

Hello all,

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

**February 5, 2018** – 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](mailto:thirdperk@outlook.com).

**February 6, 2018** – Columbus SCORE will be hosting **How to Generate Leads with Digital Marketing** in Columbus. This workshop will educate attendees on the steps to creating a digital lead gen program, how to leverage digital content across multiple platforms, tips for measuring and improving ROI, and best practices. To register, please visit [here](#).

**February 6, 2018** – The SBDC at Wright State will be hosting **Entrepreneurial Basics** in Dayton. This FREE seminar is designed to provide a high-level overview of what it means to start a business and the key issues to handle. To learn more and to register, please visit [here](#).

**February 6, 2018** – The Innovation Center at Ohio University will be hosting a **Customer VALIDation Workshop** in Athens. This workshop provides participants with techniques and tools to get their business in front of potential customers for feedback. To register, please visit [here](#).

**February 6, 2018** – Clark State Community College will be hosting **Lean Six Sigma Yellow Belt Certification Training** in Springfield. This event will educate attendees on how to use the five step Lean Six Sigma problem solving process called DMAIC in conjunction with the most important Lean Six Sigma tools. To register, please visit [here](#).

**February 6, 2018** – The SBDC at the Greater Cincinnati Urban League will be hosting **SBDC Start Up Tuesday** in Cincinnati. This FREE workshop will cover a variety of topics including business formation and registry, required licenses/documents, and steps in the business development process. To register, please visit [here](#).

**February 6, 2018** – The USDA Farm Service Agency, USDA Rural Development, and the SBA will be hosting **Lender Training** in Findlay. This FREE training session is intended to provide the most recent updates on loan guarantee assistance through these agencies. For more information, please contact [Andy Huey](#) at 614-255-2458 or [Randy Monhemius](#) at 614-255-2424.

**February 6, 13, 20, 27, and March 6, 2018** – The SBDC at Columbus State will be hosting **Business Plan 101** in Columbus. This five week course will cover the executive summary, the business and product description, organizational structures, the marketing plan, and business financial statements. To register, please visit [here](#).

**February 7, 2018** – The USDA Farm Service Agency, USDA Rural Development, and the SBA will be hosting **Lender Training** in Hamilton. This FREE training session is intended to provide the most recent updates on loan guarantee assistance through these agencies. For more information, please contact [Andy Huey](#) at 614-255-2458 or [Randy Monhemius](#) at 614-255-2424.

**February 7-8, 2018** – The SBDC at Columbus State will be hosting **Basis of a Successful Enterprise (BASE) Class** in Columbus. This FREE, two-day workshop will educate attendees on what it takes to build a business around their dreams and passion. To register, please visit [here](#).

**February 8, 2018** – 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.

**February 8, 2018** – Columbus SCORE will be hosting **How to Use Your Blog to Increase Your Profits** in Columbus. This workshop will educate attendees on how to use a blog to promote products and services and draw prospects and customers to a business and keep them coming back. To register, please visit [here](#).

**February 8, 2018** – The SBDC at Ohio University will be hosting **Accounting 101** in St. Clairsville. This FREE workshop will discuss basic accounting principles and the importance of these principles in a business. To register, please visit [here](#).

**February 8, 2018** – The SBDC at Columbus State will be hosting **Social Media Strategy for Small Business** in Columbus. This workshop will provide attendees with a foundation of social media knowledge to help build better online market strategy and tactics to promote, create awareness, and grow a business. To register, please visit [here](#).

**February 9, 2018** – Innovate New Albany will be hosting **Inbound Marketing: The Key Successful Growth Hacking** in New Albany. As part of the *Tiger Talk Series*, this workshop will discuss how a business can generate more leads for a business, as well as finding better qualified customers. To register, please visit [here](#).

**February 12, 2018** – The SBA, the USDA, and the offices of Senator Sherrod Brown and Senator Rob Portman will be hosting **Interested in Starting or Expanding Your Small Business?** in North Canton. This FREE event will educate attendees on government contracting, selling internationally, and access to capital. To register, please send an email to [rsvp@brown.senate.gov](mailto:rsvp@brown.senate.gov).

**February 12, 2018** – Dayton SCORE will be hosting **Want to Grow Your Successful Business?** in Dayton. This workshop curriculum is designed for existing business owners and executives who want to compete aggressively and grow an already successful business, but do not have a clear understanding of where to begin. To register, please visit [here](#).

**February 13, 2018** – Cultivate will be hosting **Understanding the Various Forms of Financing Available Today** in Grove City. This FREE event will discuss the options that exist today, the risks and limitations of those options, navigating the options, and signs of predatory lenders. To register, please visit [here](#).

**February 13, 2018** – The USDA Farm Service Agency, USDA Rural Development, and the SBA will be hosting **Lender Training** in Marietta. This FREE training session is intended to provide the most recent updates on loan guarantee assistance through these agencies. For more information, please contact [Andy Huey](#) at 614-255-2458 or [Randy Monhemius](#) at 614-255-2424.

**February 13, 2018** – The SBDC at Columbus State will be hosting **Latino Basis of a Successful Enterprise (BASE) Class** in Columbus. This FREE workshop will educate attendees on what it takes to build a business around their dreams and passion. *Please note that this session will be taught in Spanish.* To register, please visit [here](#).

**February 13, 2018** – FASTLANE at UDRI will be hosting **The Simple Solution to Improve Safety** in Dayton. As part of the *FAST Talk Series*, this workshop will educate attendees on a key tool that promotes trust, learning, and improvements in the workplace. To register, please visit [here](#).

**February 13, 2018** – The Greater Columbus Chinese Chamber of Commerce will be hosting a **Chinese New Year Networking Event** in Columbus. This event will educate attendees on the origin of the lunar calendar and how it may affect business in Asian countries. To register, please visit [here](#).

**February 13, 2018** – Frost Brown Todd and Mountjoy Chilton medley CPAs will be hosting a **2018 Tax Legislation Update** in Cincinnati. This FREE event will discuss the Tax Cuts and Jobs Act of 2017 and the implications it has for both corporate and individual American taxpayers. To register, please visit [here](#).

**February 14, 2018** – The SBDC at the Clermont County Chamber of Commerce will be hosting **Woman-Owned Business Enterprise Certification** in Cincinnati. This FREE workshop will educate attendees on the importance of certification, the certification process, and the benefits of becoming certified. To register, please visit [here](#).

**February 14, 2018** – ODOT, Ohio Department of Administrative Services, and the Central Ohio MBAC will be hosting a **Certification Workshop** in Columbus. This FREE workshop will educate attendees on the differences, requirements, and application process on a variety of certifications including DBE, MBE, EDGE, and VBE. To register, please visit [here](#).

**February 14, 2018** – The USDA Farm Service Agency, USDA Rural Development, and the SBA will be hosting **Lender Training** in Wooster. This FREE training session is intended to provide the most recent updates on loan guarantee assistance through these agencies. For more information, please contact [Andy Huey](#) at 614-255-2458 or [Randy Monhemius](#) at 614-255-2424.

**February 14, 2018** – The SBDC at Ken State-Tuscarawas and Canton SCORE will be hosting **Digital Marketing Trends in 2018** in New Philadelphia. This workshop will explore the various trends in digital marketing including live video streaming, growth hacking, viral content, geofencing, brand blogging, micro influencers, and more! To register, please visit [here](#).

**February 15, 2018** – 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.

**February 15, 2018** – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS) Class** in Middleport. This FREE workshop is designed for those individuals that are interested in starting their own business. To register, please visit [here](#).

**February 15, 2018** – Columbus SCORE will be hosting **Partnering Successfully with Companies and Executives** in Grove City. This workshop will educate attendees on three keys to succeeding with acquisitions, how to build better relationships and stronger networks, building a partner scorecard, and when and how to partner in international markets. To register, please visit [here](#).

**February 15, 2018** – The SBDC at Ohio University will be hosting **Accounting 101** in Marietta. This FREE workshop will discuss basic accounting principles and the importance of these principles in a business. To register, please visit [here](#).

**February 16, 2018** – Innovate New Albany will be hosting **Innovation Pivots – Strategic or the Kiss of Death?** in New Albany. As part of the *Tiger Talk Series*, this workshop will discuss how successful firms out-pivot their peers by leveraging a strong innovation culture and human connection. To register, please visit [here](#).

**February 16, 2018** – The Japan American Society of Greater Cincinnati will be hosting **The Impact of Japanese Technology on the US Market** in Cincinnati. This event will provide an update on the US-Japan business relationship that continues to play an important role in manufacturing. To register, please visit [here](#).

**February 20, 2018** – 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](#).

**February 20-21, 2018** – The SBDC at Wright State will be hosting **Business Plan Development** in Dayton. This FREE, two-day seminar is designed to teach entrepreneurs how to successfully create a simple yet effective business plan. To register, please visit [here](#).

**February 21, 2018** – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS) Class** in Athens. This FREE workshop is designed for those individuals that are interested in starting their own business. To register, please visit [here](#).

**February 21, 2018** – The SBDC at Columbus State will be hosting **Construction Industry Safety Compliance** in Columbus. This FREE workshop will educate attendees on understanding the rules and regulations of the construction industry and what certifications should be in place. To register, please visit [here](#).

**February 21, 2018** – FASTLANE at UDRI will be hosting an **SBIR/STTR Proposal Writing Workshop** in Dayton. This event will provide an overview of the Congressionally-mandated SBIR/STTR programs, expert advice on SBIR/STTR proposal writing, and local resources to support technology businesses. To register, please visit [here](#).

**February 21, 2018** – The New Albany Chamber of Commerce will be hosting the **C-Suite Speaker Series** in New Albany. This event will feature Nick Akins, Chairman, President and CEO of American Electric Power (AEP). To register, please visit [here](#).

**February 21, 2018** – 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 how to start a business. To register, please visit [here](#).

**February 21, 2018** – The Northern Kentucky International Trade Association (NKITA) and the Hispanic Chamber of Commerce will be hosting **How to do Business in Latin America** in Newport, KY. This workshop will educate attendees on importing, exporting, and doing business in this important region. To register, please visit [here](#).

**February 21-22, 2018** – The SBDC at Columbus State will be hosting **Basis of a Successful Enterprise (BASE) Class** in Columbus. This FREE, two-day workshop will educate attendees on what it takes to build a business around their dreams and passion. To register, please visit [here](#).

**February 22, 2018** – The Dayton Business Journal will be hosting the **Future of Health Care** in Dayton. This conference will feature a panel discussion with regional health care thought leaders such as Premier Health, Kettering Health Network, McGohan Brabender, and Reach Out of Montgomery County. To register, please visit [here](#).

**February 22, 2018** – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS) Class** in Lancaster. This FREE workshop is designed for those individuals that are interested in starting their own business. To register, please visit [here](#).

**February 22, 2018** – The Cincinnati MBAC and the African American Chamber of Commerce will be hosting a **Google Workshop** in Cincinnati. This FREE workshop will educate attendees on preventing piracy, personal engagement with customers, the risk of word-of-mouth, separating from the competition, why clicks to a website may be declining, and more! To register, please visit [here](#).

**February 22, 2018** – 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.

**February 23, 2018** – The Dayton Tech Guide will be hosting **Early Risers** in Dayton. This event is intended to bring together big companies and startups in a mutually beneficial forum, allowing executives the opportunity to find innovative solutions to their industry problems and increasing the entrepreneurs' odds of finding resources to take their business to the next level. To register, please visit [here](#).

**February 23, 2018** – The SBA and the Wright Brothers Institute will be hosting **Access to Capital** in Dayton. This FREE workshop will discuss the various financial and loan guaranty programs available to small businesses through the SBA and other organizations. Registration details will be forthcoming.

**February 24, 2018** – Dayton SCORE will be hosting **Small Business Start-Up Orientation** in Dayton. This workshop curriculum is designed for aspiring entrepreneurs who have a dream of starting a business and do not have a clear understanding of where to begin and how to proceed. To register, please visit [here](#).

**February 24, 2018** – RISE Business Academy will be hosting a **Business Plan Workshop** in Cincinnati. This FREE workshop will discuss the importance of the business plan by focusing on sales projections, expense budgets, milestones, and tasks. To register, please visit [here](#).

**February 27, 2018** – Clark State Community College will be hosting **Lean Six Sigma Yellow Belt Certification Training** in Beavercreek. This event will educate attendees on how to use the five step Lean Six Sigma problem solving process called DMAIC in conjunction with the most important Lean Six Sigma tools. To register, please visit [here](#).

**February 28, 2018** – 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](#).

**February 28, 2018** – The SBDC at The Hamilton Mill will be hosting **U.S. Census Bureau Data and How it Can Help My Business** in Hamilton. This FREE class is designed to assist small business owners in finding key data for their business plan or to better understand their potential market. To register, please visit [here](#).

**February 28, 2018** – Innovate New Albany will be hosting **Unlocking Online Sales** in New Albany. As part of the *Tiger Talk Series*, this FREE workshop will discuss spending money on online ads, getting prospects to contact a business first, using social media, and increasing revenues without spending more time and money. To register, please visit [here](#).

**February 28 and March 1, 2018** – The SBDC at Columbus State will be hosting **Construction Safety Elements** in Columbus. This FREE, two-day workshop will cover a variety of topics including interpreting and complying with OSHA 29 CFR 1926 regulations, hazard recognition skills, mitigating risk factors, and more! To register, please visit [here](#).

**March 1, 2018** – 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.



**March 3, 2018** – The Wright State Patent & Trademark Resource Center will be hosting **Patent Basics** in Dayton. This FREE workshop offers basic patent information and search techniques using the United States Patent and Trademark Office (USPTO) website and databases. To register, please contact [Ran Raider](#) at 937-775-3521.

**March 6, 2018** – The SBDC at the Greater Cincinnati Urban League will be hosting **SBDC Start Up Tuesday** in Cincinnati. This FREE workshop will cover a variety of topics including business formation and registry, required licenses/documents, and steps in the business development process. To register, please visit [here](#).

**March 6, 2018** – Kegler Brown will be hosting a **Managing Labor + Employee Relations Seminar** in Columbus. This event will cover a variety of topics including maintain safety in the workplace, Ohio's new Workers' Compensation legislation, privacy and data security risk in a world of flexible workplaces, and more! For more information and to register, please contact [Korri Titus](#) at 614-255-5515.

**March 6, 2018** – The Northern Kentucky International Trade Association (NKITA) and DHL 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 U.S. To register, please visit [here](#).

**March 7, 2018** – Technology First will be hosting the **15<sup>th</sup> Annual Ohio Information Security Conference** in Dayton. This event will feature cross-presentations of all industries including manufacturing, healthcare, logistics/distribution, government sector, and many more! To register, please visit [here](#).

**March 7, 2018** – 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 educate attendees on the various resources provided by the library to identify potential customers, find information on consumer demographics, and more! To register, please visit [here](#).

**March 7, 2018** – The Innovation Center at Ohio University will be hosting an **IDEAtion Workshop** in Athens. This FREE workshop is designed to help individuals develop their business idea, provide tools to help them succeed, and discuss next steps. To register, please visit [here](#).

**March 7, 2018** – Columbus SCORE will be hosting **How to Write a Business Plan** in Columbus. This workshop will educate attendees on how to write a business plan by identifying the best market segments, pinpointing the most profitable customers, and beating the competition. To register, please visit [here](#).

**March 7-8, 2018** – The SBDC at Columbus State will be hosting **Basis of a Successful Enterprise (BASE) Class** in Columbus. This FREE, two-day workshop will educate attendees on what it takes to build a business around their dreams and passion. To register, please visit [here](#).

**March 8, 2018** – 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.

**March 9, 2018** – Innovate New Albany will be hosting **How PR Fuels Business Growth & Tips for Hiring a Pro** in New Albany. As part of their *Tiger Talk Series*, this FREE workshop will discuss the key role of public relations in fueling brand awareness and audience engagement that propels business growth. To register, please visit [here](#).

**March 13, 2018** – The SBDC at Columbus State will be hosting **Latino Basis of a Successful Enterprise (BASE) Class** in Columbus. This FREE workshop will educate attendees on what it takes to build a business around their dreams and passion. *Please note that this session will be taught in Spanish.* To register, please visit [here](#).

**March 13-16, 2018** – Xavier Health and the FDA will be hosting the **PharmaLink Conference** in Cincinnati. This conference serves as a convergence of expertise and current, critical topics such as Supply by Design, Global Product Stewardship, Regulatory Strategy, FDA Top Priorities, Beyond Metrics Through the Power of Artificial Intelligence, and more! To register, please visit [here](#).

**March 14, 2018** – The SBDC at Wright State will be hosting **Entrepreneurial Basics** in Dayton. This FREE seminar is designed to provide a high-level overview of what it means to start a business and the key issues to handle. To learn more and to register, please visit [here](#).

**March 14-15, 2018** – Clark State Community College will be hosting **Lean Six Sigma Green Belt Certification Training** in Springfield. This two-day event will educate attendees on how to lead a team through the five step Lean Six Sigma problem process called DMAIC in conjunction with some more advanced Lean Six Sigma tools. To register, please visit [here](#).

**March 15, 2018** – 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.

**March 15, 2018** – Technology First will be hosting the **2018 Ohio Information Security Conference** in Dayton. This event will feature cross presentations of all industries including manufacturing, healthcare, logistics/distribution, government, and more, as well as the opportunity to network with over 250 IT professionals. To register, please visit [here](#).

**March 15, 2018** – Columbus SCORE will be hosting **Finding Opportunities Outside Your Core Business** in Grove City. This workshop will educate attendees on the three 'Windows to Growth' for expanding to new markets, how to conduct a customer base analysis, identifying the best market-entry strategy, and six steps for succeeding in diverse expansions. To register, please visit [here](#).

**March 20, 2018** – 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](#).

**March 20, 2018** – The Northern Kentucky Chamber will be hosting **Cyber Security Update** in Ft. Mitchell, KY. This workshop will discuss a variety of topics including cybercrime data, cyber security best practices, examples of cyberattacks, and more! To register, please visit [here](#).

**March 21, 2018** – 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 how to start a business. To register, please visit [here](#).

**March 21, 2018** – Dayton SCORE and FranNet will be hosting **Is Business Ownership for You?** in Centerville. This workshop will feature an informative presentation on business and franchising basics, as well as the various resources available to help businesses through the process. Registration details will be forthcoming.

**March 21, 2018** – The SBDC at Warren County will be hosting **Credit Management and Access to Capital** in Lebanon. This FREE workshop will discuss personal credit management and the various sources of capital for small businesses. To register, please visit [here](#).

**March 21-22, 2018** – The SBDC at Columbus State will be hosting **Basis of a Successful Enterprise (BASE) Class** in Columbus. This FREE, two-day workshop will educate attendees on what it takes to build a business around their dreams and passion. To register, please visit [here](#).

**March 22, 2018** – 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.

**March 23, 2018** – The SBA, the SBDC at Wright State, the U.S. Commercial Service, and the Ohio Export Assistance Network at Wright State will be hosting **Government Resources For Your Business** in Troy. This FREE event will feature Congressman Warren Davidson and will educate attendees on the various business resources available to them. Registration details will be forthcoming.

**March 26-27, 2018** – The SBDC at Wright State will be hosting **Business Plan Development** in Dayton. This two-day seminar is designed to teach entrepreneurs how to successfully create a simple yet effective business plan. To learn more and to register, please visit [here](#).

**March 28, 2018** – 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](#).

**March 29, 2018** – The SBDC at The Entrepreneurs Center will be hosting **Recordkeeping for the Small Business** in Dayton. This FREE workshop will provide an overview of the recordkeeping and is designed to help participants understand how it can benefit their small business. To register, please visit [here](#).

**March 29, 2018** – Columbus SCORE will be hosting **Learn How the Library is a Premier Source for Business Information** in Columbus. This workshop will cover a variety of topics including accessing free business data, understanding the industry and competitive landscape, identifying target customers for growth, and reviewing successful sample business plans. To register, please visit [here](#).

**March 29, 2018** – 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.

**March 31, 2018** – Dayton SCORE will be hosting **Business Start-up By the Numbers** in Dayton. This workshop will educate attendees on break even analysis, SWOT analysis, pricing a product, predicting cash flow, true capitalization needs, general P&L basics, fixed vs. variable costs, the importance of a business plan to financial success. Registration details will be forthcoming.

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

## 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 Mussel	<a href="mailto:Cindy.Mussel@oh.usda.gov">Cindy.Mussel@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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**Follow the U.S. Small Business Administration:**





## January 2018 Newsletter

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**It's 2018 - time to take the next step in your career.**



Hobart Institute of Welding Technology offers continuing education classes that will help take your career to the next level. Whether you need continuing education hours, want to become an AWS® Certified Welding Inspector/Supervisor/Educator or just feel like it is time to do something for yourself, we are here to help. Click [here](#) to view course offerings.

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**AWS® CWI® Classes are forming.**

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 hand-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. Now includes a backpack for convenience of carrying your books and other study materials.



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### **Visit HIWT on our YouTube Page**

Did you know that HIWT had its own YouTube page? From information about Safety and Health of Welders to Discontinuities and Defects as well as welding process demos, there is something for everyone. We have had over 1 million views.

Visit us at <https://www.youtube.com/user/HobartInstitute1>

---

**Customer specifications and requirements getting you down? HIWT can help.**

We have been certifying/qualifying welders and welding procedures to structural, pressure piping, production and aerospace specifications since 1989. Contact us at 937-332-9502 or email at [Chip.Prinz@welding.org](mailto:Chip.Prinz@welding.org) for more information and to get pricing.

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## Bookstore News

### Leather Welding Jacket

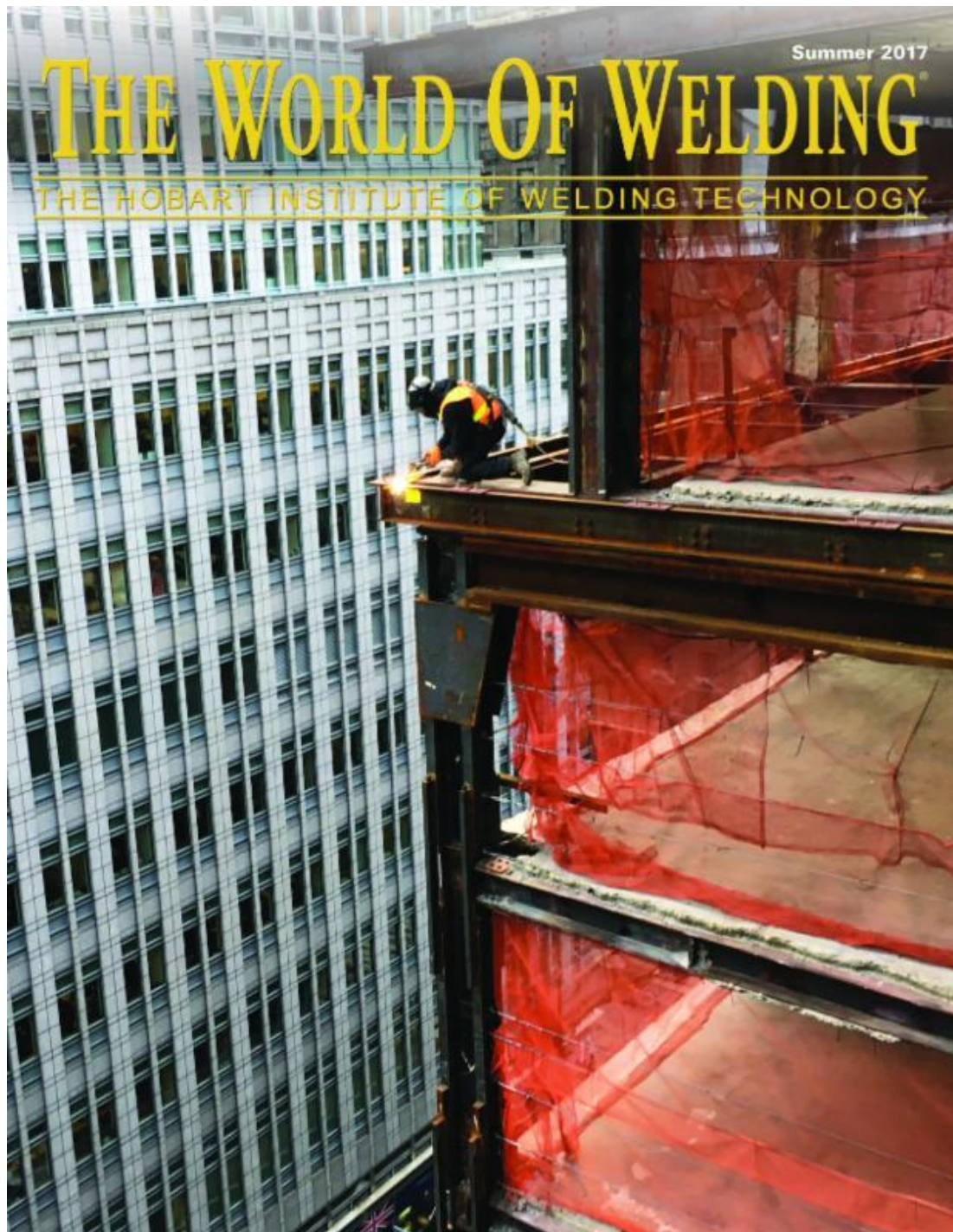
This full leather welding jacket offers comfort as well as superior protection. Made of durable split cowhide, this jacket has an adjustable waist, Kevlar® stitching and a protective stand up corduroy collar. Don't delay. Get yours now by calling 937-332-9500 ext 9608 or click [here](#) to order online.



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**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.

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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](http://www.welding.org)

[hiwt@welding.org](mailto: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.





## Chapter Chair Corner



Ann Riegle-Crichton  
Vice-Chapter Chair

**In a recent survey of 2000 employees from various organizations, the employees were asked if they felt they had the right network and connections to do their job well. Only 20% of the surveyed employees felt they were adequately equipped with connections.**

Having the right network of contacts and support is critical today, especially when starting a new business. And this is where a relationship with Dayton SCORE comes in handy.

We offer **FREE** mentoring services that allow you to form a lasting relationship with an experienced business professional. We also offer counseling sessions with subject matter experts who can help with your budget, your market research, your HR concerns and many other topics.

And Dayton SCORE workshops and programs allow you to connect with community leaders and experts, other entrepreneurs like yourself and even potential lenders who have an interest in helping you move forward on your business journey.

Visit us at [www.dayton.score.org](http://www.dayton.score.org)

## February For-Profit Workshops



### **Dreaming of Starting a New Business?**

February 3, Saturday -  
Main Dayton Metro Library  
(Room 3A 10 a.m. - Noon)

[REGISTER -->](#)

February 24, Saturday -  
Kettering-Moraine Library  
(Comm Room 10 a.m.- Noon)

[REGISTER -->](#)

### **Want to Grow Your Successful Business?**

February 12, Monday -  
Main Dayton Metro Library  
(Room 3A 6:30-8:30 p.m.)

[REGISTER -->](#)

Attend one of our interactive workshops that will provide you with some relevant marketplace perspectives and help in realistically discovering your current or future business objectives.

### **Dreaming of Starting a New Business? (Start-Up Orientation) -**

This workshop designed for aspiring entrepreneurs who have a dream of starting a new for-profit business or non-profit organization and do not have a clear understanding of where to begin and how to proceed.

### **Want to Grow Your Successful Business? (Growth Orientation) -**

This workshop designed for existing business owners and executives who want to compete aggressively and grow an already successful business but do not have a clear understanding of where to begin.

## **Small Business Development Series**



### **Small Business Information for start-ups and existing businesses in the Miami Valley.**

Small businesses can receive free business training from Dayton SCORE in partnership with the Small Business Administration (SBA). These

- **March 14** - "Introduction to Services Available"  
Business Solution Center  
9:00 am - Noon

[REGISTER -->](#)

**FUTURE WORKSHOPS**

- Legal, Accounting, and Tax Requirements for a Small Business
- Access to Capital - Part 1
- Access to Capital - Part 2
- Marketing
- E-presence Setup and Management and Cyber Security
- How to Do Business with the Government

workshops are designed to provide information and contact resources to both beginning and continuing businesses in the Dayton and surrounding area.

All workshops are presented by local professionals including attorneys, accountants, marketers, bankers, etc.

[Information and Register »](#)

**Non-Profit Spring 2018 Workshops**



- April 5 - Strategic Planning
- April 18 - Board Development
- May 3 - Volunteer Management
- May 17 - Fundraising
- May 31 - Marketing
- June 14 - Financial Management
- 

**Dayton SCORE provides free mentoring to non-profit organizations and charities by volunteers experienced in working as board members and executives in non-profit organizations.**

These workshops are led by local experts and Dayton SCORE volunteers. Also, Dayton SCORE provides free mentoring to non-profit organizations and charities by volunteers experienced in working as board members and executives in non-profit organizations.

[Spring 2018 Workshops»](#)



# Miami Valley February Business Calendar



The Dayton Chapter of SCORE was founded in 1970 as non-profit volunteer organization to assist the small business administration in helping grass roots businesses to start and grow in the Miami Valley.

The following Ohio business related conferences, workshops, and events are highlighted by Dayton SCORE and are consolidated by SBA.

Specific Dayton SCORE events and workshops can be found on our "[Workshop](#)" webpage.

**February 5** - Third Perk Management will be hosting a PERK-E-Lator in Dayton. Call 937-223-7375 or email [thirdperk@outlook.com](mailto:thirdperk@outlook.com).

**February 6** - The SBDC at Wright State will be hosting Entrepreneurial Basics in Dayton. To learn more and to register, [please visit here](#).

**February 12** - Dayton Metro Library, Main Branch will be hosting Nonprofit Law 101: Foundational Basics Workshop. An overview of the most common legal issues and questions our nonprofit clients face, including governance, compliance, employment, intellectual property, and using volunteers. To learn more and to register, [please visit here](#).

**February 15** - The Dayton Minority Business Assistance Center (MBAC) will be hosting Business Orientation in Dayton. For more information and to register, please call 937-333-1030.

**February 22** - The Dayton Business Journal will be hosting the Future of Health Care in Dayton. To register, [please visit here](#).

**February 22** - The Dayton Minority Business Assistance Center (MBAC) will be hosting Business Orientation in Dayton. For more information and to register, please call 937-333-1030.



# WHAT MAKES YOUR BUSINESS **UNIQUE?**



SCORE celebrates top-notch businesses through the American Small Business Championship and the SCORE Awards. This is your chance to share your story and be rewarded with one of three \$15,000 grand prizes. Hurry, you only have until Feb 7!

[Learn More](#)

[Apply Now](#)

## Upcoming Webinars

**Generate Sales on Autopilot with Pre-Recorded Webinars**

February 8 @ 1 p.m. EST / 10 a.m. PST



## Would you like to produce webinars but are afraid of public speaking?

In this session, you'll learn a simple, proven method of effectively using automated or pre-recorded webinars to build your business, your prospect list and even your revenue.

[Register Now »](#)

## Create a Winning Customer Experience

February 13 @ 1 p.m. EST / 10 a.m. PST



## How can you make every customer interaction meaningful?

During this SCORE webinar, you will learn the scope of customer experience and how you can create a positive experience for your customers. (Sponsored by Deluxe)

[Register Now »](#)

## Transform Your Business and Your Life Using Freelancers

February 15 @ 1 p.m. EST / 10 a.m. PST



## Want to do more work in a more effective way?

In this SCORE webinar, lifetime entrepreneur Brad Stevens uses practical case studies to show to use freelancers, where to find them and how to harness them to get high quality work done for your business at a very low cost.

[Register Now »](#)

## 5 Tips to Make Your Restaurant's Social Media Appetizing

February 20 @ 1 p.m. EST / 10 a.m. PST



## How can you create and strengthen customer relationships for your restaurant?

Join this webinar and learn five tips to make your restaurant's social media presence more appetizing!  
(Sponsored by Kimco Realty)

[Register Now »](#)

## 5 Shortcuts to Small Business Success

February 22 @ 1 p.m. EST / 10 a.m. PST



**Would you like to run a successful small business and still have free time?**

In this webinar, small business author and speaker Barry Moltz will share tips to help you run your business efficiently. (Sponsored by Thryv)

[Register Now »](#)

**How the New Tax Cuts and Jobs Act Impacts Your Small Business**

February 27 @ 1 p.m. EST / 10 a.m. PST



**Congress just passed the most comprehensive tax reform in more than 30 years. How can you be prepared for the changes?**

In this session, CPA and tax consultant Micah Fraim will explain how these changes affect you and how to use them to your advantage.

[Register Now »](#)

**SCORE helps you succeed!  
Mutt's Sauce LLC success story**





In the 1950s, Charlie "Mutt" Ferrell, Jr., a country boy from Carthage, Tennessee, created an all-purpose specialty sauce. Infusing sweet, tangy and a little bit of heat in each spoonful, Mutt's sauce was a tomato-based condiment that could be used for any meal as a dressing, marinade, dipping sauce, and more.

When Mutt passed away in 2005, he left the recipe for the sauce to his granddaughter, **Charlynda Scales**. Without any experience in food manufacturing or as an entrepreneur, Scales decided to have the sauce bottled and sold to continue her grandfather's legacy.

**My Success:** Mutt's Sauce is now available in several stores in the Dayton, Fairborn, and Beavercreek, Ohio area. "Every bottle of Mutt's Sauce is made with love and determination and we want to see Mutt's Sauce across America," Scales says.

**How SCORE Helped:** John Soutar met with Scales weekly prior to the product launch. Soutar helped Scales establish the basic building blocks for the business. "Now he is more like family," Scales says.

**Miami Valley Recognition:** In the December 6, 2017 Dayton Daily News, business section, they published a lengthy article about Charlynda's successful Mutt's Sauce business. [Dayton Daily News Article.](#)

[Read about more Dayton SCORE success stories.](#)

[Get Started With Your Dayton SCORE Mentor Today](#)

[View More SCORE Workshops.](#)

## Subscribe to Dayton SCORE Newsletters



Dayton SCORE, Chapter 107

[www.dayton.score.org](http://www.dayton.score.org)

Phone: 937.225.2887



SCORE is a nonprofit association dedicated to helping small businesses get off the ground, grow and achieve their goals through education and mentorship. We have been doing this for more than 50 years.

Because our work is supported by the U.S. Small Business Administration (SBA), and thanks to our network of 10,000+ volunteers, we are able to deliver our services at no charge or at a very low cost.

Find out more about our Mission, Vision and Values [here](#).

## Clark State Workforce and Business Solutions

### LEAN Six Sigma - Problem Solving

#### Yellow Belt and Green Belt Certifications

This spring, we will be offering both Yellow Belt (team leaders) and Green Belt (team leaders) LEAN Six Sigma Certification classes at both our Beavercreek and Springfield locations.

These certifications are designed for all employees who want to learn and supervisors who want to lead the 5 step Lean Six Sigma Problem Solving Process (Define, Measure, Analyze, Improve, Control). Learn more about each by following the below links.

[Yellow Belt - Springfield - February 6, 2018](#)

[Yellow Belt - Beavercreek - February 27, 2018](#)

[Green Belt - March 14- 15, 2018](#)

Sincerely,

Lesli



### Lesli Beavers

*Program Manager, Workforce and Business Solutions*

Clark State Community College

office: 937.431.7168 mobile: 937.308.7980

3775 Pentagon Blvd. | Beavercreek, OH 45431

[www.clarkstate.edu](http://www.clarkstate.edu) | [beaversl@clarkstate.edu](mailto:beaversl@clarkstate.edu)



Hi All,

FASTLANE is planning the following events in February that may interest your clients. We would love it if you could share these with all of your contacts. Thank you for your support!

## **February 13th, 2018**

### **FAST Talk**

#### **The Simple Solution to Improving Safety**

Many managers find it difficult to have safety conversations with their employees. Often the conversations result in no change to the behavior that they were trying to address and sometimes even damage the relationship with the employee.

This FAST Talk will show you the hidden precursors to many workplace injuries that can only be addressed by having the right conversations.

All attendees will receive access to the new cell phone App (to guide your managers and supervisors through the conversation in a simple 5 step process) and will also receive the *Safety Leadership Continuum™* pocket card.

#### **Featuring: David Galloway**

David graduated from Penn State and then career in the paper manufacturing industry. Over the next 35 years, he gained experience and held leadership roles in process engineering, operations, research, product development, quality, logistics, and strategy. He is a Certified Master Black Belt, Certified Master Facilitator, Lean Six Sigma, and has a passion for workplace safety and the psychology of personal risk-taking. David is the Founder and President of Continuous MILE Consulting, which provides expertise that enables businesses to achieve better processes, safer operations, and stronger innovation. He has published over 50 articles on leadership related topics on his blog at [www.ContinuousMile.com](http://www.ContinuousMile.com)

#### **[Register to Attend](#)**

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**February 21st, 2018**

## **SBIR / STTR Proposal Writing Workshop and Networking Event**

UDRI and FASTLANE will offer an SBIR / STTR Proposal Writing Workshop and Networking Event.

This event is scheduled for **3:00-5:30 p.m., Wed., February 21<sup>st</sup>** in the Meyer Room at UDRI's River Campus, followed by a 1-hour networking session from **5:30 – 6:30p.m.**

The event will include a 2-hour class providing an overview of the Congressionally-mandated SBIR / STTR programs and expert advice on SBIR / STTR Proposal Writing. The event will also include presentations from local resources to support technology businesses. The event will conclude with a networking session, with hors d'oeuvres and cash bar.

### **Instructed by: John Mackay**

John is UDRI's Proposal Manager. He is a former award-winning journalist and MBA graduate with more than 25 years of experience in proposal writing, business development and government relations. He has managed more than 1,000 competitive proposals and generated more than \$100 million in contracts from the DOD (Army, Air Force, Navy, DARPA, MDA, OSD, CBD, SOCOM), NSF, NIST, NASA, DOE, EPA, DOJ and the Ohio Third Frontier, along with numerous foundations.

### **[Register to Attend](#)**

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>





## The Strategy of an Employee Stock Ownership Program

Wednesday, February 14<sup>th</sup>

7:30 a.m. – 10:00 a.m.

Montgomery County Business Solutions Center

DACC Members: \$20

Future Members: \$30

The Dayton Area Chamber of Commerce is offering a one of a kind breakfast program that will feature some of the top national and regional experts in how to use an Employee Stock Ownership Plan (ESOP) as a strategy for your company. This highly favorable tax advantaged tool is a wonderful option for a private company.

If you are an owner or part of the management team of a mid-market company, this event will provide you an extraordinary opportunity to have expertise offered from the perspectives of a senior executive, banking, legal, accounting and valuation. Representatives from Henny Penny, Taft/, Brady Ware, PNC Bank and others will present.

Register at the link below:

<https://daytonareachamberofcommerce.growthzoneapp.com/ap/Events/Register/DLyvNBrG?sourceType=Website>

**\*DACC MEMBERS: Put the new [DaytonChamber.org](http://DaytonChamber.org) to work by [creating an account/login here](#). This ensures you get DACC member pricing for events\***



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

22 E. Fifth St. | Suite 200 | Dayton OH 45402-2400

937.226.8258 office | 937.226.8254 fax | [DaytonChamber.org](http://DaytonChamber.org)



# Business FOCUS

Highlights of News & Events at Your  
Dayton Metro Library



DAYTON  
METRO  
LIBRARY



## ANGEL INVESTING LUNCH

*Hosted by:*

**The Entrepreneurs Center & VisionTech Angels**



**Monday, Feb 19**



**714 E. Monument Ave. Dayton, OH 45402**



**11:00 am - 1:00 pm**

**Be an Angel . Get Involved**

RSVP to Bomic Kling: [bkling@tccdayton.com](mailto:bkling@tccdayton.com)

**visionTech**

ANGELS

*Smarter Capital. Better Results.*

## Marketing and Sales Strategies in a New World



The world is changing. And the pace of change itself is accelerating, putting significant strain on businesses in all industries. Nowhere is the changing business landscape having a greater impact than in the job of acquiring customers, and driving revenue and sales. As a result, sales teams and sales professionals need to understand the seismic shifts that are taking place, and adapt their strategies in fundamental ways to be successful.

The Dayton Metro Library is pleased to offer a three-part series aimed at highlighting these new realities, and introducing current and relevant strategies which empower and enable attendees to be more successful in their sales and business careers.

### **Session 1: What do buyers really want?**

**THU, 3/15 | 7 - 9 AM | [Main Library](#) | [Details and Registration](#)**

This first session shines a light on the shifting reality and delivers practical strategies for adapting and finding success in a new marketing and sales landscape. It is ideal for anyone interested in responding more effectively to today's marketing, sales and revenue growth challenges.

### **Session 2: Sales 101 for the 21st Century**

**THU, 4/19 | 7 - 9 AM | [Main Library](#) | [Details and Registration](#)**

The second session provides a grounding in best practice fundamentals for those who are beginning or considering a career in sales or sales support. It is ideal for non-sales, new-to-sales, and revenue supporting teams.

### **Session 3: Uplevel Your Game**

**THU, 5/17 | 7 - 9 AM | [Main Library](#) | [Details and Registration](#)**

This third session highlights the gaps in current sales techniques and provides real world strategies to compete and win in a challenging sales environment. It is ideal for existing and tenured sales professionals who are looking to take their game to the next level.

*Each session costs \$25.00, which includes breakfast and parking.*

Partners: Dayton Metro Library, Dayton Chamber of Commerce, Dayton SCORE

## Upcoming Programs and Events:

### Job Seekers

*Interview with Confidence*

**THU, 2/1 | 9 - 11AM | [Miami Township](#)**

*Library Resources for Job Seekers- Open Lab*

**WED, 2/21 | 2 - 4 PM | [Northwest](#)**

### **SCORE Small Business Counseling**

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

**FRI, 2/2 | 10 AM-1 PM | [Main Library](#)**

**MON, 2/12 | 10 AM-1 PM | [Kettering-Moraine](#)**

Call Ann Riegler-Crichton at 937.496.8631 to make an appointment.

### **SCORE Small Business Classes**

*Dreaming of Starting Your Own Business?*

**SAT, 2/3 | 10 AM-12 PM | [Main Library](#)**

**SAT, 2/24 | 10 AM-12 PM | [Kettering-Moraine](#)**

*Want to Grow Your Successful Business?*

**MON, 2/12 | 10 AM-12 PM | [Main Library](#)**

Call Ann Riegler-Crichton at 937.496.8631 or visit [www.dayton.score.org](http://www.dayton.score.org) to register.

### **Market Research That Won't Break the Bank**

**WED, 3/7 | 9-11:30 AM | [The Entrepreneurs Center](#)**

Knowing as much as possible about the customers and market your business serves is critical to your small business success! You need to know what type of customers to target, where to find them, the size of the market for your product or service, and to identify your competition. The Dayton Metro Library provides several resources that can help you answer these questions. Come join the Library's Business Specialist who will demonstrate how you can use these resources. [Registration.](#)



## 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 Riegler Crichton](#)  
Business Services Librarian  
Dayton Metro Library  
937.496.8631  
[DaytonMetroLibrary.org/Launch-Point](http://DaytonMetroLibrary.org/Launch-Point)



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# 2018 Construction Career Fair

OhioMeansJobs | Montgomery County

**Tuesday, February 27, 2018**

**2:00 p.m. to 5:00 p.m.**

**Dayton Convention Center**

**22 East Fifth Street - Dayton, Ohio**

A **\$75 registration fee** includes:

- 10'x10' booth, one 6' table, and two chairs
- Assistance loading and unloading company recruiting supplies
- Complimentary parking

**REGISTER HERE** or visit [OhioMeansJobs.com/Montgomery](http://OhioMeansJobs.com/Montgomery)

Deadline for registration and receipt of payment is  
Monday, February 5, 2018 by 5:00 p.m.

**For additional information, please contact:**

**Elley White, Business Operations Analyst at 937-952-1395.**



Montgomery  
County

A proud partner of the  
**AmericanJobCenter**<sup>®</sup>  
network



DEVELOPMENT SERVICES



January 31, 2018 | VOL. 23

**Message from Chair** Welcome back to school and a new year of 2018!

Many new things are happening on campus. You will read about some of the highlights in this newsletter. To our students, there are job openings that you should consider to apply. To our alumni, read about our [Top 20 ranking of the two master programs](#)! Want to see some recent student videos? Visit our [YouTube](#) channel and department [website](#).



There are many ways for you to engage! Come and speak at our classes. Sponsor a student project. Help with our student scholarships. Attend our student club events. Or hire our students. We look forward to working with you in 2018!

Dr. Shu Schiller



**Director: Mr. Don Hopkins** We have some exciting news to report this month. In early January, The [U.S. News and World Report](#) ranked our online [Master of Information Systems](#) and [Master of Science in Logistics and Supply Chain Management](#) programs 19th among the 165 schools responding to the magazine's surveys. The programs' score of 82 ranked higher than those of such schools as Michigan State University, the University of Georgia and the University of Cincinnati. This was a marked improvement over 2017, when these programs ranked 63rd among the 139 survey respondents.

A factor in the ranking was the faculty's student engagement provided by the unique hybrid approach through on-campus and on-line learning experiences provided by our programs.

Each online class is five weeks long, and you only take one class at a time. These specialized Master's programs allow students to continue working full time while obtaining their Master's degree in just one year.

The current cohorts, Fall 2017, are just about to finish their first class in the Spring 2018 semester; they are closing in on the halfway mark of their program.

We are in the initial phase of our recruitment of the Fall 2018 cohorts for both of these program. At this stage, we have admitted 20% plus of the targeted enrollment for the programs. Our next **Taste Your Master's** program is Saturday, April 28th, 2018 at 11:00 AM at Rike Hall. 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. Any prospective students can register for the event at [EventBrite](#). Have questions? Please email [donald.hopkins@wright.edu](mailto:donald.hopkins@wright.edu).



WRIGHT STATE UNIVERSITY  
• EST. 1967 •  
**TASTE**  
your MASTER'S

Master of Information Systems  
M.S. Logistics & Supply Chain Management  
Unlock Your Career Potential with A Master's Degree!

12-Month Program  
1 Class at A Time  
4 Weekends on Campus then All Online

Join us at the Taste Your Master's  
event on Saturday, April 28, 2018.  
Receive program information, enjoy a free lunch,  
meet current students, and observe a class. Event is Free.

---

**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.

- **Armstrong Transport Group** - Logistics Coordinator
- **Cyber Ohio** - Intern in IT Services

- **Dominion Voting** - Junior Product Specialist in Hardware & Software
- **Infocitex** - Intern in Product Management
- **ProTrans** - Material Handler
- **Remington Steel** - Quality Control Inspector
- **Xylem** - IT Helpdesk Co-op
- **Reynolds & Reynolds** - Multiple positions

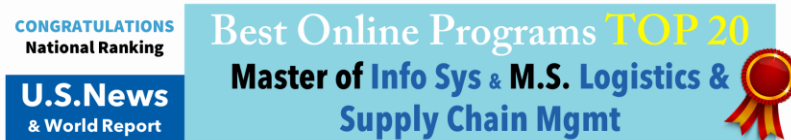
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## Mark Your Calendar

- [Digital Mixer](#): Tuesday, Feb 6, 4pm-6pm, Student Union Apollo Room
- [MIS Speaker Series](#): Thursdays in the DAVE Lab (255 Rike): Feb 1 Sankar Arunachalam (Speedway) ETL processes; Feb 8 Paul Moorman (Catalyst Paper) NoSQL databases; Feb 15 Mike Libassi (Sinclair) Web scraping
- Spring Break: Feb 26 - March 2
- CareSource site visit and workshop, early March, details to follow soon
- ISSCM Advisory Board Meeting: Friday, March 9th, by invitation
- WSU Spring Career Fair: Tuesday, March 13
- [Technology First Scholarship](#) deadline: Friday, March 16
- [Dayton STEM College Scholarship](#) deadline: Monday, April 9

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## Master Programs Rank Top 20 in the Nation



U.S. News ranked Wright

State's online Master of Information Systems and Master of Science in Logistics and Supply Chain Management programs offered by the Raj Soin College of Business 19th among the 165 schools responding to the magazine's surveys. To read more, visit the WSU [Newsroom](#).

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## Faces of Students



A DAVE Story. Students Sarika Sivagnanam and Raneem Barri talk about their learning of business analytics with Dr. Anand Jeyaraj. More to read about the Visual impression: Wright State's DAVE lab helping students learn business analytics at the WSU [Newsroom](#).

New videos! Watch our students talking about our programs!



Megan Brdicka, MIS, [video](#)

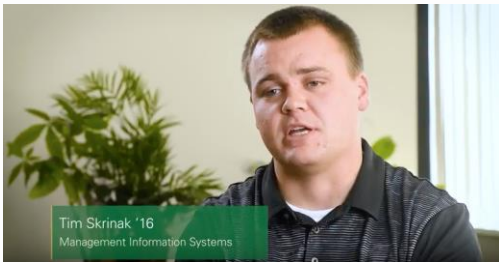


Tim Crammer, MSLSCM, [video](#)





Tyler Greenwood, Master of I.S., [video](#)



Tim Skrinak, MIS, [video](#)



Sarah Tritle, SCM, [video](#)



Stephen Wallace, Master of I.S., [video](#)

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## Student Events



The [APICS Dinner](#) was held on January 11th. APICS speaker Ms. Pam Nintrup (first left) posed for a photo with Nnedi (MBA student), Kassidy (MIS), Timothy (MIS), and David (Supply Chain).



W4T, Women for Technology had a mentoring event on January 24th. MIS student Kassidy Williams (first left) attended the event.



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### **10 Years at WSU!**

Ms. Kelli Smith and Dr. Jim Hamister are celebrating their 10 year anniversary working at Wright State University! Congratulations!

---

### **Career Opportunities**

### **Armstrong Transport Group - Logistics Coordinator**

Interested? Please email your resume to Jordan Flack at [jflack@armstrongtransport.com](mailto:jflack@armstrongtransport.com)

Logistics Coordinator

Armstrong Transport Group – Fairborn, OH 45324

Responsibilities:

- Provide support to the team by helping build shipments and set appointments
- Negotiate with freight carriers
- Maintain positive carrier and customer relations
- Provide 24-hour accessibility to customers and carriers

Requirements:

- No preexisting non-compete restrictions
- Success or willingness to learn in a freight broker/logistics role
- High energy and positive mindset
- Display persistence and thick skin
- Thrive while multitasking
- Work in a team environment
- Self-motivated with exceptional attendance and punctuality
- Ability to adapt and work in an ever-changing and volatile industry

### **Cyber Ohio - Intern in IT Services**

To apply, visit [link](#).

The goal of CyberOhio is to help foster a legal, technical, and collaborative environment to help Ohio businesses thrive. Beginning on May 21st, 2018, our CyberOhio interns will provide support of this initiative by working in our Information Technology Services section. You will work side-by-side with our Chief Information Security Officer, Chief Data Officer, and Information Technology Services team to get hands on technical experience working on meaningful projects related to cybersecurity that provide research and technical support to the entire Attorney General's Office. CyberOhio interns will also help the Information Technology Services section provide reliable, secure, and accurate data for systems and users at the Attorney General's Office. CyberOhio interns will also work in a collegial environment with other CyberOhio team members that are housed in the office's Consumer Protection section by assisting in the analysis and discussion of the latest cyber threats.

Our college interns may work up to 39 hours per week, typically during normal business hours. These positions will be located in Columbus, Ohio. All candidates should submit a letter of interest and resume by February 9, 2018. Please include related coursework completed on your resume, or provide a transcript with your application. In addition, the selected students must successfully complete the following background checks: criminal history, driving record, taxes, verification of academic credentials, and drug screen. Due to the sensitive nature of information that our interns may be exposed to, the candidates selected will also be subject to a polygraph examination. The anticipated start date for these internships is May 21st, 2018.

### **Dominion Voting - Junior Product Specialist in Hardware & Software**

This is a full-time opportunity. Interested applicants should send a resume to Jeff Phillips at [phillips@dominionvoting.com](mailto:phillips@dominionvoting.com)

#### Position Summary

Working effectively independently and as part of a team, the Junior Product Specialist will be responsible delivering a wide variety of technical and customer support services related to the implementation, operation, repair, maintenance and upgrades of Dominion Voting Systems products. This role works closely supporting customers, co-workers, and election officials to ensure all pre- and post-election day activities are successfully executed.

#### Job Responsibilities

- Provide on-site customer support on-site, or via telephone and/or email as scheduled and/or as needed. Responsibilities include, but are not limited to:
  - o Supporting and conducting pre- and post-election systems testing (Logic and Accuracy Testing).
  - o Hardware and/or software repair and maintenance of all voting system components.
  - o Coordination of RMAs as necessary.
  - o Pre-election programming, to include working with customers to define and program election and ballot definition
  - o Additional election activities as needed and assigned.
- Assists with new system implementations and product upgrades.
- Working closely with Engineering & Certification to lead functional testing and trials for new and existing products to ensure products meet established standards; provide timely and accurate operational and end-user data on functionality
- Documenting and reporting all hardware and software anomalies and system issues; as

well as developing practical field solutions to common problems.

- Maintain all records related to voting system components; ensure compliance with product warranty requirements and forecast part requirements.
- Adheres to all local, state/provincial, and federal rules and regulations that pertain to the operation of election systems.
- Contribute to various jurisdictional certification efforts of products, as needed
- Develop expertise in the use, maintenance, repair and application across all DVS product lines.
- Other assigned tasks/responsibilities as needed or assigned.

#### Job Qualifications

- Bachelor's Degree in computer science, information technology; or equivalent work experience.
- 2+ years' experience training, performing hardware/software maintenance, and effectively operating IT equipment within the within the technology industry. Elections industry experience is preferred, but not required.
- 2+ years' of experience providing hardware and/or software technical support directly to customers, to include in-person, onsite, via telephone and/or email.
- Working knowledge of Windows operating systems and applications
- Understanding of hardware, software, and troubleshooting
- Proficient in Microsoft Office Suite, particularly Microsoft Excel and Microsoft Project.
- Excellent verbal and written communication skills.
- Demonstrated success working both independently and as part of team
- Strong organizational skills to include multi-tasking and effective time management.
- Demonstrated ability to communicate clearly and concisely with customers, election officials, and colleagues.

#### **Infoscitex - Intern in Product Management**

To apply, visit [link](#)

#### Product Manager Intern Position

Infoscitex, a DCS company, is an employee owned organization with a reputation for agile and efficient development of technology solutions for U.S. Defense, Aerospace, Human Factors, and Security markets. We continue to provide innovative solutions with our multidisciplinary teams formed with exceptional employees. Infoscitex has an opportunity for an experienced

Software Engineer to support an extensive modeling and simulation development effort.

As a member of our team, you will support aerospace technologies research in Dayton, OH, having opportunities to work in a dynamic environment, with state of the art simulation technologies, simulation integration experts, and military Subject Matter Experts (SME). Our work focuses on the integration of multiple software additions and enhancements to an existing modeling and simulation framework and may include both stand-alone constructive and distributed virtual simulation development efforts. You will conduct research and development work including developing software requirements and hands-on software development according to customer specifications, system requirements, and software best practices.

Infoscitex has recently been requested to assist with spearheading an effort for making multiple software products more widely available within AFRL. As a member of Infoscitex, you will assist with enhancing and formalizing the documentation, tools, training, and configuration management of several modelling and simulation software products. The standards developed will be a guide for future software products, enhancing collaboration and productivity among a wide variety of current and future MS&A effort.

Knowledge and Skill Requirements/Desires

- Candidate should be an upperclassman in a Management Information Science or Computer Science/Computer Engineering undergraduate degree program.
- Familiarity with configuration tools and processes such as GitLab, YouTrack, and Team City.
- Familiarity with Agile Software development practices or concepts
- Ability to capture and distribute new requirements across multiple software products
- Ability to support development and/or coordination of software usage guides and other technical documents
- Ability to support development of software product training for end users as well as software developers
- Good oral and written communication skills, ability to work within an across multiple product development teams
- Familiarity with processes associated with software product tech support
- Candidate should be self-motivated and work both independently and with other teams
- Candidate should be able to manage compliance with established processes and



standards across programs

- Due to the sensitivity of customer related requirements, U.S. Citizenship is required.
- Applicants selected will be subject to a U.S. Government background investigation and must meet eligibility requirements for access to classified information: eligible to attain a Secret level U.S. DoD security clearance.

### **ProTrans - Material Handler**

To apply, contact: Trey Mendenhall [MendenhallT@protrans.com](mailto:MendenhallT@protrans.com)

ProTrans International, Inc. ®

Job Title: Material Handler I  
Department: Logistics and Transportation or Operations  
Reports to: Team Leader or Dock Coordinator  
FLSA Status: Non-Exempt

The Material Handler loads, unloads and moves materials within or near center, cross dock, trailers, yard, or work site by performing the following duties.

#### **QUALIFICATIONS**

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill and ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

#### **EDUCATION and/or EXPERIENCE**

High School diploma or general education degree (GED); or one to three months related experience and/or training; or equivalent combination of education and experience.

### **Remington Steel - Quality Control Inspector**

If interested, send your resume to Myra Starr at [mstarr@remingtonsteel.com](mailto:mstarr@remingtonsteel.com)

#### **Position Overview**

Conducts quality inspections for particular areas or products to ensure they fulfill given quality standards and workmanship criteria. Monitors and records inconsistencies during quality inspections and recommends necessary changes to improve quality for rejected or defective products or materials. This position also assists the Manager of Quality in auditing Quality Processes and Procedures.

#### **Essential Job Duties and Responsibilities**

- Works to supply products and services that meet or exceed the customers'

expectations. Follows the documented quality systems and processes that are continually being improved to satisfy our customers' needs.

- Overall inspection of incoming, work in process and final components/products
- First article inspections (FAI's)
- Coordinate document control
- Working knowledge of proper handling of ITAR controlled products and documents
- Candidate shall have a general knowledge of Geometric Dimensioning and Tolerancing (GD&T)
- Perform audits on products or processes
- Knowledge of ISO 9001:2008 standard
- Working knowledge of non-conforming reports (NMRs), corrective action reports (CARs), and supplier corrective action reports (SCARs)
- Assist in the processing of PPAP documents for new product launches to meet customer requirements. All data to be submitted to Quality Manager for review before submitting to Customer.
- Work with sales, purchasing, tool room, and production to resolve Customer Complaints and RMA's. Facilitate and promote use of appropriate problem solving techniques for effective root cause analysis and successful corrective action.
- Programming and operating Faro Coordinate Measurement Machines (CMM)
- Conduct and/or coordinate calibration of all test equipment as directed by the Quality Manager.
- Conduct Quality Process audits as directed by the Quality Manager.
- Assist in the development/writing of inspection procedures, protocol, and checklists.
- May inspect work areas to detect unsafe conditions and reports them immediately to the supervisor.
- May assist Quality Manager or other Managers/Supervisors in other duties or special projects as needed.

#### Qualifications

- This particular position requires the individual to have a high school diploma or general education degree (GED); one to three months related experience and/or training; or equivalent combination of education and experience.

Ability to perform routine math calculations.

Ability to read and interpret documents of instruction.

Complete understanding of ISO 9001 Standard and its requirements.

Understanding of manufacturing procedures.

- Must be well organized and be able to prioritize workload in a fast paced environment

Ability to handle multiple priorities.

Good verbal and written communication skills.

Ability to work well with others.

Ability to apply common sense understanding to carry out written or oral instructions.

Excellent attention to detail.

### **Xylem - IT Helpdesk Co-op**

To apply, visit [link](#)

IT Helpdesk Co-op Job Description

Brief Description

YSI, a Xylem Brand, seeks to hire a IT Helpdesk Co-op to provide end user support to users concerning Information Technology (IT) technical issue resolution. Deploy personal computer hardware/software strategies consistent with business requirements. Identify, document and resolve hardware, software and operator problems and requests for service issues. Co-ops provide quality IT helpdesk support for all the YSI Global infrastructure computing platforms.

General Summary and Basic Function:

Provide end user support to users concerning Information Technology (IT) technical issue resolution. Deploy personal computer hardware/software strategies consistent with business requirements. Identify, document and resolve hardware, software and operator problems and requests for service issues. Co-ops provide quality IT helpdesk support for all the YSI Global infrastructure computing platforms.

Job Specifications and Work Performed:

As a member of the IT group:

Active participant of the IT team with an emphasis on support/maintenance.

Provide facilitation of a high-performance support/helpdesk organization to maintain a reliable IT infrastructure.

Primary Responsibilities:

Provide support to all end users relating to IT issues including, PCs, VoIP phone issues, printers and multifunctional devices.

Perform initial setup/configuration on desktops, workstations and laptops.  
Perform installs, moves, adds and changes in the areas of PCs, printers and VoIP phones.  
Communicate and enforce IT policies, procedures and standards.  
Assist with performing a hardware/software physical inventory.  
Daily administration of disk backup tape rotation and off-site storage  
IT request process / dissemination and follow-up

#### Education and Experience Requirements

- A high school diploma or equivalent is required. Co-op arrangement to be established with individuals currently enrolled in a post-secondary University diploma program in Information Systems or Computer Science.
- Experience in Helpdesk and/or customer service relations would be beneficial.
- Exposure to a Microsoft server environment.
- Proficiency in Microsoft Office applications

#### Key Skills and Attributes

- Key attributes would be: support capabilities; innovative thinking and problem solving; works well in both team and individual settings; self-motivated and self-initiated; reliable; follows problems through to resolution; detail oriented; and ability to meet deadlines.
- Ability to multi-task, learn quickly and be self-directed.
- Understanding of network/client server environment.
- Working knowledge of personal computing hardware.
- Strong communication skills and demonstrated commitment to customer service.
- Robust problem solving skills, be self-directed and capable of working with minimal supervision.
- Possess good time management and organizational skills.
- Able to explain technical terminology to non-technical end users

#### Working Condition:

- Ability to pick-up computer related equipment, tools and supplies that weigh up to 25 pounds.
- General office environment.
- Minimum 20 hours per week (on-site is required).

**Reynolds & Reynolds - Multiple positions**

Visit [www.reyrey.com/careers](http://www.reyrey.com/careers)

### Entry Level Data Conversion Analyst

#### POSITION DESCRIPTION:

As the Entry Level Data Conversion Analyst, you will be converting customer data from competitive databases to Reynolds databases. You will also complete migration of customer data from one Reynolds hardware platform to another. This involves maintaining a good working relationship with customers throughout the conversion or migration process to ensure quality results. You will also be supporting remote and field-based trainers and field engineers on the conversion and migration processes. Through this, you will develop a good working knowledge of competitive products, keep abreast of enhancements to the Reynolds product lines as well as develop knowledge of system environment, integration, and system connectivity for different product lines.

#### REQUIREMENTS:

Bachelor's degree in MIS, Computer Science, or related field; open to entry-level candidates

Knowledge of C and MS SQL Server preferred

Strong analytical and organizational skills

Ability to establish goals, set priorities and multi-task is a must

Good communication skills

Must have a flexible work schedule with ability to periodically work evenings or weekends

### Entry Level IT Analyst

#### POSITION DESCRIPTION:

As an Entry Level IT Analyst, you will work with a project team on new and improved IT solutions. This will require the collection and analysis of requirements along with the selection of appropriate technologies that meet the needs of the business.

You will work closely with IT Engineering to improve or build new standards and repeatable infrastructure components. You will also support the IT Operations teams by providing documentation and training to equip them with the ability to operate, maintain, and support the new solutions.

You will participate in project planning and execution to deliver the final solutions to the business. While using strong communication skills, you will also be responsible for keeping your leader and project teammates up-to-date throughout the process.

If you are seeking an Information Technology career and are an innovative problem solver

interested in working in a team environment, this is the position for you!

**REQUIREMENTS:**

Bachelor's degree technical field or equivalent experience

Knowledge of computer hardware and networking required

Experience in Windows and/or Linux operating systems preferred

Experience with SQL databases, web servers, and/or Cisco routers and switches preferred

Strong verbal and written communication skills

Software Development Intern

TO APPLY: Submit your resume to [apply@reyrey.com](mailto:apply@reyrey.com) or visit [www.reyrey.com/careers](http://www.reyrey.com/careers).

**POSITION DESCRIPTION:**

Reynolds and Reynolds is looking for creative, intelligent, and self-motivated individuals who are driven to produce great software solutions.

Reynolds has many exciting development projects for both new and existing products that would allow you to make real contributions to a winning team. Reynolds and Reynolds develops application and system software for a wide variety of environments including client/server applications, browser-based applications, mobile applications and embedded systems. Our development platforms include Windows, .NET, Linux, iOS, and Android. Our development interns will gain valuable experience learning and being a part of our development process including business specific analysis, technical design, coding and testing.

**REQUIREMENTS:**

Fundamental Software Development skills preferred.

Must be project, goal, and detail-oriented

High attention to detail

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**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>



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DEPARTMENT OF  
**INFORMATION SYSTEMS  
AND SUPPLY CHAIN  
MANAGEMENT**



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