

Business FOCUS

Highlights of News & Events at Your
Dayton Metro Library



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METRO
LIBRARY

CATALYZE THE FUTURE OF DAYTON'S ECONOMY

DECEMBER 8TH
DAYTON, OHIO TIME 1-4 PM

CATALYST
POWERED BY
The logo for Dayton Tech Guide, featuring the word "DAYTON" in a stylized font inside a circular emblem.

Join the Dayton business community for **The Entrepreneurs Center's signature event Catalyst**, which will be powered this year by Wright State Research Institute's Dayton Tech Guide team! Event will be held at Sinclair Conference Center on **Friday, December 8** from 1 - 4 p.m.

Catalyst is a high energy event designed to showcase Dayton's startup community, inspire engagement from stakeholders, and to spark new ideas through conversations.

The centerpiece of Catalyst is a series of pitches from promising Dayton startups to an audience of over 300 business & community leaders, angel investors, venture capital organizations, and fellow entrepreneurs. [More information and registration.](#)

Wright State Trademark Basics: It's All in a Name

The Wright State University Libraries' Patent and Trademark Resource Center (PTRC) is offering a free trademark workshop for beginning entrepreneurs and small businesses. **The workshop is Saturday, Dec. 2, 10:30am-1:30pm in Room 241 of the Paul Laurence Dunbar Library on the WSU campus.**

Designed for those with little to no knowledge about intellectual property marks, the workshop will review trademark basics, including the differences between federal, state and common law marks. The mechanics of searching registered marks will be demonstrated using the U.S. Patent and Trademark Office Web site and the USPTO trademark database TESS. A hand's on portion will allow participants to practice some of the skills learned during the workshop. A TEASPlus application filing will be demonstrated. Evidence of use and specimens will also be explained.

Seating for the workshop is limited and you must register [online](#). For more information, contact Ran Raider, government and history librarian for the University Libraries, by [email](#) or by calling (937) 775-3521.

Accomplish More in 2018!

Save space on your calendar for two special events coming in early January 2018.

THIS IS THE YEAR I FINALLY

The New Year is a powerful time to set goals, but all too often, New Year's resolutions leave people feeling frustrated and hopeless. Author Katrina Kittle encourages you to focus on what you really desire and the parts of your life you can control. Learn how to avoid the pitfalls that have trapped you and keep the promises you make to yourself. You can revive and refine your dreams so they're easier to capture!

THUR, 1/4 | 6:30-8 PM | MIAMISBURG

DO MORE IN LESS TIME- LUNCH AND LEARN WITH ROSE LOUNSBURY

We spend large portions of our days at work, yet many of us go home feeling like we didn't get enough done. Rose Lounsbury, minimalism coach and author of *Less: Minimalism for Real*, focuses on time management techniques for the workplace. Learn how to identify time gaps, balance your "musts" with your "shoulds," and use time blocking strategies to increase productivity. Bring your own lunch; dessert is provided. [Registration](#) opens Dec 1.

WED, 1/10 | 11:30 AM-1 PM | MAIN LIBRARY COMMUNITY ROOM 2A

Upcoming programs and events:

SCORE Small Business Counseling

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

Friday, Dec 1, 10 a.m.-1 p.m. [Main Library](#)

Monday, Dec 11, 10 a.m. to 1 p.m. [Kettering-Moraine](#)

Call Ann Riegle-Crichton at 937-496-8631 to make an appointment.

Access to Customers- Dayton Area Chamber of Commerce

Wednesday, Dec 6, 11:30 a.m. to 1 p.m. [Business Solutions Center](#)

There are millions of strategies to access more customers and video marketing has become a meaningful part of the strategic conversation. Andrew White of Indigo Life Media will share strategies for effectively engaging with customers virtually. For more information and registration, visit the Chamber [online](#).

Job Seekers

Thursday, Dec 7, 9-11 a.m. [Miami Township](#) Teresa Napier is returning to share how to create a personal marketing plan which will help you move that job search forward through the holiday season. ***Special assignment for this meeting- bring your resume and a few job descriptions on a flash drive. Laptops will be available to examine your documents in Tagxedo and Wordle to see how your resume sizes up when compared to the job descriptions.***

Useful Links

[Ohio Business Portal](#)

[U.S. Small Business Administration](#)

[Dayton SCORE](#)

[The Entrepreneurs Center](#)

[SBDC at Wright State University](#)

[SBDC at The Entrepreneurs Center](#)

[Panerians](#)

[Ohio Means Jobs - Montgomery Co.](#)



[Chamber Events](#)



Questions? Suggestions?

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



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COMPLIANCE: DOD CYBERSECURITY



ABOUT THE EVENT

Dayton and southwest Ohio have long been at the forefront of aerospace and defense innovation. Technology First has established industry partnerships to assist in building awareness, and lead a cybersecurity initiative to provide resourceful forums and strategy sessions for contractors to meet the vital DoD deadline by December 31, 2017. With this deadline quickly approaching, these forums and quick-start sessions are intended not only to be informational, but to provide a strategic way forward for contractors to reach compliance.

EVENT INFORMATION

INDUSTRY PARTNERS



Access to Customers: Dive into the FLOW of video marketing

Join Andrew White of Indigo Life Media as he dives into what businesses need to have a successful video marketing strategy.

The event will be held Wednesday, December 6th at the Business Solutions Center from 11:30 a.m. to 1 p.m. Cost is \$25 for Dayton Area Chamber of Commerce Members and \$30 for future DACC members.

Lunch is included.

Register at the link below:

<http://www.daytonchamber.org/index.cfm/?LinkServID=5E49AD54-E354-8889-6711D26D5E87BEDD&eventID=2541>



Jessica Wagner | Manager, Workforce & Economic Development | Dayton Area Chamber of Commerce

22 E. Fifth St. | Chamber Plaza | Dayton OH 45402-2400

937.226.8258 office | 937.226.8254 fax | DaytonChamber.org



Hello all,

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

Follow us on Twitter! - https://twitter.com/SBA_Columbus

November 25, 2017 – Support your local small businesses by participating in **Small Business Saturday** in your town. #ShopSmall

November 28, 2017 – The Franklin County Commissioners will be hosting **Small and Emerging Business Outreach** in Columbus. This event will discuss the upcoming contracting opportunities with the new Franklin County Corrections Center, as well as business financing from ECDI. To register, please visit [here](#).

November 28, 2017 – The SBDC at The Entrepreneurs Center will be hosting **Google My Business** in Dayton. This FREE workshop will educate attendees on a free and easy-to-use tool for businesses to manage their online presence across Google. To register, please visit [here](#).

November 28, 2017 – Columbus SCORE will be hosting **Bringing Products to Market** in Columbus. This workshop is designed to provide information and advice on the steps required to go from an idea to a product that can be sole. To register, please visit [here](#).

November 29, 2017 – The Asian American Commerce Group will be hosting the **2017 Economic Summit** in Columbus. This workshop will educate attendees on how to become a certified Minority Business Enterprise (MBE), obtain contracts, loans, grants, and financing to grow a business. To register, please visit [here](#).

November 30, 2017 – The SBDC at The Hamilton Mill will be hosting **Steps to Starting a Small Business** in Hamilton. This FREE workshop will educate attendees on self-assessment, business planning, financing, and moving forward with a dream. To register, please visit [here](#).

November 30, 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.

November 30, 2017 – The Economic & Community Development Institute (ECDI) will be hosting an **ECDI Information Session** in Columbus. This workshop will educate attendees about the ECDI programs to develop, fund, and launch a business. To register, please visit [here](#).

December 1, 2017 – Start Downtown will be hosting a **Cowork Event** in Dayton. This FREE event provides an opportunity for entrepreneurs, engineers, designers, developers, and difference makers to connect while coworking. This event will also include Dayton Tech Guide's Early Risers, Business Financing Overview, and Accelerating Serendipity. For more information, please contact [Bonnie Kling](#) or [Ian Charles Kirk](#).

December 2, 2017 – Cincinnati SCORE will be hosting **Website and Social Media** in Cincinnati. This workshop will educate attendees on the purpose and structure basics of a new/improved website, as well as the 7 key and highest yield media sites to drive target customers to the website. To register, please visit [here](#).

December 4, 2017 – Third Perk Management will be hosting a **PERK-E-Lator** in Dayton. This FREE session will provide an opportunity for new businesses to share their ideas and receive feedback from a panel of experts. In

addition, participants will be eligible for the 2018 *Dreamer's Gala* in which winners receive grants. For more information, please call 937-223-7375 or email thirdperk@outlook.com.

December 4, 2017 – The SBDC at The Entrepreneurs Center will be hosting **Lean Six Sigma for Small Business** in Dayton. This FREE workshop will feature an expert speaker who will share best tips for small business improvement. To register, please visit [here](#).

December 5, 2017 – The Business Solutions Center will be hosting the **Gem City Entrepreneur Resource Fair** in Dayton. This FREE event will educate attendees on the various small business resources available in the Dayton region. To register, please visit [here](#).

December 5, 2017 – Columbus SCORE will be hosting **What You Need to Know About Franchise Ownership Today** in Columbus. This event will cover a variety of topics including megatrends, franchise concepts targeting central Ohio, financing, building a tangible asset, keys to success, and more! To register, please visit [here](#).

December 5, 2017 – The Foreign Policy Leadership Council, Xavier University, and the Greater Cincinnati Council on World Affairs will be hosting **Latin America Trending Towards Beijing, Washington, or it Southern Star** in Cincinnati. This event will feature a Professor of Strategy at the National War College who will discuss what is really going on in Latin America today. To register, please visit www.fplcohio.org.

December 5, 2017 – The Dayton Development Coalition will be hosting a **Regional Economic Development Forum** in Wilberforce. This event will provide an update on the regional economic development efforts in Greene County. To register, please visit [here](#).

December 5, 2017 – Columbus Business First will be hosting **Columbus' Breakout Brands** in Columbus. This event will feature a panel of entrepreneurs who will discuss how they nurtured their businesses to the point that they have begun branching out. To register, please visit [here](#).

December 6, 2017 – The SBDC at The Hamilton Mill will be hosting **Access to Capital for Small Businesses** in Hamilton. This FREE workshop will discuss how the SBA lending process works, how banks and credit unions use the SBA, what are eligible and ineligible applications, and more! To register, please visit [here](#).

December 6, 2017 – Innovate New Albany will be hosting **How to Become a More Effective Salesperson** in New Albany. This workshop will educate attendees on refining personal brand, explore company messaging, asking the right questions, presenting what the customer needs to hear, and more! To register, please visit [here](#).

December 7, 2017 – Frost Brown Todd will be hosting **Strategic Approaches to Your Human Resources Needs** in Cincinnati. This informational session will feature two Frost Brown Todd attorneys who will provide an overview of anti-discrimination laws and discuss differences between exempt and non-exempt employees. To register, please visit [here](#).

December 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.

December 7, 2017 – The Tri-State Manufacturers Resource Group will be hosting a **Manufacturing Cost Control Workshop** in Cincinnati. This workshop will cover a variety of topics including innovative cost saving ideas, industry best practices, reducing plant downtime, software integration, and more! To register, please visit [here](#).

December 8, 2017 – The SBDC at Columbus State will be hosting **Capital Crash Course 2018** in Columbus. This FREE workshop will educate attendees on grants, investing, crowd funding, and traditional lending and how to best determine financial need, financing type, and what to bring to the table to be considered. To register, please visit [here](#).

December 8, 2017 – The Entrepreneurs Center will be hosting **Catalyst** in Dayton. This high energy event is designed to showcase Dayton's startup community, inspire engagement from stakeholders, and spark new ideas through conversations. To learn more and to register, please visit [here](#).

December 9, 2017 – Cincinnati SCORE will be hosting **Small Business Sales – What Every Owner Needs to Know** in Cincinnati. This workshop will provide attendees with a thorough understanding of how to develop a sales plan and the skill set to sell to customers. To register, please visit [here](#).

December 12, 2017 – The Small Business Administration (SBA) will be hosting **SBA Small Business Programs** in Columbus. This FREE workshop will provide information about Federal government certification programs such as HUB Zone, Women-Owned, Service Disabled Veteran Owned, and 8(a) Business Development. To register, please visit [here](#).

December 12, 2017 – Columbus SCORE will be hosting **Planning for Success** in Columbus. This workshop will provide basic information and essential planning tools necessary to start and later successfully manage the sales and marketing of a business. To register, please visit [here](#).

December 12, 2017 – The Columbus Chinese Chamber of Commerce will be hosting **China's Shifting Economy and Its Impact on Ohio Businesses** in Dublin. This workshop will feature the Senior Vice President of the US-China Business Council who will provide keen insight into the many pressing matters between China and the US. To register, please visit [here](#).

December 12, 2017 – The SBDC at Columbus State will be hosting a **Small Business Tax Workshop** in Columbus. This FREE event will educate attendees on the federal and state tax rights, as well as requirements and responsibilities. To register, please visit [here](#).

December 12, 2017 – The Columbus Council on World Affairs will be hosting **North American Trade: Canada, Mexico, and the Future of NAFTA** in Columbus. This event will discuss the renegotiation talks and the various issues associated with is such as consequences, challenges, and the impact of the 2018 elections. To register, please visit [here](#).

December 12, 2017 – The Greater Cincinnati Chinese Chamber of Commerce will be hosting **Inbound Chinese Investment** in Cincinnati. This event will examine the overall landscape of Chinese inbound investment in terms of volume, geography and industries, both current and historical perspective. To register, please visit [here](#).

December 12, 2017 – The SBDC at Columbus State will be hosting an **MBE and EDGE Certification Workshop** in Columbus. This working class will walk attendees through the application process for Minority Business Enterprise (MBE) and Encouraging Diversity, Growth and Equity (EDGE) Certifications. To learn more about what to bring to the class and to register, please visit [here](#).

December 13, 2017 – The US Small Business Administration (SBA) will be hosting **Market Research** in Cincinnati. This event will discuss the opportunities available through government contracting and how to get certified. To register, please visit [here](#).

December 13, 2017 – The SBDC at The Hamilton Mill will be hosting **Non-bank Sources of Capital for Small Businesses** in Middletown. This FREE event will educate attendees on the various sources of non-bank lending such as online lenders, crowdfunding, micro lenders, USDA, and others. To register, please visit [here](#).

December 14, 2017 – Columbus 2020 and the Ohio Export Assistance Network at Columbus State will be hosting **Cross-Border E-Commerce Revolution** in Dublin. This event features a visit from Alibaba who will discuss the China market, the Alibaba platforms, and how to get started selling in China. To learn more and to register, please visit [here](#).

December 14, 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.

December 16, 2017 – Cincinnati SCORE will be hosting **Social Web Kickstart** in Cincinnati. This workshop will focus on a compelling social networking strategy for the new or existing small business with an emphasis on practical and immediate ways to develop and execute a targeted plan. To register, please visit [here](#).

December 19, 2017 – The US Small Business Administration (SBA) will be hosting **Small Business Accounting** in Columbus. This FREE event will educate attendees on what is needed to prepare for tax season and how to get business accounting methods under control. To register, please visit [here](#).

December 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.

December 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.

Need Help Marketing Your Products or Services Internationally?

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

Ohio EPA Resource Guide for Businesses and Communities

Ohio EPA's Division of Environmental and Financial Assistance (DEFA) provides several compliance, technical and financial assistance programs available to help Ohio communities and businesses with their environmental needs. These services and relevant contact information are summarized in their "Resource Guide" which is available to view and download at:

<http://epa.ohio.gov/Portals/29/documents/ocs/ResourceGuide.pdf>

For questions about the guide, please contact Pejmaan Fallah at Pejmaan.Fallah@epa.ohio.gov or (614) 644-3666.

Ohio Incumbent Workforce Training Voucher Program – Online Applications Will be Available Beginning September 25, 2017

The Ohio Incumbent Workforce Training Voucher Program has made the following changes to the program for FY'18.

- Reimbursement will be made at 33% of the actual cost of training not to exceed the award amount.
- Each eligible applicant will be eligible for up to \$25,000 in assistance.
- Companies that received Voucher Program assistance in FY'16 (based upon FEIN) who utilized 33% or less of their award amount will not be eligible for assistance in FY'18.
- FY'18 (Round 6) awards will reimburse training that begins and is completed between January 1, 2018 and December 31, 2018.
- Only the applicant company may submit the application.
- Incumbent Employee is defined as an individual directly employed by a qualifying employer for six months or longer. Employees that have been employed less than six months are not eligible.

Businesses can **begin the online process on September 25, 2017**. The online applications will be accepted on a first-come, first-served basis and **can be submitted on October 12, 2017 between 10:00 a.m. and 5:00 p.m.**

For more information about the Ohio Incumbent Workforce Training Voucher Program visit
http://development.ohio.gov/bs/bs_wtvp.htm.

For additional assistance, contact Shannon Vanderpool at (614) 644-8560 or
Shannon.Vanderpool@development.ohio.gov.

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:

1st Friday – Springboro and Preble County

2nd Friday – Centerville and Springfield

3rd Friday – North Dayton and West Chester

4th 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 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	Christie.Hooks@oh.usda.gov	614-255-2397
Cindy Mussel	Cindy.Mussel@oh.usda.gov	614-255-2427
Debbie Rausch	Deborah.Rausch@oh.usda.gov	614-255-2425
Jennifer Brown	Jennifer.Brown@oh.usda.gov	614-255-2423
Randy Monhemius	Randy.Monhemius@oh.usda.gov	614-255-2424

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

Small Business 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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U.S. Small Business Administration (SBA)
Dayton Senior Area Manager
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Dayton, OH 45402
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November 2017 Newsletter



From our family to yours, have a safe and

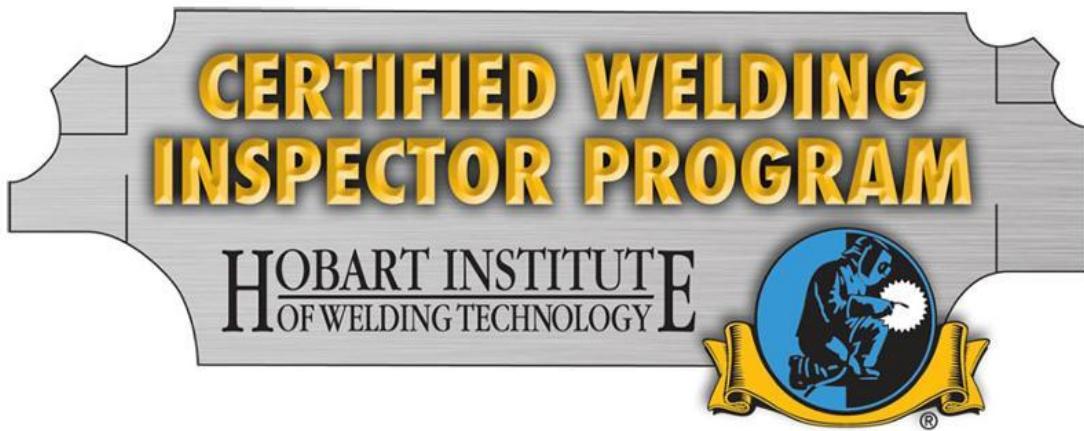
Happy Thanksgiving

**Does your staff need training but you don't have the resources to send them to HIWT?
We can help.**



HIWT offers specialized training and welder certification at your facility. We can send one of our highly trained technical instructors to your facility for as long as it takes to meet your requirements. All major arc welding processes are covered as well as specialty training in tool and die, structural and piping and aerospace. Contact Chip Prinz at 937-332-9502 or email at Chip.Prinz@welding.org

**AWS® CWI® Classes are forming now for 2018.
Don't let another year go by without getting your
Certified Welding Inspector credential.**



Hobart Institute of Welding Technology offers a two week Preparation for AWS® CWI®/CWE® Examination course. This course is designed to prepare students to take the exam. You will be using the same tools during the course that are used in the test kits for the hands-on portion of the exam. This two week class offers 9 days of instruction with the test being administered on the 10th day. Contact us [here](#) for more information and to register.

Bookstore News

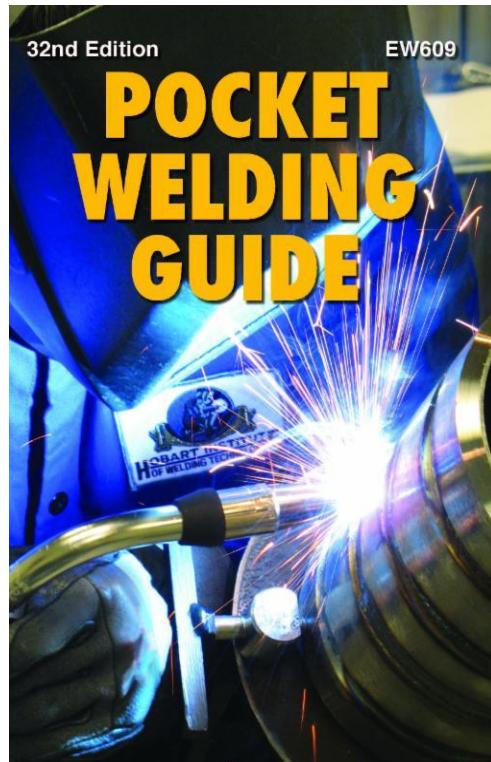


HIWT introduces one of our newest products.
The BSX Extreme Welders Gearpack
Designed inside and out specifically for
welders. The BSX® Gearpack includes
ample storage room and accessory/tool
pockets. This is sure to be a hit for the
welder in your family. Don't
delay. Christmas is
coming. Click [here](#) to order yours
now.

HIWT is proud to present the 32nd Edition of the Pocket Welding Guide. This completely revised edition is now in full color and fits in your toolbox. Widely used by students and hobbyists as well as veteran welders, draftsmen, instructors, supervisors, foremen, technicians, and engineers.

This newly revised edition features: overviews of all welding processes, examples of good and bad weld beads, causes and cures of common welding problems, welding symbols, guidelines for the identification of metals and calculating filler metal consumption, oven storage and reconditioning of filler metals, shielding gases and their uses, AWS® filler metal classifications and comparative indices, welding parameters, and a newly revised section of filler metals, including the latest metal cored wires, with operating ranges, filler metal selector guide for welding ASTM steels, troubleshooting guides for semiautomatic wire and equipment, welding terms and definitions, metric conversion tables, and more. 164 pages. 4" x 7" format.

Click [here](#) to order yours today.



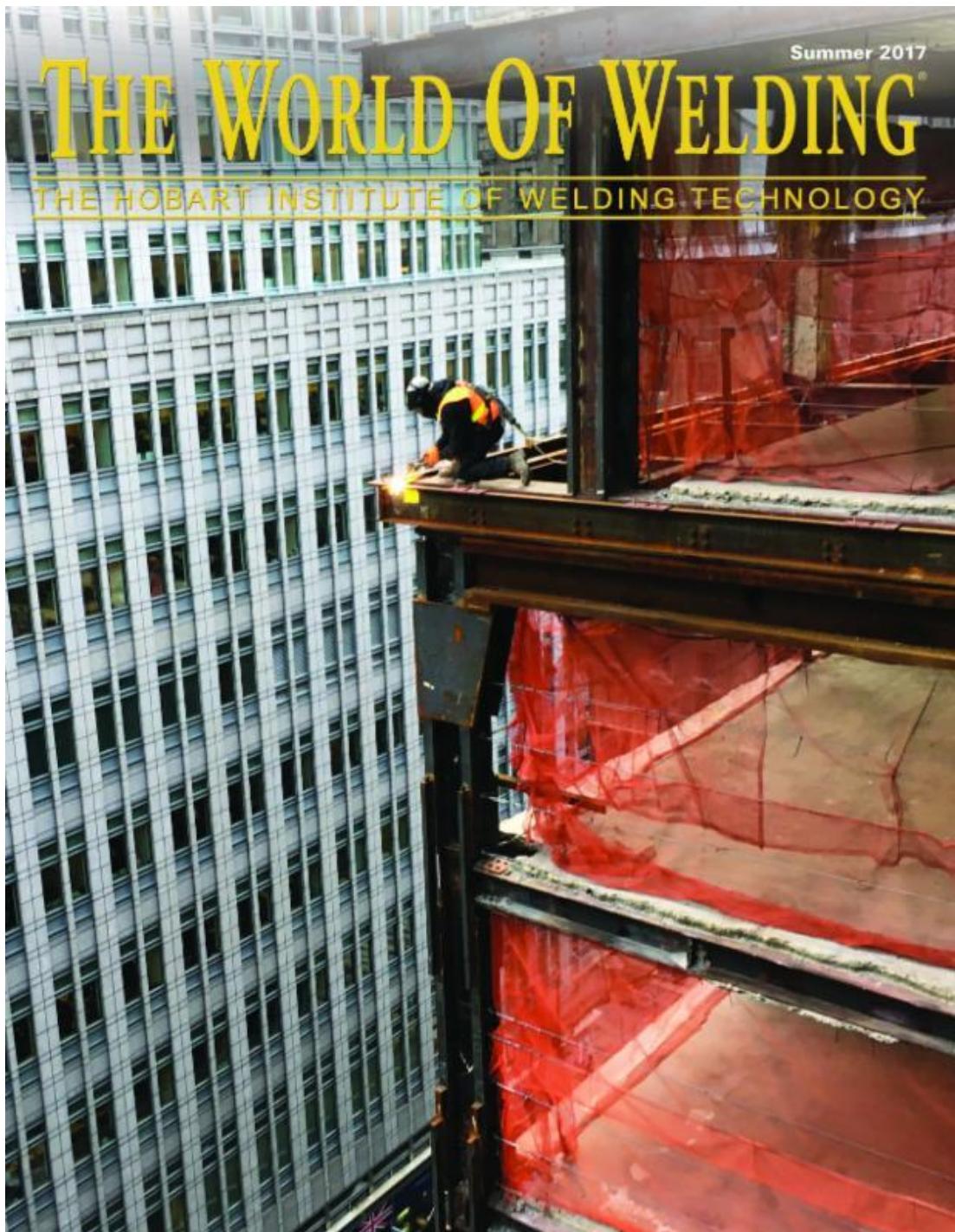
Orders may be placed online, by Fax (937) 332-9551 or by phone at (800) 332-9448 ext. 9508 or (937) 332-9509.

**Do you need to hire welders?
We are here to help.**



HIWT graduates students every month. These students come to us from all over the United States and most are open to relocation for the right opportunity. We have a job board set up just to post your jobs. Contact us [here](#) to get started.

Do you subscribe to the World of Welding?



Hobart Institute of Welding Technology publishes the World of Welding quarterly. Click [here](#) to read it online or [here](#) to get on the mailing list.

Hobart Institute of Welding Technology, dedicated to welding training and education excellence, is a nonprofit educational facility.

Hobart Institute of Welding Technology

400 Trade Square East

Troy, Ohio 45373

937-332-9500

www.welding.org

hiwt@welding.org

State Board of Career Colleges and Schools Registration No. 70-12-0064HT
Accrediting Commission of Career Schools and Colleges No. 000403

See what's happening on our social sites.



Hobart Institute of Welding Technology, 400 Trade Square East, Troy, OH 45373

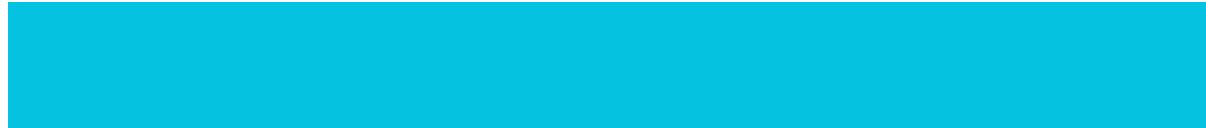
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November 17, 2017 | VOL. 21



MESSAGE FROM OUR DEPARTMENT CHAIR One great thing about Thanksgiving is that it inspires us to reflect about gratitude and blessings. The department is grateful for your incredible support in many amazing ways. We are able to grow because of you and your support. We are proud of our student success and faculty achievements. We are also glad to report that the ABET accreditation visit of our Management Information Systems bachelor's program went very well. In this season of harvest, we invite you to walk through some of the highlights of the department. Happy Thanksgiving!

Dr. Shu Schiller

DIRECTOR: MR. DON HOPKINS



The Fall 2017 Cohort for our two master's program has almost finished its first semester. We are really happy with the progress demonstrated by this group. In addition, we currently have three students enrolled in our [Graduate Certificate in IT Management](#), one of whom is going to continue in the program to get her Master of Information Systems.

With the Fall 2017 Cohort well on its way, it is time to start our recruitment for our Fall 2018 Cohort for our [Master of Information Systems](#) and [MS in Logistics and Supply Chain Management](#). Recently, we promoted the programs at the Graduate School's Open House and the Technology First's Taste of IT conference. We'd like to invite you to a [Taste Your Master's](#) event on Saturday, January 6th in Rike Hall from 11:00 AM to 1:30 PM. This is a great opportunity for prospective students to learn more details about our programs and have an opportunity to talk to our current students informally over lunch. There is no cost for attending this event. Please register at [EventBrite](#). Questions? Please

email donald.hopkins@wright.edu.



JOBs: THESE COMPANIES ARE HIRING

For detailed descriptions of these positions, please scroll down to the Career Opportunities section at the bottom of the newsletter.

- **U.S. Air Force** - Premier College Summer Internship Program
- **RxPredict** - Data Scientist
- **Crown Equipment Corporation** - Buyer/Planner, Sourcing Specialist
- **Speedway** - Multiple IT Jobs & Summer Internship
- **UTC Aerospace Systems** - Commodity Manager
- **Victoria's Secret** Digital Customer Care Center - Sr. Reporting Analyst
- **American Electric Power** - IT System Administrator, IT System Administrator Sr (Linux/Hadoop)
- **Cost Containment** Specialists - Supply Chain Management Intern
- **SOCHE** - Student Worker

MARK YOUR CALENDAR

- Nov 22-24: University closed for Thanksgiving
 - Dec 4: "Professional Sourcing Negotiation" student event by Center for the Supply Chain Transformation & Crown Equip. Co.
 - Dec 16: WSU Fall Commencement
 - Jan 5-7, 2018: Master Programs Spring Residency
 - Saturday, Jan 6, 2018: Taste Your Master's, 11am - 1:30pm, Rike Hall Lobby, main campus, register at [EventBrite](#).
-

STUDENT CLUB NIGHT

Information Systems and Supply Chain Management students met on September 26 to celebrate the new school year with a [game night!](#) Club president Samantha Young and Treasurer Tracy Schlenker welcomed the group.





CLUB ATTENDING APICS MEETING

Students attended the [APICS chapter meeting](#) on November 9. This event was supported by the ISSCM Student Club. Dr. Larry Weinstein joined the student group as well. We thank Mr. Rich Graff (in last image) for introducing the opportunities to our students.

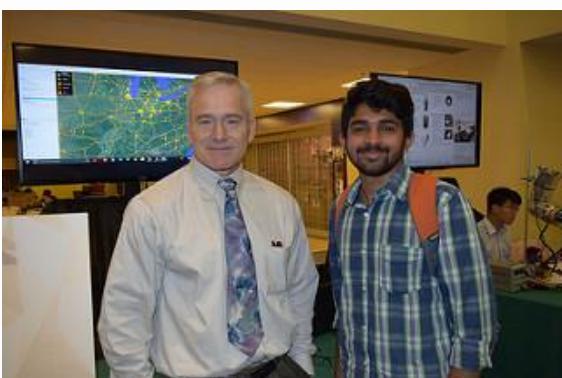


FACULTY HIGHLIGHTS

Congratulations to [Dr. David Hall](#) on his new publication in the Journal of Supply Chain Management! "Learning from Conformance Quality Failures That Triggered Product Recalls: The Role of Direct and Indirect Experience," David C. Hall and Tracy D. Johnson-Hall, 2017, 53(4), p13-36.



[Dr. James Hamister](#) presented his research on geographic analytics and supply chain risk management at the Wright Brothers Day on October 5.



[Dr. George Polak](#) presented his research on generalized maximin decision model for managing risk and measurable uncertainty at the Workshop on Risk Management Approaches in Engineering Applications at the University of Florida on October 16-17. Dr. Polak also spoke at the Cincinnati-Dayton INFORMS Chapter technical symposium on October 13.



MASTER PROGRAMS

We are proud to announce and congratulate [Nyswyn Jawaharlal](#) and [Robert Kroger](#), our Outstanding Students in the previous master cohort!



Nyswyn Jawaharlal, '17, Master of Information Systems

Nyswyn is a graduate of the 2017 Master of Information Systems cohort. He completes the Master's program achieving a high level of academic performance and an impressive level of participation in courses throughout the program. His capstone project, "Customized Customer Relationship Management for US Ecology," focused on the analysis and development of a custom CRM application.



Robert Kroger, '17, M.S. Logistics and Supply Chain Management,

Robert Kroger is a graduate of the 2017 Master of Science in Logistics and Supply Chain Management Cohort.

Mr. Don Hopkins promoted the [master programs](#) at the Taste of IT Conference on November 15.



ADVISORY BOARD MEETING

The [ISSCM Advisory Board](#) had the Fall meeting on September 29. We thank Diana Tullio for sponsoring this event and providing the beautiful facility at Aileron.

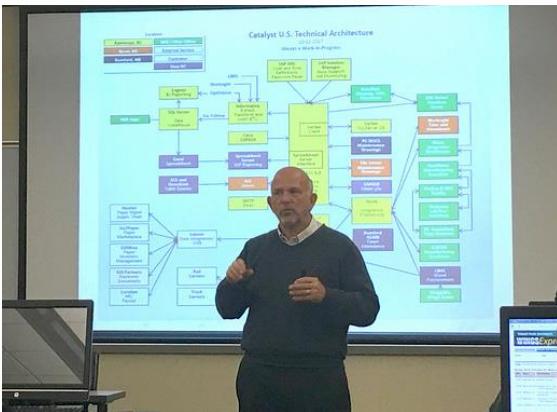




INVITED SPEAKERS

We thank our invited speakers, [Brent Probasco](#) (October 11) and [Paul Moorman](#) (November 9) for presenting in our classes. Students love the real-life stories!





CAREER OPPORTUNITIES

U.S. Air Force Premier College Summer Internship Program 1 of 2

The Air Force Civilian Service (AFCS) is excited to inform you of our new Premier College Intern Program (PCIP) for qualifying Juniors interested in a paid summer internship (starting summer of 2018) prior to their senior year that may lead to a full-time developmental position with AFCS after graduation.

PCIP was developed to recruit talented and innovative young professionals who would consider pursuing a full-time position as a federal civilian employee with AFCS. This program offers students in their Junior Year, who are currently enrolled full-time (12+ sem hrs) in a qualifying 4-year program, a paid internship lasting 10-12 weeks in the summer prior to their senior year. Once a student completes his/her internship (a minimum of 640 intern hours) and meets all program requirements, he/she will then be in a position to accept a full-time developmental position with AFCS and start that job once they graduate.

Requirements to qualify for this premier program (not all inclusive) are as follows:

U.S. Citizenship

Maintain a cumulative and term GPA of 2.95

Obtain and maintain a security clearance required for the job
Must meet any educational requirements as indicated by the AFCS occupation of interest
Observe workplace rules and make satisfactory progress toward receipt of a baccalaureate degree

FOCUSED MAJOR: This internship is for JUNIORS who are pursuing a Business Major with emphasis in “Supply Chain Management” or “Information Systems” or “International Business.”

NOTE: Intern opportunities/vacancies are limited.

LOCATION OF INTERNSHIP: Wright-Patterson AFB, OH

FOR INTERESTED STUDENTS TO APPLY: Please send Student's Resume, Current

Transcripts, and Proof of Enrollment to: AFLCMC/LGH

Recruiter at aflcmc.aql.workforce@us.af.mil.

*NOTE: In Subject Line, include the following: PCIP / Name of Student / School / Major

DEADLINE: December 1, 2017

Christal Green, DAF
AFLCMC/LGHM, Workforce Management Branch
Recruitment and Hiring
1790 10th Street, Building 572
Wright-Patterson AFB OH 45433
DSN: 785-7639 COMM: (937)255-7639

U.S. Air Force Premier College Summer Internship Program 2 of 2

The Air Force is launching an exciting new Premier College Internship Program that will offer a 3 month paid internship for the summer at Wright Patterson AFB, OH working in the Air Force Research Laboratory.

To be eligible for one of these internships, you must meet the following requirements:

- U.S. Citizenship
- Enrolled in an approved, full-time program pursuing a Baccalaureate Degree (Juniors only)
- Minimum 2.95 GPA on a 4.0 grading scale

- Have one year of full-time hours/credits left in degree program
- Live near or are willing to move to the Dayton area at your own expense
- Ability to obtain and maintain security clearance (Air Force will fund the clearance)

If you are interested in this opportunity and you meet the eligibility requirements, please email the following to sarah.french.1@us.af.mil, subject line "Premier College Internship".

- Updated resume with your current phone number, physical address and email address
- CURRENT transcript (unofficial is fine for now) with Spring 2017/Summer 2017 grades included
- Professional area(s) of interest

Sarah French, PHR, CDFM

Financial Management Workforce Development Manager

Air Force Research Laboratory

Sarah.French.1@us.af.mil

937-656-5899

RxPredict - Data Scientist

Company: RxPredict - a four-year old Cincinnati-based predictive analytics firm focused on health and wellness

Position: Data Scientist, both full-time and part-time.

Contact: Vishal Verma (v.verma@rxpredict.com) VP of Predictive Healthcare Technology Solutions

We continue to be interested in recruiting **part-time and full-time roles** for candidates with Machine learning and analytical experience. As a reminder, here are the skills we are looking for:

- Proficiency with large-scale machine learning techniques (Bayesian modeling, multivariate regression, logistic regression, support vector machines, neural networks, cluster analysis, decision trees, time series analysis and forecasting, factor analysis and Markov chains)
- Proficiency with R.
- Familiarity with at least one scripting language e.g. Python, Perl, etc.

- Knowledge of SQL

Bonus

- visualization skills using Tableau or similar platforms and toolkits
- Experience in Amazon AWS, or other cloud ecosystems
- Understanding of Healthcare: EHR data, HCC and ICD codes and HL7 data format

Crown Equipment Corporation - Buyer/Planner

Job Purpose and Objectives:

- Responsible for managing the supply of purchased parts required by Production and Service to support a high level of service to the company's customers while minimizing inventory investment and obsolescence risk.
- Monitor potential supply issues, and work closely with suppliers, Sourcing Specialists and Production personnel to resolve with minimal impact to operations.
- Implement appropriate replenishment strategies for assigned parts in conjunction with Sourcing Specialists, and take initial containment action on supplier quality issues.
- This position reports to the Purchased Materials Supervisor or a Senior Buyer - Planner.

Key Tasks:

- Purchase Raw Materials and Finished Parts
- Planning Analysis / Inventory Management
- Shortage Management
- Supplier Communication and Management
- Review Supplier Prices
- Product Quality
- Miscellaneous

Qualifications:

- Four year bachelor degree or two year degree along with three to five years of prior experience in material control, planning or purchasing.
- A firm understanding of Materials Requirement Planning (MRP), with Baan experience.
- Strong computer experience, including excellent spreadsheet skills.
- Effective oral and written communication skills.

For more information and to apply, please visit our [website](#).

Crown Equipment Corporation - Sourcing Specialist

Primary Responsibilities:

- Develop/execute commodity and supply base optimizations strategies and plans.
- Evaluate existing and potential suppliers; search for new suppliers.
- Initiate and execute cost savings projects and request for quotation.
- Develop and qualify materials, components, processes, assemblies and suppliers.
- Negotiate prices, terms, statements of work, technical requirements and contracts.
- Identify functional requirements of service and delivery vehicles and create a plan for implementation.
- Manage projects and tasks to meet deliverable's and deadlines.

Qualifications:

- A four-year college degree, preferably in Business or Engineering with an emphasis in Supply Management or Operations. ISM Certification would be beneficial.
- Three to five years prior experience in materials, supply management, or operations.
- High level of interpersonal, teamwork, and negotiation skills are required.
- Blueprint reading and proficient computer skills are necessary for this position.
- Willingness to travel, sometimes extensively, as required.
- Ability to work independently.

For more information and to apply, please visit our [website](#).

Speedway IT Jobs & Summer Internship

Visit jobs.speedway.com for the detailed descriptions.

Speedway - IT Data Analyst

Help Desk Specialist

IT Emerging Technology Intern - Summer 2018

IT Business Analyst Intern - Summer 2018

IT SQL Development Intern - Summer 2018

IT Security Intern

UTC Aerospace Systems - Commodity Manager

Duties and responsibilities include:

- Evaluate market conditions in order to maintain inventory levels and control costs and make recommendations for cost reduction.
- Evaluate and recommend suppliers, manage ongoing relationships with suppliers.
- Act as an owner of commercial relationship with strategic suppliers.
- Develop and/or maintain commodity sourcing strategies.
- Develop, negotiate and administer supplier contracts.
- Manage product transitions between suppliers.
- Manage the relationship between the supplier and UTAS.
- Coordinate supplier improvement activities including continuous improvement (CI) events, corrective actions, metric management and cost reduction initiatives.
- Perform sourcing activities in support of customer requests or internal projects (resourcing, engineering changes, etc.) including sending out FRQs, reviewing responses, supplier selection, coordination with estimating and Program Management and PO or contract file documentation. Ensure these activities meet all UTAS and applicable government (FAR) requirements.
- Organize, lead and manage supplier meetings in regards to strategic initiatives, new work placed at the supplier, performance issues (cost, deliver and quality) and routine program or business reviews.

- Create and implement strategic sourcing initiatives using expert level negotiating skills and best practice activities while applying CI tools to continually optimize and improve processes and procedures.
- Coordinate/support supply-base transitions.
- Perform other duties as assigned.
- Perform expedites at suppliers, when required.

Qualifications

Required:

- Demonstrated supply chain/procurement experience.
- Demonstrated ability to establish credibility with business counterparts.
- Experience managing or leading projects or programs.
- The successful candidate will be required to travel to supplier and UTAS sites in Canada and the U.S. (30%-40%).
- Must be able to verify U.S. Citizen Status as defined by International Traffic in Arms Regulations (ITAR).

Preferred:

- Minimum 2 years' experience in commodity management/supply chain/procurement with increasing levels of responsibility.
- Excellent oral and written communication skills with the ability to work and interact at all levels of the organization.
- Demonstrated success in developing tactical plans and carrying through to successful execution.
- Proficiency in Microsoft Office applications specifically expert level Excel.
- Strong knowledge of aerospace manufacturing techniques and procedures as it applies to outside processing.
- Must be able to verify U.S. Citizen Status as defined by International Traffic in Arms Regulations (ITAR).

Education:

- BA/BS degree w/2-5+ years' related work experience

- MA/MS degree w/0-2+ years' work experience

To apply, please visit our [website](#).

Victoria's Secret Digital Customer Care Center - Sr. Reporting Analyst

As part of the Enterprise Customer Care Center, the Senior Reporting Analyst will be responsible for primary design, development and administration of performance based and analytical reports. This position will act as the primary resource for both standard reporting and ad hoc operational analysis to influence operational changes and drive business results.

Responsibilities:

- Prepare, develop, analyze and automatically distribute reports with Customer Care Center Key Performance Indicators, supporting achievement of overall and associate level objectives.
- Analyze data both by contact channel (IVR, phone, email, chat) and functional team, providing insights and recommendations for improvements.
- Analyze raw data and develop written reports, summaries, charts and graphs to support data findings, and compile recommendations for presentation to leadership.
- Partner with front line operations and technology teams to effectively assess, define and develop report specifications and business requirements.
- Scope requests and coordinate activities and deliverables across multiple departments and management levels.
- Identify opportunities to enhance existing reports and develop new analytical tools.
- Meet deadlines and handle multiple objectives in a fast-paced environment.

Qualifications:

- Bachelor's degree in Business, Computer Science or Information Systems.
- Must possess excellent analytical skills with 4+ years in analytics or reporting.
- Advanced PC skills and proficiency including advanced Excel VBA, pivot table formulas, SQL data extraction and data manipulation.

- Advanced user in Microsoft Access - create and manage databases and understand tables and structure.
- Proven success at applying analytical methods to solve business problems, effective interpretation of data and communication of results is required.
- Proven experience in a customer-focused role, with experience in building relationships with key internal customers along with strong written and verbal communication.
- Ability to be flexible, manage competing priorities, meet deadlines and handle multiple tasks/projects.
- Must possess attention to detail and high standards for accuracy.

To apply, please contact Heather Butterly at HButterly@victoria.com.

American Electric Power - IT System Administrator, IT System Administrator Sr (Linux/Hadoop)

General Job Responsibilities:

- Building, configuring, patching, upgrading and troubleshooting of physical and virtual Linux servers (rack mounts/blades, and VMs)
- Participate with PROJECT TEAMS in architecting solutions based on Linux to meet specific project requirements. Includes interaction with Project Managers, Application SMEs and Infrastructure SMEs from Network and Storage groups.
- Ensure day-to-day support and a high level of 24x7x365 service availability as well as participate in on-call support.
- Respond to real-time performance alerts to resolve performance problems, regular on-going performance analysis and capacity planning.
- Perform/Assist with Backup / Recovery processes and disaster recovery procedures to maintain data protection and availability.
- Independently perform complex troubleshooting, root-cause analysis, solution development, and implementation.
- Apply Technology Updates to system and software running on the Linux systems.
- Perform Security updates to systems as directed.
- Maintain physical and logical diagrams of hardware environment.

Hadoop Specific Responsibilities:

- Design, installation, configuration, monitoring and performance tuning of operational enterprise Hadoop environment with tools listed above.
- Monitor and manage health of operational Hadoop environment.
- Collaborate with Data Architects and developers in design and utilization of Hadoop environment.
- Collaborate with Infrastructure, Applications and business users on disaster recovery options and implementation of Hadoop environment.
- Creation of scripts/jobs to enhance the operation of the Hadoop environment.
- Configure and administer HDFS running on EMC Isilon.
- Establish security controls for the environment using Kerberos, Ranger and Knox.
- Perform Capacity Planning activities to ensure the environment has the required resources to meet current and future business needs.

Minimum Requirements

Education:

Bachelor's degree in computer science or engineering related field or Associate's degree with 2 years system administration related experience or High School Diploma/GED with 4 years system administration related experience.

Experience:

Minimum of 4 years System Administration related experience, in addition to any experience identified above.

For more information and to apply, please visit our [website](#).

Cost Containment Specialists - Supply Chain Management Intern

We are a small supply chain, cost recovery and cost containment consulting company in Dayton serving the Ohio area and national clients since 1998. As part of the services we provide, the intern will have the opportunity to participate and gain experience in the following activities:

- Assist in benchmark pricing analysis

- Assist in the development of request for proposals (RFP)
- Assist in the analysis of RFP responses
- Interact with our clients on site in a variety of supply chain support services
- Interact with suppliers to negotiate better pricing and services
- Assist in transitioning new suppliers in to the clients supply chain
- Assist in the necessary research to source new products and services for our clients
- Assist in contract compliance audits
- Assist in accounts payable invoices post audits to make sure new pricing has been deployed

We operate as a virtual company, therefore, the person should be able to work effectively in a rather unstructured environment.

For more information and to apply, please contact Gary Friedman at gfriedman@cost-containment.com.

SOCHE - Student Worker

SOCHE and The Entrepreneurs Center are providing the Commercialization Readiness Program (CRP) for currently enrolled, college students. The program will gather student participants to assess new technologies **and** market readiness. The CRP is a rare opportunity for real-world experience working with peers of all majors to start a new business. The CRP is a flexible 6 week commitment and includes a \$500 stipend to be awarded to participants upon project completion.

Please see the attached flyer and share this opportunity with your students.

Questions? Contact Alex Galluzzo at alex.galluzzo@soche.org or at (937) 258-8890.

WSU Career Events

<http://www.wright.edu/career-center/search-for-jobs/events>

Job Postings

<https://business.wright.edu/information-systems-and-supply-chain-management/opportunities/career-center-job-postings>

Join ISSCM LinkedIn Group for New Postings

<https://www.linkedin.com/groups/6511233/profile>



Department of Information Systems & Supply Chain Management

Raj Soin College of Business

Wright State University

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