

Small Business Development Centers

## Good evening all,

We received additional information about Federal Disaster Recovery programs and wanted to share it with everyone.

As we mentioned in our last email, there are SBA Disaster Loans available for both residential loss and for businesses for damage resulting from the severe storms, straight-line winds, tornadoes, flooding and landslides on May 27 -29, 2019. Many businesses can apply for both physical and economic injury.

In order to apply for the SBA residential loans, you must first register with FEMA. Business are not required to register with FEMA, but it is recommended.

The site to do that is **DisasterAssistance.gov** or you can download the FEMA mobile app. If online or mobile access is unavailable, applicants should call the FEMA toll-free helpline at 800-621-3362. Those who use 711-Relay or Video Relay Services should call 800-621-3362.

To remind you, The disaster declaration covers:

- **Primary counties** Auglaize, Darke, Greene, Hocking, Mercer, Miami, Montgomery, Muskingum, Perry and Pickaway counties in **Ohio**. Businesses in these counties are eligible for both Physical and Economic Injury Disaster Loans from the SBA.
- Secondary Counties Allen, Athens, Butler, Champaign, Clark, Clinton, Coshocton, Fairfield, Fayette, Franklin, Guernsey, Hardin, Licking, Logan, Madison, Morgan, Noble, Preble, Ross, Shelby, Van Wert, Vinton and Warren in Ohio; and Adams, Jay, Randolph and Wayne in Indiana. Businesses and most nonprofit organizations in these counties are eligible to apply only for SBA Economic Injury Disaster Loans.

Once again here are links to information about the SBA Disaster Loans and the application website.

- <u>Three Step Process for SBA Disaster Loans</u>
- https://disasterloan.sba.gov/ela/

Remember, if you are in need of any assistance, please contact the SBDC at (937) 281-0118.

Take care,

The SBDC Team





# DOWNTOWN E-VENTS

## June 28-July 4, 2019 Featured Events



## July 3 - Lights in Flight Festival and Fireworks

City of Dayton; RiverScape MetroPark and surrounding areas, 111 E. Monument Ave.; 5-10:30 p.m. The annual City of Dayton Independence Day holiday fireworks display will send 'Lights in Flight' above downtown Dayton and the Great Miami River on Wednesday, July 3. The celebration will begin at 5 p.m. with a festival featuring music, food, and family fun at RiverScape MetroPark. Admission is free. The festivities wrap up with the spectacular Lights in Flight fireworks, sponsored by Marion's Piazza, at 10:00 p.m. Call 333-8400 for more information. Parking available for \$3 in the Main Street Garage at Main & Monument.

### June 29 - Party in the Park

Dayton Metro Library - Main Library, 215 E. Third St.; 1-4 p.m.

It's the family-friendly celebration of the season! Games, entertainment, activities, and experiences for all ages take place inside the Main Library and in Cooper Park, downtown. Admission and all activities are free; food trucks will be on hand for the purchase of food and beverages. The event takes place rain or shine. Featured at the Party in the Park is the premier of a brand new, original musical production called "Felix & Fiona's Musical Adventure," plus The Human Race Theatre Company wraps up its Summer Stock Kids Camp with a free performance of RIPPLES, an original play about bravery, imagination and space travel. More info here.

## **f** DowntownDayton Thru September 30



FREE LUNCHTIME ENTERTAINMENT

WEEKDAYS ON COURTHOUSE SQUARE

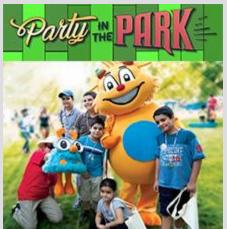
### July 1-5 -The Square Is Where

Courthouse Square, Third & Main sts.; 11:30 a.m.-1 p.m. Presented by the Downtown Dayton

Partnership and Montgomery County, The Square Is Where features free live noontime entertainment in the heart of downtown on Courthouse Square. Enjoy food vendors, games, fun tournaments and themed days, and much more. Grab your friends and coworkers and take a lunchtime break! For details and updates, visit the program's webpage or "like" its Facebook page at facebook.com/TheSquareIsWhere. For more info, call 224-1518, ext. 227. Presented with support from the Ohio Arts Council. The Square Is Where you should be on your lunch break this summer! Free.

### Coming Up:

Monday, July 1 - Music Mondays with Liftoff Entertainment Tuesday, July 2 - Trivia Tuesdays Wednesday, July 3 - Music from Joseph Glenn Thursday, July 4 - (holiday - no programming) Friday, July 5 - Fridays Rock! featuring Blue Heron Trio



### Thru June 29 -Works by Kathryn Pitstick & Carol Culbertson

*Fifth Third Center,* 1 S. Main St.; *M-F 8 a.m.-6 p.m.; Sat. 8 a.m.-2 p.m.* Kathryn is a printmaker and long time member of Dayton Printmakers Co-op. She works in intaglio, woodcut, linocut, dry point, monoprint, and screenprinting. Her compositions exhibit delicate details, abstraction and sometimes ambiguity. She has exhibited locally, regionally and internationally. Carol will be displaying her art as well. She is a potter, creating whimsical and seasoned utilitarian pieces. She will also be showing her exquisite hand woven scarves.

### Thru June 30 - Lizzie

<u>The Loft Theatre</u>, 126 N. Main St.; call for times.

"Lizzie Borden took an ax..." And we know what happened next. Or, do we? It's a powerhouse rock-show retelling of the sensational - and bloody - double murder that shocked New England in the summer of 1892, as told through the fierce performances of four stellar actresses.

#### Thru June 30 - Waitress Schuster Performing Arts Center,

Second & Main sts.: Call for times.

Inspired by the beloved film, *Waitress* tells the story of Jenna - a waitress and expert pie maker who dreams of a way out of her small town and loveless marriage. A baking contest in a nearby county and the town's new doctor may offer her a chance at a fresh start, while her fellow waitresses offer their own recipes for happiness. But Jenna must summon the strength and courage to rebuild her own life. Don't miss this uplifting musical celebrating friendship, motherhood, and the magic of a well-made pie! Tickets start at \$26. 228-3630 or ticketcenterstage.com.

#### Thru July 31 -19th Amendment Exhibits Dayton Metro Library - Main Library,

215 E. Third St.; during open hours. Women in the United States officially gained the right to vote in 1920, but Ohio ratified the 19th Amendment in June of 1919. That makes this month the 100th anniversary of Ohio's ratification of women's right to vote! Dayton Metro Library celebrates this monumental achievement with two

## June 28 - An Evening with Sharon Lane

<u>Bar Granada</u>, 5 W. Monument Ave; 9 p.m.

Come join the legendary Sharon Lane for an evening of great music and storytelling. You never know what friends she might bring! 18+after 8:30pm, \$7@ door. There is a parking lot adjacent to our building for \$1 on exit, after 8 p.m. (M-F) and \$1 on exit, all day Saturday.

#### June 28-30 - Fireworks Comedy Competition

<u>Wiley's Comedy Joint</u>, 101 Pine St.; Fri. & Sat. 7:15 & 9:30 p.m. Sun. 8 p.m.

This is the Thunderdome of comedy with a plethora of contestants entering and only one leaving victorious! An event so huge, everyone wants to come! Join us for Wiley's 812th (give or take a few) Fireworks Comedy Contest. Each comedian will give their own five minutes of funny in front of a panel of judges and an equally judgemental audience for a chance to win \$1,000! \$5-10. 223-5277.

## June 28-July 2 -Music & More at the OE

<u>Oregon Express</u>, 336 E. Fifth St.; call for times.

Friday, June 28, the OE presents live music from **The Times.** Saturday, June 29, come hear **Cricketbows.** On Tuesday nights, give your brain a workout with **Live Trivia**. Call for costs. 223-9205.

## June 28-July 4 - Music & More at Blind Bob's

<u>Blind Bob's Tavern</u>, 430 E. Fifth St.; call for times.

Friday, June 28, Blind Bob's welcomes Viceroy Kings, Flying Underground, and New World Natives. Saturday, June 29, Onlynoise presents Zack Daley, Soulucien, Loft Light, P.L.A.Y and others. Every Tuesday it's Best. Trivia. Ever. Thursday, July 4, it's Open Mic Night with Brandon. Call for costs. 938-6405.

#### June 28-July 4 -This Week at the DAI Dayton Art Institute.

456 Belmonte Park North; call for times. The DAI presents its latest exhibit, Monet and Impressionism, as well as Dorothy

### June 29 - Underdog Academy Broken English 101

<u>PNC Arts Annex</u>, corner of Second and Ludlow sts.; 8 p.m.

Underdog Academy presents Broken English 101: "Stories Within the Margin." In this installment of the Broken English series, UA dives into the vantage of the young black male in order to provide perspective on the culture, dialogue, and climate. With a UA only roster, come get to know the minds and the men behind Broken English. <u>Buy tickets</u> <u>here.</u>

## June 30 - Breakfast Tasting

*Third Perk Coffeehouse & Wine Bar.* 46 W. Fifth St.; 12 & 2:30 p.m. Come sample our new breakfast menu from our new chef. There are two seatings: Noon and 2:30. Call to reserve your seat. \$15 per person. 223-7375.

### July 1 - Stonewall 50th Anniversary Party

Toxic Brew Company, 431 E. Fifth St.; 8-11 p.m.

This summer will be 50 years since the fateful weekend at Greenwich Village's Stonewall Inn, when members of New York City's gay community fought back against police and governmental oppression and violence. The following year saw the first ever Pride Parades, and the modern LGBTQ rights movement was born. \$1 for every pint of Toxic Brew Co beer sold will benefit Greater Dayton LGBT Center, as will the proceeds from prizes and raffle baskets throughout the night. DJ Etch will be spinning his funkiest vinyl records from 8midnight.

## July 2 - LORE Store Workshop Graduation

LORE Culture, 116 W. Fifth St.; 6:30-8 p.m.

LORE Storytellers, recent graduates from the 4-week storytelling workshop, will get on stage to entertain you with their real-life stories of triumph, transformation and tragedy. You might laugh, you might shed a tear, you might be speechless, but regardless, you want to be here!

#### July 2 & 3 - This Week at The Barrel House

fascinating exhibits at the Main Library. See the *Suffragists: And They Persisted!* Art Quilt Show in the 2nd floor gallery, featuring intricate fabric artworks depicting faces behind the Women's Suffrage Movement. In the Opportunity Space @ Patterson, see 19th Amendment: Towards Equality for All, featuring historical photos, speeches, and other documents from the library's Women's Suffrage Collection. The exhibits are on display during regular library hours and are free and open to the public.

#### Thru September 30 -Music @ Lunch

## RiverScape MetroPark, 111 E. Monument

Ave.; 11:30 a.m.-1:30 p.m Take your break along the river! With live music for your week day, RiverScape MetroPark provides the perfect lunchtime destination. Whether it's meetings, free WiFi, or just a casual lunch break, you'll enjoy the sights, sounds and fresh air of Dayton's downtown MetroPark.

#### Thru March 31 - Tour de Way

#### 100+ locations along the Great Miami Riverway, including several in downtown Dayton.

Over 100 locations are offering \$3,000 in prizes! Tour de Way is a free passport program that lets you explore our region all year long with activities and locations perfect for the adventurer, art lover, aviation enthusiast, beer connoisseur, and everyone else in between. Every location you visit gets you another chance to win amazing prizes like a SmithFly Shoal Tent or an Opus Classico 2 bicycle from Spoken Bicycles. Tour de Way runs from May 4, 2019 to March 2020. <u>Find details here.</u>

## June 27-29 - This Week at Levitt Pavilion Dayton

<u>Levitt Pavilion Dayton</u>, 134 S. Main St.; 7 p.m.

Bring your picnic blanket, chairs, food, friends, and family and enjoy FREE live music at Levitt Pavilion Dayton! Thursday, June 27, come hear the genre-hopping indie rock of **The Accidentals.** On Friday, welcome the jazz quartet, **The Randy Villars Band.** Saturday, **The Dayton Funk All-Stars** return to the Levitt, consisting of members whose contributions to the music industry spans over three decades. For a full Height's Hats. Come view the NEW Exhibit: Our Century: Dayton Area Collects. Suggested admission to the museum is \$8 for adults; \$5 for seniors and groups; museum members, students (18+), and children/youth 17 and younger are free. Prices for special exhibitions and events vary. 223-5277.

#### June 29 -Cardio Dance in the Park RiverScape MetroPark, 111 E.

Monument Ave.; 5:30-6:30 p.m Fun and effective workouts under the pavilion are part of Fitness in the Park. Wear comfortable clothes and bring water. Come enjoy a terrific, free outdoor workout! Classes vary, so check metroparks.org for the specific class schedule. Weather Dependent. All ages. Free.

## June 29 - Kayak and Stand Up Paddleboard Rentals

RiverScape MetroPark,111 E.

Monument Ave.; 11 a.m.-4 p.m Kayak and stand-up paddleboard rentals will be held on select dates throughout the summer. Inflatable solo and tandem kayaks and inflatable stand-up paddleboards will be available for \$15 per hour, per person. <u>Find</u> <u>more info here.</u>

### June 29 - Spring into Summer Fashion Show & Pop-Up Shop

## White House Event Center,

101 E. Second St.; 3-6 p.m. Andrea Lamar Eyewear & Vidia's Closet presents the Spring Into Summer Fashion Show & Pop Up Shop. This Event is FREE to the public. A portion of the proceeds will be donated to the victims of the tornado disaster.

#### June 29 - 4th Annual Taco Truck Takeover

## <u>Yellow Cab Tavern</u>, 700 E. Fourth St.; 5-10 p.m.

Every variety and style of taco will be available from traditional to modern to downright experimental. We'll be hosting a "best bite contest" at 7pm in which each truck will submit one composed taco for our judges to try! The winner will be announced later that evening. Of course we'll also have

## <u>The Barrel House</u>, 417 E. Third St.; call for times.

Thursday, July 2, enjoy a **KBS Tasting**. Wednesday, July 3 is the next **Wu-Tang Wednesday.** 222-GRWL.

## July 2 & 3 -Dayton Dragons vs. Bowling Green Hot Rods

Dayton Dragons Professional Baseball; Fifth Third Field, 220 N. Patterson Blvd.; 7 p.m.

Catch one of the hottest tickets in sports - see the Dayton Dragons play baseball at Fifth Third Field! The firebreathers take on the Bowling Green Hot Rods. For tickets and more information, visit <u>daytondragons.com</u> or call 228-2287.

## July 3 - Independence Day Fireworks Viewing Party

Bar Granada, 5 W. Monument Ave; 6 p.m.-midnight.

Come celebrate Independence Day with Dayton Salsa Project at Bar Granada! Watch the fireworks from the air-conditioned viewing area on the second floor and enjoy hours of live Latin music before and after the fireworks! Latinarepas food truck will be serving their delicious Venezuelan food and there will be craft tequila cocktails, wine, beer, and other drinks at the bar. Cover: \$15 at the door (food & drinks purchased separately).

## July 3 -AcoustiCoffee Night

<u>Toxic Brew Company</u>, 431 E. Fifth St.; 8-11 p.m.

Every Wednesday, we'll be tapping multiple coffee infused and flavored beers, including our own and from fantastic guest breweries as some of Dayton's most talented and melodic strum and sing for your pleasure. Free admission.

#### July 3 & 4 - Distillery Tours <u>Belle of Dayton</u>, 122 Van Buren St.; 6 p.m.

Distillery tours are an extraordinary way to learn about craft distillation and spirits. The whole experience will give you the chance to see where our spirits are made and includes a sampling of our spirits - all made onsite! Book a tour here. schedule and more information, visit <u>levittdayton.org</u>.

## June 28 - Koeosaeme, CVN, & Giant Claw

<u>Skeleton Dust Records</u>,133 E. Third St.; 7-10 p.m.

Free show! CVN & KOEOSAEME are on tour from Japan. Giant Claw will be closing the show. This show will be a fund raiser for the Dayton Young Black Professionals, proceeds will go to Tornado Relief. Orange Milk will be selling the new LP's by these artists for \$10, all tapes for \$5. Free Pizza / BYOB. cocktails, craft beers, dessert trucks, and music! Free entry.

## June 29 - Vaisakhi USA Tour

Dayton Convention Center, 22 E. Fifth St.; 7-11 p.m. DJ Soni Entertainment & Speed 1 Transport present Vaisakhi USA Tour 2019 - Featuring Tarsem Jassar & Jass Bajwa live in Concert! For more information call DJ Soni: 513.600.4447 (djsoni718@gmail.com) or Bhinda Waraich: 513.284.6978.

## July 4 - Friends, Family, & Fireworks

## <u>Yellow Cab Tavern</u>, 700 E. Fourth St.; 6-10 p.m.

Come to a very special Fourth of July holiday edition of the Thursday Showcase at Yellow Cab featuring the Return of Troy Campbell! Troy will be joined by family and friends, playing music and telling stories. Like all Thursday Showcases, admission is free, but we will be collecting can goods and cash for The Foodbank of Dayton to help continue supporting those of our community impacted by the tornadoes.

#### Downtown's weekly e-vents

is produced by the Downtown Dayton Partnership, and is only a sampling of everything happening downtown. While every attempt is made to highlight events appealing to a variety of interests, e-vents is not intended to be comprehensive. For many more event listings, visit our website at <u>downtowndayton.org</u>. If you have questions about this email, reply to this message or call us at (937) 224-1518. Information is accurate to the best of our knowledge at the time of publication. Call the listed venue for event details.

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# DOWNTOWNDAYTON.ORG



## May Brought Exciting Projects!

In the month of May our Board approved a loan to Fluffy Dog Properties, LLC. to purchase a building in Monroe, OH. The property will be occupied by EICK Global Stem Academy, LLC, a start-up preschool/daycare business which will open later this year. KeyBank is the Third Party Lender in this transaction.

Our Board also approved a \$529,000 SBA 504 loan to Ohio Production Paint & Assembly Corp for new construction and expansion of their business. The Company is located in Osgood and Osgood State Bank provided the Third Party loan for this project.

## The SBA Is Offering Disaster Assistance After Storms and Tornadoes Smash Through the Region

According to Acting Administrator Chris Pilkerton, "Small businesses and most private nonprofit organizations in the following adjacent counties are eligible to apply only for SBA Economic Injury Disaster Loans: Allen, Athens, Butler, Champaign, Clark, Clinton, Coshocton, Fairfield, Fayette, Franklin, Guernsey, Hardin, Licking, Logan, Madison, Morgan, Noble, Preble, Ross, Shelby, Van Wert, Vinton and Warren in Ohio; and Adams, Jay, Randolph and Wayne in Indiana." There are other counties where BOTH physical damage AND Economic Injury loan assistance can be applied for. These were the counties primarily affected. These include Auglaize, Darke, Greene, Hocking, Mercer, Miami, Montgomery, Muskingum, Perry and Pickaway counties.

Information that you will find of assistance can be downloaded at the following links:

Disaster Declaration Fact Sheet Locations to Receive Assistance

Two Business recovery centers are being opened in Greene and Montgomery counties to assist businesses in applying for the loans:

Beavercreek Chamber of Commerce 3210 Beaver-Vu Dr. Beavercreek, OH 45434

Opens: Thursday, June 20, 2019 at 10 a.m. Hours: Weekdays, 8 a.m. – 5 p.m. Closed: Saturdays and Sundays

Montgomery County: Harrison Twp. Community Center 5945 North Dixie Dr. Dayton, OH 45414

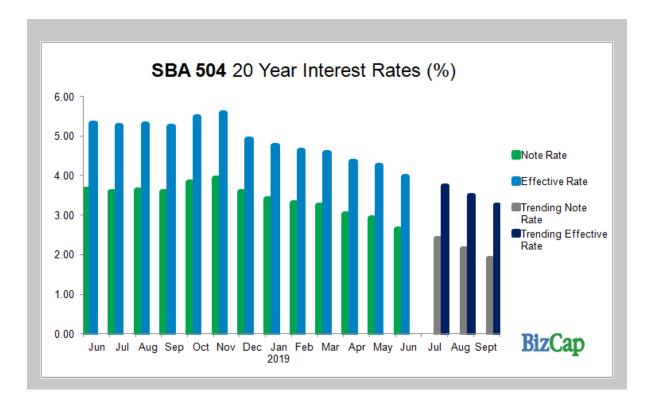
Opens: Thursday, June 20, 2019 at 10 a.m. Hours: Weekdays, 8 a.m. – 5 p.m. Closed: Saturdays and Sundays

Read the entire press release and learn details about the loans and interest rates.

## Interest Rates Keep Sliding Downward

This is sounding like a broken record, but interest rates have dropped again! Since November 2018 the 20 and 25 year rates have dropped by 1.286% and 1.240% respectively. The question is; how long will the rates continue to drop? We encourage you to get your application submitted if you are purchasing a building, constructing a new building, or purchasing new equipment. Rates have not been this low since September 2017!

Please go to <u>Eagle Compliance</u> and click on Weekly Market Commentary for current information provided by Eagle Compliance, LLC who is responsible for the marketing, pricing, and sale of the certificates (debentures) sold to investors to fund the SBA 504 Loan Program.



## SMALL BUSINESS LOANS AND RATES

Did you know that with a BizCap loan, your small business can retain more "cash in pocket" to fund operations. Why tie up your small business' cash in long-term capital assets when you can put it to better use as you grow your business?

## SBA 504 Loans

SBA 504 loans for new projects and to refinance existing real estate or capital equipment debt could be the perfect funding solution for your company's growth.

10 Year

20 Year

25 Year

New Loan2.761%4.365%Note RateEffective Rate

Refinance

N/A N/A Note Rate Effective Rate

## Refinance

2.645% 4.016% Note Rate Effective Rate

New Loan

New Loan

2.645% 3.983%

Note Rate Effective Rate

2.806% 4.090% Note Rate Effective Rate Refinance

2.806% 4.121% Note Rate Effective Rate

## **Ohio Regional 166 Loans**

Ohio Regional 166 loans are available anywhere in Ohio and have terms of up to 20 years, some even without requiring personal guarantees.

3.200% Fixed Rate

## **CDBG** Loans

CDBG loans are available anywhere in Montgomery County, Ohio (excluding the Cities of Dayton and Kettering) and have terms of up to 15 years.

**3.660%** Fixed Rate

## DO YOU NEED A SMALL BUSINESS LOAN?

Give us a call today to discuss your project and determine which BizCap loan program is best for you.

**Gary Fischer** 

937.531.7038 gfischer@countycorp.com



BizCap 937.225.6328 BizCap is a program of <u>CountyCorp</u>



## **Tornado Relief**

Following the devastating tornadoes in the Dayton Region last month, many local partners have compiled resources for businesses affected, and for people looking to help.

- BusinessFirst <u>https://www.resources4business.info/businessfirst/protectMyBusiness.h</u>
  <u>tml#panel6</u>
- Dayton Chamber of Commerce
  <u>https://daytonchamber.org/disaster-relief-in-dayton-how-chamber-members-can-give-receive/</u>
- Any veteran living in Montgomery County can get assistance from the Montgomery County Veterans Service Commission. Up to \$1,000 in assistance is available for storm-related insurance deductibles. Email <u>veteransinfo@mcohio.org</u> or call 937-225-4801.
- There are lots of ways you can help with recovery efforts, but an important one is by shopping and eating at local restaurants. Throughout this summer, spend your money at local businesses and **#ShopDaytonStrong**.
- The <u>U.S. Small Business Administration</u> (SBA) has opened two local centers for people and businesses affected by the recent Memorial Day tornadoes.

## FAA Approved!

In April, the Federal Aviation Administration (FAA) confirmed that new technology developed in collaboration between AFRL and the State of Ohio - called SkyVision – safely, accurately, and effectively allows unmanned aircraft systems (UAS or "drones") to detect and avoid other aircraft while in flight.



## 2019 DDC Community Leader Fly-In

The 35th Dayton Development Coalition Annual Community Leader Fly-In in Washington, DC, wrapped up on April 5. 140 people attended a three-day event that featured keynote speakers, an award presentation, congressional meetings, and group tracks.

In case you missed it, we wanted to share the highlights:

- Keynote speakers: Joe Zeis, Aerospace & Defense Advisor to Governor Mike DeWine; Matthew Donovan, Under Secretary of the Air Force; and Marti Taylor, President & CEO, OneFifteen.
- The Dayton Development Coalition awarded its Dave Hobson Dayton Region Advocate Award, to Mayor Dick Church.

## **Events**

#### **UAS Midwest**

#### August 07, 2019 | 10:00 AM - 5:00 PM

Clark State Community College Hollenbeck Bayley Conference Center

This year's event will reflect the advancements in this fast-paced industry throughout the Midwest, and how Ohio is leading the way in Beyond Visual Line of Sight operations. As the

technology and approvals advance, this regional focus will encourage collaboration and commercial partnerships throughout the Midwest. Registration coming soon! <u>Tentative agenda</u>.

## On the Road

Mitch Heaton, Vice President, Economic Development for the DDC, recently traveled to Salt Lake City for the Site Selectors Guild.

"The goal of the event is to create a unique environment to promote learning, networking and relationship building for the site selection consultants and economic developers who lead the profession." said Heaton, "I was able to gain significant face time throughout the three days with the targeted guild members."

To find out more about the trip and what Mitch learned on his travels, click on the link below to read his blog.

## Read More

### News

USAF Thunderbirds highlight concert, military celebration

Wright-Patt to host F-35 support organization, bringing 440 jobs

Sinclair named nation's top school for vocational training

Wright State program ranks No. 1 in U.S.

First Look Inside Verily's OneFifteen Addiction Treatment Center

Dayton area's new drone testing site presents lucrative opportunity for businesses

Area women, single moms find new options in blue-collar jobs

How a \$130M school expansion could help businesses find more workers

Rooftop restaurant, new parking garage eyed for downtown Dayton's largest office tower



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> Our mailing address is: Dayton Development Coalition 40 N. Main St. Suite 900 Dayton, OH 45423



Small Business Newsletter July 2019

## **Chapter Chair Corner**



Ann Riegle Crichton Chapter Chair

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

#### Our thoughts remain with the business owners who were impacted by the tornadoes in May.

Dayton SCORE is here to help you with every facet of your business life, so please don't hesitate to reach out to your mentor or to me if there is anything we can do to help. The SBA and FEMA will be setting up shop in the local area to make applying for assistance easier. Contact your local county office or check the Dayton Daily news for the dates and locations.

#### We're working to bring back some of the popular for-profit classes as the year progresses.

**Customer Lifecycle Marketing** will be presented at the newly renovated Wilmington-Stroop Library on Saturday, July 13 <u>register here</u>.

## Fall 2019 Nonprofit Training Workshop Schedule



The Fall 2019 Nonprofit series focuses on topics that our research has shown to be of critical importance to nonprofits. These workshops begin at 10:00 AM are FREE and include a lunch (12:00 - 1:00 PM) that affords the opportunity for networking. Registration will open 60-days before the workshop is scheduled.

- Sep 12 "Strategic Planning"
- Sep 25 "Board Development "
  - Oct 3 "Fundraising"
  - Oct 17 "Marketing"
- Oct 31 "Volunteer Management
- Nov 14 "Financial Management "

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

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

Workshops Information »

July 16 - Insight for Women in Business Networking Session



Dayton SCORE is partnering with the Dayton Metro Library, Dayton Area Chamber of Commerce and Women in Business Networking to pull off a fabulous evening of networking and learning from each other at the Mandalay on July 16. The Insights for Women in Business committee has established a business book club for women.

More details and registration <u>Click</u> <u>Here »</u>

## For-Profit Training Workshop - Customer Lifecycle Marketing



July 13 - Customer Lifecycle Marketing <u>REGISTER >>></u> This workshop provides basic insight into current marketplace conditions, the emerging customer lifecycle and how to maximize marketing investment, customer acquisition, sales, revenue and profit throughout the lifecycle stages.

It introduces the front-office, topline business performance planning model and process and how it an impact business goals, objectives and stakeholder expectations.

## Miami Valley Calendar of Workshops and Events



There are 11 workshops and events scheduled for **July** in Miami Valley business area. These business related workshops, and events are highlighted by **Dayton SCORE**, **Dayton Metro Library**, **SBA**, and **local business associations**.

**Review Event Calendar** 

Voice Search Technology Benefits Small Businesses

## **Top Industries for Voice Searches**



Did you know that no other sector has benefitted more from voice search than small, local businesses? Our latest infographic breaks down the rising popularity of voice search and how your business should be optimizing its website to accommodate this new technology.

Read More

Make Your Marketing Work: Track the Correct Analytics

## July 9 @ 1 p.m. ET / 10 a.m. PT



This webinar will explain how to use Google Analytics and Facebook Insights to improve your Return on Investment (ROI).

#### **Register Now** »

## **Top 4 Considerations When Buying a Business**

## July 11 @ 1 p.m. ET / 10 a.m. PT



In this webinar you will learn how to, protect your assets by forming a corporation or LLC, develop your brand, understand the market and competition, and evaluate ROI on your investments and growth opportunities.

**Register Now** »

## Expert Tips to Keep Your Online Customers Excited and Engaged

## July 18 @ 1 p.m. ET / 10 a.m. PT



In this webinar, you will learn how to survive in online retail by keeping your site fresh and relevant, changing up products, and building a customer community.

**Register Now** »

## Get More Clients....While You Sleep

July 25 @ 1 p.m. ET / 10 a.m. PT



This webinar will educate you on the types of chatbots available and how to setup a chatbot automation system.

**Register Now** »

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



Small Business Success: KILI Medical Drain Carrier

Cinde Dolphin's experience as a four-time cancer survivor made her determined to help other patients. Her medical device company, KILI Medical Drain Carrier, provides a better way for people to wear and access wound-care drains. "The fact that I survived cancer so many times put me in a position to give back to the global community," she says.

**How SCORE helped:** Dolphin's SCORE mentor, Venki Venkatamaran, helped her create a business plan and a sales forecasting template. Venki worked with Cinde to secure operations so that her device could be produced overseas. "The key to my success is a wonderful and professional SCORE mentor," she says.

Read the **full article** and **access all articles for small businesses currently in operation**.



SCORE is a nonprofit association dedicated to helping small businesses get off the ground, grow and achieve their goals through education and mentorship. We have been doing this for more than 50 years. Because our work is supported by the U.S. Small Business Administration, and thanks to our network of 10,000+ volunteers, we are able to deliver our services at no charge or at a very low cost.

Find out more about our mission, vision and values here.





Funded in part through a Cooperative Agreement with the U.S. Small Business Administration. All opinions, conclusions, and/or recommendations expressed herein are those of the author(s) and do not necessarily reflect the views of the SBA. 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 28, 2019** – The Warren County SBDC will be hosting **Business Marketing & Tech** in Lebanon. This FREE workshop will discuss web branding and design, communication and PR, SEO marketing, sales and customer service, and networking and collaboration. To register, please visit <u>here</u>.

June 28, 2019 – Dayton Tech Guide will be hosting **Fourth Friday** in Dayton. This FREE event will feature a full day of co-working, connecting, and workshops. The workshops include *Early Risers* which features local entrepreneurs who will pitch their ideas to an audience who will provide feedback and possibly grant their "ask." To register, please visit <u>here</u>.

June 28, 2019 – Innovate New Albany will be hosting 11 Sources of Capital for Startups in New Albany. This FREE workshop will discuss sources of financing for startups, understanding capital investment options, and characteristics of great companies. To register, please visit <u>here</u>.

**July 2, 2019** – Technology First will be hosting **Opportunity Finding** in Dayton. This seminar will feature the president of Wright State University who will discuss leadership strategies and how agility and problem solving play into leadership attributes. To register, please visit <u>here</u>.

July 9, 2019 – 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 <u>here</u>.

**July 9, 2019** – Dayton Tech Guide will be hosting **Pints & Preneurs** in Dayton. This month's FREE event will feature the owner of TheZe DealZ who will highlight several West Dayton businesses and entrepreneurs. To learn more and to register, please visit <u>here</u>.

**July 9, 2019** – The SBDC at Ohio University will be hosting **Effective Retailing** in Zanesville. This FREE workshop will discuss salesmanship, pricing, and customer service. To register, please visit <u>here</u>.

**July 9-10, 2019** – 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 <u>here</u>.

**July 10, 2019** – Confluence will be hosting **Confluence Connects** in Cincinnati. This workshop will feature top scientists from the U.S. EPA who will discuss the latest break-through research, ongoing challenges, and technology needs in providing safe drinking water. To register, please visit <u>here</u>.

**July 10, 2019** – The Innovation Center at Ohio University will be hosting an **IDEAtion Workshop** in Athens. This FREE workshop is designed to coach attendees through the next steps in developing a business idea. To register, please visit <u>here</u>.

July 10, 2019 – The SBDC at Kent State-Tuscarawas will be hosting **So You Want to Open a Restaurant, Food Truck, Coffee Shop, Catering, etc...?** in New Philadelphia. This workshop will discuss the research, planning, capital, and perseverance needed to start and operate a successful food business. To register, please visit <u>here</u>.

July 10-11, 2019 – ECDI will be hosting Base of a Successful Enterprise (B.A.S.E.) Class in Columbus. This twoday course will discuss finding, reaching, and connecting customers, legal business structures, tax requirements, how to market and sell your product/service, how to write a business plan, and access to sources of financing. To register, please visit <u>here</u>.

July 11, 2019 – The Foreign Policy Leadership Council will be hosting How Should America Compete in the New Global Superpower Competition? in Cincinnati. This seminar will discuss the ways America can remain competitive through military, diplomatic, and private investment initiatives. To register, please visit here.

July 11, 2019 – The Dayton Better Business Bureau and WiBN will be hosting Accounting Nightmares...my shoebox isn't working anymore in Dayton. As part of their *Entrepreneur Group*, this workshop will discuss the importance of organizing business finances. To register, please visit <u>here</u>.

**July 12, 2019** – The Greater Cincinnati SCORE will be hosting **The Woman Behind the Business** in Sharonville. This FREE workshop will focus on empowerment, motivation, and tools that successful women entrepreneurs need to build and grow a business. To register, please visit <u>here</u>.

July 12, 2019 – Innovate New Albany will be hosting **Pre-Suasion: Setting the Stage for Influence** in New Albany. This FREE workshop will discuss pre-suasion and how it can help reach business goals faster and more easily. To register, please visit <u>here</u>.

July 15, 2019 – Technology First will be hosting the Artificial Intelligence Symposium in Dayton. This event will look at the advantages that AI offers, as well as how AI can threaten humanity. To learn more and to register, please visit <u>here</u>.

**July 15, 2019** – The SBDC at Kent State-Tuscarawas will be hosting a **Business Start-Up Workshop** in New Philadelphia. This workshop will provide an overview of issues related to starting and operating a business such as business and financial planning, market demand, and financing. To register, please visit <u>here</u>.

**July 16, 2019** – The Greater Columbus Chinese Chamber and the Columbus Region Logistics Council will be hosting **Forces of Change in Logistics** in Groveport. This workshop will discuss the increasing tensions between the U.S. and China and how American companies are adapting their China operations and exploring alternatives. To register, please visit <u>here</u>.

**July 16, 2019** – The SBDC at OSU-South Centers will be hosting **Starting a Business** in Piketon. This FREE workshop will cover every step needed to get a business up and running. Topics include forms and licenses, marketing tips, how to maintain proper records, and financials. To register, please visit <u>here</u>.

July 16, 2019 – Columbus SCORE will be hosting Customer Service – Does It Still Exist or Is It All Just Robots? in Dublin. This workshop will discuss transforming customer experience as a business owner and growing the value of the business. To register, please visit <u>here</u>.

July 16, 2018 – Dayton SCORE, the Dayton Metro Library, and WiBN will be hosting Succeeding From Reading: A Book Discussion for Every Woman in Business in Dayton. This workshop will discuss the must-read books for women pursuing professional growth and finding their GRIT (Growth, Resilience, Integrity, Tenacity). To register, please visit <u>here</u>.

July 16, 2019 – 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 <u>here</u>.

July 16-18, 2019 – DaytonDefense will be hosting Wright Dialogue with Industry in Dayton. This conference will offer in-depth unclassified and classified comprehensive presentations, panels, and one-on-one technical sessions related to the Air Force science and technology focus areas and aerospace research and development. To register, please visit here.

July 17, 2019 – ODOT will be hosting a DBE Certification Workshop in Sidney. This FREE workshop is offered to assist companies who are interested in Disadvantaged Business Enterprise (DBE) Certification and understanding ODOT contract opportunities. To register, please visit <u>here</u>.

July 17, 2019 - 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, resources available, business plans, and more! To register, please visit <u>here</u>.

July 18, 2019 – Technology First will be hosting Anticipated Impacts of AI and Automation in Dayton. This event aims to foster awareness and stimulate discussion of the impact of AI and automation on the Dayton region – in terms of threats and opportunities. To register, please visit <u>here</u>.

July 18, 2019 – The SBA, City of Cincinnati, the African American Chamber of Commerce, ODOT, SBDC, and MBAC will be hosting **Contacts to Contracts** in Cincinnati. This FREE workshop will discuss the importance and benefits of contracting certification programs, succession planning, how to scale a business, access to capital, and more! To register, please visit <u>here</u>.

July 18, 2019 – 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.

**July 19, 2019** – The SBDC at Ohio University will be hosting **Social Media Marketing** in Logan. This FREE workshop will discuss the various social media platforms and how to effectively market your business on them. To register, please visit <u>here</u>.

**July 20, 2019** – The Miami Valley SBDC will be hosting a **New Business Information Session** in Dayton. This FREE seminar will provide an overview of issues related to starting and operating a business such as business and financial planning, market demand and financing. To register, please visit <u>here</u>.

**July 20, 2019** – Cincinnati SCORE will be hosting **Credit Repair & Money Know-How** in Cincinnati. This workshop will discuss credit scores, how to improve them, money basics, compound interest, and getting out of debt. To register, please visit <u>here</u>.

**July 20, 2019** – Wright State University will be hosting **Trademark Basics** in Dayton. This FREE workshop will discuss basic trademark information, federal and state restrictions, the mechanics of searching conflicting marks and registrations, and more. To register, please visit <u>here</u>.

July 23-24, 2019 – 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 <u>here</u>.

July 25, 2019 – The SBDC at The Entrepreneurs Center will be hosting **Recordkeeping for a Small Business** in Dayton. This FREE workshop will provide an overview of recordkeeping and is designed to help participants understand how recordkeeping can benefit their small business. To register, please visit <u>here</u>.

**July 25, 2019** – 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 <u>here</u>.

July 26, 2019 – The Warren County SBDC will be hosting **Working on Yourself: Personal & Professional Development** in Lebanon. This FREE interactive workshop will provide subject matter expert analysis and action steps to improve organizational and sales management, as well as leadership skills and communication exchanges. To register, please visit <u>here</u>.

**July 26, 2019** – The SBDC at Ohio University will be hosting **Social Media Marketing** in Athens. This FREE workshop will discuss the various social media platforms and how to effectively market your business on them. To register, please visit <u>here</u>.

July 26, 2019 – Innovate New Albany will be hosting The Root Cause of Almost Every Business Failure (And How YOU Can Use This Knowledge to Avoid It and Scale Your Business) in New Albany. This FREE workshop will discuss the four pillars to Build Your Dynasty. To register, please visit <u>here</u>.

July 29, 2019 – The SBDC at the Hamilton Mill will be hosting **Small Business Federal Government Contracting Certifications** in Middletown. This FREE workshop will provide an overview of the 8(a) Business Development Program, HUBZone Certification, Woman-Owned Small Business Certification and other programs. To register, please visit <u>here</u>.

**July 30, 2019** – Cincinnati SCORE will be hosting **Small Business Dream to Reality** in Cincinnati. This workshop will discuss the myths, the realities, and the adventure of becoming a successful business owner. To register, please visit <u>here</u>.

July 31 and August 7, 14, & 21, 2019 – The SBDC at Columbus State will be hosting Market Your Way to Success in Columbus. This four-part workshop will discuss identifying and determining your target market, developing marketing strategies that sell, and marketing presentations. To register, please visit here.

August 1, 2019 – Columbus SCORE will be hosting Learn How the Library Is Your Premier Source for Business Information in Columbus. This workshop will discuss the free business data available through the library and how it can help a business succeed. To register, please visit <u>here</u>.

**August 6, 2019** – The Columbus Regional Airport Authority will be hosting the **Annual Foreign-Trade Zone Seminar** in Columbus. This FREE seminar will discuss the benefits of foreign-trade zone and how the program can help companies compete globally. For more information and to register, please visit <u>here</u>.

August 7, 2019 – The SBDC at The Entrepreneurs Center (TEC) and the Dayton Public Library will be hosting Market Research that Won't Break the Bank in Dayton. This FREE workshop will discuss the various resources available to identify potential customers, information on market size, researching competition, and more! To register, please visit <u>here</u>.

August 7, 2019 – The Dayton Development Coalition will be hosting UAS Midwest 2019 in Springfield. This event will reflect the advancements in the Beyond Visual Line of Sight operations throughout the Midwest and how Ohio is leading the way. To learn more, please visit <u>here</u>.

August 7-8, 2019 – 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 <u>here</u>.

**August 8**, **2019** – The Ohio Development Services Agency, Export Assistance will be hosting the **Export Internship Program Showcase** in Columbus. This FREE event will highlight the accomplishments of the Class of 2019 and demonstrate the positive impact of partnerships in the state of Ohio, its universities and private industry. Registration information will be forthcoming.

August 8, 2019 – The Miami Valley SBDC, Co-Op Dayton, Sunbelt Advisors, and the SBA will be hosting a **Small Business Owner Succession Planning Seminar** in Beavercreek. This FREE workshop will discuss the best time to sell, adding value to the business, tax considerations, and investment strategies. Registration details will be forthcoming.

August 13, 2019 – The SBDC at Columbus State will be hosting **Contract Bidding for Small Businesses** in Columbus. This workshop will discuss the bidding process and the keys to creating a competitive bid. To register, please visit <u>here</u>.

**August 14, 2019** – ODOT will be hosting a **DBE Certification Workshop** in Delaware. This FREE workshop is offered to assist companies who are interested in Disadvantaged Business Enterprise (DBE) Certification and understanding ODOT contract opportunities. To register, please visit <u>here</u>.

**August 15, 2019** – Northup Grumman and the USC Center for Economic Development will be hosting a **Cybersecurity Workshop Training** in Dayton. This FREE cybersecurity event is designed for small businesses through an Air Force Small Business Office Mentor Protégé Program. To register, please visit <u>here</u>.

**August 17, 2019** – The SBDC at The Entrepreneurs Center (TEC) will be hosting a **New Business Information Session** in Dayton. This FREE seminar will provide an overview of issues related to starting and operating a business such as business and financial planning, market demand and financing. To register, please visit <u>here</u>.

August 21, 2019 – The Springfield SBDC will be hosting What Every Small Business Owner Must Know About Cybersecurity in 2019 in Springfield. This FREE workshop will discuss cybersecurity solutions for small businesses. To register, please visit <u>here</u>.

August 21-22, 2019 – 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 <u>here</u>.

**August 23, 2019** – The Warren County SBDC will be hosting **Cyber Security Solutions** in Mason. This FREE workshop will discuss cybersecurity solutions for small businesses. To register, please visit <u>here</u>.

**August 27, 2019** – The SBDC at the Ohio State-South Centers will be hosting **Access to Capital** in Piketon. This FREE workshop will discuss different local funding options and go in-depth on the necessary financials needed for funding. To register, please visit <u>here</u>.

August 28, 2019 - 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, resources available, business plans, and more! To register, please visit <u>here</u>.

**August 29, 2019** – 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 <u>here</u>.

Koffee Talks

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

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

To learn more and to register, please visit here.

#### Ohio Manufacturing Extension Partnership (MEP) Program

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

#### **Need Help Marketing Your Products or Services Internationally?**

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

#### **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 Peimaan Fallah at (614) 644-3666.

## USDA, Rural Development, Business & Industry Loan Guarantee Program has funding available for Fiscal Year 2019!

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

- Acquiring new businesses or expanding existing businesses;
- Purchasing and improving real estate;
- Purchasing machinery & equipment;

- refinancing outstanding debt; and
- providing term working capital.

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

- Broadband; high-speed internet connectivity.
- Commercially available unmanned technologies.
- Food distribution such as grocery stores and food manufacturing along with agritourism and biotechnology.
- Advancement of energy security by boosting production of energy from natural gas, oil, coal and renewables.
- A focus on "made in America" including projects for infrastructure, distribution, and value-chain participants.
- Projects that advance the quality of life. For example modern utilities, medical services, and for the treatment and recovery of opioid addiction.
- Advancement of career training and development.

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

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

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

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

**SBA webinars and events** – For an updated list of SBA webinars and events for Ohio, please visit <u>here</u>. Topics include healthcare, contracting, financing, and more.

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

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

**Upcoming International Trade Missions and Webinars** – The Ohio Development Services Agency and the U.S. Department of Commerce provide numerous opportunities to companies interested in participating in international trade missions. To see a list of upcoming missions through the State of Ohio, please visit <u>here</u>. To see a list of upcoming trade missions through Commerce, please visit <u>here</u> and for upcoming webinars, please visit <u>here</u>.

**SBA Resource Guide** – The SBA is happy to announce that the SBA Columbus Resource guide is now available electronically on our district website at: <a href="https://www.sba.gov/sites/default/files/resourceguide\_3138.pdf">https://www.sba.gov/sites/default/files/resourceguide\_3138.pdf</a>

Alexander Kohls Senior Area Manager – Dayton Region Columbus District Office **U.S. Small Business Administration** (614) 633-6372 <u>alexander.kohls@sba.gov</u>



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U.S. Small Business

Administration

## **Disaster Relief for Businesses**

"Getting businesses and communities up and running after a disaster is our highest priority." - SBA Acting Administrator Chris Pilkerton

DAYTON

METRO

SBA will open Business Recovery Centers in Greene and Montgomery County to help businesses apply. SBA representatives can provide information about disaster loans, answer questions and assist businesses in completing the SBA application.

In Montgomery County: Harrison Twp. Community Center, 5945 North Dixie Dr. Opens: Thursday, June 20 at 10 a.m. Hours: Weekdays, 8 a.m.-5 p.m., closed Saturdays and Sundays

To be considered for all forms of disaster assistance, applicants should register online at <u>DisasterAssistance.gov</u> or download the FEMA mobile app.

Additional details on the locations of Disaster Recovery Centers and the loan application process can be obtained by calling the SBA Customer Service Center at 800-659-2955 (800-877-8339 for the deaf and hard-of-hearing) or by sending an e-mail to <u>disastercustomerservice@sba.gov</u>.

## **Upcoming Programs and Events:**

## A Book Discussion for Every Woman in Business

As part of the Insights for Women in Business series, Dayton SCORE, the Dayton Area Chamber of Commerce, Dayton Metro Library and WiBN will partner together to present a book club with GRIT this summer. Participants will choose from 4 different must-read books that represent traits with GRIT- Growth, Resilience, Integrity or Tenacity. Read the book, then plan to gather for networking and discussion on *Tuesday, July 16, 4:00-6:00 p.m. Mandalay Banquet Center* 2700 E River Rd, Moraine, OH 45439.

Cost: \$15 per person and registration is required. Details and registration <u>here</u>. Registration includes appetizers, notebook, bookmark, pen and small tote bag. If you would like to participate but cost is a barrier, please email <u>Melissa Cutcher</u> for scholarship possibilities.Call Ann Riegle Crichton at 937.496.8631 for more details.

#### **SCORE Small Business Counseling**

The Dayton Chapter of SCORE, a national network of experienced entrepreneurs and corporate managers, offers free one-on-one counseling sessions for anyone who is considering starting their own business or needs assistance with an existing business. Call 937-496-8631 to schedule an appointment with a SCORE counselor. **FRI, 7/5, 10 AM - 1 PM**, <u>Main Library</u>

#### SCORE Customer Lifecycle Marketing

This free workshop provides basic insight into current marketplace conditions, the emerging customer lifecycle and how to maximize marketing investment, customer acquisition, sales, revenue and profit throughout the lifecycle stages. It introduces the front-office, top-line business performance planning model and process and how it an impact business goals, objectives and stakeholder expectations. Registration is required at <u>dayton.score.org</u>.

SAT, 7/13, 9:30 AM - 12 PM, Wilmington-Stroop Library

#### Library Resources for Business Owners and Entrepreneurs

The Launch Point collection includes many great books for the business reader. The Library also maintains an excellent assortment of online databases (that you can use in the library, at home or the office) to find competitors, potential customers and more. Join Business Services Librarian Ann Riegle-Crichton as she explains why a DML library card is essential equipment for business success. **WED**, **7/22**, **7-8 PM**, <u>Main Library</u> (*Note: New date.*)

## **Useful Links**

Ohio Business Portal U.S. Small Business Administration Dayton SCORE The Entrepreneurs Center Miami Valley SBDC

# DAYTON Area Chamber of Commerce

## **Chamber Events**



### **Questions? Suggestions?**

Ann Riegle Crichton Business Services Librarian Dayton Metro Library 937.496.8631 DaytonMetroLibrary.org/Launch-Point



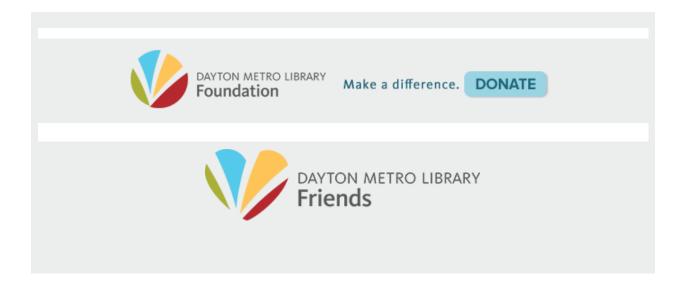
**АSK ME** 937.463.воок

One convenient number for all Dayton Metro Libraries

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

DaytonMetroLibrary.org







## Join us on August 7, 2019, at the Clark State Community College Hollenbeck Bayley Conference Center in Springfield, Ohio.

Come see why the FAA authorized Beyond Visual Line of Sight operations to the US Air Force Research Laboratory in the state of Ohio, and how you can fly BVLOS.

This year's event will reflect the advancements in this fast-paced industry throughout the Midwest, and how Ohio is leading the way in Beyond Visual Line of Sight operations. As the technology and approvals advance, this regional focus will encourage collaboration and commercial partnerships throughout the Midwest.

### **Details:**

Wednesday, August 7, 2019 10:30 AM - 6:00 PM EDT

### Location:

Hollenbeck Bayley Creative Arts 275 South Limestone Street Clark State Community College Springfield, OH 45505

Paid display tables and sponsorships are available! Click here for more information.



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Our mailing address is: Dayton Development Coalition 40 N. Main St. Suite 900 Dayton, OH 45423

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## Join us at the Small Business Owner Succession Planning Presentation

Click For the Agenda

**Meet the Experts** 

## **Mark Lankford**



Mark has been counseling SBDC clients for over seven years. His specialty areas include business planning, cash flow projections and assisting with business sales and acquisitions.

CBA/SBDC

## **Rachel Meketon**



Significant experience in community and economic development with a focus on processes that are inclusive and outcomes that address social and economic inequalities.

Co-Op Dayton

## **Kate Vriner**



Certified Business Intermediary with a demonstrated history of working in the business broker industry. Strong experience in account management, financial and profitability analysis, customer and client relations, and interprofessional collaboration.

Sunbelt Business Advisors

## **Event Details**

Thursday, August 8, 2019

7:00pm-9:00pm

Register Here!

Russ Research Center – Gateway Training Facility

2642 Indian Ripple Road, Beavercreek Ohio

Click For the Map of RUSS RESEARCH FACILITY

