

Hello all,

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

June 4-5, 2018 – The Ohio Minority Supplier Development Council will be hosting **Connecting Ohio 2018** in Columbus. This two-day event is focused on the economic empowerment of minority business enterprises. To learn more and to register, please visit here <https://www.connectingohio.org/>.

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 Southwestern & Southeastern MBACs 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 [Deborah Davis](#) 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 5-6, 2018 – Queen City Angels will be hosting the **18th Annual Entrepreneur Boot Camp** in Cincinnati. This event will offer a full agenda of educational sessions and panel discussions, entrepreneurs, and start-up founders will have the opportunity to meet one-on-one with local angel investors and business experts for advice and mentoring. 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, 2018 – ABLE Law will be hosting **Basics of Insurance & Other Commercial Contracts for Your Small Business** in Dayton. This FREE workshop will cover a variety of topics including basic tax issues, insurance basics, risks of oral contracts, and much more! To register, please contact [Jackie Radebaugh](#) at 937-535-4440.

June 6, 2018 – Technology First will be hosting **How Smart Cities are Building the Future** in Dayton. This event will look at how cities will look at problems and how they will use technology to improve. In addition, the event will discuss how to maximize the potential and assure success. 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 7, 2018 – The SBA and Cultivate will be hosting **Building Banks Relationships/Access to Capital** in Grove City. This FREE workshop will provide information on traditional bank lending, SBA loan programs, and non-traditional lending options. To register, please visit [here](#).

June 7, 2018 – Women for Economic and Leadership Development (WELD) will be hosting the **2018 WELD Leadership Conference: Acceleration of Change** in Westerville. This event will provide attendees a great opportunity to gain new leadership skills, expand their network of contacts, and identify business building relationships. To register, please visit [here](#).

June 7, 2018 – The SBDC in Springfield will be hosting **STRONGSALES** in Springfield. This FREE workshop will assess strength of current sales processes and lay out a time-tested plan for companies to achieve huge gains in the remainder of 2018. To register, please visit [here](#).

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 11, 2018 – Startup Grind will be hosting **Lessons Learned from Shark Tank with Three Dayton Startups** in Dayton. This FREE event will feature Third Wave Water, Mutt's Sauce, and Grypmat who will discuss the good, the bad, and the ugly of their unique experience. To register, please visit [here](#).

June 11-15, 2018 – Techstars will be hosting **Dayton Startup Week** in Dayton. This annual event allows participants to build their own schedule from over 50 events in areas such as branding and marketing, funding and finance, developing a sales pipeline, building social capital, strategic planning, cash prize pitch competition, and more! To register, please visit [here](#).

June 12, 2018 – The SBA and Cultivate will be hosting **Building Banks Relationships/Access to Capital** in Grove City. This FREE workshop will provide information on traditional bank lending, SBA loan programs, and non-traditional lending options. To register, please visit [here](#).

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 12, 2018 – The Wright Brothers Institute will be hosting **Product Manufacturing – From Development to Mass Production** in Dayton. This event will feature Interscope Manufacturing who will discuss how to manufacture products better, smarter, and faster. Registration details are forthcoming.

June 12-14, 2018 – The World Trade Center Kentucky will be hosting an **International Trade Certification Program** in Ft. Mitchell, KY. This program provides a foundation for effective and efficient management of a company's international trade operations by providing information that is both current and relevant. To learn more and to register, please visit [here](#).

June 13, 2018 – Dayton SCORE and the SBDC at The Entrepreneurs Center will be hosting **Money Management and Alternative Funding** in Dayton. This FREE workshop will provide experts from banks, credit unions, and non-standard funding sources to discuss the lending environment. To register, please visit [here](#).

June 13, 2018 – Clark Schaefer and Hackett will be hosting **Worried About Tariffs?** in Columbus. This FREE workshop will provide key information on Foreign Trade Zones (FTZs) and how it can help organizations involved in international trade. To register, please visit [here](#).

June 13, 2018 – Dayton SCORE, Dayton Metro Library, and the Dayton Area Chamber of Commerce will be hosting **The Entrepreneurial Journey** in Dayton. This FREE seminar will feature six of the region's leading women and minority owned business owners who will share their success stories. To register, please visit [here](#).

June 14, 2018 – The Dayton Metro Library and Dayton SCORE will be hosting **The Due Diligence Process for Business Sellers** in Dayton. This FREE workshop will educate attendees on narrative crafting, performance reporting, and the process of maintaining confidentiality and speed in due diligence execution. To register, please contact [Ann Riegler-Crichton](#) at 937-496-8631.

June 14, 2018 – The Greater Cleveland Partnership will be hosting a **Business to Business Matchmaker** in Cleveland. This event offers one of the most efficient ways for an organization to meet businesses to fulfill procurement needs. To learn more and to register, please visit [here](#).

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 14, 2018 – The SBDC at Ohio University will be hosting **Facebook Sales & Marketing** in Woodsfield. This FREE workshop will educate attendees on how to utilize Facebook to increase the market exposure and sales for small businesses. To register, please visit [here](#).

June 14, 2018 – The SBDC at Columbus State will be hosting **Financing Your Growth: Access to Capital for Your Small Business** in Dublin. This FREE workshop will discuss the pros and cons of various lending options and what it takes to secure financing for a business. To register, please visit [here](#).

June 14, 2018 – The Dayton Business Journal will be hosting the **2018 Downtown Dayton Summit** in Dayton. This exclusive news forum event will highlight the intricacies of development, the obstacles that still exist, the many successes of the plan, and the opportunities for business and private investors. To register, please visit [here](#).

June 15, 2018 – The Southwestern & Southeastern MBACs 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 [Deborah Davis](#) at 513-751-9900.

June 15, 2018 – Dayton Metro Library and Dayton SCORE will be hosting **Buyer Beware: Understanding Due Diligence for Business Buyers** in Dayton. This FREE workshop will educate attendees on the self-serve tools, standardized process, and ancillary professionals to assist in performing a timely and thorough due diligence process. To register, please contact [Ann Riegler-Crichton](#) at 937-496-8631.

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 Ohio University will be hosting **Facebook Sales & Marketing** in Marietta. This FREE workshop will educate attendees on how to utilize Facebook to increase the market exposure and sales for small businesses. To register, please visit [here](#).

June 19, 2018 – The Columbus Council on World Affairs will be hosting **Global Fluency Training** in Columbus. This training offers a comprehensive framework for understanding how cultures differ in order to ensure sustainable cross-cultural acumen as the challenge of interacting with others is confronted. To register, please visit [here](#).

June 19-20, 2018 – The National Defense Industrial Association will be hosting the **DLA Land & Maritime Supplier Conference and Exposition** in Columbus. This event provides a forum for current and potential vendors to discuss future logistics support strategies, challenges and to streamline efforts to better support the Warfighter. To register, please visit [here](#).

Featured event! 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 an upcoming webinar on May 16th to help those interested in SBIR to prepare for the event – <https://oai.webex.com/oai>. To register for the Road Tour, 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 – ABLE Law will be hosting **Co-op Law and Practice** in Dayton. This training on cooperative law is designed for legal aid attorneys, co-op practitioners, private attorneys interested in collaborating with co-op advocates, accountants, cooperative worker-owners, business brokers, social investors, and lending institutions. To register, please visit [here](#).

June 21, 2018 – The SBDC at Ohio University will be hosting **Tax Law Changes** in Athens. As part of the monthly *Lunch and Learn Series*, this FREE workshop will discuss the new tax changes and how they will impact small businesses. To register, please email sbdc@ohio.edu or call 740-597-1460.

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 – Clark Schaefer and Hackett will be hosting **Worried About Tariffs?** in West Chester. This FREE workshop will provide key information on Foreign Trade Zones (FTZs) and how it can help organizations involved in international trade. 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 21, 2018 – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in Caldwell. 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 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. To learn more and to register, please visit [here](#).

June 22, 2018 – Innovate New Albany will be hosting **Problem Validation Workshop** in New Albany. This FREE workshop will walk-through the process to rapidly validate, revise, or disprove assumptions about target customers and markets. To register, please visit [here](#).

June 22, 2018 – NAWBO Columbus and the Women's Small Business Accelerator (WSBA) will be hosting the **Visionary Leadership Conference**. This organization will offer a day of inspirational learning and meaningful conversations that celebrate women's leadership. To register, please visit [here](#).

June 22, 2018 – The SBDC at the Warren County Career Center will be hosting **Social Media for Business: Tools, Apps, and Resources** in Lebanon. This FREE workshop will educate attendees how to leverage social media to grow their small business. To register, please visit [here](#).

June 22-24, 2018 – Spark 560, Zane State College, and the LIGHTS program will be hosting **Startup Weekend** in Zanesville. This event provides a place to look for a team, create a prototype of an idea, validate a business idea, and receive feedback from experienced entrepreneurs. To register, please visit [here](#).

June 26, 2018 – The Southwestern & Southeastern MBACs 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 [Deborah Davis](#) at 513-751-9900.

June 26, 2018 – The Women in Business Networking (WiBN) will be hosting **Build Your Confidence with Ruthless, Calculated Planning** in Dayton. This workshop will feature Michelle Vondrell, founder and president of White Board Solutions. To register, please visit [here](#).

June 26, 2018 – 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](#).

June 27, 2018 – Columbus 2020 and the Ohio Export Assistance Network at Columbus State will be hosting **E-Commerce in the Global Market** in Columbus. This workshop will feature a panel discussion to educate businesses on how to utilize/maximize global e-commerce as an export platform and what to be aware of when doing so. Registration details will be forthcoming.

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.

June 28, 2018 – The SBA and Cultivate will be hosting **Money Management** in Grove City. This FREE workshop will feature small business experts on how to improve money management and learn about credit reports and scores. To register, please visit [here](#).

June 29, 2018 – Innovate New Albany will be hosting **Employment Law for Early Stage Entrepreneurs: 12 Landmines & Easy Ways to Avoid Them** in New Albany. As part of the *Tiger Talk Series*, this FREE workshop will provide many examples and practical tips. To register, please visit [here](#).

July 5, 2018 – The Southwestern & Southeastern MBACs will be hosting **Building Your Business Workshop** in West Union. 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 [Deborah Davis](#) at 513-751-9900.

July 5, 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.

July 10, 2018 – Technology First will be hosting **Small Business: Protecting Your Data Like Fort Knox** in Dayton. This event will discuss practical ways to assess, defend, and monitor the ever changing cyber exposure through risk audits and CIS controls. To register, please visit [here](#).

July 10, 2018 – 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](#).

July 10, 2018 – The Southwestern & Southeastern MBACs will be hosting **Building Your Business Workshop** in Hillsboro. 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 [Deborah Davis](#) at 513-751-9900.

July 10, 2018 – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in Pomeroy. 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](#).

July 10, 2018 – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in Lancaster. 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](#).

July 11, 2018 – Dayton SCORE and the SBA will be hosting **Marketing Tips** in Dayton. As part of the *Small Business Development Series*, this FREE workshop will discuss the methods and venues to market a small business available in today's environment. To register, please visit [here](#).

July 11, 2018 – The SBDC at The Entrepreneurs Center will be hosting **Market Research that Won't Break the Bank** in Dayton. This FREE workshop will feature the Dayton Metro Library's Business Specialist who will demonstrate how to use several resources to conduct in-depth market research. To register, please visit [here](#).

July 11, 18, 25 and August 1 – The SBDC at Columbus State will be hosting **Market Your Way to Success** in Columbus. This four part series will cover a variety of topics including identifying and determining your target market, building a branded message and image that works, developing marketing strategies that sell, and marketing presentations. To register, please visit [here](#).

July 12, 2018 – The SBDC at Ohio University will be hosting **Facebook Sales & Marketing** in St. Clairsville. This FREE workshop will educate attendees on how to utilize Facebook to increase the market exposure and sales for small businesses. To register, please visit [here](#).

July 12, 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.

July 12, 2018 – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in Woodsfield. 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](#).

July 17, 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](#).

July 17-18, 2018 – The PTACs of Ohio, Kentucky, West Virginia, and Pennsylvania will be hosting **Reaching High – Aerospace Business Matchmaker** in Athens. This premier event will feature one-on-one meetings with NASA officials, government officials, and prime contractors, as well as sessions on how to become part of the space program. To register, please visit [here](#).

July 18-19, 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](#).

July 19, 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.

July 19, 2018 – The Cincinnati MBAC will be hosting **Contacts to Contracts: Cincinnati Means Business** in Cincinnati. This event will educate attendees on the importance and benefits of current contracting certification programs and other important topics. To register, please visit [here](#).

July 19, 2018 – Sinclair Community College will be hosting **Making Extraordinary Things Happen** in Dayton. This training session, adapted from “The Leadership Challenge,” introduces the Five Practices of Exemplary Leadership. To register, please visit [here](#).

July 20, 2018 – The Southwestern & Southeastern MBACs will be hosting **Building Your Business Workshop** in Cincinnati. 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 [Deborah Davis](#) at 513-751-9900.

July 21, 2018 – The Wright State Patent & Trademark Resource Center will be hosting **Patent 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.

July 23, 2018 – 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](#).

July 26, 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.

July 26, 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](#).

July 26, 2018 – The SBDC at The Entrepreneurs Center will be hosting **Recordkeeping for the Small Business** in Dayton. This FREE workshop provides an overview of recordkeeping and is designed to help participants understand how it can benefit a small business. To register, please visit [here](#).

International Economic Development Council (IEDC)

The IEDC's International Advisory Committee will be conducting a webinar on June 7th. The title of this discussion is *Keeping Up with Both Sides of the NAFTA Debate* and it will feature experts who will discuss the potential for outward investment from NAFTA members, and the potential of North America as a market for companies around the world. To learn more and to register, please visit [here](#).

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



U.S. Small Business
Administration

[Home Page](#) | [Twitter](#) | [Instagram](#) | [Facebook](#) | [YouTube](#) | [LinkedIn](#) | [Email Alerts](#)

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.

Register to Attend

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

June 22, 2018

The Aerospace Evolution Conference

The aerospace industry is seeing continued growth and globalization. As a result, companies involved in manufacturing and supplying the aerospace and defense industries are not only facing challenges, they are gaining opportunities.

The **Aerospace Evolution Conference** will present industry leaders sharing best practices, global opportunities, industry trends, and the latest technologies.

At the event you will:

- Build your knowledge of latest aerospace and defense technologies
- Meet new resource partners and learn about research and funding that is available
- Learn about the latest global trends and how to grow your export sales
- Find out how to make AS9100 work for you
- Understand how to increase sales to NASA, US government, universities, and other entities
- Learn the basics of the cyber threats and practical responses
- Network with the industry experts

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>

FASTLANE is a vital non-profit resource for manufacturers. The FASTLANE team of specialized manufacturing and engineering consultants help accelerate manufacturing success, advance innovation, and drive growth through technology acceleration, continuous improvement, workforce development, supply chain optimization, and sustainability. Connecting manufacturers to a vast network of affordable resources including expert engineers, scientists, manufacturers, suppliers, and other professionals. FASTLANE is the west-central Ohio Manufacturing Extension Partnership and is located within the University of Dayton Research Institute.



Green Drinks Dayton

Bring Your Own Campaign

Learn about Dayton Regional Green's campaign to encourage consumers and eating establishments to use fewer disposables and to ditch plastic straws.

Speaker: Masha Kisel, Founder of **Sustainable Dayton** will tell her story in starting Skip the Straw campaign; Erin Ferrell and Allie Thiele with **Dayton Regional Green** will present on their efforts to encourage establishments to join the initiative and **Wilderness Agency** will talk about creativity and resourcefulness in marketing and their involvement in Be Your Own Change campaign!

Wed June 13, 2018
5:00-7:00 pm

Lily's Bistro
329 E 5th Street
Dayton, OH 45402

[Register Here](#)

FOLLOW US





Thursday, June 14
7:30 a.m. - 9:30 a.m.

**Sinclair Community
College**
Ponitz Center
Building 12-444 W Third
St
Dayton OH 45402

Don't miss the 2018 Downtown Dayton Summit!

Join us for this exclusive news forum event, where we will highlight the intricacies of redevelopment, the obstacles that still exist, the many successes of the plan, and the opportunities for business and private investors.

Panelist:

- Juanita Darden-Jones, owner of Third Perk Coffeehouse & Wine Bar.
- Sandy Gudorf, president of the Downtown Dayton Partnership.
- Brian Heitkamp, president of CityWide Development Corp.
- Scott Laubie, principal with Dayton-based Woodard Development.

**Register
Today**



Gold Sponsor



Bronze Sponsor

**For sponsorship & advertising opportunities:
Contact Cory Earl at cearl@bizjournals.com.**

Unsubscribe | Manage Preferences
All rights reserved. © Dayton Business Journal

Email sent by Dayton Business Journal
40 N Main St, Ste 810
Dayton, OH 45423, USA



U.S. Department of Commerce

SELECTUSA[®]
INVESTMENT SUMMIT

WASHINGTON, DC | JUNE 20-22, 2018

The SelectUSA Investment Summit is the premier event showcasing investment opportunities in the United States. The 2018 Summit will bring together companies from all over the world and economic development organizations from every corner of the United States.

The world's top investment event. The world's top investment destination.

Top 5 Reasons to Attend the 2018 SelectUSA Investment Summit:

- 1** | **Initiate new relationships:** Meet with hundreds of economic development organizations (EDOs) and thousands of potential investors in one place.
- 2** | Learn about **resources and tools to invest** in the United States.
- 3** | Obtain an overall impression of the **market situation**.
- 4** | **Connect efficiently:** Online and on-site matchmaking makes it easy to meet the right people and get the most out of your visit.
- 5** | **Gain new perspectives** from top-level executives, government officials, and industry leaders.

Cost to Attend:

\$850 Prior to May 8, 2018

\$950 After May 8, 2018

To connect with someone at SelectUSA contact:

SUSAEvents@trade.gov

INVEST | H
GROW | E
SUCCEED | R
E

Apply Now!

"Select USA is a one stop shop for any investor wanting to invest seriously into the US."

2017 Summit participant

Join us to make the connections your business needs to succeed. The SelectUSA Investment Summit is the best place to link serious investors with promising business opportunities. Past Summit participants have announced more than **\$64 billion in greenfield investments** in the United States between October 2013 and September 2017.

For more information about the Summit please visit www.selectusasummit.us



COMMUNITY ENTERPRISE
LEGAL ASSISTANCE

Co-op Law & Practice CLE

Thursday, June 21, 2018 | 9:00 a.m. to 5:00 p.m.

University of Dayton School of Law | Mathias H. Heck Courtroom, Keller Hall

300 College Part Ave., Dayton OH 45469

U of D Parking Lot S1 (Corner of Brown and Stewart Streets)

Advocates for Basic Legal Equality, Inc. (ABLE) is offering training on cooperative law for legal aid attorneys, co-op practitioners, private attorneys interested in collaborating with co-op advocates, accountants, cooperative worker-owners, business brokers, social investors, and lending institutions.

This training aims to equip local attorneys and advocates to advance ABLE's community economic development practice, which aims to promote the growth of a resilient, just local economy in the Dayton metro area and beyond, providing legal services to low-income entrepreneurs, immigrant and minority communities, community-based businesses and those considering launching their own businesses, and nonprofit organizations.

Program Co-chairs:

Jacqueline R. Radebaugh | ABLE

Eric D. Britton | Shumaker, Loop & Kendrick, LLP

Sponsored by:



Registration

The cost for this CLE is \$175, however there is no cost to attorneys or professionals who accept at least two pro bono cases for ABLE or LAW0 within the next 12 months.

Registration prior to Tuesday, June 19, 2018 is required. Attendance is limited to the **first 60 registrants**. Register and pay online:

www.ablelaw.org/pro-bono/cela-cle

Discounts and Scholarships:

Attendees may apply for a discount or scholarship to attend this program based on financial hardship. This discount applies to the educational portion of the program only. Applications will be assessed on a case by case basis. Members of worker-owned cooperatives and their boards of directors may also apply for discounted rate of \$20; limits apply.

Requests for discounts or scholarship must be received by June 10, 2018. For more details, please contact Jacqueline Radebaugh at jradebaugh@ablelaw.org.

CLE Credit Hours

We have applied for 5 hours of CLE credit, which is pending approval from the Supreme Court of Ohio.

Schedule

8:30 - 9:00 **Registration**

9:00 - 9:10 **Welcoming Remarks** | Jacqueline Radebaugh

9:10 - 10:00 **New Co-ops 101** | Eric Britton

Social history background to cooperatives
Legislative background
Principles from original English cooperatives
Values, vision, mission, goals, and strategies
Rights and responsibilities of co-op membership

10:00 - 10:50 **Co-op Entity Formation** | Carolyn Eselgroth

Legal Structures
Taxation
Dangers and benefits of co-op practice and
501(c)(3) entity collaboration and partnership

10:50 - 11:00 **Break**

11:00 - 11:50 **Co-op Management & Strategic Planning** | Deborah Olson

Hiring and employment policies
The union's place in the cooperative model
Group decision making and strategic planning
Cooperative management oversight

11:50 - 12:10 **Q&A**

12:10 - 1:15 **Lunch** (provided)

1:15 - 3:15 **Practitioners Panel**

Moderators: Lela Klein, Eric Britton
Panel: Deborah Olson, Clark Arrington, Carolyn Eselgroth

Incubator model vs. conversions (including property
acquisition and third-party contracts)

What can go wrong, consensus process and facilitation,
and conflict resolution policies
Practical scenarios discussion

3:15 - 3:30 **Break**

3:30 - 4:30 **Co-op Lending & Non-Extractive Financing and Co-op Organization Documents** | Clark Arrington

Types of financing available for cooperatives
Preferred stock model and non-extractive financing
Equity funds, venture capitalists, and business brokerage relations
Cooperative equity transactional drafting considerations

4:30 - 4:45 **Q&A**

4:45 - 5:00 **Closing Remarks** | Matthew Currie

About the Presenters

Jacqueline R. Radebaugh, Esq.

Jacqueline Radebaugh is an advocate with ABLE in Dayton, Ohio. She represents low-income, women and minority entrepreneurs, delivering transactional legal assistance to their small businesses, cooperatives, not-for-profit organizations and community groups. Ms. Radebaugh recently obtained her LLM from the University of Texas at Austin, where she was a student in the Entrepreneurship and Community Development Clinic and received the Pro Bono Beacon Award for her engagement in pro bono projects in south Texas, particularly with immigrants and youth with disabilities. She is originally from Brazil, where she obtained her first law degree and practiced corporate tax law for five years, after which she engaged in post-graduate research and received graduate degrees in Sociology of Religion & Society and Public Law from the Pantheon-Sorbonne University. As in-house counsel for a major French union, she advised hundreds of not-for-profit organizations in French civil and

administrative law and advocated for Human Rights at the European Parliament. Ms. Radebaugh is licensed to practice law in Texas and Sao Paulo, Brazil.

.....

Eric D. Britton, Esq.

Eric Britton is a partner at Shumaker, Loop & Kendrick, LLP, with extensive experience on cooperative law. He represents employers and plan trustees on ERISA compliance and benefit plan design matters and has substantial expertise in employee stock ownership plan (ESOP) transactions.

.....

Carolyn Eselgroth, Esq.

Carolyn Eselgroth has practiced law for more than 20 years, assisting with governance, contractual needs, and mergers and acquisitions of agricultural cooperatives, agricultural trade associations, check-off organizations, non-profit organizations, and a variety of farm and other businesses. She also works with landowners on real property leases, purchases, and sales. A native of Ross County, Ohio, Ms. Eselgroth grew up doing chores at the family dairy farm and participating in 4-H. Prior to her legal career, she was an associate editor of Ohio Farmer magazine and served on the board of the American Agricultural Editors' Association. During law school, Ms. Eselgroth interned with the USDA Office of General Counsel in Washington, D.C. She is a member of the Ohio State and Columbus bar associations. She currently serves on the Ohio 4-H Foundation board and the Congregation Council of All Saints Lutheran Church.

.....

Deborah Olson, Esq.

Deborah Olson has specialized in creating and advising employee-owned companies and many types of cooperatives. Her mission is to help people and companies by providing tools using broad equity ownership to grow sustainable businesses and communities. Through ESOPs (Employee Stock Ownership Plans), cooperatives, and other structures, she represents sellers, buyers, companies, trusts, unions, employees, and consumers. Ms. Olson has helped created a variety of worker and consumer owned cooperatives, provided employee ownership advice for a large number of unions or their members organized into buyout committees, and taught employee/board of director members and ESOP trustees (including union members)

their duties, and union representatives how to successfully negotiate employee ownership.

Lela Klein, Esq.

Lela Klein is the co-founder and executive director of the Greater Dayton Union Co-op Initiative (GDUCI), an incubator for worker-owned businesses that broaden economic opportunities and strengthen blue-collar communities. She is also a board member and organizer with the Gem City Market project, which aims to bring a full-service cooperative grocery store to the food desert in Northwest Dayton, Ohio. Prior to co-founding GDUCI, Ms. Klein was general counsel of the IUE-CWA, a 45,000-member manufacturing union, where she led major strategic projects, advocated on behalf of working people, and created a mentorship program to foster leadership among young manufacturing employees. She was also an organizer and later an attorney with the Service Employees International Union (SEIU). After witnessing the destructive impact of the global recession on American workers, Ms. Klein returned to her hometown of Dayton, Ohio, in 2012 to use her legal and organizing training to build innovative, worker-centered solutions. She is thrilled to have been named a 2017 Echoing Green fellow, and she holds a JD from Harvard Law School.

Clark A. Arrington, Esq.

Clark Arrington is an attorney and educator. He currently serves as legal counsel for The Working World (TWW). Prior to joining TWW he taught and practiced law in Africa. Mr. Arrington organized a master's degree program in CED at the Open University of Tanzania for Southern New Hampshire University, taught business law at Kampala International University-Dar es Salaam, and was a legal consultant to the African Development Bank in Tunisia. Prior to his African practice, he was chair, general counsel and capital coordinator for Equal Exchange, and on the boards of the ICA Group, the Social Venture Network and the Cooperative Fund of New England.

Matthew Currie, Esq.

Matthew Currie is a managing attorney with Advocates for Basic Legal Equality (ABLE). In his role, Mr. Currie oversees the firm's Housing and Community Economic Development practice. Mr. Currie has been an attorney with ABLE since 2005. During this time, he has successfully represented tenants and tenant associations in

numerous housing matters, including the fair housing, equal access, due process and conditions cases. More recently, Mr. Currie has provided vital support to community groups and neighborhood activists interested in resilience and equity. This work includes efforts to open the Gem City Market, a multi-stakeholder cooperative grocery store in a Dayton food desert. He is a founding member and current president of the Greater Dayton Union Cooperative Initiative, a worker-owner business incubator inspired by the principles and structure of Mondragon to create an economy that works for everyone. Mr. Currie is an adjunct professor at the University of Dayton School of Law, where he developed and will teach a Social Justice Law Capstone course. Mr. Currie graduated from Vermont Law School with a J.D. and a Master of Studies in Environmental Law.

About ABLE

Advocates for Basic Legal Equality, Inc. (ABLE) is a nonprofit regional law firm that provides high quality legal assistance in civil matters to help eligible low-income individuals and groups in western Ohio achieve self-reliance, equal justice, and economic opportunity. With the objective of supporting and promoting low-income individuals' participation in and benefit from development within their own communities, ABLE is committed to providing technical and legal support for low-income entrepreneurs beginning or struggling to maintain a small business, particularly focusing on historic gaps in legal counsel to low-income and minority small business owners and institutionalized barriers to success. ABLE serves 32 counties in western Ohio from offices in Dayton, Defiance, and Toledo.

Community Enterprise Legal Assistance (CELA) is a community economic development initiative of ABLE. CELA aims to facilitate economic empowerment in low-income and minority populations, bringing wealth to communities, creating jobs, and broadening economic equality across racial divides.



The Aerospace Evolution Conference



Friday, June 22, 2018

University of Dayton's River Campus, 1700 S. Patterson Blvd, Dayton, Ohio

The aerospace industry has seen many developments from gliders to high tech UAVs. The evolution of aerospace has consumed the major amount of research and development funds, subsidized innovation in a vast array of technologies, spurred new forms of production, evoked export promotion programs, supported dependent economies, and continues to be a strong and growing industry.

As the aerospace industry continues its growth and globalization, manufacturers and suppliers gain new opportunities and face challenges. The **Aerospace Evolution Conference** will present the industry's leaders to share best practices, global opportunities, trends, latest technology, and introduce new resource partners. The information will help strengthen your business and provide new opportunities and market diversification.

The **Aerospace Evolution Conference** will present opportunities for companies in the defense, space, missile and aerospace industries, commercial and military, to network, learn, and increase sales.

The program will focus on:

- *Cyber security, AFRL update, SBIR, who's who at WPAFB, selling to NASA and the military, latest technology and research, export compliance strategies, and leveraging AS9100 to grow your business*
- *Presentations from the US Embassies in Canada, Brazil and Turkey from the aerospace specialist whom will identify export opportunities and strategies to compete successfully in the market.*

The **Aerospace Evolution Conference** will help your staff keep pace with changes to compliance requirements, industry standards, business process improvement strategies, export assistance and other opportunities.

At the event you will:

- Build your knowledge of latest aerospace and defense technology, research and funding available
- Learn about the latest global trends and how to grow your export sales
- Find out how to make AS9100 work for you
- Understand how to increase sales to NASA, US government, Universities and other entities
- Learn the basics of the cyber threats and practical responses
- Network opportunities with industry experts

Did you know that....

American aerospace manufacturers produce the highest trade surplus of all manufacturing sectors, account for more American jobs tied to exports than any other industry, and provide high-tech and higher than average wages for manufacturing sector in general. **This conference will highlight export opportunities for aerospace manufacturers and suppliers.**



DATE: Friday, June 22, 2018

TIME: CONFERENCE: 8:00 AM – 5:00 PM

RECEPTION: 5:00 - 6:30 PM

COST: EARLYBIRD: \$95 (ends June 1st)

REGISTRATION: \$125 (includes breakfast, lunch and reception)

EXHIBITION TABLE: \$200 (includes Registration fee)

LOCATION: University of Dayton's River Campus, 1700 S. Patterson Blvd, Dayton, OH 45409

TO REGISTER: [CLICK HERE](#)

Exhibition tables and sponsorships available

Contact Kathy Marshalek at 937.775.3524 or at Kathy.Marshalek@wright.edu for details.

Join us for this networking and educational opportunity!



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.



"SMALL BUSINESS: PROTECTING YOUR DATA LIKE FORT KNOX"

Practical ways to assess, defend and monitor your ever changing cyber exposure

Facilitated by:

Laurence Jones, President, RiskVersity

Marcus Thompson, President, Expedient Technology Solutions

Risk Audits:

- Analyzing your effectiveness of managing risks
- Developing strategies to protect your assets and improve your risk profile
- Monitoring and fine tuning risk management programs as your business evolves

CIS Controls:

- Key principles and prioritized set of actions to protect your organization and data from known cyber attack vectors

There will be action item takeaways for attendees

July 10 | 8:30-10:00am | Business Solutions Center

[Register Today!](#)

Thank you to our Sponsors:



TechnologyFirst.org | 937-229-0054 | 714 E. Monument Ave. Ste 106, Dayton, OH 45402
Communication | Education | Collaboration | Business Development