

U.S. COMMERCIAL SERVICE PRESENTS:
INAUGURAL FORUM



WOMEN'S GLOBAL TRADE EMPOWERMENT

Expanding Trade in North America & Beyond

Free six-part digital series, July 28 – September 22

The U.S. Commercial Service invites women entrepreneurs who wish to boldly expand sales into new markets in Canada, Mexico and beyond! You'll learn how you can benefit from the United States-Mexico-Canada Agreement (USMCA) while also building a winning export strategy and developing valuable business connections.

- | | |
|---|--|
|  JULY 28: USMCA & Future of Trade in North America |  SEPT. 1: How to Make USMCA Work for You - Customs & Rules of Origin |
|  AUG. 11: Financing the Deal and Getting Paid |  SEPT. 10: Legal Strategies for Success |
|  AUG. 25: Thriving in the Digital Trade Economy under USMCA |  SEPT. 22: Protecting Your Most Important Asset - Your IP |

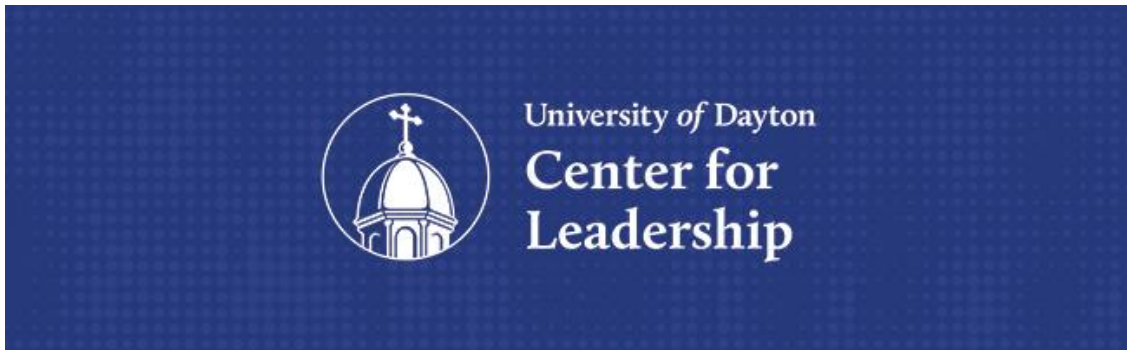
Enhance Your Virtual Experience! In addition to the six-part series, we are offering industry-focused activities for women business owners in the **Aerospace & Defense, Automotive, Education, Design & Construction, Healthcare, IT or Energy** sectors that wish to dive deeper into each session for a reduced fee of \$50.

Benefits Include:

- ✓Facilitated Breakout Discussions ✓B2G & B2B Business Development Meetings ✓Mentorship Program ✓Create USMCA Strategic Market Expansion Plan!

*Slots limited to the first 50 registrants.

Learn more and register today at <http://tiny.cc/wgtef>.



The Best Leaders Never Stop Learning

The University of Dayton Center for Leadership makes it easy for your organization to develop its current and future leaders with our comprehensive leadership certificate programs. Each program is structured to develop their confidence and leadership skills. Whether your employee is moving into a front line supervisor or a senior leadership role, we offer leadership certificate programs to meet them where they are and develop them to where you need them to be in the future.

Supervisory Leadership Certificate



Next cohorts start August 5 and October 7

This six-month (10 class) certificate program is ideal for new or experienced supervisors or individuals preparing for a leadership role. [Apply now](#) for this program that focuses on such critical topics as:

- Understanding Leadership & Team Development
- Going From Peer to Supervisor
- Navigating Difficult Conversations
- Communication Skills for Leaders
- Time Management & Personal Productivity
- Coaching & Evaluating Performance
- Effective Decision Making
- Leading Change at the First Level

For a complete schedule and course descriptions visit: [Supervisory Leadership Certificate](#)

Emerging Leader Certificate



Next cohort starts August 13

This twelve-month (17 class) certificate program is ideal for top performers and current managers who are ready for a senior leadership role. [Apply now](#) for this program that focuses on such critical topics as:

- Creating a Great Culture
- Coaching For Performance
- Operations Management
- Business Simulation
- Leading Change
- Executive Effectiveness
- Finance for Non-Financial Managers
- Strategic Management

For a complete schedule and course descriptions visit: [Emerging Leader Certificate](#)

If you are interested in learning more about any of these certificate programs at the University of Dayton Center for Leadership, contact April Mescher at 937-229-2446 or amescher1@udayton.edu.





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Thank you for your interest in the University of Dayton Center for Leadership.

Our mailing address is:

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300 College Park Ave
Dayton, OH 45469-0001

[Add us to your address book](#)

Phone: 937-229-3115

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Strengthen | Educate | Advocate

News Bits

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July 14, 2020

News You Need

The **Summer (now Fall) Golf Outing** and steak dinner has been rescheduled to 10/5. If you registered to attend the outing on 7/13, you DO NOT need to register again. Didn't register before? Click [here](#).

Brian Beaulieu, one of the nation's most informed economists, is returning to speak to DRMA on September 11! Presented by Bank of America. [Click here for tickets and information](#).

Spots are filling up fast for the next **Lean Manufacturing Workshop**, Workplace Organization, on 7/29. [Click here](#) for more information or [contact Kayla](#) to reserve your spot today!

Connect with potential customers looking for manufacturing suppliers by tapping into **DRMA Business Leads Service**. Learn more [here](#).

Legally Speaking: Mandatory Mask Mandates – [What Employers Need to Know](#)

BWC News from CareWorks Comp. [Click here](#) to stay up to date on the latest news. Private employer payroll **true-up deadline** is 8/15. More details [here](#). BWC's Division of **Safety & Hygiene** provides a variety of PRE-PAID courses to help employers create a safe and healthy workplace. Find out more [here](#).

Looking for great health care benefits that won't break the bank? Check out the **NAM Health Care** plan specifically made for small/medium sized manufacturers. [Find out more](#).

Members receive a **15% discount on OSHA training courses!** [Click here](#) to view the courses for July.

Our partners at the Dayton Development Coalition are co-hosting a free webinar on 7/29 on how to **do business with Lockheed Martin**. Info [here](#).

More than ever your **CANstruction** team is needed to help support the Foodbank! Entries are open for the 9/30 build event at the Dayton Mall. Click [here](#) for more info.

All About Workforce

MFG Day will be here before you know it! [Click here](#) to learn why you should participate.

Government Relations

Meet & Greet with Congressman Warren Davidson – Join us on Thursday, 8/20, at The Engineer's Club as we meet with the Congressman to hear his

Board Chairman Jon Foley dives into how DRMA helps educate our members. [Take a look!](#)



Calendar

Meet Ups

- 8/05 Additive Manufacturing
- 8/12 Safety
- 8/18 Operations
- 8/25 Workforce/HR

DRMA 101

- 8/13 Manufacturers
- 8/25 Assoc. & Affil.

Events

- 8/20 Warren Davidson
- 9/11 Beaulieu
- 10/5 Golf Outing



positions on issues important to our members. Sponsored by the Associated Builders and Contractors. [Register here.](#)

AND we're looking for a \$350 **sponsor** for the Meet and Greet. Don't miss out on the chance to get your name on this popular and well-attended event. Contact [Kayla](#) for more info.

Events

DRMA Events

Meet and Greet with Congressman Warren Davidson - Thursday, 8/20, at The Engineers Club; hear his positions on issues important to our members. Sponsored by Associated Builders and Contractors and JBK Manufacturing. [Register here.](#)

[Meet Ups](#) - They are FREE and for members only. Join the conversation on these topics!

- **Additive Manufacturing;** 8/05 - BasTech Inc., Vandalia. [Register here.](#)
- **Safety;** 8/12 - Zoom Meeting, [Register here.](#)
- **Operations;** 8/18 - Harmony Systems & Services, Piqua. [Register here.](#)
- **Workforce/HR;** 8/25 - Zoom Meeting, [Register here.](#)

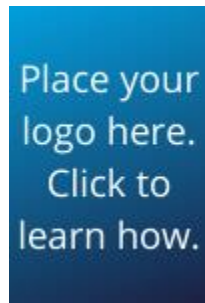
DRMA 101 – Whether you are a new member or a seasoned member, kick start your membership ROI and learn what DRMA does to help you strengthen your business. [Contact Shay](#) to sign up.

- **Manufacturers: 7:30 – 8:30 a.m., 8/13,** Panera Bread, North Dayton
- **Associate/Affiliate Members:** 4:30 – 5:30 p.m., 8/25, Franco's, Downtown Dayton

For more information on any of our events, visit our [website](#) or contact [Melisa](#).

Community Events

- **BWC** - Hearing Conservation Program, 7/21, 11 a.m. - 12 p.m. Learn more [here.](#)



[COVID-19 Resources](#)

President's Message

Do you know that by selecting **DRMA's Workers' Compensation Group Program**, you will save money while supporting DRMA and strengthening manufacturing throughout the region? Your company is required to provide workers' compensation coverage AND pay dues to the organization that sponsors the workers' comp group in which you are enrolled. So, why not do both by selecting DRMA's group? Save money and meet requirements while strengthening your company and the DRMA. It's win-win. Contact [Meridith Whitel](#) with CareWorks Comp at (614)763-7952 to enroll today.

Do you have some **positive news** to share about your business? Hiring more employees, a planned expansion, etc.? If so, get in contact with us so we can help you broadcast that to the Dayton Region. Contact [Melisa](#) today.

Take a look at the **current resumes** that have come across my desk. Click [here](#) to learn more.

Congratulations to the following DRMA members:

- **Knox Machinery** for their feature in DDN.

Editor's Note: DRMA members are always doing amazing things! If you know of a member company or an employee of a member company who deserves a shout-out, email it to info@daytonrma.org



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Carolyn Rice

COUNTY ADMINISTRATOR
Michael B. Colbert

MEDIA RELEASE

Montgomery County Expands Eligibility for CARES Act Small Business Grant Program

Grants to provide relief from COVID-19 losses

DAYTON, Ohio (July 14, 2020) – Montgomery County has expanded the eligibility criteria for small businesses looking for COVID-19 relief, increasing the maximum number of employees and maximum annual revenue requirements to allow more local businesses to qualify for grants of up to \$10,000. Montgomery County has set aside \$40 million to help small businesses recover from COVID-19 losses, one of several financial assistance programs created by the Office of CARES Act.

To qualify for the grant program, businesses must:

- be locally owned and located in Montgomery County;
- have fewer than 50 employees (*previously limited to 30 employees*);
- have gross annual receipts of less than \$5 million (*previously limited to \$1 million annual revenue*);
- have a physical storefront and/or be an allowable home office as reported in most recent filed tax return;
- be current on all state, federal, and local taxes;
- be in compliance with State of Ohio small business requirements;
- and retain one full-time employee for at least three months after grant award.

Businesses that have already received federal assistance, such as from the Payment Protection Program, SBA Economic Injury Disaster Loans, or other funding from the federal CARES Act, may not qualify for assistance.

Businesses can apply online at www.mcohiocares.org. Website visitors can also sign up for email alerts regarding housing assistance or financial aid for agriculture, education or healthcare institutions.

As part of the federal Coronavirus Aid, Relief, and Economic Security (CARES) Act, Montgomery County has received \$92 million, of a planned \$200 million allocation, directly from the U.S. Treasury. This funding will be used to provide financial relief to individuals and businesses who have experienced hardship due to the COVID-19 pandemic.

###



FASTLANE

ACCELERATING MANUFACTURING GROWTH

Special Funding

FastLane has special funding for manufacturers to help you recover from the impacts of Covid-19

FastLane can help you:

- Find a Local Supply Chain
- Save Money with Lean
- Increase Cybersecurity
- Advance Automation
- Improve Sales and Marketing
- Assist with ISO or AS

and more...

Contact FastLane to learn about our simple application process.

(937) 229-1368
FastLane@udri.udayton.edu
FastLane-mep.org



Manufacturing
Extension Partnership



PPP Application Deadline Extended to August 8




Last night the Senate voted to extend the application deadline for the PPP loans to August 8. This is great news for small businesses; it gives additional time to evaluate your needs.

Remember there have been some changes to the Program with the June 5th passing of the Paycheck Protection Program Flexibility Act . Here are the highlights of the changes:

- Extends the covered period for forgiveness from 8 weeks after the date of loan disbursement to 24 weeks after the date of disbursement.
 - Borrowers who have already received PPP loans retain the 8 week option.
- Lowers the amount payroll costs required for loan forgiveness from 75% to 60%.
- Provides a safe harbor from reductions in loan forgiveness when business is unable to maintain full-time equivalent employees due to a reduction in business activity when:
 - Business activity has been reduced because of compliance with guidance issued between March 1 and December 31 2020
 - Guidance is related to worker or customer safety requirements relating to COVID-19
 - **AND** guidance has been issued by the Secretary of HHS, the Director of the CDC, or OSHA
- Provides a safe harbor from reductions in loan forgiveness based on reductions in full-time equivalent employees, to provide protections for borrowers that are both unable to:
 - Rehire individuals who were employees of the borrower on February 15, 2020

- **AND** unable to hire similarly qualified employees for unfilled positions by December 31, 2020
- Increases the maturity to 5 years for loans approved on or after June 5, 2020
- Extends the deferral period to the date SBA remits the borrower's loan amount to the lender

Impact of Diversity

 <p style="text-align: center;">Workforce Diversity</p> <ul style="list-style-type: none">• Brings variety of perspectives and skills• Faster problem solving• Increased creativity• Improves company reputation• Reduces employee turnover• Increases profits	 <p style="text-align: center;">Supplier Diversity</p> <ul style="list-style-type: none">• Promotes Innovation• Provides multiple procurement channels• Drives up competition, drives down prices• Displays company's commitment to community• Allows access to different networks	 <p style="text-align: center;">Customer Diversity</p> <ul style="list-style-type: none">• Creates business value and reduces risk• Creates cash flow security• Attracts more customers• Fosters creativity and innovation• Aids in growth
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Small Business Assistance

Don't forget that SBDC counselors are available and eager to assist your small business navigate the Covid-19 crisis. Some areas we can help are:

 <p>EFFICIENCY</p> <p>Can you streamline your processes & save time/money?</p>	 <p>RESTAURANT MGT</p> <p>Do you need strategies to increase profits?</p>	 <p>MARKETING PLAN</p> <p>Do you need to reach customers in a different way?</p>	 <p>CASH FLOW MGT</p> <p>Where can you make improvements in money management?</p>
 <p>WORKFORCE MGT</p> <p>Do you need to update policies & procedures?</p>	 <p>CHAIN SUPPLY</p> <p>Do you need to find ways around bottlenecks?</p>	 <p>EXPORT HELP</p> <p>Can you manage suppliers & quality with travel restrictions?</p>	 <p>ONLINE SALES</p> <p>Can you increase revenues by adding eCommerce?</p>

We are:

- Mark Lankford - mlankford@tecd Dayton.com
- LeKeisha Grant - lgrant@tecd Dayton.com
- Kathy Markshlek (exports) - kmarshlek@tecd Dayton.com
- Kim Woodbury - kwoodbury@tecd Dayton.com
- Cindi Green - cgreen@tecd Dayton.com

937-281-0118

MAKE AN APPOINTMENT

Upcoming Webinars

QUICKBOOKS ONLINE TRAINING SERIES

July 8

Overview of QuickBooks Online

[REGISTER](#)

July 15

Sales Center in QuickBooks Online

[REGISTER](#)

July 22

Vendor Center in QuickBooks Online

[REGISTER](#)

July 29

Banking Center in QuickBooks Online

[REGISTER](#)

BUSINESS COMMUNICATIONS

July 14

Meaningful Communication Catalysts

[REGISTER](#)

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OPEN*

D O W N T O W N



July 24-30, 2020

 DowntownDayton

Featured Event

Coming Up



#DAYTON
COUNTS
2020CENSUS.GOV

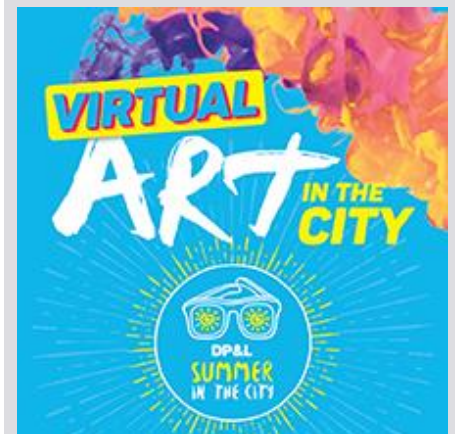
United States®
Census
2020

Dayton Counts - Have you filled out your 2020 Census form?

The national census - or official count of everyone living in our country - only happens every 10 years, and the count of our local residents is important for our local communities. YOUR count in the 2020 Census affects the amount of funding our Dayton community receives, how community leaders plan for the future, and your representation in government.

Every count = approximately \$1,800 our local governments will receive to fund schools, fire departments, street maintenance, and more. Right now, the downtown Dayton area is at less than a 60% response rate. You can see your neighborhood response rate on this [map](#).

MAKE IT COUNT! You can complete your household census online TODAY. It is available in 13 languages, and should take you less than 10 minutes to complete. Make your household COUNT now at: <https://my2020census.gov>



August 8 - Virtual Art in the City

Join us starting Saturday, August 8, at noon as our [Virtual Art in the City](#) event celebrates visual and performing arts! Virtual Art in the City will offer art demos, music, and performances; behind the scenes with Dayton artists; interactive at-home activities; a juried art show; live-streamed performances and demonstrations; photos and online artist galleries; and more! See the [Facebook event page](#) for more details and to invite friends. Sponsored by [DP&L](#) and [Dayton.com](#), with support from [The Ohio Arts Council](#).

Thru July 31 - Downtown Dayton Summer Bingo

We're excited to debut a new feature of the DP&L Summer in the City lineup: **Downtown Dayton Summer Bingo!** The game lasts the entire month of July, with chances to win great prizes along the way. To play, you 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 download your bingo card [here](#).

Downtown Dayton Summer Bingo is sponsored by DP&L and Dayton.com.



Welcome Summer with Downtown's OPEN* Businesses:

Summertime is upon us, and we've never had more of an itch to get out and explore. Just in time for the warmer weather, many downtown businesses have started to re-open, finding ways to adapt and welcome customers while still maintaining some extra distance and other safety measures. Downtown bars and restaurants have always had some great patios, and several of those are expanding and changing to welcome you back for al fresco dining and drinking. Some retail and restaurants have found ways to bring their patrons back inside, as well.

If you miss your favorite local, independent businesses and are ready to get out and about, 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!





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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