

# Business FOCUS

Highlights of News & Events at Your  
Dayton Metro Library



DAYTON  
METRO  
LIBRARY

# SMALL BUSINESS RESOURCE RALLY

The Dayton Metro Library, South Metro Chamber of Commerce, and Montgomery County **BusinessFIRST!** will host a Small Business Resource Rally on Thursday, July 26, 2018 from 7:30am - 9:30am at the Miami Township branch library.

## RSVP:

ARIEGLE@DAYTONMETROLIBRARY.ORG  
937.433-2032 Ext. 200



## PROGRAM FEATURES:

7:30am Breakfast

8:00am Presentation:

Consolidation and  
Development of  
Cincinnati-Dayton  
Corridor

8:45am Resource Networking





## Economic Spotlight

### Development in the Northwest Corridor

Wednesday, July 18, 2018  
8:00 AM - 9:00 AM

The Dayton Area Logistics Association (DALA) and Montgomery County representatives will explore the economic growth of the region's northwest corridor and how Value Added Packaging is taking advantage of our region's unique position.

The Dayton region takes pride in its strategic geographic location, thanks to the Crossroads of America at I-70 and I-75 and easy access to Dayton International Airport. That efficiency has spurred recent growth immediately around the airport and has expanded along I-70. Value Added Packaging is poised to expand again and will discuss the growth of their company over the past five years.

Presentations will cover data regarding the expansion of logistics, transportation and manufacturing industries in the northwest corridor and leveraging that growth for new business recruitment.

For additional information contact Jessica Wagner at 937.226.8258 or [jwagner@dacc.org](mailto:jwagner@dacc.org).

Please register online via [DaytonChamber.org](http://DaytonChamber.org) > Events.

Hosted by:



#### Location:

Value Added Packaging  
44 Lau Pkwy.  
Clayton, OH 45315

#### Cost:

Dayton Area Chamber & DALA  
Members: \$15  
Non-Members: \$25

- Registration and light breakfast begin at 7:30 am.
- Program begins at 8:00 am.
- Optional tour of the facility at 9:00 am.

Dayton Area Chamber of Commerce  
22 E. Fifth Street - Suite 200  
Dayton, OH 45402



## Patent Basics Workshop at Wright State University

Working on an idea for a new product but don't know where to start? The Wright State University Libraries' Patent and Trademark Resource Center (PTRC) is offering a basic patent information workshop for beginning inventors and small businesses on **Saturday, July 21st, 10:30am- 1:30pm in Room 241 of the Paul Laurence Dunbar Library**, on the main campus of Wright State University.

The workshop will cover what a patent protects, the process for applying, the examination process, how to perform a prior art search, and what inventor resources are available. For more information and registration, call **Ran Raider** at **(937) 775-3521** or email [ran.raider@wright.edu](mailto:ran.raider@wright.edu).

## Upcoming Programs and Events:

### Job Seekers

*[Job Search Ask the Experts](#)*

**THU, 7/5 | 9-11 AM | [Miami Township](#)**

*[Open Lab- Ohio Means Jobs online](#)*

**WED, 7/18 | 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. Call Ann Riegle-Crichton at 937.496.8631 to make an appointment.

**FRI, 7/6 | 10 AM-1 PM | [Main Library](#)**

### **SCORE Small Business Development series-- Marketing Tips**

SCORE counselors and marketing experts, Robert Talty and Art Helmstetter will share **How to Maximize Customer Lifecycle Sales, Revenue, Profit and Market Share** as part of SCORE's annual Small Business Development series. Staff from Dayton Metro Library will also be on hand to share free resources that can help with market research. This session is free of charge but registration is encouraged. Call 937-496-8631 with questions. Register [here](#).

**WED, 7/11 | 9AM-12PM | [Business Solutions Center](#)**

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

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. [More details and registration.](#)  
**WED, 7/11 | 9-11:30AM | [The Entrepreneur's Center](#)**

## Useful Links

[Ohio Business Portal](#)  
[U.S. Small Business Administration](#)  
[Dayton SCORE](#)  
[The Entrepreneurs Center](#)  
[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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[DaytonMetroLibrary.org](http://DaytonMetroLibrary.org)

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all Dayton Metro Libraries

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937.779.4491 or text the  
word *Dayton* to 66746





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## Chapter Chair Corner - Chuck Anderson



**Chuck Anderson**  
Chapter Chair

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

**Summer is here and the Picnic's have begun. Dayton SCORE is holding a recruiting drive this summer. If you have decided it is time to give back to the community or are just looking for an outlet for your talent and energy, please consider volunteering.**

Our team of fifty counselors combined with your skill and energy does make a real positive difference in the Dayton area. We would love to have you at our activities, and have a cold one with you.

If you want to give back to the Miami Valley business community, volunteer to help us.

**[Volunteer to be a SCORE Mentor »](#)**



## The 4 WHYs of Public Relations

Public relations can be a confusing marketing tool. Because it combines news and sales, you have to create a story that is newsworthy in the eyes of a journalist. It's not as hard as it sounds. This article will help.

[Tips to Improve Your PR](#)

## Fall 2018 Non-Profit Training Workshop Schedule



**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.**



## FALL SCHEDULE

September 6 - Strategic Planning  
September 19 - Board Development  
October 4 - Fundraising  
October 18 - Marketing  
November 1 - Volunteer Management  
November 8 - Financial  
Management

All **Dayton SCORE** non-profit workshops are presented by local professionals including attorneys, accountants, marketers, bankers, etc.

[Workshops Information »](#)

## 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) and Dayton Metro Library. These 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.

[Workshop Information »](#)

Jul 11 - Marketing Tips  
Business Solution Center  
9:00 am - Noon [REGISTER >>](#)

Aug 8 - E-presence Considerations  
and Security [REGISTER >>](#)

Sep 12 - Procurement Opportunities  
and Certification

## July-August For-Profit Workshops



**July 9, Monday -**  
**Main Dayton Metro Library**  
**(Room 3A 6:30-8:30 p.m.)**  
**Is Business Ownership for You?**  
**To register call: Ann Riegle-Crichton**  
**at 937.496.8631**

**July 17, Tuesday-**  
**Main Dayton Metro Library**  
**(Room #A 6:30-8:30 p.m.)**  
**Selling Yourself in Transition and in**  
**Business**

**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.**

**Is Business Ownership for You?**  
This informative workshop will answer attendees' initial questions on business and franchising basics.

**Selling Yourself in Transition and in Business.**

This workshop will discuss knowing yourself and your brand; crafting and telling your story; and developing key tools

**How to Create A Sustainable Small Business**  
This workshop is designed for business owners and executives who want to

To register call: Ann Riegler-Crichton  
at 937.496.8631

August 15, Wednesday-  
Beavercreek Community Library  
3618 Dayton Xenia Road  
Beavercreek, OH 45432  
(6:00-8:00 p.m.)  
How To Create A Sustainable Small  
Business  
Check Workshop Website for date  
when registration begins.

grow their business but do not have a  
clear understanding of how to  
accomplish it.

[Workshop Information >>](#)

## Increase Your Revenue with SEO

July 5 @ 1 p.m. ET / 10 a.m. PT



### How much revenue is your business generating from SEO?

This webinar will show you how small  
businesses are using SEO to increase  
revenue by six figures and how you can  
too.

[Register Now »](#)

## Use Tax and You - What Businesses Should Know About Florida's Most Misunderstood Tax

July 12 @ 2 p.m. ET / 11 a.m. PT



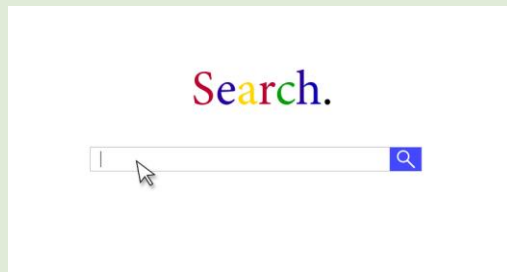
## What is Florida's use tax, and when is it due?

This webinar will guide you through the facts about sales tax and how it could affect your business.

[Register Now »](#)

## Outdo Your Competition by Optimizing Your Online Search Listing

July 19 @ 1 p.m. ET / 10 a.m. PT



## Is your business getting noticed on local search?

This webinar will demonstrate how to optimize your Google My Business listing and other local search strategies.

[Register Now »](#)

## Too Many Hats? How to Juggle the Different Roles of Owning a Small Business

July 26 @ 1 p.m. ET / 10 a.m. PT



## Struggling to accomplish what you want for your business?

This webinar will help you focus on the hat that will positively impact your bottom line and help you can focus your energy on what matters most.

[Register Now »](#)

## Proactive Financing: Playing Offense vs. Defense When It Comes to Getting Funds

July 31 @ 1 p.m. ET / 10 a.m. PT



## How can you be proactive in financing your business?

Join this webinar, to learn how proactive financing can take your business to the next level.

[Register Now »](#)

**SCORE helps you succeed!**  
**Check out one of our latest success stories.**



A Detroit School for Digital Technology (DSDT) was born out of founder Jamie Kothe's desire to use the Detroit tech boom to bring gainful employment to locals. After a lot meaningful work and dedication, DSDT is now impacting the local community. Kothe projects that 94 percent of DSDT graduates will find jobs or opportunities for further study in Detroit within six months of graduation.

**How SCORE helped:** Kothe says, "Having a SCORE mentor can help you to recognize holes or gaps in your business most small business owners have blinders to and not enough time to analyze."

[Read the full article](#) and [access all growth strategy resources](#).

## Now Connect With Your Own Mentor

SCORE is a nonprofit resource partner of the U.S. Small Business Administration (SBA). Because of this, our mentoring services are free, regardless of the number of times you visit a mentor.



Email



Video



Phone



Face-to-face

[Request Your Mentor](#)



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](#).

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Dayton SCORE Chapter 107 | 200 West 2nd Street | Federal Building, first floor | Dayton | OH | 45402-1442

Dear Valued Business Owner,

**You're Invited.**

**Wednesday, July 18th**

**Please join us for breakfast,**

**8:30-9:30, Bagels & Coffee will be provided**



How to combat Identity Theft in your company after recent large scale cybersecurity breaches.

1. HOW can large scale, 3<sup>rd</sup> party data breaches affect your employees and your company?
2. HOW would a potential arrest warrant for drug trafficking or DUI impact you or your employees?
3. WHAT are the REAL risks to you, and your staff, and the resulting legal problems?

The Montgomery County Business Solutions Center is excited to host this one-of-a-kind event, but **SEATING IS LIMITED!** Please RSVP as soon as possible!

**RSVP** online at [www.71818.eventzilla.net](http://www.71818.eventzilla.net) or reach out to Kara at:  
[513-785-0724](tel:513-785-0724) or [karag@dataguardpartners.com](mailto:karag@dataguardpartners.com).

**When:** Wednesday, July 18th

**Time:** 8:30a.m. - 9:30a.m.

**Where:** Montgomery County Business Solutions Center -1435 Cincinnati Street. #300, Dayton, Oh, 45417

We look forward to seeing you there!



**BUSINESS  
SOLUTIONS CENTER**



Hello all,

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

**July 13, 2018** – The Ghana America Business Development will be hosting the **Africa-America Trade and Investment Summit** in Cincinnati. This premier event will feature several prominent speakers who will discuss doing business in Africa. To register, please visit <https://aatais.com>.

**July 13, 2018** – The SBA will be hosting **What Does Certification Mean To You** in Columbus. As part of the *Ask the Expert Series*, this FREE workshop will allow attendees to talk with experts in business certification and how it can help a business grow. To register, please visit [here](#).

**July 13, 2018** – Innovate New Albany will be hosting **Stuck in an Elevator with Singing Flight Attendants** in New Albany. This FREE workshop will discuss elevator speeches, 30-second personal commercials, and why a networking message is critical. To register, please visit [here](#).

**July 14 and July 21, 2018** – Cincinnati SCORE will be hosting **Small Business Start-Up Essentials** in Norwood. This two-part series will discuss determining the viability of a business idea, the basics for funding a start-up, and developing a business plan with an emphasis on marketing, sales, and finance. To register, please visit [here](#).

**July 16, 2018** – The SBDC at Kent State-Tuscarawas will be hosting **New Business Start-Up** in New Philadelphia. This workshop is an overview of issues related to starting and operating a business such as business and financial planning, market demand, and financing. To register, please visit [here](#).

**July 17, 2018** – Confluence will be hosting a **Groundwater Workshop** in Beavercreek. This event will feature top experts from universities, government and private sector lay out the emerging challenges in groundwater and collaborations organized around developing technology solutions. To register, please visit [here](#).

**July 17, 2018** – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in Lancaster. This class will cover topics such as types of ownership, licensing, tax requirements, sources of financing, identifying your customer, and how to market your product or service. To register, please visit [here](#).

**July 17, 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](#).

**July 17, 2018** – Dayton SCORE will be hosting **Selling Yourself in Transition and in Business** in Dayton. This FREE workshop will discuss knowing yourself and your brand, crafting and telling your story, and developing key tools. To register, please contact Ann Riegle-Crichton at 937-496-8631.

**July 17-18, 2018** – The PTACs of Ohio, Kentucky, West Virginia, and Pennsylvania will be hosting **Reaching High – Aerospace Business Matchmaker** in Athens. This premier event will feature one-on-one meetings with NASA officials, government officials, and prime contractors, as well as sessions on how to become part of the space program. To register, please visit [here](#).

**July 17-19, 2018** – DaytonDefense will be hosting the **Wright Dialogue With Industry** in Dayton. This three-day event will offer in-depth and comprehensive presentations, panels, and one-on-one sessions related to the Air Force

and NASA science and technology focus areas and aerospace research and development. To register, please visit [here](#).

**July 18, 2018** – Montgomery County Business Solutions Center and Data Guard Partners will be hosting **Understanding Identity Theft** in Dayton. This FREE event will discuss how to combat identity theft in a company after recent large scale cybersecurity breaches. To register, please visit [here](#).

**July 18, 2018** – Innovate New Albany will be hosting **Marketing with Meaning** in New Albany. This FREE workshop will educate attendees on messaging techniques that will help to effectively communicate their story, market products, and efficiently build the business. To register, please visit [here](#).

**July 18, 2018** – The Dayton Area Chamber of Commerce will be hosting **Development in the Northwest Corridor** in Clayton. This event will discuss data regarding the expansion of logistics, transportation and manufacturing industries in the northwest corridor and leveraging that growth for new business recruitment. To register, please visit [here](#).

**July 18-19, 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](#).

**July 19, 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.

**July 19, 2018** – The Cincinnati MBAC will be hosting **Contacts to Contracts: Cincinnati Means Business** in Cincinnati. This event will educate attendees on the importance and benefits of current contracting certification programs and other important topics. To register, please visit [here](#).

**July 19, 2018** – The SBDC at OSU-South Centers will be hosting a **Programmable Logic Controllers (PLC) Introduction Class** in Piketon. This class will cover all the basics using the Allen-Bradley CompactLogix L32E controllers including troubleshooting and some simple PLC programming. To register, please visit [here](#).

**July 19, 2018** – The SBA and Columbus SCORE will be hosting **Marketing Tips** in Grove City. This FREE workshop will discuss developing a marketing plan for growth, identifying resources, where to find marketing content, measuring success, and prioritizing and managing a plan. To register, please visit [here](#).

**July 19, 2018** – Sinclair Community College will be hosting **Making Extraordinary Things Happen** in Dayton. This training session, adapted from “The Leadership Challenge,” introduces the Five Practices of Exemplary Leadership. To register, please visit [here](#).

**July 19, 2018** – The SBDC at Ohio University will be hosting **Social Media Marketing for Small Business** in Athens. As part of the monthly *Lunch and Learn Series*, this FREE workshop will discuss creating engaging content, managing paid ads, monitoring organic reach, posting regularly across social media channels, and tips and tricks to make it social media work. To register, please contact [Trenia Twyman](#).

**July 20, 2018** – The Southwestern & Southeastern MBACs will be hosting **Building Your Business Workshop** in Cincinnati. This FREE workshop will discuss various certifications (MBE, EDGE, DBE, 8a, HUBZone, WOSB, VOSB, SDVOSB), procurement opportunities, capability statements, and alternative funding for small businesses. To register, please contact [Deborah Davis](#) at 513-751-9900.

**July 20, 2018** – Innovate New Albany will be hosting **Cracking the Small Business Loans Code** in New Albany. This FREE workshop will discuss which types of loans will best position a business to succeed. To register, please visit [here](#).

**July 21, 2018** – The Wright State Patent & Trademark Resource Center will be hosting **Patent Basics** in Dayton. This FREE workshop offers basic information and search techniques for using the U.S. Patent and Trademark Office (USPTO) website and databases. To register, please contact [Ran Raider](#) at 937-775-3521.

**July 23, 2018** – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in Cambridge. This class will cover topics such as types of ownership, licensing, tax requirements, sources of financing, identifying your customer, and how to market your product or service. To register, please visit [here](#).

**July 24, 2018** – Kegler Brown will be hosting **Arbitration Agreements + Class Action Waivers: What Are They, Why Do They Matter, and Would They Work for My Organization?** in Columbus. This FREE seminar will discuss recent court decisions and offer insight into their use and if it they are right for an organization. To register, please contact [Korri Titus](#) at 614-255-5515.

**July 25, 2018** – Innovate New Albany will be hosting **Google AdWords: A Simple, Conversion-Increasing Tool to Build Your Business** in New Albany. This FREE workshop will discuss the Google AdWords tool and how to increase online conversions using it. To register, please visit [here](#).

**July 25, 2018** – The Ohio University PTAC will be hosting **Small Business Participation in a Source Selection** in Beavercreek. This FREE workshop will discuss government contracting and how to maximize a business' effort in selling to the government. To register, please visit [here](#).

**July 25, 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, resources available, business plans, and more! To register, please visit [here](#).

**July 26, 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.

**July 26, 2018** – The SBDC at Columbus State will be hosting a **Small Business Tax Workshop** in Columbus. This event will educate attendees on the federal and state tax rights, as well as requirements and responsibilities. To register, please visit [here](#).

**July 26, 2018** – Columbus SCORE will be hosting **The Library Is Your Premier Source for Business Information** in Columbus. This workshop will explore the various resources available through the library in the collection of trusted and relevant information for business plan writing. To register, please visit [here](#).

**July 26, 2018** – The SBDC at The Entrepreneurs Center will be hosting **Recordkeeping for the Small Business** in Dayton. This FREE workshop provides an overview of recordkeeping and is designed to help participants understand how it can benefit a small business. To register, please visit [here](#).

**July 26, 2018** – The Greater Cincinnati Council on World Affairs will be hosting **Turkey: Partner in Crisis** in Cincinnati. This event will take a look at the country of Turkey – the failed military coup, the autocratic trend spreading through the country, and what it means for the U.S. To register, please visit [here](#).

**July 26, 2018** – Holopundits will be hosting **Augmented & Virtual Reality Benefits for Manufacturers** in Columbus. This FREE workshop will educate attendees about Augmented Reality and Virtual Reality (AR/VR) costs, the process to create AR/VR apps, and how to get started with immersive technologies. To register, please visit [here](#).

**July 27, 2018** – The Greater Cincinnati Chinese Chamber of Commerce will be hosting **Tariff Impact & Counter Measures** in Cincinnati. This workshop will explain the impact of recent and possible future tariffs on various goods and services between the U.S. and foreign countries, and to explain possible counter measures that local and multinational companies may employ to counter impacts. To register, please visit [here](#).

**July 27, 2018** – Start Downtown will be hosting **Fourth Fridays @ 444** in Dayton. This FREE event offers open coworking, open office hours, and several presentations such as *Early Risers*, *Small Business Accounting*, and *Goldilocks and Artificial Intelligence*. For more information and to register, please visit [here](#).

**July 27, 2018** – The Warren County SBDC will be hosting **Small Business Media Relations and Logo Creation** in Lebanon. This FREE workshop will cover a variety of topics including writing press releases, buying ad time/space, marketing through traditional and social media, and creating a logo that matches the essence of a business. To register, please visit [here](#).

**July 28, 2018** – Cincinnati SCORE will be hosting **Small Business Dream to Reality – What It Takes** in Cincinnati. This workshop will discuss the myths, the realities and the adventure of becoming a successful business owner. To register, please visit [here](#).

**August 1, 2018** – The SBDC at Ohio University will be hosting **Accounting 101** in Cambridge. This FREE workshop will cover the basics of accounting and the importance of understanding financial information in running a business. To register, please visit [here](#).

**August 1-2, 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](#).

**August 2, 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.

**August 2, 2018** – The SBDC at the Hamilton Mill will be hosting **Take The Lead In The Buyer Seller Dance** in Middletown. This FREE workshop will discuss the selling process and how to improve the chances of a successful sales call. To register, please visit [here](#).

**August 2, 2018** – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in Marietta. This class will cover topics such as types of ownership, licensing, tax requirements, sources of financing, identifying your customer, and how to market your product or service. To register, please visit [here](#).

**August 3-4, 2018** – The National Urban League will be hosting the **Small Business Matters Entrepreneurship Summit** in Columbus. This conference will be comprised of three sets of concurrent workshops around the themes of Money, Marketing, and Management, segmented in tracks based upon the stage of business. To learn more and to register, please visit [here](#).

**August 4, 2018** – Cincinnati SCORE will be hosting **Credit Repair and Money Know-How** in Cincinnati. This workshop will cover a variety of topics including getting a credit score back on track, what controls the score, key steps to improvement, money basics, and getting out of debt. To register, please visit [here](#).

**August 4, 2018** – The Innovation Studio at OSU's College of Nursing will be hosting **The Starting Line** in Columbus. This FREE event provides professionals with access to the tools, education, and network needed to make informed decisions about taking the first steps to starting a business. This month will feature *Land Grant Brewery*. To register, please visit [here](#).

**August 7, 2018** – Columbus SCORE will be hosting **The 12 Challenges to Increasing Company Value** in Circleville. This workshop will educate attendees on the 12 keys to driving up company value, what financials and metrics are most important to focus on as the leader, and how to turn the right growth-related dials to drive company valuation. To register, please visit [here](#).

**August 7, 2018** – Dayton SCORE will be hosting **Small Business Google Marketing** in Dayton. This workshop will cover a variety of topics including getting listed on Google and Google maps, effective use of Google adwords, and using Google Analytics to improve performance. To register, please visit [here](#).

**August 7, 2018** – The Innovation Center at Ohio University will be hosting **Customer VALIDation Workshop** in Athens. This workshop will educate attendees on the knowledge and skills to identify and reach potential customers to get valuable feedback on a business idea. To register, please visit [here](#).

**August 7, 2018** – The Ohio Department of Transportation and the American Council of Engineering Companies will be hosting a **Professional Services Statewide Matchmaker** in Columbus. This FREE event will help connect prime consultant companies with DBE/sub consultant companies. To register, please visit [here](#).

**August 7, 2018** – The Southwestern & Southeastern MBACs will be hosting **Building Your Business Workshop** in Lebanon. This FREE workshop will discuss various certifications (MBE, EDGE, DBE, 8a, HUBZone, WOSB, VOSB, SDVOSB), procurement opportunities, capability statements, and alternative funding for small businesses. To register, please contact [Deborah Davis](#) at 513-751-9900.

**August 7, 14, 21, & 28, 2018** – The SBDC at Columbus State will be hosting **Business Plan 101** in Columbus. This five-week course will educate attendees on the various parts of a business plan – executive summary, business and product description, organizational structures, the marketing plan, and business financial statements. To register, please visit [here](#).

**August 7, 14, 21, & 28, 2018** – Sinclair Community College will be hosting **Project Management Professional (PMP) Exam Prep Boot Camp** in Dayton. This four-day, interactive course will prepare participants for success when taking the PMP Sixth Edition exam. To learn more and to register, please visit [here](#).

**August 8, 2018** – Dayton SCORE and the SBA will be hosting **E-presence Considerations and Security** in Dayton. This FREE workshop will discuss the method to set up and manage social media marketing, as well as the responsibility of cyber security in using social media. To register, please visit [here](#).

**August 8, 2018** – Sinclair Community College will be hosting **Lean, Six Sigma, Theory of Constraints, Agile** in Dayton. As part of the *Lean Coffee Talk Series*, this workshop will discuss using the correct tool and their advantages/disadvantages to drive systematic improvement. To register, please visit [here](#).

**August 8, 2018** – Dayton Defense will be hosting **Current and Future Trends in AF Imaging Sensor Technologies** in Dayton. This event will discuss Air Force capabilities in EO/IR/Lidar Sensor Technologies and where they need industry help in transitioning these technologies to the warfighters. To register, please visit [here](#).

**August 9, 2018** – The Ohio Development Services Agency, Export Assistance will be hosting the **Export Internship Program Showcase** in Columbus. This event will highlight the achievements of the Class of 2018 and demonstrate

the positive impact of partnerships between government, academia, and private industry. Registration details will be forthcoming.

**August 9, 2018** – The SBDC at Columbus State will be hosting **Social Media Strategy for Small Business** in Columbus. This workshop will educate attendees about the various online platforms available, their use, and the why and how to establish an online identity. To register, please visit [here](#).

**August 9, 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.

**August 9, 2018** – The SBDC at Columbus State will be hosting **The Ultimate Cheat Sheet for Business Leader Success** in Columbus. This FREE session will allow owners to understand how to improve their leadership skills to increase the effectiveness of all members of the team. To register, please visit [here](#).

**August 9, 2018** – Columbus SCORE will be hosting **Social Networking Strategy for New and Current Small Businesses** in Columbus. This workshop will cover a variety of topics including how to reach customers, developing a management dashboard, gain insights into the various social media platforms, and more! To register, please visit [here](#).

**August 9, 16, 23, & 30, 2018** – Sinclair Community College will be hosting **Six Sigma Black Belt Certificate** in Dayton. This four-day course is targeted toward developing Six Sigma process improvement project leaders. To learn more and to register, please visit [here](#).

**August 10, 2018** – The Southwestern & Southeastern MBACs will be hosting **Building Your Business Workshop** in Middletown. This FREE workshop will discuss various certifications (MBE, EDGE, DBE, 8a, HUBZone, WOSB, VOSB, SDVOSB), procurement opportunities, capability statements, and alternative funding for small businesses. To register, please contact [Deborah Davis](#) at 513-751-9900.

**August 10, 2018** – Innovate New Albany will be hosting **Marketing Message Workshop** in New Albany. As part of their *Tiger Talk Series*, this FREE workshop will educate attendees on how to create a boilerplate that shows what you do, why it matters, and how it's different from others. To register, please visit [here](#).

**August 13, 2018** – The SBDC at Kent State-Tuscarawas will be hosting **New Business Start-Up** in New Philadelphia. This workshop is an overview of issues related to starting and operating a business such as business and financial planning, market demand, and financing. To register, please visit [here](#).

**August 13-16, 2018** – GDI Partners will be hosting **Technology Requirements & Innovation Awareness Days (TRIAD)** in Columbus. This conference is a unique opportunity for companies to showcase their products and learn about current Department of Defense (DoD) technology needs. To learn more and to register, please visit [here](#).

**August 14, 2018** – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in Middleport. This class will cover topics such as types of ownership, licensing, tax requirements, sources of financing, identifying your customer, and how to market your product or service. To register, please visit [here](#).

**August 15, 2018** – Dayton SCORE will be hosting **How to Create a Sustainable Small Business** in Beavercreek. This FREE workshop is designed for business owners and executives who want to grow their business, but do not have a clear understanding of how to accomplish it. To register, please visit [here](#).

**August 15, 2018** – Sinclair Community College will be hosting **UAS Midwest** in Dayton. This FREE conference will offer a variety of topics including UAS Initiatives from AFRL, Ohio Autonomy Strategy, OFRN Challenge Project Update, UAS Industry Emerging Capabilities, FAA R&D Roadmap, UAS Research, UAS Law Enforcement, and more! To register, please visit [here](#).

**August 15-16, 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](#).

**August 15-17, 2018** – The OKI Regional Council of Governments will be hosting the **Ohio Conference on Freight** in Cincinnati. This conference will convene over 300 professionals to share expertise in the areas of supply chain/logistics, smart transportation technology, and federal and state policies supporting freight-related transportation and economic development. To register, please visit [here](#).

**August 16, 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.

**August 16, 2018** – Columbus SCORE will be hosting **Financial Management Fundamentals for the Non-financial CEO** in Columbus. This workshop will educate attendees on the 12 keys to driving up company value, what financials and metrics are most important to focus on as a leader, and how to turn the right growth-related dials to drive valuation. To register, please visit [here](#).

**August 16, 2018** – Sinclair Community College will be hosting **Above the Line – Strategies for Building a Culture of Accountability** in Dayton. As part of the *Sunrise Breakfast Briefings Series*, this event will explore key leadership lessons from the bestselling book. To register, please visit [here](#).

**August 16, 23, & 30, 2018** – The SBDC at Columbus State will be hosting **Successful Selling for the Small Business Owner** in Columbus. This three day workshop will lead attendees through a simplified business strategy that will help build long-term relationships and generate increased revenue. To register, please visit [here](#).

**August 18, 2018** – The SBDC at The Entrepreneurs Center will be hosting **New Business Information Session** in Dayton. This FREE workshop will consist of an overview of issues related to starting and operating a business such as business and financial planning, market demand, and financing. To register, please visit [here](#).

**August 21, 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](#).

**August 22, 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, resources available, business plans, and more! To register, please visit [here](#).

**August 23, 2018** – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in St. Clairsville. This class will cover topics such as types of ownership, licensing, tax requirements, sources of financing, identifying your customer, and how to market your product or service. To register, please visit [here](#).

**August 23, 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.

**August 23, 2018** – The SBDC at Columbus State will be hosting a **Small Business Tax Workshop** in Columbus. This event will educate attendees on the federal and state tax rights, as well as requirements and responsibilities. To register, please visit [here](#).

**August 23-24, 2018** – Xavier Health will be hosting the **AI Summit** in Cincinnati. This conference will discuss the current use of AI in the medical device and pharma industries, as well as exploring cutting-edge possibilities of how the power of AI can be applied to solve challenges in quality, regulatory, and supply chain. To learn more and to register, please visit [here](#).

**August 24, 2018** – Innovate New Albany will be hosting **Sustainable Success: Remaining Relevant and Evolving** in New Albany. As part of their *Tiger Talk Series*, this FREE workshop will discuss what it means to remain relevant and evolve while achieving sustainable success beyond metrics. To register, please visit [here](#).

**August 24, 2018** – The SBDC at the Warren County Port Authority and Warren County Career Center will be hosting **Cyber Security Overview for Business** in Mason. This FREE workshop will discuss the increasing need for a strong cyber security program and how to better protect the small business. To register, please visit [here](#).

**August 30, 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.

**August 30, 2018** – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in McConnelsville. This class will cover topics such as types of ownership, licensing, tax requirements, sources of financing, identifying your customer, and how to market your product or service. To register, please visit [here](#).

### **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.



## USDA, Rural Development, Business & Industry Loan Guarantee Program has funding available for Fiscal Year 2018!

Rural Development can provide loan guarantees to expand business operations; purchase and improve real estate; purchase machinery & equipment; refinance outstanding debt; and provide term working capital. The loan guarantee can be used to provide better rates and terms to the businesses you serve while reducing lender risk. In addition to reducing risk, the issuance of the loan guarantee can allow for additional fee income to be generated for the lender through the sale of the guaranteed portion on the secondary market.

We recently received a listing of priority projects from our headquarters in Washington DC. These priority projects are intended to further enhance the rural economies by providing well-paying employment, essential community services and long term investments. These priority projects include:

- Broadband; high-speed internet connectivity
- Commercially available unmanned technologies
- Food distribution such as grocery stores and food manufacturing
- Advancement of energy security by boosting production of energy
- A focus on “made in America” including projects for infrastructure, distribution, and value-chain participants
- Projects that advance the quality of life, for example modern utilities, medical services, and for the treatment and recovery of opioid addiction
- Advancement of career training and development

Should you have the opportunity to consider financing one of these projects, please keep our programs in mind. We offer guarantees of 80% for loans up to \$5,000,000; 70% for loans of \$5,000,000 - \$10,000,000, and 60% on loans over \$10,000,000.

Should you want to schedule a time to meet and further discuss the program and its advantages, please contact one of our staff members listed below.

Cindy Musshel	<a href="mailto:Cindy.Musshel@oh.usda.gov">Cindy.Musshel@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
Christie Hooks	<a href="mailto:Christie.Hooks@oh.usda.gov">Christie.Hooks@oh.usda.gov</a>	614-255-2397

**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](#).

Alexander Kohls

Senior Area Manager – Dayton Region  
Columbus District Office

**U.S. Small Business Administration**

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U.S. Small Business  
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**FOURTH  
FRIDAYS**  
**@444**

**FRIDAY,  
JULY 27**  
**AT 444 E. SECOND ST.**



nucleus



Join us @444 to connect with some of Dayton's most creative entrepreneurs, freelancers, designers, and difference makers.

***SCHEDULE FOR THE DAY***

## Open Coworking

(7:30am to 5:00pm)

## Dayton Tech Guide Early Risers

(7:30am to 9:00 am)

## Open Office Hours

Lance Bradstreet From Bradstreet  
CPAs (9:00am- 12:00pm)

## Nucleus Guest Speaker Series:

Small Business Accounting 101: 7

Steps to Get Your Startup on

Track (11:00am to 12:00 pm)

## Wright Brothers Institute:

Goldilocks and Artificial

Intelligence (3:00pm to 4:00 pm)

**Happy Hour** (starts at 4:00 pm)



**RSVP on Facebook**

**NOTE:** Attendance at each session is optional. You can work continuously in the coworking areas throughout the day.

For more info, contact Bonnie Kling at [bkling@tecdayton.com](mailto:bkling@tecdayton.com) or Ian Charles Kirk at [ian.kirk@wbi-icc.com](mailto:ian.kirk@wbi-icc.com)



Be part of this new effort to connect large employers  
and Dayton's startup community.



## WHAT IS A DESIGN SPRINT?

A design sprint is a five-day process for answering critical business questions through design, prototyping, and testing ideas with customers. Developed at Google Ventures it's a "greatest hit" of business strategy, innovation, behavior science, design thinking, and more—packaged into a battle-tested process that any team can use.

## THE ASCEND DESIGN SPRINT

Presented by [Ascend Innovations](#), this sprint will focus on the development of a mechanical system that will help patients with a history of illicit injection drug use to receive appropriate and necessary hospital care without the added costs of an extended stay.

[Learn More & Apply](#)



*Start Downtown is a collaborative initiative between numerous volunteers, the Downtown Dayton Partnership, City of Dayton, and the Dayton Development Coalition.*

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Dayton, Oh 45402

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Dayton Regional Green is arranging for a "Green Street" at this year's [Dayton Maker Faire](#); a celebration of making and the DIY spirit organized by local engineers and artists at Carillon Historical Park. The Green Street will be held at the Boneyard Build-Off location; the showpiece of the festival where local teams up-cycle materials from Mendelson to design and build a mystery challenge in the "Junkyard Wars" style competition.

[Let us know](#) if you're interested in exhibiting at this festival (free of charge). And if you are; what hours (if you cannot stay for the duration of the festival). There are limited spaces available.

[View this short video](#) from prior year. This is a free opportunity to have a presence in front of **3000+** from the Dayton region while having fun watching local teams transform trash into treasure!

When: Saturday, August 4, 9:30am-5:00pm and Sunday, August 5, 12:00pm to 5:00pm  
Where: Carillon Historical Park, 1000 Carillon Boulevard, Dayton, OH 45409



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FOLLOW US



Dayton Regional Green | 451 West Third St., attn:DRG3, Dayton, OH 45422

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**DBJ 2018**

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# Wine Experience

Thursday, August 23  
4:00 p.m. - 7:00 p.m.

**NCR Country Club  
4435 Dogwood Trail  
Kettering, OH 45429**

## **DBJ 2018 Wine Tasting Experience**

The DBJ 2018 Wine Experience will be a high-end wine tasting at NCR Country Club in partnership with Heidelberg Distributing.

A portion of the proceeds will be donated to Clothes That Work and to the local chapter of the American Heart Association/American Stroke Association.

This event includes gourmet foods prepared by the chef de cuisine at NCR Country Club and will have two sit-down guided wine tastings of seven different wines in each, along with a networking session with wine stations for people to mingle while sampling additional high-end wines paired with the food from Chef de cuisine Brian Griffey.

[Register Today](#)

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**In partnership with**



**Heidelberg Distributing  
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