



Hi Everyone,

As many of you are aware, the PPP Program opened back up for first draw applicants and the new “PPP Second Draw Loan” or PPP2 has launched for businesses that already received and expended their initial PPP loans.

**First Draw PPP Loans** can be used to help fund payroll costs, including benefits. Funds can also be used to pay for mortgage interest, rent, utilities, worker protection costs related to COVID-19, uninsured property damage costs caused by looting or vandalism during 2020, and certain supplier costs and expenses for operations.

These loans will initially only be available through Community Financial Institutions (CFIs)

- CFIs tend to be smaller regional banks that have average assets under \$1 billion.
- The SBA is hoping that by opening the program to CFIs, more funds will go to smaller businesses and minority owned firms that more frequently have relationships with CFIs
- Check with you local lending institution to determine if they are participating in the program and if they are a CFI and the date they will begin receiving applications
- The SBA will open the program to other lenders “shortly thereafter”.

The new **PPP2** will be available to businesses that have already received and expended their initial PPP loan and

- Have less than 300 employees and;
- that can demonstrate a quarterly loss of at least 25% between comparable quarters in 2019 and 2020.
- PPP2 is capped at \$2 million

Under the new program guidelines accommodation and Foodservice businesses (NAICS codes starting with 72) will be able to apply for up to 3.5% their average monthly payroll costs.

We will send additional information as it becomes available.

Thank you all,

Kim

Kim Woodbury  
Miami Valley SBDC  
<https://sbdctec.com/>  
937-281-0118



## **Paycheck Protection Program (PPP) 2nd Round Opens Today**

The Paycheck Protection Program (PPP) will open for a second round today, January 11, for new borrowers and certain existing PPP borrowers. Community financial institutions are able to make First Draw PPP Loans starting today, and Second Draw PPP Loans starting Wednesday, January 13. PPP will open to all participating lenders shortly thereafter.

This round of PPP authorizes up to \$284 billion toward job retention and certain other expenses through March 31, 2021.

[Read SBA Press Release](#)

[Member Banks](#)

[Member Credit Unions](#)



# OPEN\*

D O W N T O W N



February 5-11, 2021



## Featured



### Now thru Valentine's Weekend - Show Your Love

**Show your love: For your valentine. For local, small businesses. For downtown.** This Valentine's Day, show your loved ones how much you love them with unique gifts and date ideas... And show your local, independent businesses some love by shopping small and spending downtown! Downtown's collection of independent, small businesses need your support now, more than ever. When making your Valentine's Day plans, be sure to shop small and make downtown's local businesses your choice for gift buying, meals and date planning, and other love-filled fun.



At [downtowndayton.org/valentine](http://downtowndayton.org/valentine) you'll find resources to help plan your Valentine's Day, including: A [Downtown Dayton Valentine Gift Guide](#) with dozens of gift ideas, a list of meal and drink specials from local eateries, and date activities all in one place Information on business hours of operation, dine in, carryout, or delivery options on the [OPEN\\*](#) resource page. [Downtown Dollars](#), a perfect gift for someone who has it all. [Downtown Dayton Winter Bingo](#) for a Valentine's adventure and the chance to win one of five \$100 Grand Prize Packs.

## Also This Week

### February 5 - First Friday

The beginning of every month starts with a bang in downtown Dayton. First Friday is a free art hop featuring exhibit openings at the galleries, along with a variety of entertainment options, arts demonstrations, live music and more. Show your love downtown this Friday with a preview of the gift shopping, delicious meals and drinks, and creative local date ideas you can find at the independent, small businesses of downtown Dayton. First Friday is presented by the [Downtown Dayton Partnership](#). For more info and specific event details, visit the First Friday [webpage](#) or [Facebook page](#). 224-1518..





### Get to know Bonnett's Bookstore in our OPEN\* Business Spotlight!

In this series, we profile some of the small businesses that make downtown great! We ask a series of questions about each business, letting them tell you about themselves in their own words, including their background, what services they offer, how they're responding to the pandemic challenges, and more. It's a great way to learn more about your favorite businesses, or discover a new spot you may not be familiar with yet.

This week, we learn about Bonnett's Bookstore, an Oregon District family business that has been part of downtown since 1939!

[Click here to read about Bonnet's](#)



# **DOWNTOWN EVENT HIGHLIGHTS**

## Thru February 7 - Oyster Fest

[Lily's Dayton](#), 329 E. Fifth St. 5-9 p.m.

We're hosting an extra special 2-weeks of our annual Oyster Fest featuring raw and cooked special oyster preparations alongside our full, tropical-inspired dinner and cocktail menu. These specials will run from Tuesday, January 26-Sunday, February 7, and will be served nightly (excluding Mondays when we are closed) from 5-9pm. Walk ins are always welcome, and a limited number of reservations are being accepted by calling 937-723-7637. All of the Oyster Fest specials will also be available for Carryout or Contactless Curbside Carryout that can be placed on our [website](#). Most carryouts take about 20 minutes to prepare.

## Thru February 14 - Holiday CoShare

*Online.*

The Contemporary Dayton has continued its annual Holiday CoShare - for all your Valentine's shopping needs! A virtual holiday shop with 100% of the proceeds benefiting Artist Members. [Go here](#) to shop.

## Thru February 15 - Downtown Dayton Winter Bingo

Create a citywide adventure for a chance to win prizes with Downtown Dayton Winter Bingo! To play, you'll complete "challenges" that will have you exploring downtown Dayton dining, arts, culture, shopping and entertainment. The challenges include opportunities to explore in-person following social-distancing guidelines, or tasks that can be completed online from home. If you complete five challenges in a row on the game card to make a "bingo," you can submit your card into the drawing to win prizes. Invite your friends to play along with you at our [Facebook event page here](#). Find all the rules and other information and download your Winter Bingo board [here](#)

## Thru February 16 - Drink Brewdog & Win!

[Mudlick Tap House](#), 135 E. Second St.

Kick off the New Year with a chance to win... and all you have to do is drink beer!! Get your punch card, drink all three featured BrewDog beers on tap between 1/5 AND 2/16 to be entered to win an overnight stay at the [DogHouse Columbus](#) and a \$100 Gift Card to the BrewDog's [DogTap Columbus](#) Ask your

## February 5 - Masthead Birthday Shorty Showdown

[The Barrel House](#), 417 E. Third St.;

Noon-7 p.m.  
Our friends at Masthead Brewing are turning 4 years old, and asked us to help them celebrate! We'll have a special mixed six pack of Shorties available, featuring: The Juggerhop Triple IPA (\$8.5/Shorty) Flat Earth IIPA w/ Galaxy (\$8.5/Shorty) Dreamcrusher IIIIPA w/ Passionfruit (\$8.5/Shorty) Where's My Birthday Cake BA Pastry Stout (\$11.5/Shorty) Single Origin Coffee Stout (\$5/Shorty) Masthead IPA (\$5/Shorty) Six packs will be \$40 (a \$7 savings) The beers will be available individually, as well! Limit one Shorty per customer day of the event. Any leftovers the next day will be no-holds barred -- including growler fills if there's enough beer. These beers are to go only --we're still not allowing drinking inside. This pesky pandemic and all

## February 5 - First Friday Wine & Chocolate

[Winans Chocolates + Coffees](#), 221 N. Patterson Blvd.

Enjoy a First Friday at Winans with a special offer of \$15 wine flights and a free piece of chocolate with the purchase of a latte (enjoy inside or on our patio). Open until 9:30 p.m. 937-732-1001

## February 5 - Wine, Shoes, & Shopping with Friends

[Grace Lane Boutique](#), 133 E. Fourth St.

Bring in a donation of any amount for Shoes for the Shoeless and receive 30% off the already reduced shoe sale. Local artist, Amy Gantt, will have her beautiful works of art on display throughout the store. Plus, enjoy Scout & Cellar's clean crafted wine and get one bottle free with a bottle purchased. Bring a friend and enjoy an evening of fun.

## February 5 - First Friday at Front Street

[Front Street Galleries](#), 1001 E. Second St.

Enjoy an evening rich in art, entertainment, and community. Front Street artists, curators, and craftsmen invite you to visit us every 1st Friday of the month for an insider's view of working studios, new exhibition openings, live music, and dinner with local food trucks. Tour woodshops, sew shops, glass, ceramic, and painters

## February 5-27 - Exhibit: Litho-Lino-Mono-More

[The 48 High Street Gallery](#), 48 High St.

LITHO-LINO-MONO-MORE is the Dayton Society of Artist's 16th annual juried printmaking exhibition. The call for art was open to any printmaker living, working, or attending school in Ohio. Kay Smith Award: The DSA's printmaking show was established by David Smith (a DSA past president and an instrumental figure in the gallery's history) in honor of his wife, Kay, a printmaker. Exhibition Dates: Friday, February 5-Saturday Feb 27th. Book an appointment to see the exhibition in person The exhibition will also be able to be viewed online.

## February 6 - RiverScape Virtual Winter Yoga

9:30-10:30 a.m. *online.*

Join Tori of Speakeasy Yoga for a FREE one hour yoga class! These will be live virtual classes. The class link will be shared a day or two ahead of each date. We hope you will join us! [More info.](#)

## February 9 - Scientific Exposure With Anand Varma & Prasenjeet Yadav Streaming

*Online.*

This 60-minute Dayton Live! streamed event features two Nat Geo explorers in a pre-recorded presentation followed by LIVE, moderated conversation and audience Q&A. Natural history photographers working with National Geographic have often emerged from scientific backgrounds, enabling them to reveal wildlife and our natural world in surprising ways. Molecular biologist-turned-photographer PRASENJEET YADAV combines his experience in research with his photography skills to highlight natural history and science stories in Asia. And ANAND VARMA has developed innovative techniques to create stunning images of creatures whose details are otherwise invisible to the naked eye. Join them for stories and conversation on the intriguing intersection of science and photography. [More info and tickets.](#)

## February 10 & 11 - Valentine Wine Dinner

[Salar Restaurant and Lounge](#),

410 E. Fifth St.; 6 p.m.

Enjoy a romantic evening with a 5 course

server or bartender for more details. More info on the Mudlick Tap House [Facebook Page](#)

## Thru February 28 - Black History Month

[Edward A. Dixon Gallery](#),

131 N. Ludlow St.

The entrance of the gallery will be dedicated to Black History Month featuring artwork from Alice Gatewood Waddell, members of the African American Visual Arts Guild (AAVAG) members (Clifford Darrett, David Redmon, LaChrisa Gales) and other local art. You can view the artwork beginning February 1st in-person during normal gallery hours or online [here](#). Artwork will be on display and available for purchase until February 28th.

## Thru March 14 - Virtual Field Trip with Black Violin

Online.

Black Violin enters the student virtual space with an all new, high energy, performance that takes their unique blend of classical music, hip-hop, jazz and pop to new heights. Recorded at the Broward Center for the Performing Arts, this engaging, high definition multi-camera video covers themes of perseverance, exploration and unity with songs like "Rise," "Unbreakable," "Believer," "Dreamer" and "Impossible is Possible." Embedded in the performance are messages for students and educators about challenging stereotypes and status quo conventions, and that pathways to success require commitment, practice and unwavering dedication. This virtual performance is free for students and educators, but you must register! Once registered, you can watch it any time until March 14, 2021.

[Register](#).

studios, plus so much more. Explore where our makers get messy. Catch live demos and experience "how it's made." More details can be found at [frontstreet.art](#) and [here](#).

## February 5 - Karaoke

[Yellow Cab Tavern](#), 700 E. Fourth St., 7-9:45 p.m.

We're hosting Karaoke every Friday! Entry is free! We have four barrel mics that have detachable metal screens. We'll have two of these mics on stage at more than a 12 foot distance if duos would like to perform! Then after each performance we'll switch out the two mics with two freshly sanitized ones! We request that performers not touch the mics or mic stands. We also have mic covers available and singers are encouraged to wear a mask while singing. Guests who are not singing will be required to stay at their table with their group during all performances.

## February 5 - Take Home Paint Party

At home.

For First Friday, all Take Home Paint Party Kits are buy one get one 1/2 off at Picture Perfect Paint Parties. [More info here](#).

## February 5 & 6- Greg Hahn

[Wiley's Comedy Joint](#), 101 Pine St.;

Fri. 8 p.m., Sat. 7:15 & 9:30 p.m.

Presenting Greg Hahn, a favorite on the nationally syndicated Bob and Tom Radio Show. Due to COVID-19 restrictions, tickets are ONLY available online or by calling (937)224-JOKE. We are not currently selling tickets at the door. Find more information on the [website here](#).

meal and wine pairings prepared by Chef Margot Blondet. Price: \$89 per person (includes tax & gratuity) [Tickets and info](#).

## February 10 - Wednesday Trivia at Troll Pub

[Troll Pub at the Wheelhouse](#),

216 Wayne Ave.; 6:30-8:30 p.m.

Do you have a bunch of useless knowledge and absolutely nowhere to put it? Do you love Trivia? Have you checked out our unique and fun format? Join us for three rounds of general knowledge trivia, followed by our extra special fourth audio visual and music round! Get there early to get your seat and grab dinner and enjoy their amazing menu! Prove your smarts! Prizes go top performing teams! No phones, teams of 6 or less, FREE to play. Come back every week for more Trivia and great food and drink specials!

## February 10, 17 & 24 - Cellarbration

[Warped Wing Brewing Company](#),

26 Wyandot St.; 4 p.m.

We're excited to introduce to you a unique cellar beer experience like never before! Now presenting - Cellarbration - a month-long exploration of vintage & barrel aged beers. Join us for the month of February for special tappings of some of our most coveted beers, right from our cellar. We'll be exploring weekly tappings as well as releasing a selection of vintage bottles & cans, which will be available to purchase at the taproom as well as online (home delivery & shipping) beginning February 3rd. You don't want to miss this! [More info](#).

## Support Our Local Small Businesses When They Need You the Most!

The pandemic has been hard on all of us. So much of what we consider normal has changed, and we've all had to find ways to adapt. In downtown Dayton, the pandemic has been especially difficult for our great collection of independent small businesses who provide the products and services we love. We encourage you to continue to support these local businesses during this difficult time in any way you can. They're the backbone of our community, and they need our support more than ever.

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

**Now, more than ever, it's a great time to support local businesses and Be Downtown.**



### *Downtown's OPEN\**

*is produced by the Downtown Dayton Partnership.*

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

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

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**DOWNTOWNDAYTON.ORG**

**BE DOWNTOWN.**  
DAYTON





**~ NEWS RELEASE ~**

**Sinclair College Extends Application Deadline for  
Goldman Sachs 10,000 Small Businesses Program**

*Sinclair's next Goldman Sachs 10KSB Program class begins in May 2021.*

**DAYTON, OH** – Sinclair Community College is extending the application deadline for its Goldman Sachs 10,000 Small Businesses (10KSB) Program to February 12, 2021.

This unique partnership between Sinclair College and Goldman Sachs promotes job creation and growth opportunities for local entrepreneurs and small businesses by providing access to business education, capital and support services. The 15-week virtual program is offered at no cost to selected business owners who receive a full scholarship funded by the Goldman Sachs Foundation.

Program participants receive one-on-one business advising and learn alongside peers from a variety of industries. Graduates leave the program with a specific 5-year growth plan tailored to their business and is immediately implementable.

According to the Goldman Sachs Foundation, 67% of the program's alumni reported increased revenues and 47% added new jobs within six months of graduating.

The program looks for applicants who are passionate about growing their business and creating jobs in their communities, and generally meet these criteria:

- Owner or co-owner of a business
- Business in operation for at least two years
- Business revenues of at least \$75,000 in the most recent fiscal year
- Minimum of 2 employees (including the owner)

In December 2020, Sinclair College celebrated its first 16 graduates of the program.

To apply and learn more about the Goldman Sachs 10,000 Small Businesses Program at Sinclair Community College, visit: <https://10ksbapply.com>

To learn more about Sinclair Workforce Development programs, visit: <https://workforce.sinclair.edu/>

For details on all of Sinclair Community College's academic offerings, visit: <https://www.sinclair.edu/>

# SINCLAIR SPARKS

NEW! MONTHLY VIRTUAL LEARNING & DEVELOPMENT SERIES  
FROM SINCLAIR WORKFORCE DEVELOPMENT



## Build a strong connection with your team while working remotely.

For many companies and teams, the pandemic flipped the script on the world of work and how teams and their managers work together. Now you are trying to figure out how to connect with your team and ensure everyone is able to keep doing the work that needs to be done. Join us to gain insight into specific actions for leaders who are now managing a remote team and trying to stay connected in a disconnected world.

*Register for 6 or more sessions at once and save 20%.  
Discounts will automatically apply.*

## MANAGING A REMOTE TEAM:

Staying connected in a disconnected world.

February 18  
10-11:30 a.m.



**SINCLAIR**  
Workforce Development

## *Save the Date!*

**March 18**  
Accountability in Action

**April 15**  
The Proximity Principle

**May 20**  
Preparing for Difficult Conversations

[Click Here to Register!](#)



Follow us on social media!



Join virtual breakout sessions!

[REGISTER NOW](#)



**MONDAY  
Feb 22**



**9:30AM | EST**

### **Empowering women to reach their full potential**

The Dayton Business Journal will bring together local women in a casual, virtual career coaching atmosphere.

Don't miss your opportunity to participate in small group speed coaching sessions with the most influential women in the local business community. The atmosphere is spirited and powerful as everyone gains career insights and makes new connections.

[View this email in your browser](#)

February 2021



***The Best Leaders Never Stop Learning***

Learn more about our blended approach



Many of our programs are now being offered in a blended format. This means you can choose socially distanced, in-person facilitation or to join a live stream via Zoom. For more information on our blended programs, [visit our website](#).

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## Executive Development



**MARCH 24 with JOSEPH GRENNY**

**AM: CRUCIAL CONVERSATIONS FOR LEADERS: TOOLS FOR TALKING WHEN STAKES ARE HIGH**

In this program, Joseph Grenny will guide you through the steps to mastering crucial conversations and harnessing the power of turning every employee interaction into an experience that achieves synergy, alignment, and agreement. You will walk away from this program with a new set of high leverage tools to effectively achieve breakthrough results.

**PM: INFLUENCER: THE NEW SCIENCE OF LEADING CHANGE**

In spite of the fact that we're routinely trying to alter behavior, few of us can articulate an effective strategy to create this behavior change. It's time this changed! By drawing from the skills of many of the world's best change agents and combining them with five decades of social-science research, Joseph Grenny will help provide you with a powerful and portable model for behavior change.

For more information, contact Brent Kondritz at [mkondritz1@udayton.edu](mailto:mkondritz1@udayton.edu).

**Register Today!**

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**Women Lead. Certificate**

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**NEXT COHORT STARTS MARCH 12**

This program focuses on critical topics such as **Dismantling the Double Bind, Leadership & Work-Life Integration**, and **Maximizing Influence**.

[Apply now](#) for this six-month interactive program designed by women leaders for women leaders that want to gain the additional tools and insights needed to expand their positive impact on their organization and continue to rise with purpose. For more information, please contact Maddie Weiler at [weilerm2@udayton.edu](mailto:weilerm2@udayton.edu).

[Full Program Schedule](#)

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## Supervisory Leadership Certificate



**NEXT COHORT STARTS MARCH 16**

This program focuses on critical topics such as **Going from Peer to Supervisor, Navigating Difficult Conversations**, and **Coaching and Evaluating Performance** as well as provides a DiSC Profile and a Korn Ferry 360 Assessment.

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[Apply now](#) for this six-month interactive program that helps front line leaders develop those important skills necessary to maximize individual and team performance. For more information, contact Sophia Dunson at [sdunson1@udayton.edu](mailto:sdunson1@udayton.edu).

## Full Program Schedule

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### Emerging Leader Certificate



**NEXT COHORT STARTS AUGUST 12**

This program focuses on critical topics such as **Leading Change**, **Executive Effectiveness**, and **Creating a Great Workplace Culture**.

[Apply now](#) for this twelve-month interactive leadership and business skill development program for top performers and current managers who are ready for expanded responsibility or a senior leadership role. For more information, contact Dave Evans at [devans3@udayton.edu](mailto:devans3@udayton.edu).

## Full Program Schedule

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### Manufacturing Scholarship Opportunity

Certificate program scholarship support available for small/medium (<800 employees) manufacturers through [Fastlane](#) for those who qualify. Please contact April Mescher at 937-229-2664 or [amescher1@udayton.edu](mailto:amescher1@udayton.edu) for more details.

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## Professional Development Programing

Utilize our professional development programs to give your employees personal and meaningful development for the confidence needed to be successful at the next level and beyond.

Effective Decision Making  
on February 10 (*virtual*)

Essential Problem Solving for Team  
Members: Lean Six Sigma Yellow  
Belt  
on February 11 (*virtual*)

Core Interaction Skills to Enhance  
Results on February 16 (*blended*)  
**\*new program for 2021\***

Going from Peer to Supervisor  
on February 18 (*blended*)

Leading Remote & Engaged Teams  
through Rapid Change  
on February 23 (*virtual*)  
**\*new program for 2021\***

Coaching and Evaluating  
Performance  
on February 25 (*virtual*)

Time Management and Personal  
Productivity on March 2 (*virtual*)

The Power of Difference: Towards  
More Diverse, Equitable, and  
Inclusive Organizations on March 3  
(*blended*)

**\*new program for 2021\***

Elevate Your Personal Brand for  
Women Leaders on March 9  
(*blended*)

Leading Change at the First Level  
on March 10 (*blended*)

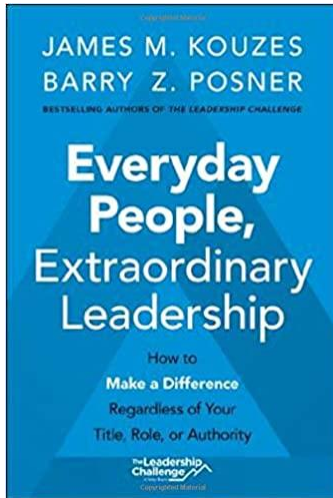
Emotional Intelligence: Becoming  
More Effective in Reaching Others  
on March 11 (*blended*)

Project Management Essentials I & II  
on March 17-18 (*blended*)

**Register Today!**

You can choose to take our classes either virtually or in a blended format, which is a combination of live stream via Zoom and in-person facilitation while staying socially distanced. For more information on our blended courses, [visit our website](#).

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## UDCL Book Nook

We recommend reading Jim Kouzes and Barry Posner's newest book, ***Everyday People, Extraordinary Leadership: How to Make a Difference Regardless of Your Title, Role, or Authority***. This book about leadership is for people who are not in formal or hierarchical leadership positions, ***Everyday People, Extraordinary Leadership*** provides readers with a comprehensive and practical approach to addressing leadership challenges, no matter the setting or circumstance. Esteemed scholars and sought-after consultants Jim Kouzes and Barry Posner adapt their trademark The Five Practices of Exemplary Leadership® framework to today's more horizontal workplace, showing people that leadership is not about where you are in the organization; it's about how you behave and what you do.

[Buy Now](#)

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**Ann Riegle Crichton**  
Chapter Chair

The Dayton Chapter of SCORE was founded in 1970 as a nonprofit volunteer organization to assist the Small Business Administration (SBA) in helping grass roots profit and nonprofit businesses to start and grow in the Miami Valley area.

### **SCORE Dayton is Going Virtual**

While the past year has been challenging in most ways, it has also shown us the value of virtual technology to stay in touch.

Moving forward, SCORE is following the example of businesses of all sizes and moving to a virtual office. Most people won't even see any difference because we didn't use our physical office space very often. Relinquishing that space saves us money and allows us to better establish a presence wherever business owners gather.

When it is safe, we will still be able to meet with you in-person, at a coffee shop, public library or shared meeting space, as we have always done in the past.

We are also encouraging our mentors to use Zoom, email and phone calls when that is most convenient and timely for you.

**Email:** [daytonscore107@gmail.com](mailto:daytonscore107@gmail.com)

**Telephone:**

937-867-2000 (voice recording)

**Mailing Address (PO Box):**

5818 Wilmington Pike, #247

Dayton, OH 45459

## Dayton SCORE's Nonprofit Series Spring 2021

Five

nonprofit ZOOM related workshop are available in March and April.

### March 19, 2021, Friday

- **Strategic Planning** - How to pivot your Strategic Planning in a Pandemic - Steps in the S.O.A.R. strategic planning process with examples of each step, Jalyn and Steven Roe. [REGISTRATION](#)

### March 26, 2021, Friday

- **Board Development** - Characteristics of high performance boards, structure, membership and effective processes, Carol Prewitt and Chris McClure. [REGISTRATION](#)

### April 9, 2021 - Friday

- **Marketing** - Adapting your marketing program to COVID, Art Helmstetter and Vel Hux, guest speaker Lori Erion founder Families of Addicts. [REGISTRATION](#)

### April 16, 2021 - Friday

- **Fundraising** - Annual giving, major giving, planned giving and the ethical and legal requirements, Vel Hux and Art Helmstetter. [REGISTRATION](#)

### April 23, 2021 - Friday

- **Volunteer Management** - How to develop trust, credibility and accountability, and define the role of volunteer staff, Cathy Campbell. [REGISTRATION](#)

## Goggle ZOOM Workshops

Three Google ZOOM related workshops are hosted in partnership with Dayton SCORE and taught by Rob Bunting, Google Czar at Cincinnati I- Marketing Group on Tuesdays 8:30 - 9:30 am.

### February 2021 - Get on Google Search and Maps

Wednesday, February 10, 2021; 8:30 - 9:30 a.m.

Showing up when client are searching online is more important than ever. Ensure clients can find accurate, updated information about your local organization on Google Search and Google Maps, no matter which device they use. In this workshop, you will learn how to create and manage a Google profile from start to finish. In this session we'll show you how to:

- Create or claim your Profile on Google
  - Manage your business info across Google Search and Maps
  - Use Google My Business to connect with potential customers
- ZOOM link will be sent as part of registration. [REGISTRATION](#)
- 

## March 2021 - Reach Clients Online with Google

Wednesday, March 10, 2021; 8:30 - 9:30 a.m.

Learn how your business can be found online with Google. This workshop explains how Google Search works and how you can improve a website's visibility with Search Engine Optimization (SEO). The session also introduces products like Google My Business, Google Trends, Search Console, Google Analytics, Google Ads, and more. In this workshop we'll discuss best practices for:

- Improving your website's visibility in Google's organic search results, on all devices
- Creating a free Google My Business listing
- Advertising your business on Google

ZOOM link will be sent as part of registration. [REGISTRATION](#)

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## April 2021 - Make Better Decisions with Google Analytics

Wednesday, April 14, 2021; 8:30 - 9:30 a.m.

Learn best practices and analyze trends about how customers engage with your business online, then turn these insights into well-informed, actionable decisions. In this session we'll talk about:

- Identifying business goals and how you plan to use your online presence to achieve them
- Incorporating data into your marketing plan
- Selecting tools to help you find the answers you need

ZOOM link will be sent as part of registration. [REGISTRATION](#)

**BizSuccess Tips**

**FEBRUARY 2021**

## SCORE for Black Entrepreneurs



SCORE is committed to helping all small businesses grow and thrive. As we celebrate Black History Month, SCORE is proud to announce the launch of SCORE for Black Entrepreneurs, showcasing all the great resources to help remove the unique obstacles that Black entrepreneurs face.

VISIT THE HUB



### **New \$10,000 EIDL Grants: Do You Qualify?**

The Economic Aid Act signed December 27, 2020 includes additional funding for Economic Injury Disaster Loan (EIDL) loans and grants. This article includes information about the Targeted EIDL grant application process provided by the SBA.

[Read more.](#)



### **How to Set up an Online Presence for Your Business**

Learn how adopting digital strategies can help you establish a robust online presence, reach more potential customers, and build brand awareness for your entire company. Because consumer behavior has changed, you'll have to meet them where they are: online. [Read more.](#)

## UPCOMING WEBINARS



### **Shipping as a Small-Business Growth Strategy - Here's What You Need to Know**

**February 2 | 1 PM ET**

**Sponsored by FedEx.** Shipping your products can help your business thrive as more consumers shop online – here's a head start on learning how to ship and save.

REGISTER

## How Packaging Can Build Your Brand, Reduce Damages and Waste, and Even Save Money

**February 9 | 1 PM ET**

**Sponsored by FedEx.** Learn how packaging can do more for your business than protect your shipments – including building your brand and cutting costs.

[REGISTER](#)

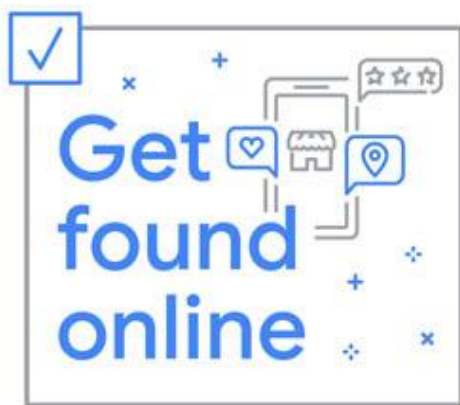


## Get Your Local Business On Google Search and Maps

**February 11 | 2 PM ET**

**Sponsored by Grow with Google.** You will learn how to create and manage a Business Profile on Google from start to finish.

[REGISTER](#)



## Mastering Finances for Black-Owned Businesses

**February 16 | 1 PM ET**

This session will get you more informed about your finances, understand your numbers, and make better financial decisions.

[REGISTER](#)





## Choose the Right E-Commerce Technology to Grow Your Small Business

**February 18 | 1 PM ET**

**Sponsored by FedEx.** Discover how the right technology can help you scale up, improve efficiency, and create a friction-free customer experience.

[REGISTER](#)

## Shoestring Solutions to Common Startup Issues

**February 23 | 1 PM ET**

This webinar will help you understand what the most common startup pitfalls are and how to avoid or solve them - without spending a lot of money!

[REGISTER](#)



## Expand to New Markets with Small Business International Shipping

**February 25 | 1 PM ET**

**Sponsored by FedEx.** Find out how to speed up growth by shipping to international customers, with less paperwork and fewer obstacles than you may think.

[REGISTER](#)







Saidah Pearsall, Shea BODYWORKS

Mentoring Works

# START & GROW YOUR BUSINESS

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, 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.](#)

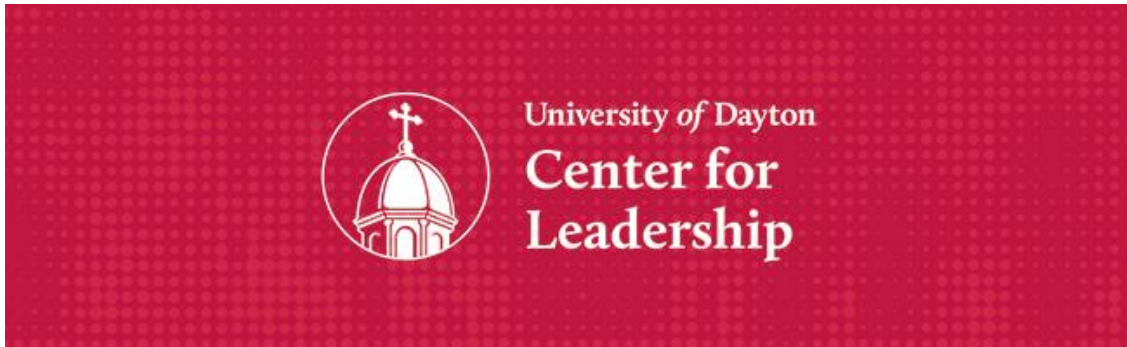


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## ***CALLING ALL WOMEN LEADERS!***



The Center for Leadership is calling all women leaders who want to challenge themselves to career exploration and continue to rise in their organization.

The Women Lead. certificate program utilizes a research-driven curriculum with an intersectional approach that includes several assessments as well as tools and hands-on skills practice that can be immediately implemented to increase your leadership effectiveness. We are excited to offer this high caliber program designed by women leaders for women leaders.

Excellent facilitators, a dynamic curriculum, and a new network of accomplished women leaders ensure this program is a transformative experience for you both professionally and personally.

[Apply now](#) for this six-month interactive leadership development program focusing on such critical topics as:

- Dismantling the Double Bind
- Leadership & Work-Life Integration: The Hustle Without the Burnout
- Managing Conflict and Difficult Conversations: Know Your Triggers
- Maximizing Influence: Develop Your Positional and Personal Power
- Unleashing Your Inner Negotiator

***"If you are looking for a leadership program focused on your role as a woman in leadership, the Women Lead. program will benefit you now and in the future. Each session enlists an expert on a topic to share real-world experiences, how we can overcome obstacles, and enhance our strengths to achieve success! One of the most valuable aspects of this program is the connections made with women leaders throughout the community and beyond!" -Christine, Women Lead. '20***

## Full Program Schedule

For more information please contact Maddie Weiler at 937-229-3193 or [weilerm2@udayton.edu](mailto:weilerm2@udayton.edu).



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## OEDI Virtual 2021 Core Course Offerings

### 2021 OEDI Virtual Core Courses

The OEDI Virtual Core Courses provide in-depth training on five key disciplines of economic development. Students learn from experienced practitioners and leaders in economic development and get the latest about Ohio programs and best practices. Students hear from highly experienced course instructors and practitioners from Ohio communities.

Real Estate Development and Financing	March 18 - 19, 2021	On-Line
Site Selection / Site Development	May 27 - 28, 2021	On-Line
Finance and Incentives	June 24 - 25, 2021	On-Line
Workforce and Talent Acquisition	July 22 - 23, 2021	On-Line
Business Retention and Expansion	August 26 - 27, 2021	On-Line

***OEDA's Core Courses are prerequisites for economic development professionals pursuing the OhioCED "Best in Class" Ohio Economic Developer Certification***

***For those pursuing the OhioCED, the 2021 Capstone Course will begin after the completion of the Business Retention and Expansion Course in August.***

***For More Information and to Register:***

***[www.ohioeda.com/events](http://www.ohioeda.com/events)***

***Multiple Registrant and "Join and Save" Discounts Available***



OEDA is pleased to partner with JobsOhio and Ohio University to create the Ohio Economic Development Institute, the state's premier professional development program for economic development professionals.



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