

U.S. COMMERCIAL SERVICE PRESENTS:
INAUGURAL FORUM



WOMEN'S GLOBAL TRADE EMPOWERMENT

Expanding Trade in North America & Beyond

Free six-part digital series, July 28 – September 22

The U.S. Commercial Service invites women entrepreneurs who wish to boldly expand sales into new markets in Canada, Mexico and beyond! You'll learn how you can benefit from the United States-Mexico-Canada Agreement (USMCA) while also building a winning export strategy and developing valuable business connections.

- | | |
|---|--|
|  JULY 28: USMCA & Future of Trade in North America |  SEPT. 1: How to Make USMCA Work for You - Customs & Rules of Origin |
|  AUG. 11: Financing the Deal and Getting Paid |  SEPT. 10: Legal Strategies for Success |
|  AUG. 25: Thriving in the Digital Trade Economy under USMCA |  SEPT. 22: Protecting Your Most Important Asset - Your IP |

Enhance Your Virtual Experience! In addition to the six-part series, we are offering industry-focused activities for women business owners in the **Aerospace & Defense, Automotive, Education, Design & Construction, Healthcare, IT or Energy** sectors that wish to dive deeper into each session for a reduced fee of \$50.

Benefits Include:

- ✓Facilitated Breakout Discussions ✓B2G & B2B Business Development Meetings ✓Mentorship Program ✓Create USMCA Strategic Market Expansion Plan!

**Slots limited to the first 50 registrants.*

Learn more and register today at <http://tiny.cc/wgtef>.



MONTGOMERY COUNTY
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451 W. Third St.
Dayton, Ohio 45322
www.mcoho.org

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(937) 224-3831 / m

COUNTY COMMISSIONERS
Judy Dodge
Deborah A. Lieberman
Carolyn Rice

COUNTY ADMINISTRATOR
Michael B. Colbert

MEDIA RELEASE

Montgomery County Expands Eligibility for CARES Act Small Business Grant Program

Grants to provide relief from COVID-19 losses

DAYTON, Ohio (July 14, 2020) – Montgomery County has expanded the eligibility criteria for small businesses looking for COVID-19 relief, increasing the maximum number of employees and maximum annual revenue requirements to allow more local businesses to qualify for grants of up to \$10,000. Montgomery County has set aside \$40 million to help small businesses recover from COVID-19 losses, one of several financial assistance programs created by the Office of CARES Act.

To qualify for the grant program, businesses must:

- be locally owned and located in Montgomery County;
- have fewer than 50 employees (*previously limited to 30 employees*);
- have gross annual receipts of less than \$5 million (*previously limited to \$1 million annual revenue*);
- have a physical storefront and/or be an allowable home office as reported in most recent filed tax return;
- be current on all state, federal, and local taxes;
- be in compliance with State of Ohio small business requirements;
- and retain one full-time employee for at least three months after grant award.

Businesses that have already received federal assistance, such as from the Payment Protection Program, SBA Economic Injury Disaster Loans, or other funding from the federal CARES Act, may not qualify for assistance.

Businesses can apply online at www.mcohiocares.org. Website visitors can also sign up for email alerts regarding housing assistance or financial aid for agriculture, education or healthcare institutions.

As part of the federal Coronavirus Aid, Relief, and Economic Security (CARES) Act, Montgomery County has received \$92 million, of a planned \$200 million allocation, directly from the U.S. Treasury. This funding will be used to provide financial relief to individuals and businesses who have experienced hardship due to the COVID-19 pandemic.

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Green Business Certification

DP&L ENHANCED REBATES

In partnership with DP&L, green certified businesses that are also DP&L customers, have access to enhanced rebates (50% additional value), but **must submit their rebate applications to DP&L by September 30th** as mandated energy efficiency programs in the State of Ohio will terminate by the end of 2020 due to the passing of HB6!

Approved measures must be applied for, should be purchased, and installed after the Green Business Certification date and within a year of the original green certification date.

Rebates will be paid on a first-come first-serve basis. A rebate cannot be paid until all required documentation for the application is received by DP&L, regardless of when the application was submitted.

As you apply for your rebates, simply attach your green certificate (see below on where to find it) to receive the enhanced value.

Email EnergyEfficiency@dplinc.com for any questions related to the rebate application process

Email DRG3@mcoho.org for any questions related to the green business certification process, or call Lamees Mubaslat at (937)654-2650

ENERGY AUDIT REQUIREMENT

As we all struggle to deal with COVID -19 pandemic and in the middle of uncertainties, we have decided to put a **freeze on the energy audit requirement** for green certification until further notice!

GREEN CERTIFICATION DURING COVID-19:

For as long as this freeze is in place, you can receive your green certification by complying with the green checklist requirements.

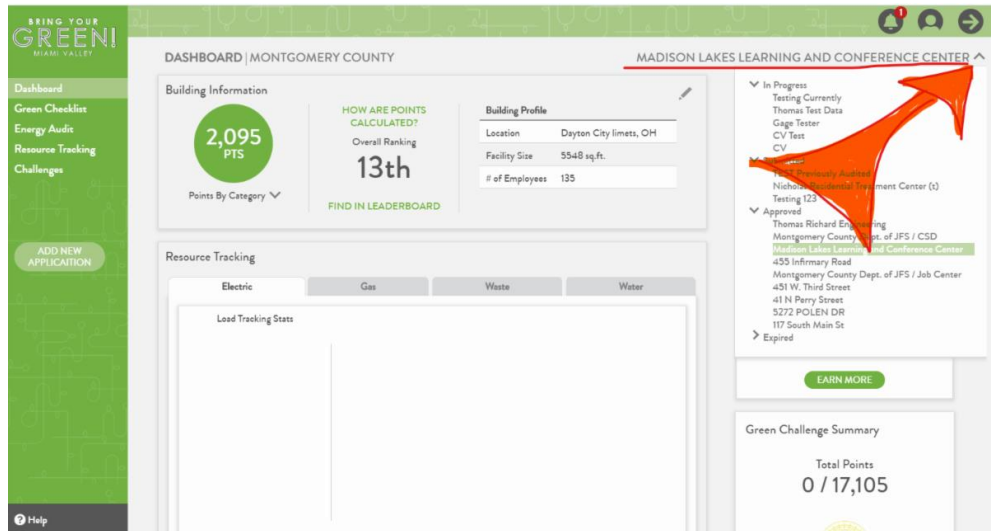
[View the green checklist](#)
[Start a new application](#) (click on LOGIN)

WHERE TO FIND YOUR GREEN CERTIFICATE

- Login to your account

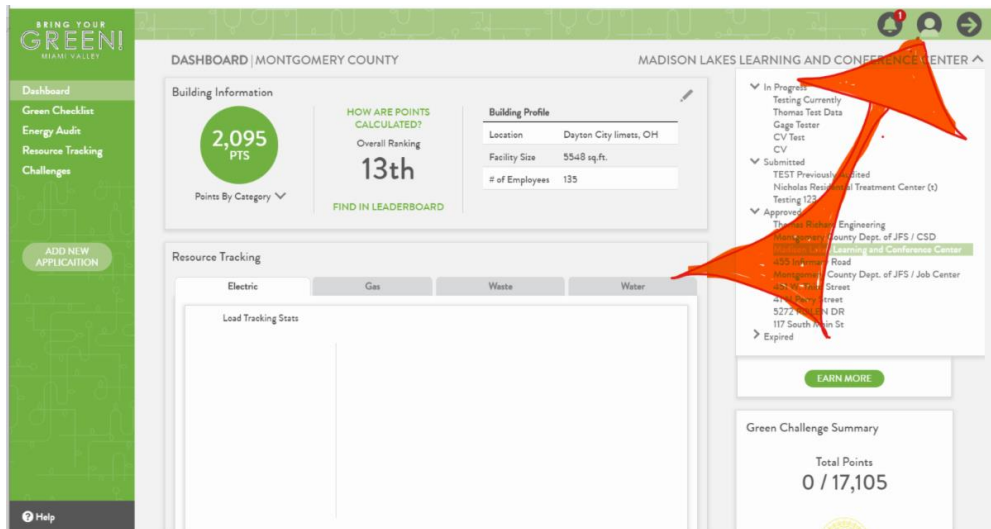
- Once you're logged in, make sure to select your building from the drop down menu (grey arrow) as shown below:

1



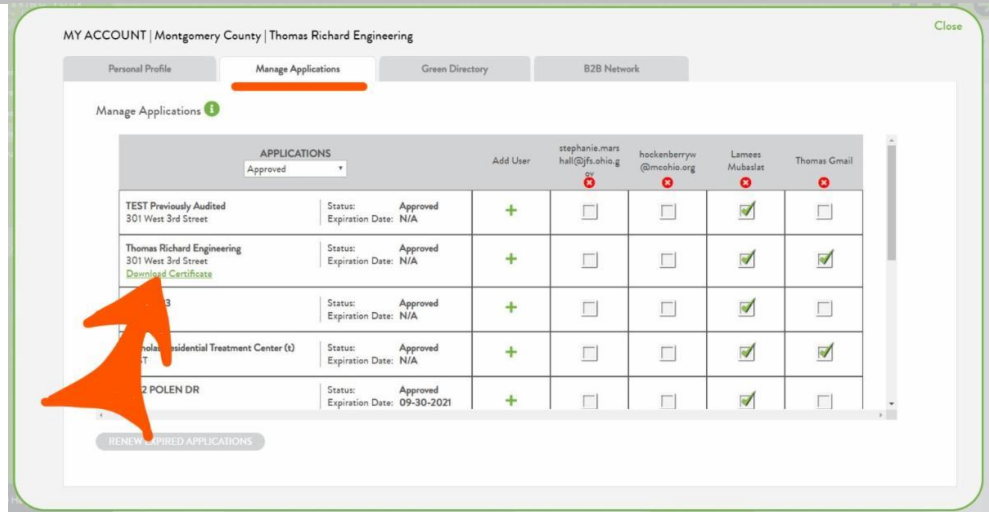
- Click on the person's image for My Account information:

2



- Select "Manage Applications" tab and download your Green Certificate:

3



NEW FEATURES ADDED

We are thrilled to release the latest update for the Green Business Certification/ Bring Your Green challenge platform. New features include:

- ability to add several meters to track your gas and electric usage;
- waste calculators with different dumpster size, type and percentage full entry fields;
- monthly and yearly electric progress analysis;
- monthly and yearly waste progress analysis;
- and much more!

Log in to your account, or start your application today



FOLLOW US





FASTLANE

ACCELERATING MANUFACTURING GROWTH

Special Funding

FastLane has special funding for manufacturers to help you recover from the impacts of Covid-19

FastLane can help you:

- Find a Local Supply Chain
- Save Money with Lean
- Increase Cybersecurity
- Advance Automation
- Improve Sales and Marketing
- Assist with ISO or AS

and more...

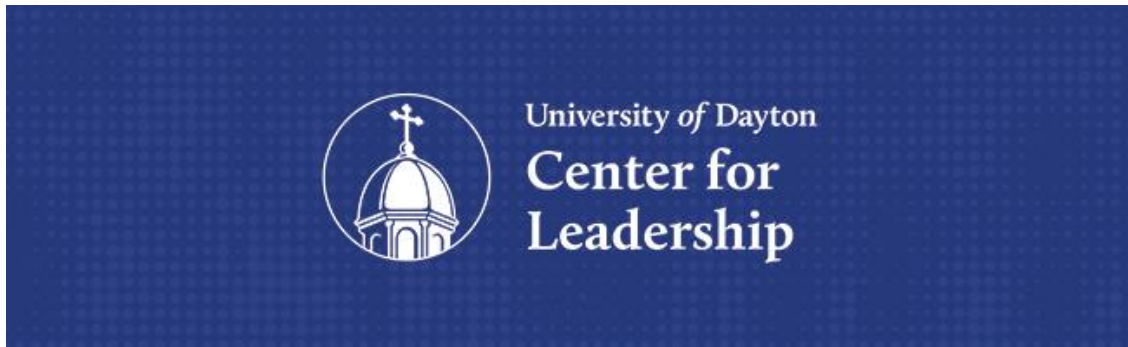
Contact FastLane to learn about our simple application process.

(937) 229-1368
FastLane@udri.udayton.edu
FastLane-mep.org



Manufacturing
Extension Partnership

[View this email in your browser](#)



The Best Leaders Never Stop Learning

The University of Dayton Center for Leadership makes it easy for your organization to develop its current and future leaders with our comprehensive leadership certificate programs. Each program is structured to develop their confidence and leadership skills. Whether your employee is moving into a front line supervisor or a senior leadership role, we offer leadership certificate programs to meet them where they are and develop them to where you need them to be in the future.

Supervisory Leadership Certificate



Next cohorts start August 5 and October 7

This six-month (10 class) certificate program is ideal for new or experienced supervisors or individuals preparing for a leadership role. [Apply now](#) for this program that focuses on such critical topics as:

- Understanding Leadership & Team Development
- Time Management & Personal Productivity

- Going From Peer to Supervisor
- Navigating Difficult Conversations
- Communication Skills for Leaders
- Coaching & Evaluating Performance
- Effective Decision Making
- Leading Change at the First Level

For a complete schedule and course descriptions visit: [Supervisory Leadership Certificate](#)

Emerging Leader Certificate



Next cohort starts August 13

This twelve-month (17 class) certificate program is ideal for top performers and current managers who are ready for a senior leadership role. [Apply now](#) for this program that focuses on such critical topics as:

- Creating a Great Culture
- Coaching For Performance
- Operations Management
- Business Simulation
- Leading Change
- Executive Effectiveness
- Finance for Non-Financial Managers
- Strategic Management

For a complete schedule and course descriptions visit: [Emerging Leader Certificate](#)

If you are interested in learning more about any of these certificate programs at the University of Dayton Center for Leadership, contact April Mescher at 937-229-2446 or amescher1@udayton.edu.



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Thank you for your interest in the University of Dayton Center for Leadership.

Our mailing address is:

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PPP Application Deadline Extended to August 8




Last night the Senate voted to extend the application deadline for the PPP loans to August 8. This is great news for small businesses; it gives additional time to evaluate your needs.

Remember there have been some changes to the Program with the June 5th passing of the Paycheck Protection Program Flexibility Act . Here are the highlights of the changes:

- Extends the covered period for forgiveness from 8 weeks after the date of loan disbursement to 24 weeks after the date of disbursement.
 - Borrowers who have already received PPP loans retain the 8 week option.
- Lowers the amount payroll costs required for loan forgiveness from 75% to 60%.
- Provides a safe harbor from reductions in loan forgiveness when business is unable to maintain full-time equivalent employees due to a reduction in business activity when:
 - Business activity has been reduced because of compliance with guidance issued between March 1 and December 31 2020
 - Guidance is related to worker or customer safety requirements relating to COVID-19
 - **AND** guidance has been issued by the Secretary of HHS, the Director of the CDC, or OSHA
- Provides a safe harbor from reductions in loan forgiveness based on reductions in full-time equivalent employees, to provide protections for borrowers that are both unable to:
 - Rehire individuals who were employees of the borrower on February 15, 2020

- **AND** unable to hire similarly qualified employees for unfilled positions by December 31, 2020
- Increases the maturity to 5 years for loans approved on or after June 5, 2020
- Extends the deferral period to the date SBA remits the borrower's loan amount to the lender

Impact of Diversity

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| <div style="text-align: center; margin-bottom: 10px;">  </div> <p style="text-align: center; color: yellow; font-weight: bold; margin: 0;">Workforce Diversity</p> <ul style="list-style-type: none"> Brings variety of perspectives and skills Faster problem solving Increased creativity Improves company reputation Reduces employee turnover Increases profits | <div style="text-align: center; margin-bottom: 10px;">  </div> <p style="text-align: center; color: yellow; font-weight: bold; margin: 0;">Supplier Diversity</p> <ul style="list-style-type: none"> Promotes Innovation Provides multiple procurement channels Drives up competition, drives down prices Displays company's commitment to community Allows access to different networks | <div style="text-align: center; margin-bottom: 10px;">  </div> <p style="text-align: center; color: yellow; font-weight: bold; margin: 0;">Customer Diversity</p> <ul style="list-style-type: none"> Creates business value and reduces risk Creates cash flow security Attracts more customers Fosters creativity and innovation Aids in growth |
|--|--|--|

Small Business Assistance

Don't forget that SBDC counselors are available and eager to assist your small business navigate the Covid-19 crisis. Some areas we can help are:

| | | | |
|--|---|---|---|
|  <p>EFFICIENCY</p> <p>Can you streamline your processes & save time/money?</p> |  <p>RESTAURANT MGT</p> <p>Do you need strategies to increase profits?</p> |  <p>MARKETING PLAN</p> <p>Do you need to reach customers in a different way?</p> |  <p>CASH FLOW MGT</p> <p>Where can you make improvements in money management?</p> |
|  <p>WORKFORCE MGT</p> <p>Do you need to update policies & procedures?</p> |  <p>CHAIN SUPPLY</p> <p>Do you need to find ways around bottlenecks?</p> |  <p>EXPORT HELP</p> <p>Can you manage suppliers & quality with travel restrictions?</p> |  <p>ONLINE SALES</p> <p>Can you increase revenues by adding eCommerce?</p> |

We are:

- Mark Lankford - mlankford@tecd Dayton.com
- LeKeisha Grant - lgrant@tecd Dayton.com
- Kathy Markshlek (exports) - kmarshlek@tecd Dayton.com
- Kim Woodbury - kwoodbury@tecd Dayton.com
- Cindi Green - cgreen@tecd Dayton.com

937-281-0118

MAKE AN APPOINTMENT

Upcoming Webinars

QUICKBOOKS ONLINE TRAINING SERIES

July 8

Overview of QuickBooks Online

[REGISTER](#)

July 15

Sales Center in QuickBooks Online

[REGISTER](#)

July 22

Vendor Center in QuickBooks Online

[REGISTER](#)

July 29

Banking Center in QuickBooks Online

[REGISTER](#)

BUSINESS COMMUNICATIONS

July 14

Meaningful Communication Catalysts

[REGISTER](#)

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OPEN*

D O W N T O W N



July 17-23, 2020



Featured Event



Thru August 15 - Open Members' Show: Reflections of COVID-19

[The Contemporary Dayton.](#)

118 N. Jefferson St.; call for times

The Contemporary Dayton presents The 29th Annual Open Members' Show. One of the most popular exhibitions by The Co, The Annual Open Members' Show is our annual all-media, all-level Artist Member celebration. The exhibition's prize juror is Willis "Bing" Davis, a local artist, cultural leader and founder of EbonNia Gallery in Dayton. He will be selecting artists to receive cash awards and recognitions including The Lombard Prize for Best in Show, The Mike Goheen Memorial Award for Emerging Photographers, and The Mayor's Office Exhibition Award. The Co is thrilled to re-open its galleries for the first time since COVID-19 safe-distancing measures were put into place in March with one of its most popular exhibitions of the year - a literal celebration of over 100 local and Ohio artists. 224-3822.

Also this Week



July 23 - Levitt Presents: A Virtual Fundraiser

Join us at for this first-ever virtual fundraiser supporting free music for all! Sponsored by The Hale Group at Morgan Stanley. Ticket holders will enjoy an evening emceed by local favorite Faith Daniels of 92.1 WROU-FM with live music and a Q&A session featuring the amazing Nashville recording artist, Kyshona Armstrong Kyshona, silent auction, as well as options to join in a live curated food and drink experience with Grist Provisions and Tender Mercy. The food and beverage experience is limited and tickets are expected to sell quickly! More info and tickets [here](#).

Thru July 31 - Downtown Dayton Summer Bingo

We're excited to debut a new feature of the DP&L Summer in the City lineup: **Downtown Dayton Summer Bingo!** The game lasts the entire month of July, with chances to win great prizes along the way. To play, you complete "challenges" that will have you exploring downtown Dayton dining, arts, culture, shopping and entertainment. The challenges include opportunities to explore in-person following social-distancing guidelines, or tasks that can be completed online from home. If you complete five challenges in a row on the game card to make a "bingo," you can submit your card into the drawing to win prizes. Invite your friends to play along with you at our [Facebook event page here](#). Find all the rules and download your bingo card [here](#).

Downtown Dayton Summer Bingo is sponsored by DP&L and Dayton.com.



Welcome Summer with Downtown's OPEN* Businesses:

Summertime is upon us, and we've never had more of an itch to get out and explore. Just in time for the warmer weather, many downtown businesses have started to re-open, finding ways to adapt and welcome customers while still maintaining some extra distance and other safety measures. Downtown bars and restaurants have always had some great patios, and several of those are expanding and changing to welcome you back for al fresco dining and drinking. Some retail and restaurants have found ways to bring their patrons back inside, as well.

If you miss your favorite local, independent businesses and are ready to get out and about, check out our lists of what's OPEN*. We've put together a list of downtown [restaurants](#) with carry out, curbside pickup, or delivery services, as well as those open **outdoor or indoor**. Many of our [retail and service businesses](#) also have found creative ways to continue doing what they do. Check out virtual experiences and other ways to stay busy and have fun with our [OPEN* - Things to Do](#) page!



City of Dayton Passes Mandatory Mask Ordinance

The Dayton City Commission has passed an emergency ordinance requiring residents and visitors to wear a face mask covering the nose and mouth in order to slow the spread of COVID-19. The law requires face coverings to be worn in enclosed areas with others and outside when not social distancing. This includes grocery stores, retail stores, pharmacies, health care facilities, libraries, bars, restaurants and public transportation. For complete details about the ordinance please read the ordinance and FAQs on



the City of Dayton's website [here](#). Thank you for doing your part to keep our community safe.



Downtown's OPEN*

is produced by the Downtown Dayton Partnership.

If you have questions about this email, reply to this message or call us at (937) 224-1518.

Information is accurate to the best of our knowledge at the time of publication. Call the listed venue for details

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DAYTON