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MENTORING WORKS

FIND A SCORE MENTOR

Small Business Newsletter

JULY 2021

Chapter Chair Corner



Chuck Anderson  
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.

## Entrepreneurship is alive and well in Dayton with help from Dayton SCORE

A resurgence in the entrepreneurial spirit is occurring throughout the country in 2021, and particularly in Dayton. 4 million new businesses were started in the US 2020 and existing businesses are adapting to post COVID realities. Dayton SCORE is helping local business founders and owners to start-up, recover, and grow their businesses. SCORE has been doing this since 1968 through a group of 45 local volunteers who have years of business experience.

**SCORE is holding a public event at the Dayton Arcade to present SCORE capabilities and to recruit volunteers on Wednesday, August 25<sup>th</sup> the event will be starting at 5:00 p.m., the program will start at 5:45 p.m. and at 6:15 p.m. a tour of the renovated Arcade and other areas dedicated to new**

**businesses, entrepreneurial support and education activities, and events and meetings.**

SCORE clients will talk about their entrepreneurial journey, volunteers will share their SCORE experience, and individuals from the University of Dayton, Launch Dayton, and the Entrepreneur Center will also be available. A light buffet and beverages will be available to encourage networking.

From conducting one on one mentoring remotely to live zoom workshops, SCORE has continued supporting local businesses through 2020 and 2021. In the past year SCORE has provided 633 mentoring sessions to entrepreneurs in the Dayton region. Over 300 leaders at local nonprofit organizations have also been trained by SCORE volunteers. These activities resulted in 75 businesses being started which were projected to have created 152 jobs.

Like their clients, Dayton SCORE is reinventing itself to meet the changing demands of their clients. They are partnering with other local business support groups and actively recruiting volunteers with the applicable skills and talents. SCORE can provide business services to clients at no cost thanks to its volunteers. SCORE volunteers are small business owners themselves, with many providing professional services to small business owners. 50% of SCORE's 45 volunteers are currently working and 50% are fully retired which allows SCORE to match client needs to volunteer skills and time availability.

**The event is free but registration is required: [REGISTRATION LINK](#)**

**Event Speakers:**

**Marie Cosgrove** – “The entrepreneur who bought the company that fired her” will tell her story

**Charlynda Scales** – Client and founder of Mutt's Sauce

**Gail Madsen** – SCORE client and president of FISH food pantry in Xenia, OH

**Chris McClure** – Maxwell leadership coach and author of **The Magnetic Leader**

**Bill Flaute** – SCORE mentor, real estate business owner, and former Riverside Mayor

**Success Story - Megan Berning**



**Hi, my name is Megan Berning, and I am the owner of More Than Words Speech-Language Pathology, LLC. My company is a speech-language therapy private practice that serves the Miami, Darke, Shelby, Preble and Montgomery county area.**

My services include evaluations of children who have difficulties with articulation of sounds, difficulty understanding or using language, children who stutter, and I also help families who need an augmentative and alternative communication device apply for funding. In addition I provide in-home therapy, teletherapy, and parent coaching.

**Charles Anderson is my Dayton SCORE mentor and has helped me the past several months get the basics down to get my business up and running.** With his help I have gotten priceless information about how to plan my marketing and finances. My expertise is in speech-language pathology; I didn't know the first thing about marketing, so it has been very advantageous to learn about how to create a gripping tagline or how to make a brochure that will appeal to all audiences looking for speech therapy. I've also really appreciated the help with creating a financial spreadsheet. Businesses are a lot of work, but I have felt very supported in my quest to start my own business.

**The greatest benefit to me for having a SCORE mentor is the accountability.** Knowing that I have a meeting coming up soon keeps me focused on the task at hand. For me it helps to take things one step at a time rather than becoming overwhelmed by the big picture; having a mentor has really helped with that and has also helped keep me on track. Thanks again Chuck!

## Fall NonProfit Workshop/Webinar Plans

**Dayton SCORE is currently planning the Fall 2021 series of nonprofit workshops/webinars.**

We completed the Spring series in Mid-May. The schedule for the Fall is not finalized, but we plan on the same 8 sessions that we held via zoom in the Spring. Some of these might be held in person, and some via webinar. Monitor our website for upcoming details.

- **Strategic Planning** - How to pivot your Strategic Planning after a Pandemic - Steps in the S.O.A.R. strategic planning process with examples of each step.

- **Board Development** - Characteristics of high performance boards, structure, membership and effective processes.
- **Marketing** - Adapting your marketing program to post-COVID.
- **Fundraising** - Annual giving, major giving, planned giving and the ethical and legal requirements.
- **Volunteer Management** - How to develop trust, credibility and accountability, and define the role of volunteer staff.
- **Financial Management.** - Back office functions of accounting/bookkeeping systems to monitor performance and comply with IRS requirements.
- **Leadership Development** - Practical leadership principles for Directors and Board chairmen that can be implemented immediately.
- **Google Ad Words Grants** - How to obtain and manage a \$10,000 Google Ad Words Grant to increase donations and supporters.

## How to Build and Use an Emergency Fund for Your Business



Emergency savings can help your business survive unexpected crises. Learn how much money to keep in your emergency fund, how to build it and when to use it.

## DOWNLOAD CHECKLIST



### Why 8 Companies Offer Free Shipping On Their Website

To help you decide if you want your company to offer free shipping, we asked operation experts and business leaders this question for their best advice. [Read more.](#)



### How to Get a Business Loan

If you want or need to apply for a business loan, use these steps to understand the application process. [Read more.](#)

## SMALL BUSINESS WEBINARS



### Power Branding-Getting and Keeping Your Next Customer

July 1 | 1 PM ET

Easy-to-implement strategies for building a STRONG brand that gets customers coming to you, buying again, and referring others to you.

REGISTER

## Attract Clients and Position Your Brand with Content Marketing

**July 15 | 1 PM ET**

Five key ways to get control of your content marketing for attracting clients and positioning your brand.

[REGISTER](#)



## The Million Dollar Marketer's Roadmap- How to Build a Solid Digital Marketing Foundation

**July 22 | 1 PM ET**

This value-packed workshop provides a roadmap to build a solid digital marketing foundation and strive toward those coveted seven figures of revenue.

[REGISTER](#)



## How To Leverage LinkedIn for Lead Generation

**July 27 | 1 PM ET**

If you are wondering how to use LinkedIn properly so you can get noticed, build your 1st-degree connections, gain exposure, and boost revenue, tune in!

[REGISTER](#)





## Local Search Engine Optimization (SEO) Strategies to Get Your Business Found Online

**July 29 | 1 PM ET**

Learn some of the most important local SEO strategies you need to help your website rank higher and get found online.

[REGISTER](#)

## MENTORING WORKS

"Jim taught me how to make pricing, staffing, and sales channel decisions through the lens of what it would take to scale the business up in a sustainable way."

**Rachel Austen, Owner**  
elle crée



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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### CONNECT WITH US



Constant Contact is a proud sponsor of SCORE.



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## July 2021 E-Newsletter

Experience Top-Flight Fun at the CenterPoint Energy Dayton Air Show July 10 & 11



Make plans now to "**take-off**" for top-flight fun this weekend at the [CenterPoint Energy Dayton Air Show](#) Presented by Kroger. The spectacular **U.S. Air Force Thunderbirds** will be headlining this 46<sup>th</sup> anniversary event on July 10 & 11! Major Kyle Oliver, born and raised in Dayton, will be returning home to fly Thunderbird #6 in the Dayton Air Show that once inspired him to join the U.S. Air Force. Spectators will enjoy a lavish, four-hour feature flying show of daring aerobatics by acts such as the **U.S. Army Golden Knights, the AeroShell Aerobatic Team, Lucas Oil Airshows, Jackie B, the U.S. Navy F/A-18F Super Hornet**, plus tons of commercial and military planes on static display for public viewing, an exciting midway, and Huey helicopter rides - all in over 100 acres of the fresh outdoors! The show values its customers and will be implementing some new cleaning and sanitation initiatives that will make guests feel comfortable and safe.

Purchase general admission tickets at your local Kroger store or check out the [Dayton Air Show website](#) for general admission tickets or popular specialty seating areas, like the Pavilion or Blue Sky Chalet, to the **46<sup>th</sup> Dayton Air Show**. Make it a Dayton vacation, or **Daycation**, and [book an area hotel room for the weekend!](#)

**Join the Downtown Adventure Scavenger Hunt & Win Prizes,  
Saturday, July 10**



The **Downtown Adventure** is your chance to explore downtown Dayton businesses and sights in a scavenger hunt for the chance to win prizes! This fun event, hosted by the Downtown Dayton Partnership and *sponsored by AES Ohio, Key-Ads, and Dayton.com*, will be held **Saturday, July 10**, as part of the 2021 AES Ohio Summer in the City lineup.

Self-determined teams of one or more persons will download the **Roamli app** on ONE device, and from 11 am - 5 pm, teams will hunt around the city of Dayton for clues, with each step leading to another across the city. Please bring your friends and family together for an adventure across our beautiful downtown! The teams with the most clues collected will win cash prizes, \$250 for first, \$150 for second, \$100 for third, and all other teams will be entered in a raffle for one of five \$100 Downtown Dollars gift cards. For more information and to register, [click here](#).

**Don't Miss the Montgomery County Fair July 11-17!**



Join in on the family fun at the **Montgomery County Fair** at the [Montgomery County Fairgrounds](#) July 11-17. After 2020's fair was canceled, the Montgomery County Fair is doing a "take two" of a new decade of engaging attractions and shows for everyone to enjoy with their friends and family. Don't miss out on all the fair favorites: rides, games, 4-H animal shows, petting zoo, dog show, circus, flower show, demolition derby, harness racing, rodeo, and many more events to keep everyone of all ages entertained for the whole week. Tickets are **\$10/day** per person with **free parking**, and **children under six** years of age are **free**. Purchasing tickets [online](#) in advance is suggested. For additional information, call 937-224-1619.

## Take A Summer Daycation!

DAYTON, OHIO



PLAN YOUR

*Daycation*

Warm weather has arrived, COVID mandates have been lifted, and it's time to get out and explore all Dayton has to offer. It's time to take a Dayton vacation, or as we like to call it, a

DAYCATION! There are a ton of fun and cool things to do right here in your own backyard! A great way to get started is to download the Dayton Convention & Visitors Bureau's **FREE Visit Dayton app** from the [Google Play Store](#) or [Apple App Store](#).

After you've downloaded the app, be sure to click on the "Enter to Win a \$50 Gift Certificate" and quickly fill out the form for bi-weekly drawings of \$50 gift certificates.

Then, click on the box that says "**DAYCATIONS**" and explore over a dozen itinerary and activity ideas to get your creative juices flowing on all there is to see and do this summer in Greater Dayton! You can also check out the latest info on attractions, arts and culture, restaurants, hotels, shopping, sports and rec, and more! You owe it to yourself to get out and enjoy Dayton this summer!

[Click here to learn more!](#)

## Check out Festival Fun on Saturday, July 24 - Garlic Fest AND Kickin' Chicken Wing Fest



Summer is here, and it's time to "**get your fest on!**" Spice up your weekend plans Saturday, July 24, by attending the **Kickin' Chicken Wing Fest** at the Fraze Pavilion AND the **Garlic Fest** at Carroll High School.

The **free** 14th annual [Garlic Fest](#) benefiting the Carroll Athletic Club will occur from 1-10 pm at **Carroll High School** and feature dozens of food and craft vendors, cooking demos, a **garlic-eating contest**, live music, and indoor and outdoor games and activities. For more information, [visit their Facebook page](#).

After you've had your fill of garlic, head over to the **Fraze Pavilion** for the [2021 Kickin' Chicken Wing Fest](#). If you like bold food, rockin' music, and a party, then this is the festival for you. While enjoying the dozens of vendors, listen to some live music on the Lincoln Park stage with performances from the **Will Freed Band**, **Theo's Loose Ends**, and **New**

**Frontiers.** The festival is free to attend, with many opportunities to support local businesses while taking in the Kickin' Chicken feeling. For more information, [visit the Facebook event page.](#)

## UD Arena Hosts The Basketball Tournament Championship Weekend July 31-August 3!



Roundball fans, get ready! Not only is Dayton a mecca for basketball in March when it hosts the **NCAA® First Four® Tournament** and the Ohio High School Athletic Association's Boys and Girls State Championships - "summer now means basketball at [UD Arena!](#)"

That's right, for the first time ever, [UD Arena](#) will play host to "[The Basketball Tournament](#)" (TBT) quarter-finals, semi-finals, and championship games. The games will be played from July 31 – August 3. This unique, single-elimination tournament consists of 64 teams made up of international pros, college alumni teams, ex-NBA players, and future NBA players, and others. The winning team is awarded a \$1 million prize at the championship game. Eight teams will advance from regionals to play in Dayton. Unique rules and a "Target Score" guarantee exciting game-ending winning shots. UD's own alumni team, [Red Scare](#), has an excellent chance to advance to play in Dayton on their home court. ESPN will broadcast all the tournament games live across their networks.

Tickets can be purchased now [here](#). A \$2 parking fee will be added to each ticket at checkout.

## Take the Free Great Miami Riverway Summer Challenge!



Take the free **Great Miami Riverway Challenge** this summer, now through August 31. The Great Miami Riverway is more than just a river. This regional destination in southwest Ohio includes paved trails and connected communities where you can surf the river, cycle the bike trail, and find your way through charming downtowns. The free Summer

Challenge has dozens of activities perfect for the adventurer, the art lover, the aviation enthusiast, the foodie, the beer connoisseur, the paddler, and everyone else in between.

The challenge categories are: **Eat and Drink; Play Outside; Shop Local; Be Entertained; and Explore.**

### **HOW TO PLAY**

1. Download the Riverway App from the [Apple App Store](#) or [Google Play](#) and create an account.
2. Choose an activity from the Summer Challenge, and once completed, check that item off your list.
3. For extra chances to win, post a picture of your activities on social media with [#riverwaychallenge](#).

**PRIZES** – Each week, a prize package worth \$50-\$100 in merchandise, certificates, and event tickets will be awarded. Grand prizes include a one-night stay in a floating tent on the Great Miami River at Float Troy and a meal at Smith's Boathouse.

**RULES** – 1. Weekly prizes will be drawn from the participants who have completed activities that week.

2. Weekly winners will be announced every Monday.
3. To be eligible for the grand prizes, you must complete at least two activities in each category between June 1 and August 31.

The grand prize winners will be chosen on September 3, 2021. The Riverway Summer Challenge starts June 1 at 8 p.m. and ends at 5 p.m. on August 31, 2021. All winners will be notified by email.

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

## Download The Free Visit Dayton App! Register To Win \$50 Gift Certificates



You don't want to miss out on keeping up with all things Dayton - so why not download your very own handheld guide? **Download the [FREE Visit Dayton App](#) today!**

***Bonus: When you download, don't forget to register for a chance to win a \$50 gift card to a local restaurant or attraction given away in bi-weekly drawings.***





1 Chamber Plaza Ste. A Dayton, Ohio 45402  
Phone: **937-226-8211**



**Reminder:** Please forward to anyone who may benefit from the information contained in this twice-monthly newsletter and have them [sign up](#) today.

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Strengthen | Educate | Advocate

# News Bits

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July 6, 2021

## News You Need

The **DRMA Summer Golf Outing** is happening Monday, 8/23, at Walnut Grove Country Club. This scramble format outing will have start times at 7:30 a.m. and 12:30 p.m. Cost for only golf is \$250/person and includes a cart and lunch; dinner and evening program is \$60/person. A combined golf and dinner package is available for \$300/person. Download **registration form** [here](#). **Sponsorship opportunities** are available - contact [Nate](#) for more information.

Save the date for our next **Shoptalk** on 7/20, brought to you by the DRMA Associate Board and sponsored by Cincinnati Bell. Learn how to future-proof your operation from a technology standpoint. Register [here](#).

Manufacturer Members: Want to promote your high-tech company as a great place to work and as a supporter of DRMA and the community? Sponsor an upcoming Chairman Video and be **featured in 3 separate videos!** Contact [Nate](#) for details.

Looking for business? Looking for a supplier? Tap into **DRMA Business Leads Service**. More information [here](#).

When your sales have been hit by import competition, the federal **Trade Adjustment Assistance for Firms program** (TAAF) can help with planning assistance and offer up to \$75K in matching funds. Read more [here](#).

[Three reasons](#) you should choose DRMA's **workers' compensation group program**.

Employers must pay timely premiums to the Ohio Bureau of Workers' Compensation (BWC) to receive and **maintain workers' compensation coverage**. To learn more about these payments, read Sedgwick's July newsletter [here](#).

**Board Chairman John Bertsch**, on location at Wurth Electronics ICS, Inc., dives into how DRMA Strengthens our member companies. [Take a look!](#)



## [Calendar](#)

### **DRMA 101**

8/4 Manufacturers  
8/26 AF/AS

### **Meet Ups**

7/23 Govt. Relations

### **Events**

7/20 Shoptalk  
8/11 Adv. Lean  
8/23 Summer Golf

Did you already get a quote from our **NAM Health Care program**? Ask for another, as new plans are being updated and added constantly! Reach out to [Shay](#) for more details.

A retired toolmaker from RMT has **tools and equipment for sale**. Click [here](#) to see what's up for grabs.

Big news! **The DRMA office is now located at 205 E. First St., Dayton, OH 45402, Ste. 202**. Please update your records!

A special **thank you to the following volunteers** who helped us move: Andrea Rees (Monaghan Tooling Group), Robert Thompson (Nexigen Communications), Laura Fenlon (Back To Business I.T.), Sarah Schena, Lane Harshbarger, Claire Toomb (all from McGohan Brabender), Mike Sander (MLA Companies), John Staub (Priomatics Inc.), Steve Goubeaux (Wolf Creek Portable Piping Products), Jon Foley (Champion Companies), and Matt Snyder (Avery Dennison).

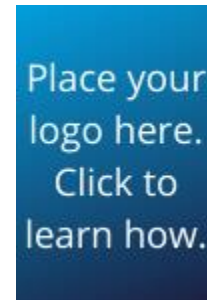
**Thank you to the following companies/people** who purchased items from our moving sale (all proceeds benefitted the DRMA Foundation): Martin Palmer Tool, Greenpoint Metals, PFI Precision, Manuel Creative Arts Academy, Tree of Life USA, and Patty Breig.

THANK YOU **Joel Nordstrom, owner of Nordstrom Films**! Joel is an active and engaged DRMA volunteer whose commitment to the manufacturing industry shows through in all his work. As a member of the Communications and Member Services committees and the Ambassador Club, Joel works tirelessly to show more companies the benefits of being a DRMA member. Joel's talent for filmmaking shows through in his work on the monthly DRMA Chairman videos. Joel also made it possible for DRMA to hold a virtual MFG Day in 2020 – so far over 4,000 students have engaged with the video tours he helped us create. DRMA appreciates and thanks you for your commitment to our organization and to the Dayton Region manufacturing industry.

### **All About Workforce**

DRMA is partnering with Sinclair, Clark State, and MVCTC to create **manufacturing earn-and-learn programs** to increase and upskill the labor pool. And we can't do it without you! We need companies to provide OJT and mentorship. Interested in learning more? Contact [Kayla](#).

**MFG Day** will be here before you know it! Jump start your planning now. Contact [Kayla](#) or [click here](#) for more info.



Want to get your **company name in front of students** this fall? Sponsor our career event giveaways or brochures! Contact [Kayla](#) for details.

**Upper Valley Career Center and Gem City Career Prep High School** are looking for instructors for their manufacturing programs. Do you know someone recently retired or looking for a part-time gig? Learn more [here](#).

**Registration is open** for Sinclair's fall semester! This year they are offering a Saturday morning CAM course. To see the full list of offerings, click [here](#).

## **Government Relations**

Our **Government Relations Committee** has been hard at work! Read about what they've been up to [here](#).

Our annual **Meet & Greet with Congressman Warren Davidson, presented by ABC**, is on 8/12, 4-6 pm at the Engineer's Club. Cost is \$15/person and includes 1 drink ticket. Exclusive to DRMA member! [Click here](#) to register.

Join us on 7/23 to meet with **State Representative Rodney Crech** (District 43). This will be an in-person meet up at Henny Penny in Eaton. 8-9 a.m., with an optional tour afterward. [Registration required](#).

Our advocacy partner, the Coalition for a Prosperous America, is working on getting the **COOL Online ACT** passed through Congress. This bill requires all major online retailers to notify consumers of a product's origin country to increase the demand for American-made products. Read more about it [here](#).

## **Events**

### **DRMA Events**

**Shoptalk** - 7/20, 4 - 5:30 p.m., Mudlick Tap House. Learn how to future-proof your operation from a technology standpoint. Register [here](#).

**Summer Golf** - 8/23, 7:30 a.m., Walnut Grove Country Club. Registration forms and more information [here](#).

**Meet Ups** - They are FREE and for members only. Join the conversation on these topics.

- **Govt. Relations with State Rep. Rodney Crech**, 7/23, 8 - 9 a.m., at Henny Penny in Eaton - 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.

- **Manufacturer Members:** 8/4, 8 - 9 a.m., Ghostlight Coffee (Dayton)
- **Affiliate & Associate Members:** 8/26, 4 - 5 p.m., Franco's (Dayton)

### Community Events

Learn more about how to use and improve your digital technology to **advance your international sales goals** in a webinar series presented by the U.S. Commercial Service Global Advanced Manufacturing Team. More information [here](#).

### President's Message

Did you see the blurbs above about our big office move? Please update your records to reflect the **new DRMA office at 205 E. First St., Dayton, OH 45402, Suite 202**. Also, if you're planning a move, we've got you covered on boxes! We have plenty of high-quality boxes left over. Entirely free! Contact [Shay](#) for more information.

Did you **register for the DRMA Summer Golf Outing** yet? Find the registration form and more information [here](#). It will take place on Monday, 8/23, at Walnut Grove Country Club. All registration and sponsorship proceeds benefit the DRMA Foundation, which funds all our activities to grow the manufacturing workforce, including MFG Day events and other workforce development programs. Your support of the outing has a direct impact on the number of career awareness initiatives we can undertake. Looking to get your name in front of 200 golfers? We are seeking sponsors! Please participate in and SPONSOR the outing! Contact [Nate](#) for more information.



Angelia Erbaugh  
DRMA President

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 a win-win. Contact [Dominic Potina](#) with Sedgwick at 614-760-3654 to enroll today.

Attention Manufacturer members: I have received the following **resumes**. Click [here](#) to see available resumes.

### **Congratulations to DRMA members:**

- **Middletown Tube Works, Inc.**, for hosting J.D. Vance to announce his 2022 bid for the U.S. Senate.
- **Shaffer Metal Fab, Inc.**, for the article in the DBJ about its plans to nearly double the size of its headquarters and add 10 to 15 new jobs.
- **Woodard Development**, for the article in the DBJ outlining its major development plans in downtown.

- **Skyward, Ltd.**, for the article in the DBJ about its rapid growth over the past four years, nearly tripling its revenue and growing from 10 to 30 employees, with another big project currently in the works.

**Welcome new members:**

- [Brixey & Meyer](#)
- [Paycor](#)



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RECONNECT.  
RECHARGE.  
RECONVENE.



July 9-15, 2021



Featured

Thru Sept. 30



### July 10 - Downtown Adventure

Clues throughout downtown;  
11 a.m. - 5 p.m.

The [Downtown Adventure](#) is your chance to explore downtown Dayton businesses and sites in a scavenger hunt for the chance to win prizes! This fun event, *sponsored by AES Ohio, Key-Ads, and Dayton.com*, will be held **Saturday, July 10**, as part of the 2021 [AES Ohio Summer in the City](#) lineup. Register your team now and sign up for the Adventure. Using the scavenger hunt app Roamli, you'll explore downtown Dayton to find the hidden Adventure clues and submit photos of the clues you find - submit as many as possible between 11 a.m. and 5 p.m. for a shot at prizes. 1st place: \$250 cash. 2nd place: \$150 cash. 3rd place: \$100 cash. All teams will be included in a raffle to win one of five prizes of \$100 in Downtown Dollars e-gift cards. Learn more and register [here](#).



### July 12-16 - The Square Is Where

Courthouse Square, Third & Main sts.;  
11:30 a.m. - 1 p.m.

Presented by the [Downtown Dayton Partnership](#) and [Montgomery County](#), **The Square Is Where** features free live noontime entertainment in the heart of downtown on Courthouse Square. Enjoy food vendors, games, fun tournaments and themed days, and much more. Grab your friends and coworkers and take a lunchtime break with plenty of space to gather outdoors! For details and updates, visit the program's [webpage](#) or "like" its Facebook page at [facebook.com/TheSquareIsWhere](https://facebook.com/TheSquareIsWhere). Presented with support from the Ohio Arts Council. The Square Is Where you should be on your lunch break this summer! Free.

### July 9 - R&B Hot Summer Nights: Natural Progression

[RiverScape MetroPark](#), 111 E. Monument  
Ave.; 7:30-9:30 p.m.

Enjoy R&B Hot Summer Nights, part of Five Rivers MetroParks free Summer Music Series, supported by AARP. It will be a great night featuring familiar favorites from Natural Progression! Don't forget your dancing shoes! All ages. Free. Weather dependent. More info at [metroarks.org](https://metroarks.org).



### Coming Up:

- Monday, July 12** - Music Mondays
- Tuesday, July 13** - Trivia Tuesdays
- Wednesday, July 14** - Big Game Day, Mini-golf Tournament
- Thursday, July 15** - Music from Chloe Parks
- Friday, July 16** - Fridays Live, featuring Harmonica Neil Band

# REDISCOVER BUSINESS SPOTLIGHT



## BLIND BOB'S

### Get to know Blind Bob's in our Rediscover 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 hear from Nate Mendenhall about a popular Oregon District tavern and music venue with a surprising soup.



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

### Submit your events for inclusion in this e-newsletter and our online calendar!

We know that more and more of our downtown businesses have begun to reopen, expand hours, or find creative ways to host events in person or online in recent weeks.

If you are holding an event downtown that is open to the public, be sure to submit it to us for consideration to be included not only in these weekly emails, but also in our online calendar of downtown events! We're happy to help you promote it.

You can submit your event via our website with the simple online form [here](#).

## DOWNTOWN EVENT HIGHLIGHTS



## Spring & Summer - Out on 5th

*Fifth Street in the Oregon District;  
Fridays 5-10 p.m.,*

*Saturdays & Sundays noon-10 p.m.*

Out on 5th returns to the Oregon District!

**Fifth Street will close to vehicular traffic between Patterson Boulevard and Wayne Avenue on weekends**, to create a pedestrian mall in the Oregon District with increased service areas for bars, restaurants, and retailers, and increased space for the public to enjoy. The weekend closures will feature entertainment, special sales events, and amenities to elevate the guest experience. **Out on 5th** will continue every Friday, Saturday, and Sunday through the spring and summer months. For more information, click [here](#).

## Thru July 10 - Exhibit: Arron Foster: A Place Between

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

Arron Foster is concerned with how the physical landscape is transformed into a cognitive one and how personal and public spaces intersect in the stories we tell about a place and the way we choose to represent it. His exhibit, A Place Between, will be on view at the 48 High Street Gallery through July 10. [More info](#).

## Thru July 11 - Exhibit: Looking at Family: Photographs from the Collection

[Dayton Art Institute](#),

*456 Belmonte Park North; call for times  
11 a.m.-5 p.m. Fridays & Saturdays,  
noon-5 p.m. Sundays*

Artists often find inspiration close to home. This exhibition, pulled from the Dayton Art Institute's photography collection, presents a range of artworks in which artists analyze concepts of family, love and relationships, many of whom used family members and close friends as their muses and models. Artists included are Harry Callahan, Emmet Gowin, Sally Mann, Jane Reece, Edward Weston and a recent acquisition of an image by Dayton photographer Amy Powell, among others.

## Thru July 17- Inaugural Exhibitions in the New Dayton Arcade Space

[The Contemporary Dayton](#),

*25 W. Fourth St.; call for times.*

## Thru August 15 - Exhibit: The Roaring (And The Quiet) 1920s

[Dayton Art Institute](#),

*456 Belmonte Park North; call for times  
11 a.m.-5 p.m. Fridays & Saturdays,  
noon-5 p.m. Sundays*

The 1920s were a tumultuous decade of remarkable highs and crushing economic lows. In America, women voted, jazz flourished, Lindbergh flew across the Atlantic and alcohol sales ceased. America experienced unprecedented economic growth, and social and intellectual energy while public enthusiasm soared... until the Crash of 1929. This exhibition draws on the DAI collection to look at artistic achievements during this dramatic decade.

## Thru August 19- Exhibit: New Works by Kelcy Chase Folsom

[The Hub at The Arcade](#), 31 S. Main St.;  
*during open hours.*

University of Dayton Department of Art and Design and The Blue House Arts are excited to present New Eyes featuring works from New York artist Kelcy Chase Folsom at UD's Index Gallery located at the HUB in the Dayton Arcade.

## Thru August 31 - Great Miami Riverway Summer Challenge

It's time to get out and go! The Great Miami Riverway has just the thing to inspire you to explore the region, have some fun, and win prizes along the way. The Summer Challenge is the Riverway's new regional passport program, available only on the new Great Miami Riverway app. To play, download the Riverway app from the Apple App Store or Google Play and create an account. Complete an activity from the Riverway Summer Challenge and then check that item off your list on the app. For an extra chance to win, post a photo on social media with #riverwaychallenge. The more you explore, the more chances you have to win in the Summer Challenge.

## Thru September 3 - Music @ Lunch

[RiverScape MetroPark](#),

*111 E. Monument Ave.; 11:30 a.m.- 1 p.m.*

Take a lunch break at RiverScape MetroPark with live acoustic music Tuesday through

## July 10 - Get COVID-19 Vaccinated!

[2nd Street Market](#), 600 E. Second St.;  
*9 a.m.-1 p.m.*

Vaccinations are provided by the Dayton & Montgomery County Department of Health. They are free of charge, no insurance will be billed. Upon request guests can receive either the Pfizer or Johnson & Johnson vaccine. (Ages 12-17 must be accompanied by a parent or guardian.) Walk-ins are welcome.

## July 10 - Second Saturday Figure Drawing

[The 48 High Street Gallery](#), 48 High St.,  
*9:30 a.m.-noon.*

It's back! The Dayton Society of Artists is again offering its Second-Saturday figure drawing session. Bring all your own drawing materials, supplies, and \$5 for the model fee. DSA has one drawing horse and a handful of easels you're welcome to use. The model will start out with short dynamic poses and will build up to a 45 minute to 1 hour pose.

## July 10 - Yoga in the Park

[RiverScape MetroPark](#),

*111 E. Monument Ave.; 10-11 a.m.*

Enjoy fun, effective and FREE outdoor workouts under the pavilion! Center yourself on yoga days with Tori Reynolds of Speakeasy Yoga. Masks will be required when coming to and leaving the program. In order to help facilitate a socially distanced experience, spots will be limited so pre-registration is required. Remember to bring your own mat, water bottle and towels. The class will also be live streamed on the Five Rivers MetroParks YouTube page. More info at [metroparks.org](#).

## July 11 - Tae Takes Over Out on 5th

*Fifth Street in the Oregon District;  
noon-9:30 p.m.*

Mark your calendar, set your schedule, and be sure not to miss this fabulous opportunity to support local while sipping a DORA drink and getting some much needed respite from the doldrums. Tae Winston owner of The Entrepreneurs Shoppe is taking "Out on 5th" to a new level Sunday July 11th. Tae has been helping local entrepreneurs gain foothold into our community and beyond. "Tae Takes Over Out on 5th" is an extension

The Contemporary Dayton presents its Inaugural Exhibitions in the new galleries at the Dayton Arcade. Zachary Armstrong's *Grids & Abstracts* uses newly designed wallpaper, large paintings, prints, and other elements, transforming the gallery into a massive collage in black, white, and gray using lines, grids, found and created images. Globally recognized filmmaker, artist, and teacher, Cauleen Smith, and her video *Remote Viewing* uncovers a true story about a boy who watched the whites in his town attempt to obliterate every trace of the black community's history. *Love & Peace* is an exhibition of art by the late Curtis Barnes, Sr. [More info.](#)

### Thru July 18 - Dayton Dragons vs. West Michigan Whitecaps & Great Lakes Loons

[Day Air Ballpark](#), 220 N. Patterson Blvd.; 2:05 p.m. Sunday, 7:05 p.m. all other days. It's time to root, root, root for the home team once again! See the Dayton Dragons play baseball at Day Air Ballpark. For ticket availability, 2021 season schedule and more info, visit [daytondragons.com](#).

### Thru July 30 - Exhibit: Paintings by Cecilia Brendel

[Dayton Metro Library - Main Library](#),

215 E. Third St.; during open hours. Paintings by artist Cecilia Brendel will be on display on the second floor of the Dayton Metro Library. Brendel did a six-month study of Post Traumatic Stressed Disorder (PTSD) and depression, and spent time during Covid exploring area parks, hiking and painting simple landscapes. Free. For more information, visit [DaytonMetroLibrary.org](#) or call 463-2665.

### Thru July 31 - Exhibit: We're Doing It All Wrong

[Edward A. Dixon Gallery](#),

131 N. Ludlow St.. The Edward A. Dixon Gallery presents artworks that shine light on some of the human issues that plague us. Free, open weekends. [eadgallery.com](#).

### Thru July 31- July Power Shots

Friday from June 1-September 3, 2021. RiverScape MetroPark provides the perfect lunchtime destination. Whether it's meetings, free WiFi, or just a casual lunch break, you'll enjoy the sights, sounds and fresh air of Dayton's downtown MetroPark. Visit [the Facebook page](#) for upcoming schedule.

### Thru September 12 - Exhibit: Changing Times: Art of the 1960s

[Dayton Art Institute](#),  
456 Belmonte Park North; call for times  
11 a.m.-5 p.m. Fridays & Saturdays,  
noon-5 p.m. Sundays

This DAI exclusive exhibition presents a look at one of the most transformative and often turbulent decades the world has ever experienced, the 1960s. The visual arts of the decade reflect the social and political movements of the era, seen in diverse styles of Pop, Op, Minimalism and Conceptual art, and artists working in abstract styles responded to the influences of earlier artists. Drawing on the museum's extensive collection and featuring art from Andy Warhol, Roy Lichtenstein, Jim Dine, Aka Pereyma, Robert Motherwell, Gene Davis, Sol LeWitt and many others.

### July 8-10 - This Week at Levitt Pavilion Dayton

[Levitt Pavilion Dayton](#), 134 S. Main St.;  
7 p.m.

Bring your picnic blanket, chairs, food, friends, and family and enjoy FREE live music at Levitt Pavilion Dayton! Thursday, July 8, come hear Latin Group **Making Movies**. On Friday, it's blues, soul, and R&B artist **Kyshona Armstrong**. Saturday, check out a blues and rock show with **Nasty Bingo and Amber Harget & The Who's Who**. For a full schedule and more information, visit [levittdayton.org](#).

### July 10 - Outdoor Market

[2nd Street Market](#), 600 E. Second St.;  
9 a.m.-1 p.m.

Five Rivers MetroParks' 2nd Street Market has an outdoor market where the public can buy fresh produce, meat, and dairy from local farmers. The Market will be open only on Saturdays from 9 AM to 1 PM, rain or shine. 2nd Street Market asks that those not fully vaccinated follow mask protocols. And starting on Saturday, July 17, the market will expand to indoors and from 8 a.m. to 3 p.m.

of her efforts to create an amazing adventure for both local vendors and guests alike. Fashion, art, and food will headline the event in addition to entertainment Out on 5th throughout the day.

### July 13 - Story-time at Reza's

[Reza's Downtown](#), 438 Wayne Ave.;  
10:30-11 a.m.

Reza's welcomes little ones (and their chauffeurs) to our cafe every Tuesday at 10:30. Order a beverage from our Children's Menu and join our Barista Karen in the Parlor for Story-time.

### July 14 - Zensday Meditation with Kaye

Online

Join your favorite yoga teacher, Kaye, as she leads a virtual yoga session each ZENSDAY at 6 pm over Zoom. Make a donation and get a link to an hour-long class each week. More info on the [Dayton International Peace Museum Website](#).

### July 14 - Trivia with a Twist

[Lock 27](#), 329 E. First St.; 6:30-8:30 p.m.

Enjoy Trivia with a Twist in the Lock 27 Downtown Dayton Brewpub. Every Wednesday this summer except for Wednesdays that the Dragons have a home game! [facebook.com/Lock27Brewing](#). Free.

### July 15 - PNC Tiny Thursdays at Home

Online.

Are you a toddler with an awesome parent/grandparent/caregiver who likes to take you to fun, creative weekday programs? Join The Dayton Art Institute on Thursdays for the popular child and caregiver preschool program, PNC Tiny Thursdays. Ages 2-5 and a caregiver (baby siblings welcome) are invited for story time, a gallery visit and a make-and-take art project. Every month features a different theme, and each week investigates new stories and DAI collection artworks. [More info.](#)

### July 15 - Showcase Thursday

[Yellow Cab Tavern](#), 700 E. Fourth St.,  
6:30 p.m.

Yellow Cab Tavern's weekly showcase

*Denise Danielle Photography, 120 W. Second St., #810.; call for times.*

Denise Danielle Photography is offering "mommy and me," senior, birthday, headshots, family, and maternity photos sessions for \$100 during the month of July. Special comes with 2-3 edits and up to 2 outfit changes. [More info.](#)

## **July 10 - Rocket League Tournament**

[Connect e-Sports](#), 212 Wayne Ave.;  
6 -10 p.m

Register for our Rocket League Tournament. \$15 registration fee / person. Capped at 10 teams. Registration as a full team of 3 or a free agent. Online or In-Person game play [Register here.](#)

returns! Come enjoy some free live music from local artists.

## **July 15 - Bingo**

[RiverScape MetroPark](#), 111 E. Monument Ave.; 7:30-9:30 p.m.

Every Thursday, join The Trolley Stop for free bingo in the bar from 8 to 10 p.m. [trolleystopdayton.com](http://trolleystopdayton.com),

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[Peru Agribusiness Sector](#) - Growing agricultural exports from Peru demand technological and innovative solutions, an opportunity for U.S. agricultural technology suppliers.

## ASIA

[China Healthcare / Over the counter medicine](#)- China eases regulations on over the counter (OTC) medicine as consumer demands for self-medication and preventative care drugs provide market opportunities.

[China and Hong Kong Medical Equipment](#) - The healthcare market in China and Hong Kong is experiencing significant growth.

## EUROPE

[Hungary Automotive Industry and Smart Mobility](#) - U.S. companies interested in the Hungarian automotive market are encouraged to use distribution, franchising or agency arrangements for successful market entry.

[Hungary Franchising](#) - Changes in Hungarian consumption patterns due to the pandemic and demographic changes opens opportunities for U.S. technology providers.

## MIDDLE EAST/AFRICA

[Egypt's New Customs Facilitation System "NAFEZA"](#) - Egypt launched NAFEZA to facilitate and expedite the review and release of foreign shipments upon their arrival at a port of entry within Egypt.



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Launch Dayton

# STARTUP WEEK



## Save the date for Launch Dayton Startup Week, Sept 13 - 16!

*Apply now for Early Risers: Startup Week Pitch Competition at Dayton's premier entrepreneurship conference*

Mark your calendars for the sixth annual [Launch Dayton Startup Week](#) on Sept. 13-16, 2021 at the Dayton Arcade!

Startup Week brings together the **thinkers, dreamers, doers, makers and entrepreneurs** with resource providers, mentors, and peers. **All experiences are welcome.** Whether you're a seasoned entrepreneur or new to the community, there is space for you to join.

This year, Launch Dayton Startup Week will be a blended conference that will offer both in-person and virtual attendance options. Sessions will be held in the Arcade Rotunda and at The Hub Powered by PNC and streamed live online via webinar.

*"Launch Dayton Startup Week inspires current and future entrepreneurs. It is the Dayton region's premiere opportunity for entrepreneurs to connect and network with both resource providers and fellow founders," said John Owen, Startup Week organizer. "We're curating speakers and workshops to spur tangible progress for local businesses and to celebrate the diversity of our startup community."*

On Monday, we'll host a series of powerhouse speakers from the local entrepreneur community on our main stage in the Arcade Rotunda. The day will wrap with an entrepreneur resource fair + social and the annual Early Risers: Startup Week Pitch Competition, where ten area startups will compete for cash + services. [Interested in pitching your company? Apply here!](#)

Tuesday through Thursday, we'll be offering industry-specific tracks that will enable attendees to dig deeper into relevant niche topics, as well as workshops where entrepreneurs can actively work on their businesses. These sessions will be offered in afternoons and evenings to accommodate founders who are still working day jobs as they get their companies up and running.

**On Tuesday, Sept. 14 catch:**

- a medtech track coordinated by [BioOhio](#)
- a SaaS track coordinated by [Technology First](#)
- marketing workshops, coordinated by [LMG - a Dayton-based national branding and marketing firm](#)
- business-building workshops, coordinated by [Early Risers Academy](#)
- elevator pitch practice coordinated by various Launch Dayton partners

**On Wednesday, Sept. 15, catch:**

- a food & beverage, retail, consumer products track coordinated by the [Downtown Dayton Partnership](#) & the Arcade Kitchen Incubator
- an artists & creatives track, coordinated by [Culture Works](#)
- tech founder workshops, coordinated by the [Entrepreneurs' Center](#)
- a million-dollar women founders' panel, coordinated by [Aviatra Accelerators — Dayton](#)
- meet-your-banker office hours.

**On Thursday, Sept. 16, catch:**

- a defense track, coordinated by [Parallax Advanced Research](#)
- a future tech track
- a second round of marketing workshops, coordinated by LMG
- meet-an-investor office hours

Want to support this year's conference? Several sponsorship tiers are available. Contact KeAnna Daniels at [keanna.daniels@parallaxresearch.org](mailto:keanna.daniels@parallaxresearch.org) for more information.

Stay tuned to [launchdayton.com/events/dayton-startup-week/](http://launchdayton.com/events/dayton-startup-week/) for the latest info as speakers are announced!