



**January 17, 2017 9:30 AM**  
The Entrepreneurs Center  
714 East Monument Avenue, Dayton, OH 45402

## **Agenda**

- ❖ Introductions and Announcements Steve Brodsky
  
- ❖ Welcome to The Entrepreneurs Center
  
- ❖ JobsOhio West/Dayton Development Coalition Mitch Heaton  
JobsOhio Site Database Updates
  
- ❖ Opportunities for Ohioans with Disabilities Cynthia Crews
  
- ❖ 2016 Year End Report
  
- ❖ 2017 Goals Steve Brodsky
  
- ❖ Executive Committee Representative Voting

Remember to join us at the next BusinessFirst! Meeting March 14 at 9:30 AM.  
Location will be emailed to everyone.



## January 2017 Program Update

### Small Business Loan Rates:

SBA 504 10 year loan	2.51% Note Rate 4.598% APR
SBA 504 20 year loan	2.85% Note Rate 4.585% APR
Ohio Regional 166 up to 20 years	<b>**2.50%</b> fixed
Montgomery County CDBG up to 15 years	3.00% fixed

All rates quoted above are **FIXED** for the entire term of the loan.

The January 2017 SBA 504 debenture rate is now at **4.585%** for 20 years and **4.598%** for 10 years. With as little as 10% equity injection these rates remain very attractive if you are buying or expanding your building or purchasing new equipment. Give us a call today to discuss your project and determine which BizCap loan program is best for you.

**\*\* The Ohio Regional 166 rate remains at 2.50%. If you know of a small business in the State of Ohio that plans to build or purchase a building, machinery or equipment, please contact Gary Fischer at (937) 531-7038 for more details.**

### Eligible Areas for BizCap small business loans:

**SBA 504 loans:** *Anywhere* in Ohio & in Jay, Randolph, Wayne, Union, Fayette & Franklin Counties in Indiana

**Ohio Regional 166 loans:** *Anywhere* in Ohio

**CDBG Loans:** Montgomery Co. (OH) only

Gary Fischer, Business Loan Officer (937) 531-7038

[gfischer@countycorp.com](mailto:gfischer@countycorp.com)

Steve Naas, President (937) 531-7026

[snaas@countycorp.com](mailto:snaas@countycorp.com)

Click [HERE](#) to visit our BizCap website.



## Export Strategies for Manufacturers

**Date:** January 26, 2017

**Location:** 1700 S. Patterson Blvd.

**Time:** 8:00am—10:00am

Dayton, Ohio 45409

**Export your products to international markets. Learn:**

- Export Readiness
- Selecting Markets
- Cultural Considerations
- How to Get Paid
- Shipping Product
- Services to Help
- Export Compliance
- Avoid Costly Mistakes

### EXPERT PANEL:

**Alex Kohls** is the District International Trade Officer for the Small Business Administration (SBA). Alex promotes the SBA's export finance programs and connects businesses to the resources available in over 60 counties in Ohio. Alex is a Certified Global Business Professional with more than 10 years of international business experience.

**Debbie Durr** is with the U.S. Commercial Service, U.S. Department of Commerce in Cincinnati. She is an International Trade Specialist and has been with the U.S. Commercial Service for almost 23 years. Serving 24 counties in the greater Dayton region from a satellite office housed in the Raj Sooin College of Business, Wright State University. Debbie counsels companies in the greater Dayton region on the entire export process and assists in entering foreign markets.

**Kathleen Marshalek** is Director of the Export Assistance Network of the Ohio Small Business Development Center (SBDC) at Wright State University, Raj Sooin College of Business. In her current position, Kathy is responsible for assisting small and medium-sized companies in developing international markets for their products and services.

**Rob Dalton** is the General Manager of SAS Automation. SAS designs and manufactures customized modular component-based robotic end-of-arm tooling for robots.

FAST Talk is a FASTLANE series for manufacturing leaders throughout the Miami Valley region featuring industry related experts and topics to arm Miami Valley Manufacturers with the knowledge needed to be globally competitive.



[Click here to Register](#)

Export Assistance Network at Wright State University | 3640 Colonel Glenn Highway, Dayton, OH 45435

