



### It's been a busy month!

Here at BizCap, we like to be busy and get excited when we can help businesses receive the capital that they need to grow and become successful.

County Corp closed an SBA 504 loan for Alpha Dawg Truck, Trailer And Mobile Services, Inc. a business located in Monroe. Alpha Dawg is growing and their previous location could not handle the growth. They now have an 11,413 SF building on 3 acres and room to breathe. Alpha Dawg was referred to County Corp by Wright Patt Credit Union.

County Corp's Board recently approved loans for the following businesses:

- A CDBG loan to Far Hills Development LLC for a new POS system to be installed in 13 of their Arby's Roast Beef and Lee's Famous Recipe stores. The referring lender was Farmers & Merchants Bank.
- An SBA 504 loan to Growing Seeds Childcare and Learning Center LLC for the purchase of a commercial building and renovations. The referring lender was First Financial Bank.
- An SBA 504 loan to Stone Center of Dayton for the purchase of a commercial building and renovations. The referring lender was Old Fort Banking Company.

## SMALL BUSINESS LOANS AND RATES

Did you know that, with a BizCap loan, your small business can finance up to 90% of the capital investment needed to make your business grow? This means your company can retain "cash in pocket" to fund operations. Why tie up your small business' cash in long-term capital assets when you can put it to better use as you grow your business?

## SBA 504 Loans

SBA 504 loans for new projects and to refinance existing real estate or capital equipment debt are available anywhere in Ohio & in Jay, Randolph, Wayne, Union, Fayette, and Franklin counties in Indiana.

10 Year	<b>New Loan</b>	<b>Refinance</b>
	<b>2.378%</b>   <b>4.470%</b> Note Rate   APR	<b>2.378%</b>   <b>4.520%</b> Note Rate   APR
20 Year	<b>New Loan</b>	<b>Refinance</b>
	<b>2.838%</b>   <b>4.510%</b> Note Rate   APR	<b>2.838%</b>   <b>4.618%</b> Note Rate   APR

## Ohio Regional 166 Loans

Ohio Regional 166 loans are available anywhere in Ohio and have terms of up to 20 years.

**2.833%**  
Fixed Rate

## Montgomery Co. CDBG Loans

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

**3.000%**  
Fixed Rate

## DO YOU NEED A SMALL BUSINESS LOAN?

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

Gary Fischer

937.531.7038

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

# BizCap

[BizCap](#)  
937.225.6328  
Bizcap is a program of [CountyCorp](#)

# Lite Retention Survey Form Now Available!

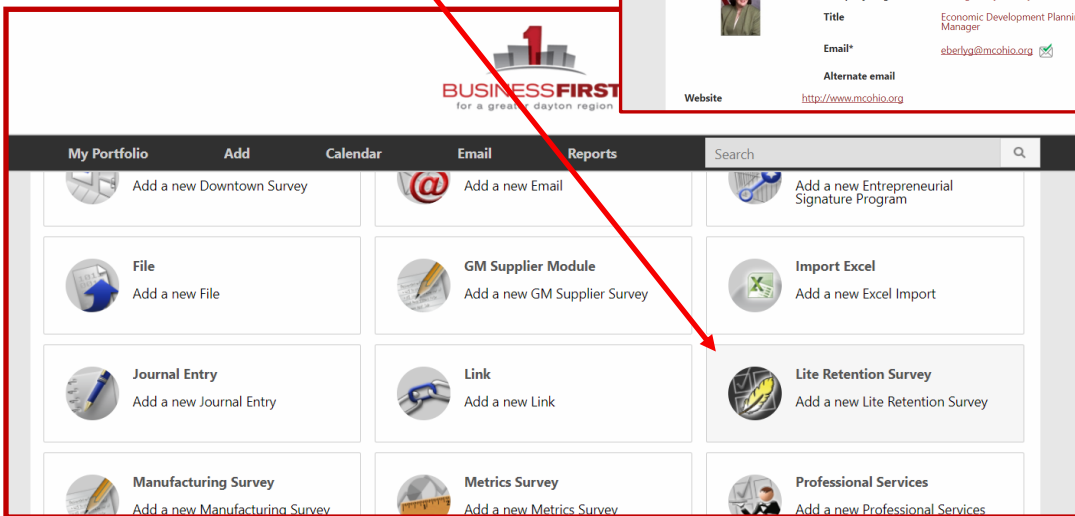
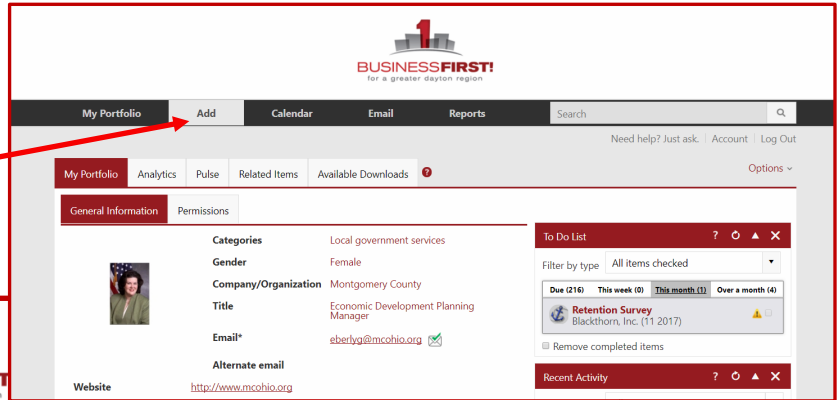
Launched in November 2017, the Lite Retention Survey makes it easier and faster for you to upload information following your company visits! The new survey has fewer than 15 questions and covers the major topics that will provide good metrics to build a basic trend analysis.

The Dashboard menu provides two options to access the Lite Retention Survey from [www.executivepulse.net](http://www.executivepulse.net):

## Option 1

1) Click "Add" then

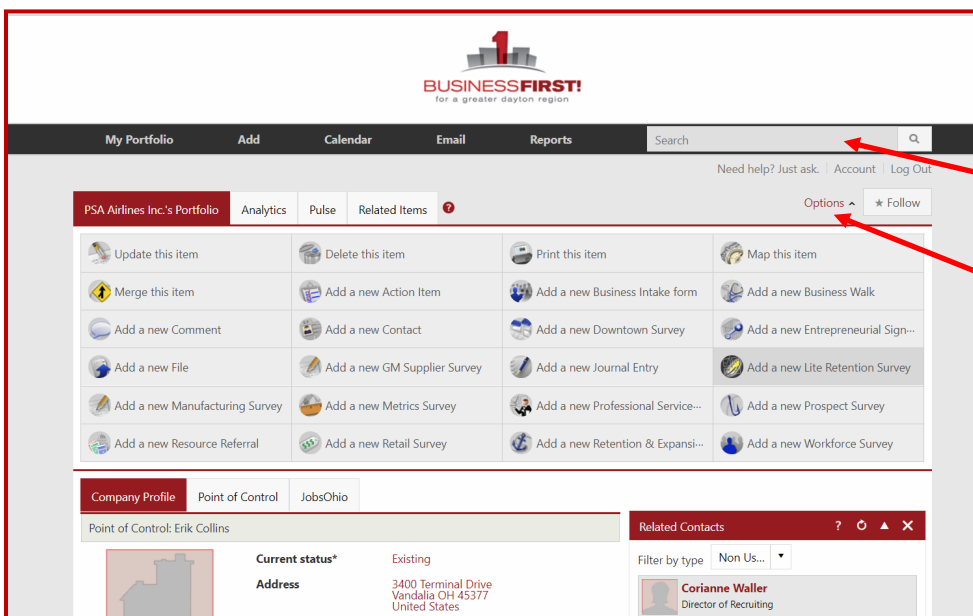
2) Select the "Lite Retention Survey" button



## Option 2

1) In Search field, enter company name (i.e. PSA)

2) Under "Options" select "Add a new Lite Retention Survey" (look for the yellow feather)



# Lite Retention Survey Guide



All of the Lite Retention Survey questions are included in one convenient tab. The JobsOhio Survey tab is also available to provide additional details about the business visit.

The Lite Retention Survey still has access to all existing companies and contacts, but focuses on the big questions that can raise red or green flags at a company visit.

The “Visit Information Notes” field is a great place to capture all the other details about the company visit.

Just like always the “Reminder” tool will give a nudge to make sure that the company has heard back from the Outreach Specialist/ Resource Partner if a follow up is needed.

“Tag” is another tool to help you group businesses together (i.e. 3PL or BF! Relocation Program) for future reports.

The Lite Retention Survey is a tool to make it faster and easier to enter visit information while still collecting data that will help with strategic planning for each community. The original Retention Survey is still available and may be a better option if you captured a lot of information on your visit or if you focused on a specific business need (i.e. Sales).

If you have questions about the form or suggestions to make it work better, send an email to [eberlyg@mcoho.org](mailto:eberlyg@mcoho.org).

**Our goal is to make BusinessFirst! work better for you!**



## **IEDC CERTIFICATION PREPARATORY COURSE**

Whether you are just starting your pathway to becoming a Certified Economic Developer (CEcD), have taken the required classes, or have taken the CEcD exam (but need a little more preparation) this training will help you to meet that goal.

The person taking this course should expect to:

- ◆ Enhance their skills in taking the short answer, essay, and oral exams for CEcD
- ◆ Learn how to answer exam questions

Class time is reserved for those activities that are best done in a face-to-face setting, including practice sessions dealing with the short answer exam, the essay exam, and the oral exam.

- ◆ Expect to take exams, write, and talk—and to be graded on your effectiveness.
- ◆ At a minimum, participants will experience a practice oral exam, as well as brief mock short-answer and essay exams. The oral exam may be a group demonstration activity.

### **WHEN**

February 26-27, 2018

### **WHERE**

Business Solutions  
Center

1435 Cincinnati Street  
Dayton, OH 45417

### **COST**

\$300 Includes training

### **NEARBY HOTELS**

**Courtyard by Marriott**  
2006 S Edwin C Moses Blvd  
Dayton, OH 45417

**Marriott**  
1414 S Patterson Blvd  
Dayton, OH 45409

### **QUESTIONS?**

Contact Angela Swartz at  
937-225-4351 or  
[swartz@mcchio.org](mailto:swartz@mcchio.org)



**BUSINESSFIRST!**  
for a greater dayton region



# IEDC CERTIFICATION PREPARATORY COURSE

This course includes:

- ◆ 4 elements vital to earning CEcD certification
- ◆ Learning and understanding the CEcD requirements
- ◆ Planning to meet the requirements
- ◆ Preparing for the exams
- ◆ Taking the exams

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_ E-mail \_\_\_\_\_

I would like to:

- Attend Training \$300
- Sponsor\*—Major Underwriter \$1000
- Sponsor\*—Supporting Underwriter \$800
- Sponsor\*—Gold Level \$750
- Sponsor\*—Silver Level \$500

Email registration form to [swartza@mcoho.org](mailto:swartza@mcoho.org) by **January 21**.

\*As a Sponsor, please send a high quality company logo to [swartza@mcoho.org](mailto:swartza@mcoho.org)

Make checks payable to: **Montgomery County Treasurer**

And mail your check and registration to:  
**Montgomery County C&ED – IEDC/OUEDI Training**  
**451 West Third Street, 10<sup>th</sup> Floor**  
**Dayton, Ohio 45422**

Questions? Contact Angela Swartz at 937-225-4351 or [swartza@mcoho.org](mailto:swartza@mcoho.org)

## WHEN

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## WHERE

Business Solutions  
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1435 Cincinnati Street

## COST

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manual and meals

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