

Hello all,

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

April 30, 2018 – The SBDC at Wright State will be hosting **Planning a New Business Using the SBDC** in Dayton. This FREE workshop will cover the many business planning and start-up preparation services available through the Small Business Development Center (SBDC) at Wright State. To register, please visit [here](#).

April 30, 2018 – The Dayton Area Chamber of Commerce will be hosting **Protect Your Business: A Legal Seminar** in Dayton. This workshop will cover topics such as what to protect, how to protect classification and data mapping, and mitigating damage after a breach. To register, please visit [here](#).

May 1, 2018 – The Small Business Administration (SBA) will be hosting **Financing Your Business** in Dayton. This FREE workshop will feature several panels of lending institutions who will discuss traditional and alternative lending, as well as a panel of small businesses who will discuss their own experiences. To register, please visit [here](#).

May 1, 2018 – Wood & Lamping and the SBA will be hosting **Legal Advice for Entrepreneurs** in Cincinnati. This workshop will provide attendees tips and tricks on the top legal things everyone should know when starting a business. To register, please visit [here](#).

May 1, 2018 – The Cincinnati MBAC will be hosting **Building Your Business Workshop** in Waverly. This FREE workshop will discuss various certifications (MBE, EDGE, DBE, 8a, HUBZone, WOSB, VOSB, SDVOSB), procurement opportunities, capability statements, and alternative funding for small businesses. To register, please contact [Jamesha Derrickson](#) at 513-751-9900.

May 1, 2018 – The City of Xenia and the Xenia Area Chamber of Commerce will be hosting a **Franchising Workshop** in Xenia. This workshop will discuss the various franchise opportunities in Xenia and the resources available to entrepreneurs and business owners interested in opening a franchise. To register, please visit [here](#).

May 1, 2018 – Columbus SCORE will be hosting **Learn How to Launch a Successful Startup** in Circleville. This workshop will educate attendees on the stages of launching a startup, what to focus on in each stage, how to identify the best ideas and the best opportunities. To register, please visit [here](#).

May 1-2, 2018 – The Small Business Administration (SBA) and the Ohio Development Services Agency will be hosting the **Ohio Business Matchmaker** in Dayton. This premier event will provide small businesses the opportunity to meet with government procurement officials and prime contracts, as well as to learn how the process of government contracting. To register, please visit [here](#).

May 1-4, 2018 – Xavier Health and the Food and Drug Administration (FDA) will be hosting **MedCon** in Cincinnati. This four day event will give attendees the opportunity to interact with FDA and medical device industry experts on today's and tomorrow's most important topics. To learn more and to register, please visit [here](#).

May 1, 8, 15, 22, 29, and June 5, 2018 – The SBDC at Columbus State will be hosting **Business Plan 101** in Columbus. This five week course will provide attendees the opportunity to create a thorough, working business plan, as well as the opportunity to present the plan to a panel of lenders. To learn more and to register, please visit [here](#).

May 2, 2018 – The Innovation Center at Ohio University will be hosting an **IDEAction Workshop** in Athens. This FREE workshop is designed to help individuals develop their business idea by answering questions about customers and what they want, the problems to be solved, and more. To register, please visit [here](#).

May 2, 2018 – ABLE Law and CELA will be hosting **Small Business Legal Workshop** in Dayton. This workshop will discuss estimated tax liabilities and income taxes, as well as business tax deductions, self-employment tax, payroll taxes, and state and local taxes. To register, please visit [here](#).

May 2, 2018 – Innovate New Albany will be hosting **Energy, Attitude, & Leadership: How are YOU showing up?** in New Albany. This FREE workshop will educate attendees about the different types of energy we experience and how to take positive, productive, and sustainable action to show up in the best way possible. To register, please visit [here](#).

May 2, 2018 – The Cincinnati MBAC will be hosting **Building Your Business Workshop** in Batavia. This FREE workshop will discuss various certifications (MBE, EDGE, DBE, 8a, HUBZone, WOSB, VOSB, SDVOSB), procurement opportunities, capability statements, and alternative funding for small businesses. To register, please contact [Jamesha Derrickson](#) at 513-751-9900.

May 2-3, 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](#).

May 3, 2018 – Clark State and FASTLANE will be hosting an **AS9100 Certification Panel** in Springfield. This workshop will educate attendees on what it takes to get the AS certification and what it takes to maintain it. To register, please visit [here](#).

May 3, 2018 – Sinclair Community College will be hosting **Coaching for Engagement** in Dayton. As part of the *Foundational Leadership Series*, this workshop is designed to build essential skills for new or growing leaders. To register, please visit [here](#).

May 3, 2018 – The SBA, Cincinnati SCORE, the City of Cincinnati, SORTA, and the Better Business Bureau will be hosting **Artrepreneur: Where Passion Becomes Possible** in Cincinnati. This FREE event will feature a keynote speaker and a guided tour of businesses in creative spaces. To register, please visit [here](#).

May 3, 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.

May 3, 2018 – The SBDC at Columbus State will be hosting **Social Media Strategy for Small Business** in Columbus. This workshop will provide attendees with a foundation of social media knowledge to help build better online marketing strategy and tactics to create promote, create awareness, and grow business. To register, please visit [here](#).

May 3, 2018 – The SBDC at Kent State-Tuscarawas and Canton SCORE will be hosting **Social Media 101 for Business** in New Philadelphia. This workshop is ideal for businesses who are not on social media yet or who have social media pages, but are not utilizing them. To register, please visit [here](#).

May 4, 2018 – The SBA, the Union Bank Co., and 5/3 Bank will be hosting **The Lender Tank** in Columbus. This FREE event will provide attendees with the opportunity to make a business pitch to lenders who will offer free feedback, this way the business can better understand the questions that a potential lender will ask about a project. To learn more and to register, please visit [here](#).

May 4, 2018 – Clark State and FASTLANE will be hosting an **AS9100 Certification Panel** in Beavercreek. This workshop will educate attendees on what it takes to get the AS certification and what it takes to maintain it. To register, please visit [here](#).

May 7, 2018 – The Cincinnati MBAC will be hosting **Building Your Business Workshop** in Chillicothe. This FREE workshop will discuss various certifications (MBE, EDGE, DBE, 8a, HUBZone, WOSB, VOSB, SDVOSB), procurement opportunities, capability statements, and alternative funding for small businesses. To register, please contact [Jamesha Derrickson](#) at 513-751-9900.

May 7-11, 2018 – Techstars will be hosting **Startup Week** in Columbus. This free, five-day celebration will feature an extensive list of trainings that builds momentum and opportunity around entrepreneurship. To see the schedule for the week and to register, please visit [here](#).

May 8, 2018 – The SBA and Columbus SCORE will be hosting **Starting Right & Beyond: Legal, Accounting, and Insurance** in Circleville. This FREE workshop will feature business professionals who will discuss the legal, accounting, and insurance needs for small businesses. To register, please visit [here](#).

May 8, 2018 – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in Pomeroy. This FREE class will cover a variety of topics including types of ownership, licensing, tax requirements, sources of financing, and more! To register, please visit [here](#).

May 8, 2018 – Columbus SCORE will be hosting a **Product Design Workshop – Dynamic Perspective** in Circleville. This workshop will provide conceptual drawing exercises focusing on one and two point perspective principles. To register, please visit [here](#).

May 8, 2018 – The New Albany Chamber of Commerce will be hosting **C-Suite Speaker Series** in New Albany. This installment will feature Guy Worley of the Columbus Downtown Development Corporation who will discuss key catalytic projects in Downtown Columbus. To register, please visit [here](#).

May 8, 2018 – Columbus SCORE will be hosting **Best Practices for Building a Website, CRM, and Online Marketing Strategy** in Columbus. This workshop will cover best practices for developing six capabilities most businesses need to be successful. To register, please visit [here](#).

May 9, 2018 – Dayton SCORE, the SBDC at The Entrepreneurs Center, and the SBA will be hosting **Building Bank Relationships/Access to Capital** in Dayton. This FREE workshop will provide a experts from federal, state, and local entities to discuss opportunities for small business funding. To register, please visit [here](#).

May 9, 2018 – The SBA and VBOC will be hosting **Ask the Expert: Starting and Expanding a Small Business** in Cleveland. This FREE training is designed for those interested in starting a business, but uncertain about going forward and for existing businesses needing information about expanding. To register, please visit [here](#).

May 10, 2018 – The SBDC at Kent State-Tuscarawas and Canton SCORE will be hosting **Social Media 102 – You're Social, Now What?** in New Philadelphia. This workshop is ideal for businesses who have established a presence on social media and are looking for ways to improve the results. To register, please visit [here](#).

May 10, 2018 – The SBDC in Warren County will be hosting the **5th Annual Business to Business Expo and Trade Show** in Mason. This conference will offer classes in strategic planning, finances, marketing, and technology, "Meet the Banker" sessions, and a keynote by Phil Castellini, Cincinnati Reds President and COO. To register, please visit [here](#).

May 10, 2018 – The SBDC at Columbus State will be hosting **Grow Your Revenue By Certifying Your Business** in Columbus. This FREE workshop will discuss local, state, and federal government procurement opportunities, what is available, and how to grow revenue by certifying a business. To register, please visit [here](#).

May 10, 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.

May 10, 2018 – The Dayton Region Manufacturers Association (DRMA) will be hosting **Real Estate Tactics to Improve Your Bottom Line** in Dayton. This workshop will feature industry experts who will discuss best practices to increase the return on real estate investment. To register, please visit [here](#).

May 11, 2018 – The Cincinnati MBAC will be hosting **Building Your Business Workshop** in Georgetown. This FREE workshop will discuss various certifications (MBE, EDGE, DBE, 8a, HUBZone, WOSB, VOSB, SDVOSB), procurement opportunities, capability statements, and alternative funding for small businesses. To register, please contact [Jamesha Derrickson](#) at 513-751-9900.

May 10, 17, and 24, 2018 – The SBDC at Columbus State will be hosting **Successful Selling for the Small Business Owner** in Columbus. This three part workshop will lead attendees through the development of a simplified business strategy that will help build long-term relationships and generate increased revenue. To register, please visit [here](#).

May 14, 2018 – The SBDC at Kent State-Tuscarawas will be hosting **New Business Start-Up** in New Philadelphia. This workshop is 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](#).

May 15-16, 2018 - The Defense Logistics Agency (DLA) will be hosting a **Training, Knowledge, and Opportunities Seminar** in Columbus. This FREE seminar will educate attendees on how to find open solicitations, how to submit a quote, the procedures for viewing/downloading drawings, and how to use the iRAPT to get paid. To register, please visit [here](#).

May 15, 2018 – The SBDC at OSU-South Centers will be hosting **U.S. Department of Labor Information Seminar** in Piketon. This seminar will educate attendees on the compliance with the basic wage and hour regulations in order to avoid penalties. To register, please contact [Jennifer Dunn](#) at 740-289-1605.

May 15, 2018 – Port Wright will be hosting **Cybersecurity Due Diligence Imperative** in Columbus. This workshop will cover topics such as impacts in the transaction process, breach notification case studies, proper legal and technical cyber-oriented due diligence, and more! To register, please visit [here](#).

May 16, 2018 – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in Athens. This FREE class will cover a variety of topics including types of ownership, licensing, tax requirements, sources of financing, and more! To register, please visit [here](#).

May 16, 2018 – Columbus SCORE will be hosting **Discover How to Own Your Own Business AND Own Your Own Life** in Columbus. This FREE seminar will feature a panel of experts who will discuss how to start and run a successful, profitable business while limiting risk. To register, please visit [here](#).

May 16, 2018 – The Cincinnati MBAC will be hosting **Building Your Business Workshop** in McArthur. This FREE workshop will discuss various certifications (MBE, EDGE, DBE, 8a, HUBZone, WOSB, VOSB, SDVOSB),

procurement opportunities, capability statements, and alternative funding for small businesses. To register, please contact [Jamesha Derrickson](#) at 513-751-9900.

May 16, 2018 – The SBDC at TEC and the Dayton Metro Library will be hosting **Market Research that Won't Break the Bank** in Dayton. This FREE workshop will cover a variety of topics including what type of customers to target, where to find them, the size of the market, and identifying your competition. To register, please visit [here](#).

May 16, 2018 – ORV~WBC will be hosting **Optimizing Supply Chain Inclusion with Category Management** in Powell. This event will feature OhioHealth and how it leverages Category Management to maximize supply chain inclusion. To register, please visit [here](#).

May 16-17, 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](#).

May 16-17, 2018 – Serving Logistics will be hosting the **Columbus Logistics Conference** in Columbus. This event will cover a variety of topics including origin and US ocean ports, air freight, legal updates, compliance, education, rail, local government updates, trucking, and technology. To register, please visit [here](#).

May 16-18, 2018 – Africa America Business Promotion will be hosting the **Africa-America Trade and Investment Summit** in Cincinnati. This three day conference will discuss Doing Business in Africa, Investing in Africa, Importing/Exporting with Africa, and more! Registration details will be forthcoming.

May 17, 2018 – The SBA and Cultivate will be hosting **Building Bank Relationships/Access to Capital** in Grove City. This FREE workshop will discuss traditional bank lending, SBA loan programs, non-traditional lending options, and other loan programs. To register, please visit [here](#).

May 17, 2018 – Sinclair Community College will be hosting **Suddenly in Charge – The Accidental Leader** in Dayton. As part of the *Sunrise Series Breakfast Briefings*, this workshop is designed to the lower the learning curve for new leaders. To register, please visit [here](#).

May 17, 2018 – The SBDC at Ohio University will be hosting **Succession Planning** in Zanesville. This FREE workshop will discuss the importance of having a business exit strategy and the details of creating a plan. To register, please visit [here](#).

May 17, 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.

May 17, 2018 – The SBDC at Kent State-Tuscarawas and Canton SCORE will be hosting **Stand Out Subject Lines: Get Opened, Get Read, Get Results** in New Philadelphia. This workshop will discuss how to best word subject lines so that they get read, realize revenue, increase reach, and inspire referrals. To register, please visit [here](#).

May 17, 2018 – Columbus SCORE will be hosting an **Effective Digital Marketing Workshop** in Columbus. This workshop will educate attendees on the best practices for digital marketing that communicates how offering the best meets and satisfies customers. To register, please visit [here](#).

May 18, 2018 – The SBDC at Ohio University will be hosting **Social Media & Web Design** in Marietta. This FREE training will educate attendees on how to utilize social media and web design to benefit their business. To register, please visit [here](#).

May 18, 2018 – ACEnet will be hosting the **Women in Business Conference** in Nelsonville. This FREE event will focus on three main objectives: professional development, personal development, and networking with other women who own and operate small businesses. To register, please visit [here](#).

May 18, 2018 – Innovate New Albany will be hosting **Export Success: More Than Shipping Boxes on a Boat** in New Albany. As part of the *Tiger Talk Series*, this FREE workshop is designed to introduce the basics of exporting and the potential of international business opportunities. To register, please visit [here](#).

May 22, 2018 – Columbus Business First will be hosting a **Small Business Expo** in Columbus. This FREE event will give attendees the opportunity to meet with dozens of Columbus-area businesses motivated to offer business building advice and support to small business operators. To register, please visit [here](#).

May 22, 2018 – Ohio University, the Appalachian Partnership for Economic Growth (APEG), and the U.S. EDA will be hosting the **7th Annual Appalachian Ohio State of the Region Conference** in Athens. The theme of this FREE event will be *Changing the Narrative: Using Rural Wealth Creation to Transform the Region*. To learn more and to register, please visit [here](#).

May 22, 2018 – Columbus SCORE will be hosting **How to Create a Revenue Generating Marketing Plan** in Circleville. This workshop will provide attendees with a complete set of tools to create, implement, and track a revenue-generating marketing plan. To register, please visit [here](#).

May 22, 2018 – The SBDC at Wright State will be hosting **Planning a New Business Using the SBDC** in Dayton. This FREE workshop will cover the many business planning and start-up preparation services available through the Small Business Development Center (SBDC) at Wright State. To register, please visit [here](#).

May 22, 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](#).

May 22, 2018 – The SBDC at The Hamilton Mill will be hosting **Take the Lead in the Buyer Seller Dance** in Oxford. This FREE workshop will discuss various aspects of the sales process and how to better equip a sales team to become more effective. To register, please visit [here](#).

May 23, 2018 – The Ohio SBDC Export Assistance Network at Wright State and the U.S. Commercial Service will be hosting **Cracking the Code: Standards and Regulatory Trade Barriers** in Dayton. This workshop will cover topics such as standards and regulatory issues, global standards trends, addressing specific standards export problems, and more! To register, please visit [here](#).

May 23, 2018 – The SBDC at Columbus State will be hosting a **Small Business Tax Workshop** in Columbus. This event will educate attendees on the federal and state tax rights, as well as requirements and responsibilities. To register, please visit [here](#).

May 23, 2018 – The Cincinnati MBAC will be hosting **Building Your Business Workshop** in Jeffersonville. This FREE workshop will discuss various certifications (MBE, EDGE, DBE, 8a, HUBZone, WOSB, VOSB, SDVOSB), procurement opportunities, capability statements, and alternative funding for small businesses. To register, please contact [Jamesha Derrickson](#) at 513-751-9900.

May 23, 2018 – VBOC and the SBDC at Lakeland Community College will be hosting **Boots to Business Reboot** in Cleveland. This two-step training program provides participants an overview of business ownership as a career

vocation, knowledge on the components of a business plan, an introduction to available resources, and more! To register, please visit [here](#).

May 24, 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.

May 24, 2018 – The SBDC at Ohio University will be hosting **Succession Planning** in Barnesville. This FREE workshop will discuss the importance of having a business exit strategy and the details of creating a plan. To register, please visit [here](#).

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

May 24, 2018 – The SBDC at the Clermont County Chamber of Commerce will be hosting **Steps to Starting a New Business** in Cincinnati. This FREE workshop will educate attendees on how to start a business and the various resources available to small businesses. To register, please visit [here](#).

May 24, 2018 – The I-70/75 Development Association will be hosting the **2018 Regional Economic Development Summit** in Dayton. This event will provide a day of professional development, education, information sharing, and networking all brought by some of the best development practitioners and thought leaders in the field. Registration details are forthcoming.

May 24, 2018 – The SBDC at Ohio University will be hosting **Accounting 101** in Woodsfield. This FREE workshop will educate attendees on the basics of accounting and the importance of having a solid accounting foundation. To register, please visit [here](#).

May 24, 2018 – Pipeline H2O will be hosting the **2018 Demo Day** in Cincinnati. This FREE event will feature the 2018 Pipeline H2O class and the water-based technologies that were selected and are addressing water challenges that have a worldwide impact. To register, please visit [here](#).

May 24, 2018 – Columbus SCORE will be hosting **More Than Fast Food & Fries – Why Consider Franchise Ownership in 2018?** in Circleville. This training will discuss the benefits of franchise businesses and how they succeed at a considerably higher rate than start-up businesses. To register, please visit [here](#).

May 25, 2018 – Innovate New Albany will be hosting **How to 4x Your Business with Strategic Alliances** in New Albany. This FREE workshop will educate attendees on finding the right key alliances, using a system to mold a relationship to serve as an outside division, building a strategic alliance plan, and more! To register, please visit [here](#).

May 31, 2018 – The SBDC at TEC 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 small business. To register, please visit [here](#).

May 31, 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.

June 5, 2018 – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in Middleport. 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](#).

June 5, 2018 – The Cincinnati MBAC will be hosting **Building Your Business Workshop** in Jackson. This FREE workshop will discuss various certifications(MBE, EDGE, DBE, 8a, HUBZone, WOSB, VOSB, SDVOSB), procurement opportunities, capability statements, and alternative funding for small businesses. To register, please contact [Jamesha Derrickson](#) at 513-751-9900.

June 5, 2018 – The SBDC at Wright State will be hosting **Planning a New Business Using the SBDC** in Dayton. This FREE workshop will cover the many business planning and start-up preparation services available through the Small Business Development Center (SBDC) at Wright State. To register, please visit [here](#).

June 6, 2018 – Sinclair Community College will be hosting **Value Stream Mapping/Swim Lane Mapping** in Dayton. As part of their *Lean Coffee Talk Series*, this workshop will discuss how to develop an ability to see the flow. To register, please visit [here](#).

June 6-7, 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](#).

June 7, 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.

June 8, 2018 – Innovate New Albany will be hosting **Unlock Your Goldmine: Five Steps for Turning Data Into Dollars** in New Albany. This FREE workshop will discuss the common behaviors consistently used among high-achieving leaders credited with transforming their fields and launching their organizations toward superior levels of success. To register, please visit [here](#).

June 9, 2018 – The Wright State Patent & Trademark Resource Center will be hosting **Intellectual Property Basics** in Dayton. This FREE workshop offers basic information and search techniques for using the U.S. Patent and Trademark Office (USPTO) website and databases. To register, please contact [Ran Raider](#) at 937-775-3521.

June 12, 2018 – The Cincinnati MBAC will be hosting **Building Your Business Workshop** in Wilmington. This FREE workshop will discuss various certifications(MBE, EDGE, DBE, 8a, HUBZone, WOSB, VOSB, SDVOSB), procurement opportunities, capability statements, and alternative funding for small businesses. To register, please contact [Jamesha Derrickson](#) at 513-751-9900.

June 14, 2018 – Clark State and FASTLANE will be hosting **Manufacturing & Machining Cost Estimate** in Springfield. This workshop will cover a variety of topics including how to better understand costs, improving the accuracy of quotes, eliminating inefficiencies, and figuring out what should be measured. Registration details will be forthcoming.

June 14, 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.

June 15, 2018 – The Cincinnati MBAC will be hosting **Building Your Business Workshop** in Portsmouth. This FREE workshop will discuss various certifications(MBE, EDGE, DBE, 8a, HUBZone, WOSB, VOSB, SDVOSB), procurement opportunities, capability statements, and alternative funding for small businesses. To register, please contact [Jamesha Derrickson](#) at 513-751-9900.

June 19, 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](#).

June 19, 2018 – The SBDC at Wright State will be hosting **Planning a New Business Using the SBDC** in Dayton. This FREE workshop will cover the many business planning and start-up preparation services available through the Small Business Development Center (SBDC) at Wright State. To register, please visit [here](#).

June 20, 2018 – The SBA and Ohio State University will be hosting the **SBIR Road Tour** in Columbus. This premier event will provide small businesses the opportunity to learn more about the SBIR grant program, meet one-on-one with program managers from the eleven participating federal agencies, and learn about the various resources available to help small businesses through the process. In addition, there will be two upcoming webinars to help those interested in SBIR to prepare for the event. To register, please visit [here](#).

June 20, 2018 – Sinclair Community College will be hosting **Creating a Culture of Innovation** in Dayton. This workshop will review a comprehensive framework and action steps top leaders can use to embed innovation into their work cultures. To register, please visit [here](#).

June 20, 2018 – The SBDC at the Clermont County Chamber of Commerce will be hosting **Steps to Starting a New Business** in Cincinnati. This FREE workshop will educate attendees on how to start a business and the various resources available to small businesses. To register, please visit [here](#).

June 20-21, 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](#).

June 21, 2018 – Sinclair Community College will be hosting **Unconscious Bias** in Dayton. As part of their *Sunrise Series Breakfast Briefings*, this session is an effective first-step in building awareness of how unconscious biases influence how we think, communicate, and act. To register, please visit [here](#).

June 21, 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.

June 22, 2018 – The Ohio Export Assistance Network at Wright State, the U.S. Commercial Service, OAI, UDRI, and the SBA will be hosting the **Aerospace Evolution Conference** in Dayton. This conference will feature aerospace experts who will discuss industry updates, as well as domestic and global opportunities. Registration details will be forthcoming.

June 26, 2018 – The Cincinnati MBAC will be hosting **Building Your Business Workshop** in Ironton. This FREE workshop will discuss various certifications(MBE, EDGE, DBE, 8a, HUBZone, WOSB, VOSB, SDVOSB), procurement opportunities, capability statements, and alternative funding for small businesses. To register, please contact [Jamesha Derrickson](#) at 513-751-9900.

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

June 28, 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.

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.

USDA, Rural Development, Business & Industry Loan Guarantee Program has funding available for Fiscal Year 2018!

Rural Development can provide loan guarantees to expand business operations; purchase and improve real estate; purchase machinery & equipment; refinance outstanding debt; and provide term working capital. 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 to be generated for the lender through the sale of the guaranteed portion on the secondary market.

We recently received a listing of priority projects from our headquarters in Washington DC. These priority projects are 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
- Advancement of energy security by boosting production of energy
- 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

Should you have the opportunity to consider financing one of these projects, please keep our programs in mind. We offer 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.

Should you want to schedule a time to meet and further discuss the program and its advantages, please contact one of our staff members listed below.

| | | |
|-----------------|--|--------------|
| 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 |
| Christie Hooks | Christie.Hooks@oh.usda.gov | 614-255-2397 |

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
 Senior Area Manager – Dayton Region
 Columbus District Office
U.S. Small Business Administration
 (614) 633-6372
alexander.kohls@sba.gov



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Business FOCUS

Highlights of News & Events at Your
Dayton Metro Library



DAYTON
METRO
LIBRARY



Advocates for Basic
Legal Equality, Inc.



Legal Aid of
Western Ohio, Inc.

ABLE Presents: Understanding Small Business Taxes

Jacqueline Radebaugh of ABLE Law presents a
FAQ Legal Questions Workshop on Small
Business Taxes on **Wed, May 2 from 8:30-10:30
a.m.** at The Entrepreneurs Center. Workshop is
free, but registration is required. Call (937) 535-
4440 or email jradebaugh@ablelaw.org to

register.



startupweek™



techstars®



Techstars Startup Week Dayton Coming Soon!

Planning for Startup Week Dayton is underway. Mark your calendars now for June 11-15! Activities will be held at The Steam Plant and the 444 Building this year.
[For more details.](#)

Upcoming Programs and Events:

Job Seekers

[*Job Seekers Alumni Share Their Stories*](#)

THU, 5/3 | 9 - 11 AM | [Miami Township](#)

[*Open Lab Resumes and Online Applications*](#)

WED, 5/16 | 2 - 4 PM | [Northwest](#)

SCORE Small Business Counseling

SCORE volunteer mentors are available to help with your small business questions and concerns during free appointments.

FRI, 5/4 | 10 AM - 1 PM | [Main Library](#)

Call Ann Riegle-Crichton at 937.496.8631 to make an appointment.

Uplevel Your Game- Sales series session 3

This session highlights the gaps in current sales techniques and provides real world strategies to compete and win in a challenging sales environment. It is ideal for existing and tenured sales professionals who are looking to take their game to the next level.

Speakers:

James Cosby, Cox Media Group Ohio

Mike Bevis, Strategic Sales & Marketing Partners

Marie Cosgrove, balanceback

Steve McCullough, The McCullough Group

THU, 5/17 | 7 - 9 AM | [Main Library](#)

[Details and Registration](#)

Market Research That Won't Break the Bank

Knowing as much as possible about the customers and market your business serves is critical to your small business success! Join Dayton Metro Library's Business Services Librarian who will demonstrate how you can use free library resources to: Identify potential customers; Find information on consumer demographics; Access reliable information on market size and critical trends; Identify and research your competition; Analyze potential business locations.

New date-- WED, 5/16 | 9 - 11:30 AM | [The Entrepreneurs Center](#)

Call the Small Business Development Center at 937-281-0118 to register.*

*Advanced registration is required

Useful Links

[Ohio Business Portal](#)
[U.S. Small Business Administration](#)
[Dayton SCORE](#)
[The Entrepreneurs Center](#)
[SBDC at Wright State University](#)
[SBDC at The Entrepreneurs Center](#)
[Panerians](#)
[Ohio Means Jobs - Montgomery Co.](#)



Dayton Area
Chamber of Commerce

[Chamber Events](#)



Questions? Suggestions?

[Ann Riegler Crichton](#)
Business Services Librarian
Dayton Metro Library
937.496.8631
DaytonMetroLibrary.org/Launch-Point



DAYTON
METRO
LIBRARY

DaytonMetroLibrary.org



ASK ME
937.463.BOOK

One convenient number for
all Dayton Metro Libraries

Text a Librarian:
937.779.4491 or text the
word *Dayton* to 66746





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Foundation

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Friends

Dayton Metro Library, 215 E. Third Street, Dayton, OH 45402

[SafeUnsubscribe™ swartza@mcoho.org](mailto:SafeUnsubscribe™_swartza@mcoho.org)

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Sent by newsletter@daytonmetrolibrary.org in collaboration with

Constant Contact 

[Try it free today](#)



Small Business Community News - May 2018

Chapter Chair Corner - Chuck Anderson



Chuck Anderson
Chapter Chair

The Dayton Chapter of SCORE was founded in 1970 as non-profit volunteer organization to assist the Small Business Administration (SBA) in helping grass roots profit and non-profit businesses to start and grow in the Miami Valley area.

Dayton SCORE has served many clients over the past few months. Our counselors have helped more aspiring businesses than last year and 2018 looks to be our most productive year ever.

With the help of local experts and the Montgomery County Library, we have greatly increased the number of workshops offered. this session, We thank all our clients for choosing to use our services.

For those who still have not tried our free help, please do not hesitate to seek our help.

[Sign up for Free Mentoring »](#)

If you want to give back to the community, volunteer to help us.
[Volunteer to be a SCORE Mentor »](#)

Spring 2018 Non-Profit Training



May 3 - Volunteer Management
[REGISTER >>](#)

May 16 - Fundraising
[REGISTER >>](#)

May 31 - Marketing
[REGISTER >>](#)

June 14 - Financial Management
[REGISTER >>](#)

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

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

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

[Workshops Information »](#)

Small Business Development Series



Small Business Information for start-ups and existing businesses in the Miami Valley.

Small businesses can receive free business training from Dayton SCORE in partnership with the Small Business Administration (SBA) and Dayton Metro Library. These workshops are designed to provide information and contact resources to both beginning and continuing businesses in the Dayton and surrounding area.

**May 9 - Building Bank Relationships
and Access to Capital**
Business Solution Center
9:00 am - Noon [REGISTER >>](#)

**June 13 - Money Management and
Alternative Funding**
Business Solution Center
9:00 am - Noon [REGISTER >>](#)

FUTURE WORKSHOPS

- * Jul 11 - Marketing Tips
- * Aug 8 - E-presence Considerations
and Security
- * Sep 12 - Procurement
Opportunities and Certification

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

[Workshops Information »](#)

Miami Valley Business Calendar May 2018

The following Miami Valley business related conferences, workshops, and events are highlighted by **Dayton SCORE and are consolidated by SBA**. Complete information and registration details for these workshops and events can be found at [Dayton SCORE Miami Valley Calendar >>](#)

Dayton SCORE events and workshops are listed above in the preceding paragraphs.

- May 2, 2018 -**ABLE Law and CELA** will be hosting a workshop on Understanding Small Business Taxes in Dayton. This workshop will discuss estimated tax liabilities and income taxes, as well as business tax deductions, self-employment tax, payroll taxes, and state and local taxes. To register, please visit [here](#).
- May 3, 10,17, 24,31 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.

- May 10, 2018 - **The Dayton Region Manufacturers Association (DRMA)** will be hosting Real Estate Tactics to Improve Your Bottom Line in Dayton. This workshop will feature industry experts who will discuss best practices to increase the return on real estate investment. To register, please visit [here](#).
- May 16, 2018 -The **SBDC at TEC and the Dayton Metro Library** will be hosting Market Research that Won't Break the Bank in Dayton. . This FREE workshop will cover a variety of topics including what type of customers to target, where to find them, the size of the market, and identifying your competition. To register, please visit [here](#).
- May 17, 2018 - **Sinclair Community College** will be hosting Suddenly in Charge - The Accidental Leader in Dayton. As part of the Sunrise Series Breakfast Briefings, this workshop is designed to the lower the learning curve for new leaders. To register, please visit [here](#).
- May 24, 2018 - The **I-70/75 Development Association** will be hosting the 2018 Regional Economic Development Summit in Dayton. This event will provide a day of professional development, education, information sharing, and networking all brought by some of the best development practitioners and thought leaders in the field. Registration details are forthcoming.
- May 31, 2018 - The **SBDC at TEC** 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 small business. To register, please visit [here](#).

**May 1 - May 3:
National Small Business Week Virtual Conference**

NATIONAL SMALL BUSINESS WEEK VIRTUAL CONFERENCE

May 1 - 3, 2018

12:30 - 6:30 PM EDT / 9:30 - 3:30 PM PDT



The Small Business Week Virtual Conference is a few days away!

Join us for the National Small Business Week Virtual Conference, co-sponsored by the U.S. Small Business Administration and SCORE. This online conference will offer 12 educational webinars, mentoring sessions, networking opportunities and resources in a three-day event. You will hear from industry experts, such as Visa, Google, Chase, Constant Contact, Square and more. This event offers all the best parts of an in-person conference, but without the hassle of traveling.

[Register Now](#)

May 1

- 1 pm ET/10 am PT - [How Changing Consumer Behavior Impacts Your Business](#)
- 2:30 pm ET/11:30 am PT - [Addressing Discrimination and Harassment in the Workplace](#)
- 4 pm ET/1 pm PT - [How to Get New and Repeat Business on Autopilot with Email Marketing](#)
- 5:30 pm ET/2:30 pm PT - [Creating and Sustaining a Strong Social Presence](#)

May 2

- 1 pm ET/10 am PT - [The U.S. Economic Outlook and Its Impact on Small Businesses](#)
- 2:30 pm ET/11:30 am PT - [Managing Your Finances in the Cloud](#)
- 4 pm ET/1 pm PT - [Grow Your Business in 2018](#)
- 5:30 pm ET/2:30 pm PT - [Simple Steps to Choosing the Right Financing](#)

May 3

- 1 pm ET/10 am PT - [Hug Your Haters: How to Embrace Complaints & Keep Your Customers](#)
- 2:30 pm ET/11:30 am PT - [Sharing Your Story Through Video](#)
- 4 pm ET/1 pm PT - [Pop & Play: How Opening a Pop-Up Shop Can Help Launch Your Retail Brand](#)
- 5:30 pm ET/2:30 pm PT - [Fusion Marketing: The Next Generation of Marketing](#)

Become Certified to Contract with the Government

May 10 @ 1 p.m. ET / 10 a.m. PT



Would you like to sell your product or services to the federal government?

In this session, SCORE mentor Karen Williams and SBA Policy, Planning and Liaison Director Kenneth Dodds discuss how to get certified to contract with the government.

[Register Now »](#)

Generate More Sales with a Winning Marketing Funnel

May 17 @ 1 p.m. ET / 10 a.m. PT



Are you missing out on potential online customers?

This webinar will walk you through the marketing funnel, helping you optimize every step and ensuring that you are reaching your potential customers at the right time and place. (Sponsored by Deluxe)

[Register Now »](#)

Why Direct Mail Marketing Still Works

May 29 @ 1 p.m. ET / 10 a.m. PT



How can direct mail work for your business?

This webinar will show you how to integrate direct mail into your marketing mix to get the best bang for your buck!

[Register Now »](#)

Inspire Innovation in Your Small Business

May 31 @ 1 p.m. ET / 10 a.m. PT



How can you develop your next product or sell your next service?

During this webinar, you will learn how to use creative thinking to make your small business thrive.

[Register Now »](#)

SCORE helps you succeed! Check out one of our latest success stories.



Rose Morris' son, Abram, learned to climb out of his crib far earlier than his parents were prepared for. His autism made him smarter than most toddlers, but also contributed to the sleeping issues, night wanderings and temper meltdowns that made his parents frightened for his safety. This led to the creation of The Safety Sleeper, a transparent tent-like structure that fits over a bed to help secure special-needs children with nighttime sleep issues. She now works with parents and caregivers on customizing the product to meet the needs of specific children and families. Rose was named the 2017 National Exporter of the Year by the U.S. Small Business Administration.

How SCORE helped: Morris credits much of her success to SCORE. "The education I received from my SCORE mentor was invaluable in growing Abram's Nation, to become a million-dollar company," she says.

[Read the full article](#) and [access all growth strategy resources](#).

Now Connect With Your Own Dayton SCORE Mentor

A Dayton SCORE mentor can help you turn your dream into a reality. The journey to starting a business (or taking your business to the next level) may not always be smooth sailing, but we'll help you navigate choppy waters when times are tough.



[Get Started With Your Dayton SCORE Mentor Today](#)



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 (SBA), 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 [here](#).



Opportunities for Ohioans
with Disabilities

Dayton Job Fair & Employer Showcase May 9, 2018

Your Business is Our Priority!



No Cost to Participate!

Highlight your company and your specific hiring needs to a diverse pool of job-ready candidates with varied skills, experience and educational backgrounds.

**Wright State University
Student Union**

3640 Colonel Glenn Highway
Dayton, OH 45435

Agenda

| | |
|---------------------|-----------------------|
| 9:00 am – 9:30 am | Employer Booth Set-Up |
| 9:30 am – 10:00 am | Employer Showcase |
| 10:00 am – 12:00 pm | Job Fair |

For more information, contact:

Cynthia Crews, Business Relations Specialist at
513-309-5140 or cynthia.crews@ood.ohio.gov

To register, click below:

<https://www.surveymonkey.com/r/DaytonJobFair2018>



**IN-DEMAND
JOBS WEEK**



Green Drinks Dayton

Wednesday May 9 (5:00 - 7:00)

Proto Build Bar

534 East First Street

Dayton, Ohio 45402

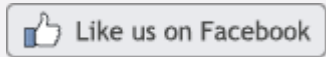
Topic:

Choose to Reuse; a Spotlight on Repair!

Learn how community-based reuse events are challenging the forces of designed obsolescence and empowering people extend the life of their property through mentoring and DIY repair.

Speaker: MaryEllen Etienne, Reuse International & Kat Walter, Yellow Springs Repair Cafe

[RSVP HERE](#)



Upcoming Event

Breakfast with DRMA: Real Estate Tactics to Improve Your Bottom Line

Presented by Miller- Valentine Group

Is this email not displaying correctly? [View it in your browser.](#)



Join the **DRMA** and **Miller-Valentine Group** for a continental breakfast and a candid discussion on best practices to increase the return on your real estate investment. Whether you own, rent, need to expand, or purchase/sell a facility, hear ideas and tips on ways to get the most out of your real estate investment.

A panel discussion will be held on Thursday, May 10 from 7:30 – 9:00 a.m. in the Wright Room at The Engineer's Club.

Panelists include:

**Gerry Smith, Senior Vice President,
Miller-Valentine Group Realty Services**

Commercial Real Estate Sales & Leasing Options

**Dave Settles, Vice President,
Miller-Valentine Construction**

Understanding the Construction Process and Contract Options

**Jerry Brunswick, Executive Director,
Dayton-Montgomery County Port Authority**

Financing Options

**Erik Collins, Economic Development Director,
Montgomery County**

Public Incentives

**Shannon Costello, Partner,
Coolidge Wall**

Legal Issues When Buying, Leasing or Building a Facility

[Register Now](#)

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Dayton, Ohio 45402

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May 2, 2018

AS9100 Program Webinar

Featuring: Priscila McCarty

Need to get AS9100 Certified?

Already working on updating to Rev D?

If you are considering AS Certification... **15 minutes could save you money!**

Our AS9100 Program can help you to find vetted resources, get certified, or maintain certification.

Funding is available to help offset some of the costs associated for manufacturers.

The process is a simple and painless 1 page application! The program can cover many related services, including:

- Gap Analyses
- Consulting Services
- Training
- Certification Audits
- Surveillance Audits

Attend the informational webinar to find out more

Register to Attend

May 2, 2018

Ohio Business Matchmaker

Ohio's largest small business to government contracting event.

This is your opportunity to meet 1 on 1 with federal, state, and local government buyers that represent billions of dollars in contracts.

[Register to Attend](#)

May 23, 2018

Cracking the Code: Standards and Regulatory Trade Barriers

To export successfully, you need to know how to navigate the global standards landscape. Four standards experts from the U.S. Department of Commerce's International Trade Administration in Washington, D.C. will present advice, tips, resources and insight into the world of standards.

[Register to Attend](#)

June 12, 2018

Collider

Product Manufacturing – From Development to Mass Production

Featuring Interscope Manufacturing

- Have a product that you want to get produced?
- Want to figure out how to manufacture your products better, smarter, faster?
- Think you can't afford customized manufacturing equipment to streamline manufacturing?

Whether you are an entrepreneur who is just getting started or one of the big name brands, come and learn about new ideas and solutions that can help your production.

Save the date - Registration will open soon

June 14, 2018

FAST Talk – Springfield

Manufacturing & Machining Cost Estimating

Featured speaker: Lisa Novelli

Are you confronted with low win rates in your quoting process? Do you know what your win/loss ratio is? This FAST Talk will offer an overview of what CNC job shop (and other manufacturing businesses) can do to embrace and enhance their quoting process. We will investigate cost estimating approaches, discuss how and what to measure, cost analysis, and hidden factors that will help identify what is affecting your win/loss ratio, as it applies to your cost estimating process.

This FAST Talk will help you to:

- Better understand the costs
- Improve the accuracy of your quotes
- Figure out what should be measured
- Eliminate inefficiencies

Lisa Novelli is a Sr. Technical Advisor to FASTLANE. She has a Bachelors in Mechanical Design and Masters in Business Administration. Lisa has more than 30 years of experience in manufacturing and operations management in aerospace, medical, and commercial industries. Including experience with CNC machining and work-holding, injection molding and tool design, and automation. Lisa's focus is on turn-around, ROI and capital investments.

Register to Attend

June 20, 2018

SBIR Road Tour

SBIRroadtour.com

Columbus, Ohio

Register to Attend

July 16-22, 2018

The Farnborough International Airshow 2018

The Kent State University College of Aeronautics and Engineering is partnering with the Farnborough Aerospace Consortium (FAC) and other aerospace associations to bring you the best opportunities for B2B meetings connections and contacts. You can join them in their prime location that is part of the FAC booth at Farnborough.

Tap into their technical expertise and contacts to help you make the connections needed to grow your aerospace business internationally.

Learn More

Tamara Wamsley

FASTLANE Marketing & Business Strategist

University of Dayton Research Institute

Tamara.wamsley@udri.udayton.edu

P: 937.229.1381



<http://fastlane-mep.org>

<http://www.udri.udayton.edu>

Cracking the Code: Standards and Regulatory Trade Barriers



World Trade Week Program

Presented by:



Did you know that standards-related measures are the number one trade barrier U.S. exporters' face in global markets?

To export successfully, you need to know how to navigate the global standards landscape. Learn which standard bodies are part of your landscape.

Cracking the Code: Standards and Regulatory Trade Barriers will be delivered by four standards experts from the U.S. Dept. of Commerce's International Trade Administration in Washington, DC. The speakers will provide updates, advice, tips, resources and insights into the world of standards. You will have the opportunity to meet with them one-on-one after the program to answers your specific questions.

Standards guarantee the standardization of quality, safety and operational criteria and ensure that manufacturers fulfil their legal obligations and provide protection for the end consumer. Standards apply to most every industry, including products in; building, food, electrical, water treatment, glass, oil and gas, wood, and many other products. Understand your role in compliance and related liabilities. Learn from these experts the ins and outs of the standards maze.

At the event you will:

- Build your knowledge of standards and regulatory issues;
- Learn about the latest global standards trends;
- Learn about tools for addressing specific standards export problems;
- Understand how you can help shape standards and foreign regulations; and
- Meet one-on-one with ITA's standards experts

DATE: Wednesday, May 23, 2018

TIME: 9:00 am – 3:00 PM EDT

COST: \$65 (include breakfast and lunch)

LOCATION: Holiday Inn Conference Center,
5800 Muhlhauser Road, West Chester, OH 45069

TO REGISTER: [CLICK HERE](#)

For additional information: Contact Kathy Marshalek at Kathy.Marshalek@wright.edu
or Debbie Dirr at deborah.dirr@trade.gov

JOIN us for this informative and beneficial program.



The Ohio SBDC Export Assistance Network is funded in part through a cooperative agreement with the U.S. Small Business Administration and the Ohio Development Services Agency. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. For arrangements, call the Ohio SBDC Export Assistance Center at WSU at 937-775-3524.



I-70/75
DEVELOPMENT ASSOCIATION

You're Invited

The 16th Annual

I-70/75 Economic Development Summit

May 24, 2018

2018 Speakers



Ryan Jenkins | Keynote Speaker

Ryan Jenkins is an internationally recognized keynote speaker and author of the book, *The Millennial Manual: The Complete How-To Guide to Manage, Develop, and Engage Millennials at Work*. He helps organizations gain clarity around Millennials and Generation Z so that leaders can effectively lead, engage, and sell in today's multigenerational marketplace. Ryan's passion, experience as a Millennial himself, and his fresh and forward-thinking approach to generations have made him one of the most highly sought after generational and future of work keynote speakers. Ryan is also a Partner at 21Mill.com, a micro-learning training platform.



Trevor Hamilton | Closing Speaker

Trevor Hamilton is a partner with Pegasus Partners, which assists international SME's expanding from Europe to North America with a comprehensive set of market entry services including research, business development, sales, site selection and start-up assistance. Pegasus Partners also works with U.S. communities to develop long-term, FDI growth strategies. Over the course of his career, Hamilton has a 20-plus year successful track record of creating, implementing, and leading strategies that have led to over 500 location and expansion projects resulting in over 60,000 new jobs and nearly \$10 billion in capital investment.



Sinclair Community College
Ponitz Center

www.i70-75.org





2018 Program Schedule



7:45 REGISTRATION

8:30 GENERAL SESSION KEYNOTE

WORKFORCE DEVELOPMENT IN THE MILLENNIAL AGE

Ryan Jenkins, author of *The Millennial Manual*, national speaker and workforce generations expert

9:30 TRACK

DAYTON REGION REAL ESTATE UPDATE & ANALYSIS

Dave Dickerson, Partner & President, Miller Valentine Realty
Miller Valentine Brokerage team
Miller Valentine Construction team

CLEAN FUELS OHIO

Sam Spofforth, Executive Director, Clean Fuels Ohio
Tim Benford, Regional Coordinator, Drive Electric Dayton

10:45 TRACK

OVER THE RHINE INITIATIVES & DESIGN COMPETITION

John Yung, Associate Editor, UrbanCincy

JOB OHIO UPDATE & REVITALIZATION PROGRAM OVERVIEW

Glenda Bumgarner, Senior Director, Jobsohio
Diana Rife, Revitalization Project Manager, JobsOhio

11:45 LUNCH

Dayton Development Coalition

1:15 TRACK

OPPORTUNITY ZONES

Joseph Mann, Partner, Vorys
Scott Ziance, Partner, Vorys

INTERACTIVE REGIONAL PROFILES

Julie Black, Senior Planner, MVRPC
Matt Shimp, Data Analyst, DDC
Ami Parikh, Transportation Project Manager, MVRPC
Martin Kim, Regional Planning Director, MVRPC

2:30 CLOSING SESSION

SITE LOCATION TRENDS AND STRATEGY

Trevor Hamilton, Partner, Pegasus Partners

3:30 NETWORKING RECEPTION

Thanks to our Generous Sponsors!



Last Day to Register: May 24, 2018

Company _____

Address _____

City, State, Zip _____

Phone _____

Email _____

Name #1 _____

Title _____

Name #2 _____

Title _____

Name #3 _____

Title _____

PAYMENT:

\$75 for members, \$100 for non-members.
Includes all-day registration plus lunch and reception.
Payable to: The I-70/75 Development Association

TOTAL ENCLOSED: \$ _____

MAIL FORM & PAYMENT:

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

QUESTIONS?

You can register online by visiting our website at www.i70-75.org, or fax 937-535-1284. For questions, call (937) 535-1034 or email mdavis@moraineoh.org.





May 3, 2018 | VOL. 25

Message from Chair Congratulations to our students and graduates!

The university graduated more than 2000 students this past Saturday. We are proud of the achievements of our MIS and SCM graduates. They have now started a new and exciting journey as working professionals. The department celebrated [scholarships and awards](#) on April 17th. This event was sponsored by Speedway; I am grateful for your support and passion. It was a wonderful and emotional event where family, guests, and faculty cheered for our students. Many other events and activities took place in the past month or so. I hope that by reading this newsletter, you will see the joy and feel proud of our students like we do.



Dr. Shu Schiller



Director: Mr. Don Hopkins As in the past, we continue to ask your help in recommending our programs to your friends, family, and colleagues. Direct referrals are the largest source of new students in our programs. As previously mentioned, the [U.S. News and World Report](#) ranked our online [Master of Information Systems](#) and [Master of Science in Logistics and Supply Chain Management](#) programs 19th among the 165 schools responding to the magazine's surveys.

We are continuing our recruitment of the Fall 2018 cohorts for both of these program, [Master of Information Systems](#) and [Master of Science in Logistics and Supply Chain Management](#) programs. We had our final **Taste Your Master's** program for this recruitment cycle on Saturday, April 28th, 2018. To bridge the gap over the summer, we are trying a new approach which involves Virtual Tour webinars. This is a great opportunity for prospective students to learn more details about our programs without ever leaving their homes or place of work. We

have included the dates and times directly below. Have questions? Please email donald.hopkins@wright.edu.

Master Program Online Info Session <http://bit.ly/ISSCM-Master>

Master of Information Systems M.S. Logistics & Supply Chain Management

12-Month Program
1 Class at A Time
4 Weekends on Campus then All Online

TASTE YOUR MASTER'S

Online Information Session
Visit bit.ly/ISSCM-Master

| | |
|--------------------|-----------------|
| Wed, May 16, 2018 | 6:00 - 7:00 PM |
| Wed, June 20, 2018 | 12:00 - 1:00 PM |
| Wed, July 11, 2018 | 12:00 - 1:00 PM |



DEPARTMENT OF
INFORMATION SYSTEMS
AND SUPPLY CHAIN
MANAGEMENT

www.wright.edu/isscm
937-775-2895

Jobs: These Companies Are Hiring For detailed descriptions of these positions, please scroll down to the Career Opportunities section at the bottom of the newsletter.

- Crown Equipment Co.
- Edaptive Computing
- Honda American Honda Motor Co, Inc. in Troy, OH
- Reynolds & Reynolds

- **Sarnova**

Mark Your Calendar

- Master Programs Residency, August 16, 17, 18
- Master Students Graduation, Friday, August 17
- Wright State Move-In Day, Thursday, August 23
- First day of Fall semester, August 27

Great News



Supply Chain student, **David Baugham** (2018) is starting his Masters in Public Health in Healthcare Management program at Yale University! Congratulations, David! Also thank you for leading the Student Government Association as the President this year!



Congratulations to **Kassidy Williams** (middle) on winning the prize! She is the first person to get 120 points using the [Passport to Success App!](#)



Also another great success and congratulations to **Kassidy** on winning the Technology First/Robert V. McKenna Memorial College [Scholarship!](#)

Scholarships & Awards

The 2018 [ISSCM Scholarships and Awards dinner](#) was held on April 17th. This event was sponsored by Speedway (thank you!). The department awarded in total over \$11,500 scholarships and awards. The evening was filled with cheers, laughter, and tears. We are proud of our students and their great achievements. We are thankful to our community partners such as AFCEA and individual donors. Thank you!



Student Capstone Presentations

Seniors of Supply Chain and Information Systems presented their [capstone projects](#) to business sponsors at the end of the semester! The 4950 Capstone course is one of the experiential learning components we practice here!

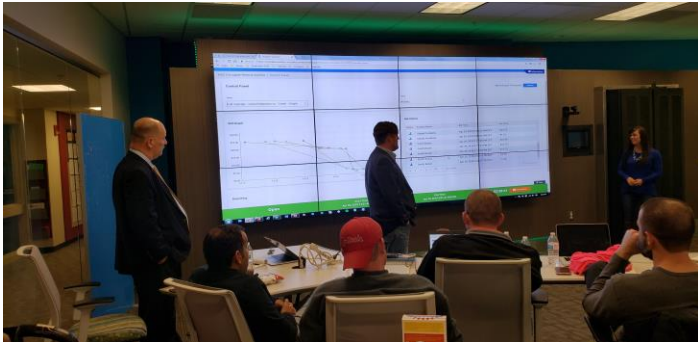


Master Program Residency 50+ master students returned for their 3rd [residency](#) on campus April 27-29. They spent three days studying with professors and peers in class.



Supply Chain & Logistics master students enjoyed a [live reverse auction](#) with business professionals from Crown!





Master of Information Systems students also had a field study at [Scene75](#) as part of their course project.





Faculty Highlight

Congratulations to **Dr. Anand Jeyaraj** on winning the 2018 Raj Soin College of Business **Scholarship** Award! Since Dr. Jeyaraj joined the university in 2006, he has published 24 articles in peer-reviewed journals and 14 of his papers were published in the past five years.

Career Opportunities

CRANE Pumps and Systems

Supply Chain Analyst

We are looking for a graduating senior in the supply chain field. They can go online at the link below to apply.

<http://www.cranepumps.com/opportunities.php>

Question? Please email Alicia Imber, HR Representative at aimber@cranepumps.com.

Crane Pumps & Systems | 420 Third Street | Piqua, OH 45356 | T: (937) 773-2442 ext. 3070 |

Position: Supply Chain Analyst Business Unit: Fluid Handling

Segment: Crane Pumps & Systems Location: Piqua, Ohio

The Supply Chain Analyst is responsible for collecting, aggregating, analyzing, and archiving supply chain data for supporting supply chain initiatives. These activities include but are not limited to purchase order analysis, supplier performance management, corporate reporting, spend analysis, commodity analysis and other ad-hoc department analysis.

Responsibilities and Duties

Assist Commodity Managers in the development and execution of our Commodity Strategies

Collect / Analyze required data for Commodity Strategy analysis

Interact with suppliers to gather data

Analyze month end data to ensure strategy is being executed and results are reading through via Zycus reporting

Create and process quote packages to suppliers in support of commodity strategy.
Assist Commodity Managers in reporting and analysis
Prepare month end Zycus files and coordinate uploads
Prepare and submit monthly financial data to Finance Department
Assist in preparing monthly productivity reports and analysis
Analyze monthly key process indicators and prepare 3 in 1 analysis if off track
Assist Material Planners and Supply Chain team
Place / expedite PO's with suppliers
Schedule assembly cell as needed
Other duties as assigned

Qualifications and Required Skills

Bachelor's degree in Business or Supply Chain preferred.

Excellent analytical, communication, interpersonal and team skills; Proficient computer skills and knowledge of standard business application software (e.g., Word, Excel)

Strong interpersonal skills with the ability to develop and foster effective working relationships across functions.

Excellent teamwork and communications with suppliers, customers, customer service and associates.

Excellent analytical, problem solving/decision making skills; ability to make timely, effective, fact based decisions.

Knowledge of Microsoft office suite software (e.g. Word, Excel, Access, MS project, etc.).

Crown Equipment Co.

The company is hiring Purchasing Interns and Co-ops in Fall 2018

<http://www.crown.com/en-us/careers/>

Career Opportunities: Fall 2018 Supply Chain/Purchasing Co-Op (49533) [link](#)

Company Description:

Crown Equipment CorporaCon is a leading innovator in world-class forklie and material handling

equipment and technology. As one of the world's largest lie truck manufacturers, we are commi?ed to

providing the customer with the safest, most efficient and ergonomic lie truck possible to lower

their

total cost of ownership.

Job Responsibilities:

Under general supervision, the candidate will assist and support Strategic Sourcing Specialist professionals by being involved in the interaction and learning about various strategic sourcing

techniques and processes such as but not limited to:

Supplier segmentation

Supplier risk analysis

Annual spend analysis

Strategic new product development

Negotiation

Replenishment strategies

Creation of strategic sourcing plans

Cost reduction projects revolving around our MRO and Capital purchases.

Direct interaction and communication with suppliers.

Qualifications:

This position requires incumbent to be pursuing a bachelor degree in Supply Chain or Business.

Good analytical and communication skills required.

EO/AA Employer Minorities/Females/Protected Veterans/Disabled

Edaptive Computing

Interns (\$15/hr)

Junior Developers (salary case by case)

To apply, contact:

Forrest Cordova, Email: fcordova0616@gmail.com, Phone: 937-260-1667

Junior Java Developer

This job opportunity is to become a development member of the Edaptive Products Team.

Developer will participate in all software application lifecycle sub-processes including analysis, specification, design, implementation, testing, release, and related activities. Developer will also perform research and implementation of advanced concepts, technologies, products,

processes, and/or methods to help assist customers' achievement of operational objectives.

Junior Software Engineer - C#/ASP.NET

Edaptive Computing, Inc. (ECI) is currently seeking a Junior C#/ASP.NET Software Engineer. The Edaptive Computing Junior Software Engineer develops and tests enterprise C#/ASP.NET applications.

Software Co-op C#/ASP.NET

Software Developer co-op will assist project developers in building robust software using C#/ASP.NET. Co-op will participate in specific development tasks, primarily implementation and testing, but also to include, specification, design, and other related activities.

Software Co-op Java

Software Developer co-op will assist project developers in building robust software using Java, Swing, and related technologies. Co-op will participate in specific development tasks, primarily implementation and testing, but also to include, specification, design, and other related activities.

Honda American Honda Motor Co, Inc. in Troy, OH

Contact:

Nick Custer

Systems Coordinator

American Honda Motor Co., Inc.

151 Commerce Center Blvd.

Troy, OH 45373

Desk: (937)332-1008

nicholas_custer@ahm.honda.com

We recently have 2 open student positions in our Supply Chain department in Troy, OH. Students generally work 20-25 hours per week and we work around their course schedule. We would like to see Freshman and Sophomores apply. Resumes can be sent to me, personally.

<https://www.honda.com/careers/find-a-job>, Search keyword: AHM0003SZ

Description

The purpose of the Part Time Student Program is to provide employment experience in a productive work place and financially assist full-time college students in their pursuits of academic excellence. This position is a part of our Part Time Student Program within the

Parts Division, which supplies service parts to Honda, Acura, Motorcycle, and Power Equipment dealers and export distributors.

Responsibilities:

- Support delivery specialists with various activities involving suppliers and system updates
- Support supplier performance related initiatives such as On-Time delivery, delivery trouble reports and new model preparedness
- Support service level related initiatives such as customer backorder reduction

Qualifications

- Full-time student status at an accredited 4-year college/university
- 6 units or two courses per quarter or semester
- Minimum 2.5 GPA or better (Transcripts Required)
- Major in Business Administration, Finance, Management, Marketing, Supply Chain Management, Computer Science, or Logistics preferred
- Be available to work an average of 20-25 hours per week
- Previous office experience
- Excellent verbal and written communication skills
- Knowledge of Microsoft Office (Word, Excel, PowerPoint)
- Exhibited leadership, problem solving, and collaboration skills
- Must be at least 18 years of age and authorized to work in the United States.

Reynolds & Reynolds

TO APPLY: Submit your resume to apply@reyrey.com or visit www.reyrey.com/careers

IT Solutions Specialist

As an Entry Level IT Solutions Specialist, you will be a part of project teams assigned to research, build, and deploy new and improved IT solutions to meet the needs of the business. Responsibilities will include collecting and analyzing needs, followed by researching and recommending appropriate solutions. You will then perform the hands-on work required to build, configure, test, and deploy the agreed technical solutions. This position will also require providing appropriate documentation and training to equip our Operations teams with the ability to maintain, and support those solutions. You will work closely with other IT departments and the business and will be responsible for keeping your leader, project teammates, and other stakeholders updated throughout each project.

Entry Level IT Systems Analyst

As an Entry-Level IT Systems Analyst, you will gain first-hand experience with our IT

Engineering team. You will learn how to research and develop IT solutions for both our internal teams and customer product use. Once trained, responsibilities may include building servers and networks, testing solutions, and working with other IT teams to solve various needs. This position will require creating standard documentation to be used by our Operations teams. If you enjoy working on a variety of projects and problem solving in the IT realm, this is the position for you!

Sarnova

Associate Buyer

US-OH-Dublin, ID 2018-2214

Apply [link](#)

Sarnova is the leading national specialty distributor of health care products in the emergency medical services (EMS) and respiratory markets. The Associate Buyer is responsible for coordinating and executing procurement activities to enhance the Company's high standard of service level. These activities include but are not limited to: review of forecasts, proactive demand management, daily ordering and follow up with the suppliers along with issue resolution for an assigned list of commodity suppliers. In addition, the Associate Buyer is responsible for providing administrative support to the purchasing team. They will continually expand their knowledge of product, industry and systems.

[WSU Career Events](#)

[Recent Job Postings](#)

Join [ISSCM LinkedIn Group](#) for Job Postings



DEPARTMENT OF
**INFORMATION SYSTEMS
AND SUPPLY CHAIN
MANAGEMENT**



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