



MONTGOMERY COUNTY YOUTHWORKS SUMMER 2018

YOUTH CAREER SERVICES 365 (YCS365)

A Comprehensive Case Management and Employment Program

Do you want to learn a new skill or get job experience while getting paid?
We assist Montgomery County in-school youth in developing fundamental life skills for managing their personal growth, interpersonal relationships, and career development opportunities.

We provide employment and training opportunities for the youth of Montgomery County.

Not everyone that applies will be selected.



Montgomery
County

A proud partner of the AmericanJobCenter® network

DEVELOP JOB SKILLS & GET JOB READY!

MONTGOMERY COUNTY RESIDENTS
14 - 18 YEARS OLD
In-School
Considered to have a barrier to
employment

YEAR ROUND 365 EMPLOYMENT AND TRAINING

2018 APPLICATIONS ACCEPTED FEBRUARY 5 - APRIL 30

APPLY

YOUTH CAREER SERVICES
1111 Edwin C. Moses Blvd
Dayton, Ohio 45422

OhioMeansJobs.com/Montgomery

Monday - Friday
8:00 a.m. - 5:00 p.m.
(937) 224-1482

***IMPORTANT CHANGES ***

Because of state mandates on youth program funding, Montgomery County YouthWorks Summer Employment Program is transitioning to [Youth Career Services 365 \(YCS365\)](#), a Comprehensive Case Management and Employment Program (CCMEP). **YCS365** is a year-round program that begins with the YouthWorks summer program and provides options for work experience in the fall, winter, and spring months. Each YouthWorks participant will also attend two-weeks of paid education/training and participate in eight weeks of work experience during each term.

***Important changes** have been made to the **program** and the **application process**

Who is eligible?

- ✚ 14 to 18 years old (*must be 14 at the time of application*)
- ✚ Low-income households - Above income youth are encouraged to apply as additional funding is available
- ✚ Montgomery County resident
- ✚ Full-time student in Montgomery County school system
- ✚ Must be enrolled in the YouthWorks summer program to participate in other sessions

Has one or more of the following barriers:

- ✚ *Basic skills deficient (low grades or behind a grade level)*
- ✚ *An English language learner*
- ✚ *A Justice System offender*
- ✚ *A homeless child/youth or a runaway*
- ✚ *In foster care or has aged out of the foster care system*
- ✚ *Pregnant or parenting children*
- ✚ *A youth who is an individual with a disability*
- ✚ *Requires “Additional Assistance” to complete an education program or to secure/hold employment*



Sustainability Luncheon



Quarterly Awards!

WASTE NOT!

Thursday Feb 22, 2018

11:30am - 1:00 pm

Top of the Market

32 Webster Street

Dayton, OH 45402



DRG is pleased to welcome the **US Green Building Council SW Ohio Region** as a Sustainability Luncheon host partner! This partnership will provide access to additional educational content and membership in a robust sustainability-focused organization.

Join us on Feb 22 to take a look at the issue of waste in our society and what businesses, organizations and individuals are doing to move the needle.

Highlights:

Keynote Presentation: A panel of 3 will overview their efforts in pursuit of sustainability: **Lexis Nexis** has achieved zero waste in their facilities! learn the journey they took and copy enthusiastically; **Scott Lutcocha of Piazza Produce** is a zero waste worrier in Indianapolis and is on the team that has developed the Zero Waste Certification adopted by USGBC for their TRUE certification. Learn more about this latest LEED platform ; In the U.S., more than 40% of food is thrown away, but 1 in 8 people struggle with hunger. Join us to learn how **Kroger Co.** decided to do something about this through their Zero Hunger | Zero Waste initiative.

BYO Campaign Announcement: Dayton Regional Green, Montgomery County Solid Waste District and Sustainable Dayton (grass root volunteer

1 GBCI /AIA Learning
Unit -pending-

10 points for BYG
Participants

organization) joined hands to promote reduction of
single use items.

BYG Training 101: Our one and only Thomas Blurton
gives tips, insights and insider information on the BYG
Waste and Water Tracking platforms (Energy was
covered in the 1st quarterly luncheon).

Celebrate Bring Your Green 2.0 2nd Quarter Winners!

Sign up today! Early bird pricing ends Feb 20
[RSVP here](#)

Complementary registration for 1 attendee per company
from Bring Your Green (BYG) participants . Check your mail
box for promo code !



DAYTON METRO LIBRARY LAUNCH POINT



MARKETING AND SALES STRATEGIES IN A NEW WORLD



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METRO
LIBRARY



ASK ME
937.463.BOOK

MARKETING AND SALES STRATEGIES IN A NEW WORLD

The world is changing – even the pace of change itself is accelerating – putting significant strain on businesses across all industries.

Nowhere does the changing business landscape have greater impact than in the areas of acquiring customers and driving sales and revenue. 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 this three-part series in partnership with Dayton Area Chamber of Commerce and Dayton SCORE. Each session highlights new realities and introduces participants to current, relevant strategies to be more successful in their sales and business careers.

Each session costs \$25.00, which includes breakfast and parking. Register through the Dayton Area Chamber of Commerce at www.DaytonChamber.org.

MARCH 15

WHAT DO BUYERS REALLY WANT?

Understanding business dynamics and responding to the reality of better informed, more empowered buyers.

APRIL 19

SALES 101 FOR THE 21ST CENTURY

Sales fundamentals for the “amateur, awkward or afraid.”

MAY 17

UPLEVEL YOUR GAME

Advanced strategies to reach the next level of sales performance

This program series is presented in partnership with



Dayton

WHAT DO BUYERS REALLY WANT?

THUR, 3/15 | **Main Library Community Room**
7-7:30 AM Registration, Breakfast
7:30-9 AM Presentation

The internet, smartphones and social media have changed business forever, and buyer behavior is changing as a result. According to CEB Global (now part of Gartner), **57% of the buyer's decision process, on average, is completed before engaging with a salesperson.** The Demand Gen Report shows that **53% of buyers are spending more time researching vendors** and solutions on social media than they did just three years ago.

Gone are the days of simply talking about your product, your service, or giving a demo. Marketers today must meet their customers where they are – online and on social media – and they must deliver real insight and value to keep customers engaged. Sellers must be in lock-step with marketing efforts and be adept at social selling. They also need strategies that map directly to the buyer journey itself, because coercion and manipulation do not play in today's world of empowered, interconnected buyers.

This 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.

SALES 101 FOR THE 21ST CENTURY

THUR, 4/19 | **Main Library Community Room**
7-7:30 AM Registration, Breakfast
7:30-9 AM Presentation

Anyone can sell, and in today's world, nearly everyone does sell in one way or another. A recent article in the *Harvard Business Review* states that in top performing sales organizations, **50-60% of the sales team is in supporting roles**, with roughly half of those being customer facing. Additionally, the change in buyer behaviors is requiring Subject Matter Experts to be more involved directly with customers, if not joining and leading the direct sales effort altogether.

Sales teams and supporting teams are getting younger and less experienced as a result. The Association for Talent Development reports that **Millennials (born 1980 to 2000) are becoming the dominant force in sales and customer teams**, as Baby Boomers (born 1946 to 1964) continue to retire – taking with them their experience-based wisdom.

This 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.

UPLEVEL YOUR GAME

THUR, 5/17 | **Main Library Community Room**
7-7:30 AM Registration, Breakfast
7:30-9 AM Presentation

All this change affects experienced sales professionals too. In fact, it's fair to say that selling is more difficult than ever. According to CSO Insights, **a little more than half (54.6%) of the nation's sales reps hit their marks each year.** Transactional products and services such as tickets, travel, commodities and most retail items have found themselves replaced by online sales strategies. Salespeople are no longer the primary source of product information, and yet sales cycles are getting longer and more competitive. Simply put, today's buyer has more information, more options and more power.

This 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. Register through the Dayton Area Chamber of Commerce at www.DaytonChamber.org.





Nationally Recognized Leader in Sustainability



August 2017

Don Engle Retirement Open House

Upcoming Events

We are participating in these events. Please know if you are attending.

March 20, 2018

REGISTER NOW!!

[Symposium on Sustainability in Health Care \(SSHC-18\)](#)

Sharonville Convention Center

March 25-28, 2018

[ASHE Health Facility Planning, Design & Construction](#)

Nashville, TN

Heapy Engineering's Ferdelman will be attending.

July 15-17, 2018

[SCUP 2018 Annual Conference](#)

Nashville, TN

Heapy Engineering's Michael Berning will be attending.

August 15-17, 2018

[SMPS Build Business](#)

San Diego, CA

Join Us for a Retirement Open House Celebrating 45 Years



Don Engle

Professional • Dedicated • Mentor

THURSDAY, MARCH 22, 2018 - 4:00 - 6:00 PM

[PLEASE RSVP HERE](#)

SSHC-18 Early Bird Registration

Register Now

2018 Symposium on Sustainability in **HEALTH CARE**



Tuesday
March 20, 2018
Sharonville Convention Center
8 AM to 6 PM

REGISTRATION IS NOW OPEN! EARLY BIRD PRICING IS AVAILABLE NOW!!

Heapy Enginee Services

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**Statement of
Qualifications**, [click](#)

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Coming Soon

Earn ACHE Face to Face CEs, AIA LU/HSWs, GBCI CEs, PDHs

Heapy Engineering and **ACHE of Ohio (American College of Healthcare Executives)**, are hosting the **8th Annual Symposium on Sustainability in Health Care**. The **SSHHC** is an educational event with Trade Expo for Healthcare providers and industry partners. **ACHE of Ohio** is providing 3.0 Face to Face hours via Sessions at the **SSHHC**.

[Click here to register or information about participating as an exhibitor / sponsor.](#)

Heapy Engineering Awarded Energy Savings Performance Contract

Heapy Engineering is proud to announce we are providing full Engineering and Commissioning Services for the **Continued Energy Efficiency and Reliability Work** at the Army's Joint Systems Manufacturing Center (**JSMC**) in Lima, Ohio. This includes providing **Engineering and Commissioning Services** to ensure the identified energy objectives are achieved.

The project adds over \$37 million to an existing \$11.8 million contract with the U.S. Army Corps of Engineers. The scope involves implementing facility upgrades designed to save approximately \$85.6 million and approximately 6.5 trillion BTUs over the 19-year performance period. The JSMC is known to be one of the Army's largest energy consumers and is where armored vehicles, such as the M1A2 Abrams Main Battle Tank are restored and repaired.



For more information, [click here](#).

Heapy Engineering on the Radio

July 25, 2018

**Indiana Innovation
High Performance S**

Indianapolis, IN

September 18, 2018

Dayton Green Expo

Sinclair Community

Dayton, OH



Do you live in Northwest Ohio? Heapy Engineering will be featured on WFIN and WKXA radio during the week on March 5, 2018. Don't miss it!

Fulfilling our Mission - Net Zero Energy + Community



With Heapy Engineering's Corporate Mission to "Reduce the Energy Impact of the Built Environment," what a better place to start than with the young and creative minds at our regional Universities!

To assist **Miami University's** undergraduate student project team in the **US Department of Energy's Annual Race to Zero Student Design Competition**, Heapy once again is providing **Mentoring for the project submission.** (Heapy

engineers are also providing guidance to a Miami U Graduate Student Class on their final design projects. This effort will help them determine the best sustainability strategies to include in their project submissions).

We are very pleased to note that last year's Miami University undergraduate team came in Second Place nationally. We are working toward helping the Team move up this year!

**For more information on Heapy Engineering,
our professional services, projects,
seminars and more go to
www.heapy.com**
