

# Access to Contracts

Wednesday, September 6, 2017

11:30 AM - 1:00 PM

## Featured Organizations:

- **Dayton Children's Hospital** - Scott Parker, Director, Supply Chain Management,
- **Kettering Health Network** - Trisha Gillum, Director of Supply Chain Management & Purchasing
- **University of Dayton** - Sara Harrison, Executive Director of Procurement & Payable Services
- **Air Force Material Command (AFMC)** - Farris Welsh, Director Small Businesses Programs

Are you interested in doing business with Dayton Children's Hospital, Kettering Health Network, University of Dayton, and Wright Patterson Air Force Base? Learn what is required to access contracts and do business with four of the largest buying organizations in our region.

Procurement Officers will share best practices for successfully doing business with their companies/institutions. All are invited to participate – SBE's, MBE's, WBE's, VBE's and DBE's. Space is limited, so please register early!

For additional information contact Jessica Wagner at 937.226.8258 or [jwagner@dacc.org](mailto:jwagner@dacc.org).



## Our Sponsors

**Taft/**

**FIRST**

first financial bank

## Location



Dayton Metro Library  
Northwest Branch  
2410 Philadelphia Dr.  
Dayton, OH 45406

## Cost

Members: \$25  
Future Members: \$30

## Registration

Please register online via the **Event Calendar** at [daytonchamber.org](http://daytonchamber.org).

# FMMF FOREIGN MILITARY FINANCE SEMINAR

## SEPTEMBER 12, 2017

### DAYTON, OHIO

Each year, the Israel Ministry of Defense (IMOD) uses U.S.-provided security assistance to purchase over \$2 billion worth of products and services in the U.S., and half of these purchases—\$1 billion annually—are made directly from U.S. businesses. The Dayton Region Israel Trade Alliance (DRITA) is hosting a statewide seminar focused on helping Ohio companies access this opportunity.

IMOD is looking for new vendors, and companies of all sizes are welcome to attend. There is NO COST to become a registered vendor with IMOD or to attend the seminar.

This event is a unique opportunity for Ohio businesses to learn about IMOD's needs for technology, equipment and other supplies, and about how to do business with the Israeli government. There will be time for one-on-one meetings with the Israeli delegation to discuss your product or services.

**FMMF SEMINAR**  
**September 12, 2017**  
**Dayton Masonic Center**  
**525 W. Riverside Ave.**  
**Dayton, Ohio 45405**

#### For More Information:

Contact Pam Fannin at (937) 225-6140 or [fanninp@mcohio.org](mailto:fanninp@mcohio.org)

To Register [CLICK HERE](#)

#### Targeted Industries:

- Aerospace
- Advanced Manufacturing
- Software/IT
- UAS/UAV/Drones
- Ground-Based Vehicles & Systems
- Defense/Security

#### What You Will Learn:

- The wide variety of products and services purchased by IMOD in the U.S.
- How to register in IMOD's e-commerce system and view opportunities
- Overview of relevant rules and regulations
- Experiences of Ohio businesses that have previously worked with IMOD

#### Agenda:

8:30am Registration & Breakfast

9:00am Welcome

9:15am IMOD Presentations

10:45am FMMF Case Studies

11:30am Lunch

1:00pm

- IMOD One-on-One Meetings
- Business Resource Presentations

3:00pm Program Conclusion



The Greater Dayton Foreign Trade Zone, Inc.



Dayton Region Israel Trade Alliance

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September 12th

## Women in Manufacturing Breakfast

### The Truth About the Millennial Generation

Speaker: Christy Shell

As every new generation enters the workforce there are a new set of values, mindsets and behaviors that are the hallmark of that group, the same is true for the millennial generation. Reportedly, employers are baffled about how to motivate and lead their freshest young talent. But, is the hype about millennials warranted? Or, is it just a natural cycle of change and growth?

Christy Shell, owner of Zeal Coaching for Life and Career, offers us the opportunity to seek to understand the tension and the bridges between the generations. First by sharing her insight into working with both supervisors and young professionals, then by facilitating an open conversation with a panel of young professionals as we find out the truth and myths about millennials.

## Reserve Your Seat

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September 18th – 20th

# Discover Global Markets: U.S. Manufacturers to Europe & Beyond

FASTLANE is partnering with the U.S. Commercial Service, part of the U.S. Department of Commerce's International Trade Administration, to encourage aspiring, new, or experienced exporters to attend. Transform your export strategy in just over two days at [Discover Global Markets: U.S. Manufacturers to Europe & Beyond](#). Meet with procurement contacts at manufacturing OEMs like Airbus, Rockwell Automation, and others, receive one-on-one export counseling about opportunities for your firm, and network with other exporters.

## Register today

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## September 19th

# Intellectual Property Workshop – Protect Your Invention

You just came up with the best idea since sliced bread. What you do next could be the most important decision you will make.

- How do I protect my invention?
- Do I need to protect my invention?
- Who do I contact?
- What does it take to protect an invention?

Participants will learn the answers to these questions and more, in an open and interactive 2-hour session.

Get answers to your questions from a local lawyer, Thomas E. Lees, Esq., who specializes in patent protection and prosecution. Mr. Lees has been helping individuals and companies navigate the IP process for more than 18 years.

This workshop is ideal for inventors, researchers, business owners, entrepreneurs and engineers that have a technology that they want to protect. This session is free and open to the public. Seating is limited.

**Register today**

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## **Funding Available for Additive Manufacturing**

Find out more – **3D Printing – Additive Manufacturing Program**

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## **Funding Available for Cyber Security**

Find out more – **Cyber Security Compliance Program**

Thank you,  
Tamara

Tamara Wamsley  
FASTLANE Marketing & Business Strategist  
University of Dayton Research Institute  
[Tamara.wamsley@udri.udayton.edu](mailto:Tamara.wamsley@udri.udayton.edu)  
P: 937.229.1381



<http://fastlane-mep.org>  
<http://www.udri.udayton.edu>



## **DAYTON GREEN EXPO, 2017**

(Co-Hosted by Heapy Engineering and Dayton Regional Green)

**Tuesday, September 12, 2017 (10:00 AM to 5 PM)**

***NEW LOCATION:* Sinclair Community College Ponitz Center**

Join 400 Industry Peers

Keynote Luncheon included with National Sustainability Leader Panel

3 Tracks of Enriching Educational Sessions

Over 30 Sustainability Focused Exhibitors • 7 Hours of Networking  
and...SEA Launch (Sustainability and Energy Awards)

Don't miss this!

**[Click here to REGISTER NOW!!!](#)**

**[EVENT FLYER](#)**

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## How to do Business with the Government

### When

Wednesday, September 13,  
2017 from 9:00 AM to 12:00  
PM EDT

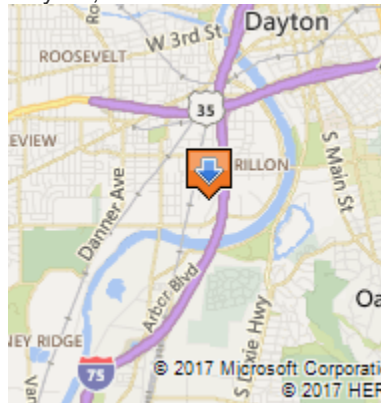
[Add to Calendar](#)

### Dayton Small Business Workshop Series

[Register Now!](#)

### Where

**Montgomery County  
Business Solutions Center**  
1435 Cincinnati Street  
Suite 300  
Dayton, OH 45417



[Driving Directions](#)

*Dear (Contact First Name),*

Small businesses wanting to benefit from the \$3 Billion being spent year government entities in the Dayton OH region should attend this workshop. Presenters include representatives from the Federal, State and Dayton City governments who will explain how small businesses can sell goods and services to the government.

This is an interactive workshop and your questions are welcome.

Presenters:

Shandra Harris, Business Opportunities Specialist -  
- US Small Business Administration

Andrew Chow, Business & Technical Assistance Administrator - City of  
Dayton

Shavonna Neal, Training Officer  
- State of Ohio Dept. of Administrative Services

James Masonbrink, Director Small Business Hub  
-Wright Brothers Institute.

Thank you for registering for this free workshop,

Brenda Arrington  
Dayton SCORE Chapter 107  
[score@daytonscore.org](mailto:score@daytonscore.org)  
937-225-2887



## Small Business Resource Rally

September 19, 2017 8:30am - 10:00am  
at Eaton Country Club, 100 Morton Road, Eaton, OH

The Preble County Development Partnership and Montgomery County BusinessFirst! will be hosting a **FREE** Small Business Resource Rally.

The purpose of the event is to provide entrepreneurs, small and minority-owned businesses with information on local tools and resources to help them be more successful. The program agenda will be:

8:00-8:30am  
Networking and Breakfast

8:30-9:00am  
1. A Small Business Panel  
• 3 representatives from local companies

9:00-10:00am  
2. Resource Partners  
a. "Where to Start"  
• Small Business Development Center  
• SCORE  
• Library Resources  
• Dayton Minority Business Assistance Center  
b. "How to Add Workers"  
• Ohio Means Jobs Preble County  
• Miami Valley Career Technology Center (MVCTC)  
c. "Resources to Expand"  
• CountyCorp  
• SBA

**We hope to see you on Tuesday, September 19th!**  
Continental breakfast will be provided.

**Business Walk Volunteers – NEW DATE ADDED!**

**We had an outstanding response for volunteers for our first business walk of 2017, and we hope to keep the momentum going!**

**City of Tipp City**

**Thursday September 21, 2017 from 9:00 to 1:00**

**\* NEW\* Washington Township (Montgomery County)**

**Thursday September 28, 2017 from 10:00am-12:30pm**

**City of Miamisburg**

**Tuesday October 3, 2017 from 9:30 to 12:00**

**Business walks are an opportunity to touch small and medium-sized companies and provide them with information about new programs and services, as well as local community events.**

**For more information about Business Walks, or to find out about volunteering, please contact Mike Norton-Smith at 937.224.3848 or [SmithMN@mcoho.org](mailto:SmithMN@mcoho.org).**



Thank you!

Michael Norton-Smith  
Community & Economic Development Specialist  
Montgomery County  
451 West Third Street, 10<sup>th</sup> Floor  
Dayton, Ohio 45422  
Phone: 937.224.3848  
Email: [smithmn@mcoho.org](mailto:smithmn@mcoho.org)



# SMALL BUSINESS RESOURCE RALLY

September 26, 2017 8:30am-10:00am

Montgomery County Business Solutions Center  
1435 Cincinnati Street | Suite 300 | Dayton

Montgomery County **BusinessFIRST!** will host a free Small Business Resource Rally on September 26, 2017 at the Montgomery County Business Solution Center.

The purpose of this event is to provide entrepreneurs, small and minority-owned businesses with information on local tools and resources to help them to be more successful.

The program will feature information on:

- **Community Resources**
- **Workforce Training & Recruiting**
- **Financing and Access to Capital**
- **Vendor Opportunities and Information on Small Business Certifications**
- **Networking opportunities with other small businesses**

Breakfast will be provided.

## PLEASE RSVP:

To RSVP for the Small Business Resource Rally, please send your name, business name, and address to Angela Swartz at [SwartzA@mcoho.org](mailto:SwartzA@mcoho.org)



## RESOURCE RALLY AGENDA:

**8:00am-8:30am**

**Registration & Networking Breakfast**

**8:30am-9:00am**

**Small Business Panel**

**9:00am-10:00am**

**Resource Presentations**

- "Where To Start"
- "Where to Find Talent"
- "How to Find Financing and Contracts"

**10:00am-11:00am**

**Networking & Resource Fair**



Hello all,

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

**September 6, 2017** – The SBDC at The Entrepreneurs Center and the Dayton Metro Library will be hosting **Market Research that Won't Break the Bank** in Dayton. This FREE workshop will demonstrate several resources in identifying potential customers, consumer demographics, market information, mine business publications, and more! To register, please visit [here](#).

**September 6, 2017** – The SBDC at Kent State-Tuscarawas and Canton SCORE will be hosting **Drive New Business with Social Media** in New Philadelphia. This FREE event will educate attendees on the keys to the most effective social media marketing for businesses. To register, please visit [here](#).

**September 7, 2017** – The Innovation Center at Ohio University will be hosting the **Founders Forum** in Athens. As part of their *Startup Stories Series*, this FREE session will feature Dr. John Kopchick and his journey from basic discovery to FDA approval of the drug SOMAVERT. To register, please visit [here](#).

**September 7, 2017** – 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.

**September 7, 2017** – The Tri-State Manufacturers Resource Group (TMRG) will be hosting **Manufacturing Cost Control** in Cincinnati. This session will educate attendees on innovative cost saving ideas, reduction of waste, industry best practices, software integration, training videos essential to meeting government standards, and more! To register, please visit [here](#).

**September 7 & September 14, 2017** – The SBDC at Ohio University will be hosting **Profit Mastery Class** in Lancaster. This FREE two-part program will educate attendees on overcoming common business problems, understanding financial position, using tools to take active control, making effective pricing decisions, evaluating cost patterns, and making a business bankable. To register, please visit [here](#).

**September 8, 2017** – Columbus SCORE will be hosting **Communicate Brilliantly to Grow Your Business** in Columbus. This program will educate attendees on how to use words, tone, and body language, the art of listening, and the importance of agreements and how to use them in life and in business. To register, please visit [here](#).

**September 11, 2017** – Kegler Brown will be hosting **Doing Business in Germany** in Columbus. This FREE session will feature guests from the German law firm Friedrich Graf von Westphalen who will discuss doing business in Germany, an update on current events in Europe, and the EU's General Data Protection Regulation (GDPR). To register, please contact [Korri Titus](#) at 614-255-5515.

**September 11, 2017** – The SBDC at Kent State-Tuscarawas will be hosting **New Business Start-Up** in New Philadelphia. This workshop is an overview of issues related to starting and operating a business such as business and financial planning, market demand, and financing. To register, please visit [here](#).

**September 11-13, 2017** – Xavier University will be hosting the **Combination Products Summit** in Cincinnati. This event will provide actionable insights on the office of combination products, global regulatory strategies for combination product registration, drug vs. device vs. combination product development, and more! To learn more and to register, please visit [here](#).

**September 12, 2017** – The Dayton Region Israel Trade Alliance (DRITA) will be hosting a **Foreign Military Finance Seminar** in Dayton. This FREE event is a unique opportunity for attendees to learn about the Israel Ministry of Defense's need for technology, equipment and other supplies, and how to do business with the Israeli government. To register, please visit [here](#).

**September 12, 2017** – The SBDC at Ohio University will be hosting **Elements of Business: Procurement Opportunities and Certifications** in Cambridge. This FREE workshop will discuss the various resources available to businesses looking to sell to the government and the process involved in contracting. To register, please email [sbdc@ohio.gov](mailto:sbdc@ohio.gov) or call 750-597-1460.

**September 12, 2017** – FASTLANE will be hosting **The Truth About the Millennial Generation** in Dayton. As part of their *Women in Manufacturing Breakfast Series*, this session will feature a panel of young professionals who will offer insight into working with this generation. To register, please visit [here](#).

**September 12, 2017** – The Cincinnati MBAC and PTAC will be hosting **Understanding the Request for Proposal (RFP)** in Cincinnati. This FREE session will educate attendees on understanding the RFP, including dates & submission procedures, eligibility, instructions on details of the proposal, statement of work, budget, and scoring criteria. To register, please visit [here](#).

**September 12, 2017** – Cultivate will be hosting **How to Create a Business Plan That Grows** in Grove City. This FREE workshop will educate attendees on the components of a robust business plan that addresses the five key areas your business will need to navigate to reach growth and success. To register, please visit [here](#).

**September 12, 2017** – The Ohio University Innovation Center will be hosting an **IDEAion Workshop** in Athens. This FREE workshop will provide each participant with a Strategyzer Business Model Canvas, a Strategyzer Value Proposition Canvas, and a plan for next steps. To register, please visit [here](#).

**September 12, 2017** – 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.

**September 12, 2017** – The Greater Columbus Chinese Chamber of Commerce will be hosting an **Employment Panel Discussion** in Columbus. This workshop will educate attendees on what international and bilingual students need to know about working with multinational firms. To register, please visit [here](#).

**September 12, 19, & 26, 2017** – East Central Ohio SCORE will be hosting **Simple Steps to a Well-Run Business** in Newark. This three part series will help entrepreneurs understand the crucial components of running a successful business through the business life cycle. To register, please visit [here](#).

**September 12, 2017** – The Dayton Area Chamber of Commerce will be hosting **Government Affairs Breakfast** in Dayton. This event is an informative legislative briefing with Ohio Senate President Larry Obhof, who will discuss the legislative priorities for the upcoming session and what has the potential to impact the Dayton business community. To register, please visit [here](#).

**September 12 and September 19, 2017** – The SBDC at Columbus State will be hosting the **Basis of A Successful Enterprise (B.A.S.E.)** in Columbus. This FREE two day workshop will help attendees discover what it takes to build a business that will allow them to live, thrive, and become a successful entrepreneur. To register, please visit [here](#).

**September 12-13, 2017** – The SBDC at Ohio University will be hosting **Accounting 101 – Session 1 & 2** in Athens. This FREE seminar will provide the fundamental basics of understanding a business' accounting structure and reading and understanding a business' financial statements. To register, please visit [here](#).

**September 13, 2017** – 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 the various resources available to help start a business, as well as the process of doing it properly. To register, please visit [here](#).

**September 13, 2017** – The SBDC at Kent State-Tuscarawas and Canton SCORE will be hosting **Grow Your Business with Email & Social Media with Workbook** in New Philadelphia. This FREE event will educate attendees on how to make the most of the combination of email and social media for businesses. To register, please visit [here](#).

**September 13, 2017** – The SBDC at the Greater Cincinnati Urban League will be hosting **Financial Planning Overview** in Cincinnati. This FREE session is designed to provide valuable information on the business financial planning process, including personal finance, budget development, business banking options, and funding sources. To register, please visit [here](#).

**September 13, 2017** – Dayton SCORE and the SBA will be hosting **Elements of Business: Procurement Opportunities and Certifications** in Dayton. This FREE workshop will discuss the various resources available to businesses looking to sell to the government and the process involved in contracting. To register, please visit [here](#).

**September 13, 2017** – Cincinnati SCORE will be hosting **Starting the Search for a Business** in Cincinnati. This seminar has been developed for entrepreneurs interested in owning their own business and will cover the basics of franchise ownership. To register, please visit [here](#).

**September 13-15, 2017** – The Air Force Life Cycle Management Center (AFLCMC) will be hosting **Life Cycle Industry Days** in Dayton. This premier event will provide a forum to discuss near and long-term requirements, an opportunity for large and small business to discuss possible partnerships, and a focus on relationships between government and industry leaders. To register, please visit [here](#).

**September 14, 2017** – The Adams Brown County Community Action Partnership (ABCAP) and the SBA will be hosting the **Entrepreneurship Seminar 2017** in Georgetown. This educational event will instruct entrepreneurs on the skills and information they need to effectively operate a small business. To register, please contact [Lisa Tumbleson-Davis](#) at 1-800-553-7393 ext. 238.

**September 14, 2017** – The Ohio SBDC Export Assistance Network at Columbus State will be hosting **Export 101: Learn How to Plan and Expand Your Global Sales** in Dublin. This FREE event is designed as an introduction to the basics of exporting in order to begin exploring potential international business opportunities. To register, please visit [here](#).

**September 14, 2017** – The Minority Business Assistance Center (MBAC) and PTAC will be hosting **Understanding Requests for Proposals (RFP)** in Cincinnati. This FREE workshop will breakdown the RFP and cover each topic, such as dates and submission procedures, eligibility, instructions on details of the proposal, statement of work, budget, and scoring criteria. To register, please visit [here](#).

**September 14, 2017** – The SBDC at Ohio University will be hosting **Social Media 101** in St. Clairsville. This FREE workshop will educate attendees on how to use the internet to market a business. To learn more and to register, please visit [here](#).

**September 14, 2017** – ORV~WBC will be hosting **Business Burn-Out: Finding Your New Best Friend** in Cincinnati. This event will educate attendees on determining what type of support is needed in determining what is right for your business. To register, please visit [here](#).

**September 14, 2017** – The SBDC at Ohio University will be hosting **Accounting 101** in Woodsfield. This FREE seminar will provide the fundamental basics of understanding a business' accounting structure and reading and understanding a business' financial statements. To register, please visit [here](#).

**September 15, 2017** – The SBDC at Ohio University will be hosting **Intro to Web Design** in Athens. This FREE workshop will educate attendees on what should be taken into consideration when creating a web site, such as fees to pay, registering the site name, maintaining the site, and more! To register, please visit [here](#).

**September 15, 2017** – The Dayton Regional Manufacturers Association (DRMA) and The Greentree Group will be hosting **FAR & DFAR Cyber Security Panel** in Dayton. This event will educate attendees on the obligations of federal government contractors to protect data that is stored, transmitted, or processed. To register, please visit [here](#).

**September 15, 2017** – Innovate New Albany will be hosting **Cloud Computing: Maximizing the Benefit Through Smart Implementation** in New Albany. This FREE workshop will educate attendees on the core benefits, considerations for small to mid-sized businesses and the cloud adoption journey. To register, please visit [here](#).

**September 15, 2017** – The American Advertising Federation Dayton will be hosting **Creating a Killer Customer Experience** in Dayton. This workshop shows the path of success for companies who want to evolve their brand and organization to stay ahead of the ever changing expectations of customers. To register, please visit [here](#).

**September 16, 2017** – Cincinnati SCORE will be hosting **Small Business Dream to Reality – What It Takes** in Cincinnati. This workshop will take attendees through the myths, the realities, and the adventure of becoming a successful business owner. To register, please visit [here](#).

**September 16, 2017** – East Central Ohio SCORE will be hosting **Develop a Great Marketing Plan to Rock Your Holidays and Bring in the Year** in Newark. This workshop will educate attendees on how to create and implement a plan over the next 90 days, how to integrate traditional and online marketing tactics, and more! To register, please visit [here](#).

**September 18, 2017** – The Federal Reserve Banks of Cleveland and Richmond, ACENet, and CAN will be hosting **Regional Food Systems: Economic Opportunity Through Entrepreneurship** in Glouster. This event will discuss the ways communities use regional food strategies to advance their economic and community goals. To register, please visit [here](#).

**September 18-20, 2017** – The U.S. Department of Commerce will be hosting **Discover Global Markets: Europe and Beyond** in Cleveland. This premier conference features a dynamic mix of keynote speakers, sector-specific breakouts, "ask the experts" and OEM panels, one-on-one meetings with U.S. Commercial Diplomats from around the world, and networking opportunities. To register, please visit [here](#).

**September 19, 2017** – The Preble County Development Partnership will be hosting a **BusinessFirst! Resource Rally** in Eaton. This FREE event will feature panels of resource partners that will discuss grant programs, access to capital, government contracting, business counseling, and more! For more information and to register, please contact [Brenda Latanza](#) at 937-456-2757.

**September 19, 2017** – The SBA, ORV~WBC, Ohio SBDC, SCORE, and PTAC will be hosting **ChallengeHER** in Cincinnati. This FREE event works specifically with the Women-Owned Small Business (WOSB) federal contracting



program as a tool to leverage federal awards, learn the federal procurement process, and to connect with the right people. To register, please visit [here](#).

**September 19, 2017** – The SBDC in Springfield will be hosting **Boss Kids: How to Make Big Money From Your Neighbors** in Springfield. This FREE workshop will share the top 10 picks for a business that a child could run with minimal help from their parents. Kids are welcome to attend! To register, please visit [here](#).

**September 19, 2017** – The SBDC at Wright State and FASTLANE will be hosting **Intellectual Property: Protecting Your Invention** in Dayton. This FREE workshop will feature a local attorney who will discuss the need to protect an invention, how to do it, who to contact, and what it takes. To register, please visit [here](#).

**September 19, 2017** – The SBDC at Ashland University will be hosting **Cyber Security for Your Business** in Ashland. This event will feature a panel discussion with local IT professionals who will discuss cyber security concerns of today, as well as recommendations for protecting personal and business interests. To register, please visit [here](#).

**September 19, 2017** – Cincinnati SCORE will be hosting **Shaping Your Policy and Culture with an Employee Handbook Workshop** in Norwood. This FREE event will educate attendees on the importance of culture, value of a handbook, legal matters, best practices, and important decisions. To register, please visit [here](#).

**September 19 & September 26, 2017** – The SBDC at Ohio University will be hosting **Profit Mastery Class** in Zanesville. This FREE two-part program will educate attendees on overcoming common business problems, understanding financial position, using tools to take active control, making effective pricing decisions, evaluating cost patterns, and making a business bankable. To register, please visit [here](#).

**September 19-20, 2017** – The SBDC at Kent State-Tuscarawas will be hosting **Project Management** in New Philadelphia. This two-day program focuses on the basic skills, tools, language and techniques for managing a project. This is designed for individuals who are either managing or participating in projects. To register, please visit [here](#).

**September 20, 2017** – Columbus SCORE will be hosting **Shaping Your Policy and Culture with Employee Handbooks** in Dublin. This program will educate attendees on how to define their role as employer, set employee expectations, and learn how company policies can determine workplace culture. To register, please visit [here](#).

**September 20, 2017** – DaytonDefense will be hosting a **Lunch & Learn** in Dayton. This month's session will feature Dr. Rajesh Naik who will speak to the current mission of the 711<sup>th</sup> Human Performance Wing (711 HPW), its challenges and issues, as well as opportunities for industry to assist. To register, please visit [here](#).

**September 20, 2017** – The SBDC at the Clermont County Chamber of Commerce will be hosting **DIY Marketing Series – Press Releases 101** in Cincinnati. This FREE workshop will educate attendees on the rules of writing a press release: how to noticed, who to send it to, how to follow-up, and what to do when you land the interview. To register, please visit [here](#).

**September 20, 2017** – The SBDC at Kent State-Tuscarawas and Canton SCORE will be hosting **Stand Out Subject Lines** in New Philadelphia. This FREE event will educate attendees on how to use subject lines to get read, realize revenue, increase reach, and inspire referrals. To register, please visit [here](#).

**September 20, 2017** – Innovate New Albany will be hosting **How to Use Voice Service Technologies to Benefit Your Business** in New Albany. This FREE workshop will discuss the thought process needed to add voice services, such as Amazon Alexa and Apple Siri, to a business. To register, please visit [here](#).

**September 20, 2017** – The Northern Kentucky Chamber of Commerce will be hosting **Exporting 101** in Ft. Mitchell, KY. This workshop will educate attendees on the basic information needed to export products out of the country and will feature DHL's Director of Import Compliance. To learn more and to register, please visit [here](#).

**September 20, 2017** – CIFT and Ohio Manufacturing Extension Partnership (MEP) will be hosting **Trends in Preventive Maintenance** in Toledo. This informational seminar will highlight the importance of involving all aspects of manufacturing to satisfy customers, reduce accidents, follow pollution control measures, and save money by reducing manufacturing costs. To register, please visit [here](#).

**September 21, 2017** – The SBDC at Ohio University will be hosting **Accounting 101** in Marietta. This FREE seminar will provide the fundamental basics of understanding a business' accounting structure and reading and understanding a business' financial statements. To register, please visit [here](#).

**September 21, 2017** – 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.

**September 21, 2017** – Columbus SCORE and Cultivate will be hosting **Managing the Sales Team to Higher Performance** in Grove City. This workshop will educate attendees on how to build a sales plan, sales pipeline analysis, the art and science of motivating and leading sales teams, key sales metrics, and more! To register, please visit [here](#).

**September 21, 2017** – Montgomery County OhioMeansJobs and Wright-Patterson Air Force Base will be hosting the **2017 Miami Valley Regional Job Fair** in Dayton. This regional event will provide ample opportunities for employers looking to hire quality employees and potential employees looking for new opportunities. To register, please visit [here](#).

**September 21, 2017** – The SBDC at Ohio University will be hosting **Holiday Marketing Campaigns** in Athens. This FREE workshop will feature a panel of experts who will discuss how to optimize community resources, start a social media campaign, manage a customer base, and success stories. To register, please contact [Trenia Twyman](#) at 740-597-1460.

**September 22, 2017** – The SBDC at the Greater Cincinnati Urban League will be hosting **Small Business Development Series: Small Business Procurement (Opportunities and Certifications)** in Cincinnati. This FREE workshop will discuss the various resources available to businesses looking to sell to the government and the process involved in contracting. To register, please visit [here](#).

**September 23, 2017** – Cincinnati SCORE will be hosting **Small Business Support Team** in Norwood. This workshop will feature local experts that will identify and discuss key issues that every small business and entrepreneur encounters, such as legal, human resources, funding, and insurance. To register, please visit [here](#).

**September 25, 2017** – The SBDC at the Greater Cincinnati Urban League will be hosting **Market Research Overview** in Cincinnati. This FREE session is designed to provide valuable information on conducting market research, including market assessment, industry analysis, and competitive analysis. To register, please visit [here](#).

**September 26, 2017** – The SBDC at Columbus State will be hosting **MBE and EDGE Certification** in Columbus. This FREE working class will walk attendees through the application process to become a Minority Business Enterprise (MBE) and Encouraging Diversity, Growth and Equity (EDGE) Certifications. To learn more about eligibility and to register, please visit [here](#).

**September 27, 2017** – VetBiz Central, VBOC, and the SBA will be hosting **Starting a Business** in Toledo. This program will educate attendees on how to start a business and the resources available to veterans to assist them through the process. To register, please visit [here](#).

**September 27, 2017** – ORV~WBC will be hosting **Have a Website – Great! What's the Next Step So It Makes Money for Your Business?** in Miamisburg. This event will educate attendees on simple actions that can be implemented immediately to impact a website's appearance in the search engines. To register, please visit [here](#).

**September 27, 2017** – The SBDC at Kent State-Tuscarawas and Canton SCORE will be hosting **Look Great in the Inbox** in New Philadelphia. This FREE event will educate attendees on branding beyond the logo, readability, images, and shareability. To register, please visit [here](#).

**September 27, 2017** – Columbus SCORE, ECDI, Columbus Start-Up, PNC Bank, and Sky Rocket will be hosting the **Columbus Franchise Expo** in Columbus. This FREE event will provide attendees with an opportunity to meet face-to-face with top franchisors expanding their brands in Central and Southeastern Ohio. To register, please visit [here](#).

**September 28, 2017** – 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.

**September 28, 2017** – The Ohio River Valley Women's Business Center (ORV~WBC) and Cintas will be hosting **Selling the Cintas Way** in Cincinnati. This seminar provides excellent B2B strategic selling tips and techniques that can propel a business to the next level. To register, please visit [here](#).

**September 28, 2017** – The SBDC at The Entrepreneurs Center will be hosting **Recordkeeping for the Small Business** in Dayton. This FREE workshop will provide an overview of recordkeeping and is designed to help participants understand how recordkeeping can benefit their small business. To register, please visit [here](#).

**September 28, 2017** – The Downtown Dayton Partnership, The Entrepreneurs Center, AFRL, and Wright Brothers Institute will be hosting a **Co-Work** event in Dayton. This FREE event features an opportunity to co-work with other entrepreneurs and developers, as well as to learn about the various small business resources available in the region. To register, please contact [Colleen Turner](#).

**September 28, 2017** – Kegler Brown will be hosting **Doing Business in India** in Columbus. This FREE session will feature a guest speaker from the Adani Group, India's leading infrastructure conglomerate, and learn about the benefits and steps to take in order to launch a successful presence in India. To register, please contact [Korri Titus](#) at 614-255-5515.

**September 28, 2017** – FASTLANE will be hosting **Is GD&T For Me?** in Dayton. As part of the FAST Talk Series, this session will provide a high level overview of Geometric Dimensions & Tolerances (GD&T) application and benefits, as well as keys for successful implementation of GD&T throughout an organization. To register, please visit [here](#).

**September 29, 2017** – Marietta College will be hosting the **Mid-Ohio Valley Entrepreneurship Expo** in Marietta. This event will feature three plenary sessions, nine workshops, presentations of the Entrepreneurs of the Year Award, a vendor showcase, and pop-up sessions. To learn more, please visit [here](#).

**September 29, 2017** – Innovate New Albany will be hosting **Addressing the Capital Crunch** in New Albany. This FREE workshop will educate attendees on how local communities, JobsOhio, venture capital, and angel investors invest in emerging companies and how to negotiate for these resources. To register, please visit [here](#).

**October 3, 2017** – The Ohio EPA will be hosting a **Sustainability Conference** in Columbus. This conference will educate attendees how to leverage sustainable practices and resources to strengthen Ohio communities and businesses. To register, please visit [here](#).

**October 3, 2017** – The SBDC at The Entrepreneurs Center will be hosting **Creative Thinking for Small Business** in Dayton. This FREE workshop will present some of the creativity secret weapons used from Silicon Valley to Madison Avenue and how to apply them to a business. To register, please visit [here](#).

**October 3, 2017** – The Ohio University Innovation Center will be hosting an **IDEAtion Workshop** in Athens. This FREE workshop will provide each participant with a Strategyzer Business Model Canvas, a Strategyzer Value Proposition Canvas, and a plan for next steps. To register, please visit [here](#).

**October 3 and October 10, 2017** – The SBDC at Columbus State will be hosting the **Basis of A Successful Enterprise (B.A.S.E.)** in Columbus. This FREE two day workshop will help attendees discover what it takes to build a business that will allow them to live, thrive, and become a successful entrepreneur. To register, please visit [here](#).

**October 4, 11, 18, 25, and November 1, 2017** – The SBDC at Columbus State will be hosting **Business Plan 101** in Columbus. This five week course will provide attendees the opportunity to develop a thorough, working business plan, access to the leading business plan software, and the opportunity to present the plan to a panel of lenders. To register, please visit [here](#).

**October 5, 2017** – 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.

**October 5, 12, 19, and 26, 2017** – Innovate New Albany and the SBDC at Columbus State will be hosting **Market Your Way to Success** in New Albany. This FREE four week course will educate attendees on a variety of aspects of marketing, such as identifying the target market, developing marketing strategies, marketing presentations, and more! To register, please visit [here](#).

**October 9-13, 2017** – Techstars will be hosting **Startup Week** in Cincinnati. This FREE, five-day celebration of the community builds momentum and opportunity around entrepreneurship. Events include panel discussions, workshops, and networking. To learn more and to register, please visit [here](#).

**October 10, 2017** – The Cincinnati MBAC and PTAC will be hosting **Crafting Your Capabilities Statement** in Cincinnati. This FREE event will educate attendees on how to develop a capability statement, by reviewing the components of the capability statement, developing a high level SWOT analysis, and defining and determining differentiators. To register, please visit [here](#).

**October 12, 2017** – 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.

**October 13, 2017** – Revolution LLC will be hosting **Rise of the Rest** in Columbus. This FREE event will celebrate and spotlight the startup ecosystem in Columbus. Featured activities include a fireside chat and a pitch competition for \$100,000! To learn more and to register, please visit [here](#).

**October 17-18, 2017** – The Greentree Group, UDRI, and Ohio State University will be hosting the **Ohio Defense Forum** in Columbus. This forum will highlight the Ohio National Guard, as well as discuss the Ohio Defense

Investment, Understanding and Increasing Military Value, Exploring Defense Industry Adjustment, and more! To register, please visit here <http://www.collaborationdayton.org/OhioDefenseForum/pages/register.html>.

**October 19, 2017** – 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.

**October 24, 2017** – The Ohio-Israel Agricultural Initiative will be hosting **Kosher Certification and Marketing** in Columbus. This seminar will educate attendees on how kosher certification can impact a company, how to market certified kosher products, and provide an opportunity to network with other attendees. To be notified when registration opens, please contact [Sarah Horowitz](#).

**October 24-26, 2017** – Xavier Health will be hosting the **Cybersecurity Summit** in Cincinnati. This event will offer attendees two days of robust and collaborative discussion with Food and Drug Administration (FDA) officials and industry experts. To learn more and to register, please visit [here](#).

**October 24-26, 2017** – DaytonDefense will be hosting the **Air Vehicle Technology Symposium (AVTech)** in Dayton. This biennial forum will present and discuss the latest air technology advancements and challenges and will bring together engineers, scientists, leaders, and operational personnel from throughout the air vehicle community. To register, please visit [here](#).

**October 26, 2017** – 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.

**October 26, 2017** – The SBDC at the Clermont County Chamber of Commerce will be hosting **How to Get the Money That's Owed You** in Cincinnati. This FREE workshop will educate attendees on what to look for when hiring a collection attorney or agency, the roles of technology and data security in consumer debt collection, and more! To register, please visit [here](#).

**October 27, 2017** – Columbus 2020, Ohio State University, and the Ohio SBDC Export Assistance Network at Columbus State will be hosting the **2017 Global Summit** in Columbus. This premier event will allow attendees to engage with other business leaders and experts to explore key topics ranging from workforce skills, talent planning, and more! To register, please visit [here](#).

**October 31, 2017** – The SBDC at the Greater Cincinnati Urban League will be hosting **Digital Marketing/Social Media Strategies** in Cincinnati. This FREE workshop will educate attendees how to elevate their marketing, branding, and social media management efforts in order to expand the client base and increase revenue. To register, please visit [here](#).

### **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](mailto:Pejmaan.Fallah@epa.ohio.gov) or (614) 644-3666.

### **International Market Access Grant for Exporters (IMAGE)**

The Ohio IMAGE Grant, funded by the State of Ohio and the U.S. Small Business Administration (SBA), is designed to increase exports and create jobs. The IMAGE grant offers financial assistance for small businesses to promote their products and services in international markets. The grant will provide a 50% reimbursement up to \$10,000 per fiscal year for qualifying activities. For more information, please visit [https://development.ohio.gov/bs/bs\\_image.htm](https://development.ohio.gov/bs/bs_image.htm).

### **Dayton Better Business Bureau and Women in Business Networking Programs**

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

1<sup>st</sup> Friday – Springboro and Preble County

2<sup>nd</sup> Friday – Centerville and Springfield

3<sup>rd</sup> Friday – North Dayton and West Chester

4<sup>th</sup> Friday – Beavercreek and Oakwood

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

### **USDA Rural Development Business & Cooperative Programs**

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

- Removal of the U.S. Citizenship requirement for companies wanting to use the B&I loan guarantee to increase employment in rural areas. The applicant company will need to demonstrate the loan funds will remain in the United States and will be invested in the rural community to create and retain employment opportunities.
- Owner subordinated debt may be included as equity provided the debt was established in exchange for cash and the debt remains in the company for the life of the guaranteed loan. This change can help applicants meet the minimum tangible balance sheet equity requirements of the program. Minimum tangible balance sheet equity for an existing business is 10% while a startup business is 20%. All financial statements must be prepared according to Generally Accepted Accounting Principles.
- New Market Tax Credit projects are now be eligible for assistance through the B&I program. Subordinated debt made by the Community Development Entity can be considered as equity into a project. This is another means of helping the business meet the minimum tangible balance sheet equity requirements.

- The guarantee fee can be reduced to 1% of the guaranteed portion for businesses that support value added agriculture; promotes access to healthy foods; or is a high impact business development investment.
- Loan guarantees can for agricultural production can be 50% or \$5MM, whichever is less, of vertically integrated businesses. This is a substantial increase from the previous agricultural production maximum amount of \$1,000,000.

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

Christie Hooks	<a href="mailto:Christie.Hooks@oh.usda.gov">Christie.Hooks@oh.usda.gov</a>	614-255-2397
Cindy Musshel	<a href="mailto:Cindy.Musshel@oh.usda.gov">Cindy.Musshel@oh.usda.gov</a>	614-255-2427
Debbie Rausch	<a href="mailto:Deborah.Rausch@oh.usda.gov">Deborah.Rausch@oh.usda.gov</a>	614-255-2425
Jennifer Brown	<a href="mailto:Jennifer.Brown@oh.usda.gov">Jennifer.Brown@oh.usda.gov</a>	614-255-2423
Randy Monhemius	<a href="mailto:Randy.Monhemius@oh.usda.gov">Randy.Monhemius@oh.usda.gov</a>	614-255-2424

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

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

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

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