 – The City of Trotwood will be hosting the **Trotwood Entrepreneur Summit** in Trotwood. This event will feature educational seminars and an entrepreneur pop-up shop. Registration details will be forthcoming.

March 21, 2020 – Wright State University will be hosting **Trademark Basics** in Dayton. This FREE workshop will discuss basic trademark information, federal and state restrictions, the mechanics of searching conflicting marks and registrations, and more. To register, please contact [Ran Raider](#) at 937-775-3521.

March 21, 2020 - The Miami Valley SBDC will be hosting a **New Business Information Session** in Dayton. This FREE seminar will provide an overview of issues related to starting and operating a business such as business and financial planning, market demand and financing. To register, please visit [here](#).

March 24, 2020 – 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 25, 2020 – The Ohio Minority Supplier Development Council will be hosting their **Annual Meeting** in Wilberforce. This conference will share the strategic goals for the upcoming year, as well as breakout sessions, networking sessions, and the Leadership Luncheon. To register, please visit [here](#).

March 26, 2020 – The Miami Valley SBDC will be hosting **Recordkeeping for a 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 small business. To register, please visit [here](#).

March 26, 2020 – The SBDC at Columbus State will be hosting **Small Business Tax Workshop** in Columbus. This workshop will discuss federal and state tax rights, requirements, and responsibilities. To register, please visit [here](#).

March 27, 2020 – The Springfield SBDC will be hosting **A Crash Course in Commercial Real Estate Financing** in Springfield. This FREE workshop will discuss the basics of how loans for commercial properties are considered, local resources to make the process easier and more affordable, and more! To register, please visit [here](#).

March 31, 2020 – 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 31, 2020 – Wright State will be hosting **How to Engage Employees: SOAR, Positive Culture, and the Power of Conversations** in Dayton. This workshop will discuss employee engagement models, designing organizational experiences, and more. To register, please visit [here](#).

March 31-April 1, 2020 – The Ohio EPA will be hosting the **Compliance Assistance Conference** in Columbus. This conference will provide valuable information and contacts to help businesses with their environmental compliance responsibilities. To register, please visit [here](#).

Ohio Export Internship Program

The Ohio Export Internship Program is a strategic partnership between the Ohio Development Services Agency and local universities to improve the global knowledge in the workforce, grow exports and create jobs.

NEW THIS YEAR: The University of Dayton has joined the Ohio State University, Cleveland State, and Youngstown State as the newest program partner. Students will be taking export classes for preparation of their summer internship placement.

If your company is interested in hiring an intern for the summer and participate in this program contact the Export Assistance Network (EAN) at The Entrepreneurs Center at 937.531.6612. We can provide more details about the program and help prepare you for completing the application. Check out the State's 50% reimbursement grant for your intern. To apply or learn more about the program, click [here](#).

10,000 Small Businesses Program

Sinclair Community College will be offering this program through Goldman Sachs with classes beginning in May 2020. This program is offered at **no cost** to the business owner and accepted applicants receive hands-on education for business growth, access to highly trained professionals, and an expanded peer network of small business owners from across the country.

In one of the **upcoming informational webinars**, you will hear from Kelsey Ray, Deputy Program Director of *10,000 Small Businesses* at ICIC and have the opportunity to have your questions regarding the program answered. Register by [clicking here](#).

If you are unable to make either, please do not hesitate to contact Kelsey Ray at kray@icic.org or at 617-238-3024. The deadline to apply for the program will be February 10, 2020. Applications can be submitted at www.10ksbapply.com/Ohio.

Koffee Talks

The Dayton Better Business Bureau hosts FREE roundtable, peer-to-peer conversations in the following areas:

Miami County – 1st Friday of the month
Springboro – 1st Friday of the month
Preble County – 2nd Friday of the month
Springfield – 2nd Friday of the month
North Dayton – 3rd Friday of the month
Beavercreek – 4th Friday of the month

To learn more and to register, please visit [here](#).

Ohio Manufacturing Extension Partnership (MEP) Program

Ohio MEP helps Ohio's small and medium-sized manufacturers to increase sales, create jobs and generate cost savings through technological innovation, workforce training and improved management practices. Small and medium-sized manufacturing companies are critical to Ohio, representing 90% of job growth for high-paying jobs. For every new manufacturing job that is created or retained, three to five supporting jobs are also created. Contact Dorinda Byers (byers.18@osu.edu) or Susan Foltz (susan.foltz@development.ohio.gov) to learn more.

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's Division of Environmental and Financial Assistance

Ohio EPA's Division of Environmental and Financial Assistance (DEFA) provides several compliance, technical and financial assistance programs to help Ohio communities and businesses with their environmental needs. More information on these services and relevant contact information can be found on DEFA's website at:

<https://www.epa.state.oh.us/defa/>

For questions about these services, please contact [Amber Hicks](#) at (937) 285-6439.

USDA, Rural Development, Business & Industry Loan Guarantee Program has funding available for Fiscal Year 2020!

The USDA, Rural Development, Business & Industry Loan Guarantee Program can provide loan guarantees for the purpose of:

- Acquiring new businesses or expanding existing businesses;
- Purchasing and improving real estate;
- Purchasing machinery & equipment;
- refinancing outstanding debt; and
- providing term working capital.

Projects prioritized by headquarters are those projects intended to further enhance the rural economies by providing well-paying employment, essential community services and long term investments. These priority projects include:

- Broadband; high-speed internet connectivity.
- Commercially available unmanned technologies.
- Food distribution such as grocery stores and food manufacturing along with agritourism and biotechnology.
- Advancement of energy security by boosting production of energy from natural gas, oil, coal and renewables.
- A focus on "made in America" including projects for infrastructure, distribution, and value-chain participants.

- Projects that advance the quality of life. For example modern utilities, medical services, and for the treatment and recovery of opioid addiction.
- Advancement of career training and development.

The loan guarantee can be used to provide better rates and terms to the businesses you serve while reducing lender risk. In addition to reducing risk, the issuance of the loan guarantee can allow for additional fee income through the sale of the guaranteed portion on the secondary market.

Should there be an opportunity to consider financing one of these projects, please keep these programs in mind. There are guarantees of 80% for loans up to \$5,000,000; 70% for loans of \$5,000,000 - \$10,000,000, and 60% on loans over \$10,000,000.

Please contact a staff member listed below to schedule a time to meet to further discuss the program and its advantages.

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 Resource – 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](#).

SBA Partner Organization – SCORE provides free, confidential one-on-one mentoring to both aspiring and existing small businesses and entrepreneurs. This organization also offers seminars, workshops and online resources covering a wide variety of small business topics. There are several offices in Ohio, please visit www.score.org to find the nearest one.

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](#).

SBA Resource Guide – The SBA is happy to announce that the SBA Columbus Resource guide is now available electronically on our district website at: https://www.sba.gov/sites/default/files/files/resourceguide_3138.pdf

Alexander Kohls
 Senior Area Manager – Dayton Region
 District International Trade Officer
 U.S. Small Business Administration
 200 W. 2nd St., Suite 400
 Dayton, OH 45402

614-633-6372



Suddenly in Charge: The Accidental Leader



February 21, 8-9:30 a.m.

CONGRATULATIONS, YOU HAVE BEEN PROMOTED!

Then reality sets in and it becomes clear that most of the work you have done to this point has not prepared you for your new role as a leader. This briefing is designed to lower the learning curve by reframing your view of leadership while learning some of the fundamental skills you will need to succeed.



MONTHLY BREAKFAST BRIEFINGS
FROM SINCLAIR WORKFORCE DEVELOPMENT

Business Solutions Center: 1435 Cincinnati St #300, Dayton, OH 45417

Keep an eye on our calendar! More events like Workplace Conflict - Personal Accountability - Unleash Your Inner Genius: Problem Solving 101 to come in 2019.

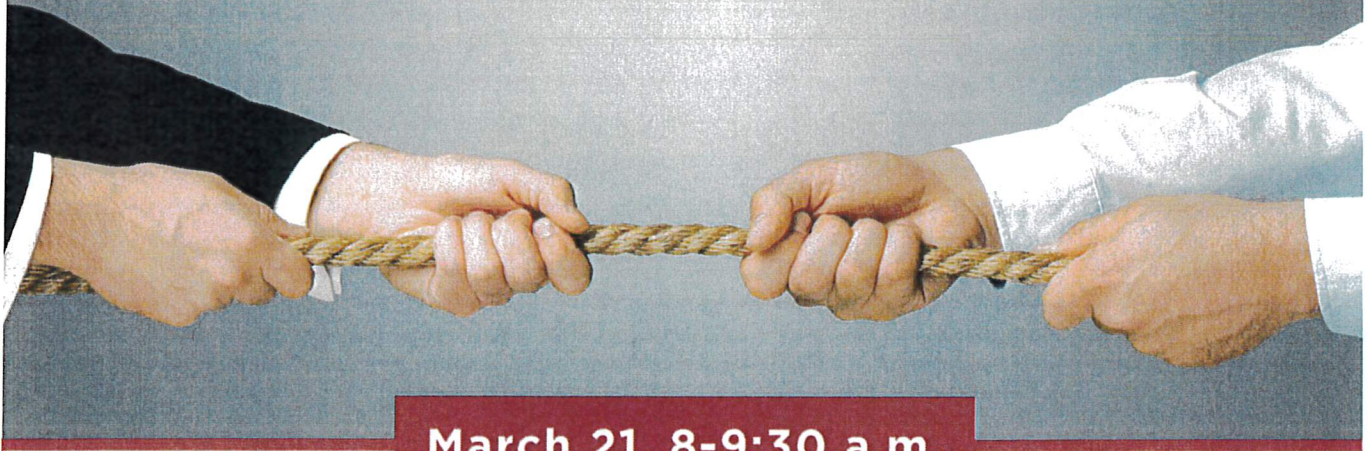
Register now! <http://bit.ly/Sunrise2019>



- FOR MORE INFORMATION, CONTACT
- 937-252-9787
- workforcedevelopment@sinclair.edu
- <http://workforce.sinclair.edu>



Workplace Conflict



March 21, 8-9:30 a.m.

When we hear the word “conflict,” we often assume it’s something negative; something to be avoided! Managing conflict is not easy, especially in the workplace. In this briefing, we will address different approaches for handling conflict and how conflict happens when differences come to light. You will walk away with tips and approaches to manage conflict more effectively.



MONTHLY BREAKFAST BRIEFINGS
FROM SINCLAIR WORKFORCE DEVELOPMENT

Business Solutions Center: 1435 Cincinnati St #300, Dayton, OH 45417

Keep an eye on our calendar! More events like Personal Accountability - Unleash Your Inner Genius: Problem Solving 101 - What Generation Gap? to come in 2019.

Register now! <http://bit.ly/Sunrise2019>



- FOR MORE INFORMATION, CONTACT:
- 937-252-9787
- workforcedevelopment@sinclair.edu
- <http://workforce.sinclair.edu>



Upskill your workforce through TechCred!

No matter your industry, technology is having an impact on the future of your business and the nature of your work. Ohio's TechCred program gives businesses the chance to upskill current or future employees to help them qualify for a better job in today's tech-infused economy.

What is TechCred?

The program funds up to 20,000 technology-focused credentials over the next two years. For a credential to qualify, it:

- Must be short-term, less than one year to complete
- Must be technology-focused
- Must be industry-recognized

What's in it for employers?

We know that hiring tech talent is expensive. TechCred helps employers take their dedicated workforce and make them their top tech talent.

How do businesses get started?

1. Identify skills needed and employees
2. Partner with an education or training provider
3. Apply online
4. Enroll employees in the program
5. Submit proof of credential completion
6. Receive reimbursement for completed credentials



For more information, visit
TechCred.Ohio.Gov