

# FOURTH FRIDAYS @444

FRIDAY,  
AUGUST 24  
AT 444 E. SECOND ST.



nucleus



Join us on Friday, August 24th at 444 E. 2nd St. to connect with some of Dayton's most creative business owners, entrepreneurs, freelancers, designers, and difference makers. Fourth Fridays combine coworking, networking, workshops, and friend-making into one highly impactful day for your business. If you have any questions about the event, please reach out!

Hope to see you there,

AJ Ferguson

[ferguson@downtowndayton.org](mailto:ferguson@downtowndayton.org)

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**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**

Leasing Your First Office -  
Downtown Dayton Partnership  
(9am - 11am)

## **Nucleus Guest Speaker Series**

### **Small Business Payroll with 937 Payroll**

(11:00am to 12:00 pm)

## **Lunch**

Coworkers are encouraged to eat together and support the small business owners just a block away at 2nd Street Market! The event team will lead the group over around 12:15pm.

## **Wright Brothers Institute**

### **Divergent Collaboration**

(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.*

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### **PINTS & PRENEURS**

Invest Like a Boss

Tuesday, August 14th

5pm - 7:30pm | 444 E. 2nd St.

**Learn More & RSVP**

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### **STARTUP GRIND**

WTF is Blockchain anyway? Featuring Michael Hiles of 10XTS

Monday, August 20th

11:30am - 1:30pm | 444 E. 2nd St.

**Learn More & RSVP**



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*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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Hello all,

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

**August 21, 2018** – The Ohio University PTAC will be hosting **You've Won a Federal Contract, Now What?** in Beavercreek. This FREE workshop will discuss the next steps in the government contracting process that a small business will need to take after winning a contract. 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 OSU-South Centers, the Workforce & Business Development of CAC of Pike County, and others will be hosting a **Small Business Summit** in Piketon. This event will feature breakout sessions on various topics such as government contracting, access to capital, workforce trends, business insurance, marketing, and more! 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 22, 2018** – Innovate New Albany will be hosting **Sell More, Sell More Easily** in New Albany. This FREE *Tiger* workshop will discuss how to gain the upper hand in a sales call, avoid accepting the “Think It Over” and understand why prospects go into hiding. To register, please visit [here](#).

**August 23, 2018** – Air Force Materiel Command will be hosting **Shedding Light on Classified Contracts and the Facility Clearance Process** in Dayton. The purpose of this FREE event is to educate small businesses on what is expected and required to perform on classified government contracts. To register, please visit [here](#).

**August 23, 2018** – The SBDC at Kent State-Tuscarawas will be hosting **New Business Start Up** in Coshocton. This workshop will provide an overview of issues related to starting and operating a business such as market demand, business planning, and financial planning. 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** – Kegler Brown will be hosting **Navigating the Uncharted Waters of Tax Reform: Impact on International Operations** in Columbus. This FREE session will cover how the TCJA, BEPS, and ATAD change the global tax landscape, legal issues, supply chain management, and more! To register, please contact [Korri Titus](#) at 614-255-5515.

**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, 2018** – LIGHTS Regional Innovation at Ohio University will be hosting **Business Model Canvas** in Ironton. This FREE workshop will determine key resources, activities, channels and partners for businesses, and how much it will cost. 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** – Start Downtown will be hosting **Fourth Fridays @ 444** in Dayton. This FREE event offers open co-working, open office hours, and several presentations such as *Early Risers*, *Small Business Payroll*, and *Divergent Collaboration*. For more information 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** – Technology First will be hosting **ServiceNow Performance Analytics & Reporting to Drive a Data Driven Operation** in Dayton. This event is part of the *Data Analytics – Special Interest Group* and will be facilitated by Managed Technology Services. 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 24, 2018** – Technology First will be hosting **Job Skills in a Cloud World** in Dayton. This workshop will discuss how infrastructure professionals can remain relevant, the local market trends, how management can re-organize their staff, and more! To register, please visit [here](#).

**August 24, 2018** – Dayton Defense will be hosting **An Afternoon on Open Architecture** in Dayton. This session will discuss the challenges, opportunities, and benefits related to Open Architecture in acquiring and sustaining future weapons of war. To register, please visit [here](#).

**August 29, 2018** – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in Pickerington. 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 29, September 12, 19 & 26, 2018** – The SBDC at Columbus State will be hosting **Market Your Way to Success** in Columbus. This four week course will cover a variety of topics including determining your target market, building a branded message, developing marketing strategies that sell, and marketing presentations. 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 **Accounting 101** in Cambridge. This FREE workshop will educate attendees on the basics of accounting and understanding a business' finances. To register, please visit email [sbdc@ohio.edu](mailto:sbdc@ohio.edu) or call 740-597-1460.

**August 30, 2018** – ODOT will be hosting **Reading and Understanding ODOT Plans** in Columbus. This FREE workshop is to assist businesses in the heavy highway industry to learn how to read and understand ODOT project plans. To register, please visit [here](#).

**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](#).

**August 31, 2018** – Rev1 Ventures will be hosting the **National Institutes of Health (NIH) SBIR Program Director** in Columbus. This event feature an informational session on small business grants and one-on-one meetings with the NIH SBIR Program Director. To register, please visit [here](#).

**September 4, 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](#).

**September 4, 2018** – The African-American Chamber will be hosting **How Money Works** in Cincinnati. This FREE workshop will explain key aspects of money management such as inflation, compounded interest, risk diversification, and the impact of unexpected losses for a company. To register, please visit [here](#).

**September 5, 2018** – The SBDC at The Entrepreneurs Center (TEC) and the Dayton Public Library will be hosting **Market Research that Won't Break the Bank** in Dayton. This FREE workshop will discuss the various resources available to identify potential customers, information on market size, researching competition, and more! To register, please visit [here](#).

**September 6, 2018** – The Ohio Department of Administrative Services will be hosting the **Ohio Business and Career Expo** in Columbus. This event will feature opportunities to network with procurement officials, potential employers, resources, and apprenticeship organizations. To register, please visit [here](#).

**September 6, 2018** – Technology First will be hosting the **2<sup>nd</sup> Annual Women's Groups Collaboration Meeting** in Dayton. This FREE event will provide insights on the journeys, passions, and guidance of empowering women in leadership. To register, please visit [here](#).

**September 6, 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](#).

**September 6, 2018** – ODOT will be hosting **Reading and Understanding ODOT Plans** in Cincinnati. This FREE workshop is to assist businesses in the heavy highway industry to learn how to read and understand ODOT project plans. To register, please visit [here](#).

**September 6, 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.



**September 7, 2018** – Innovate New Albany will be hosting **Crypto Mania: Behavioral Finance Forces Driving Cryptocurrencies and Financial Markets** in New Albany. As part of the *Tiger Talk Series*, this FREE workshop will discuss behavioral finance concepts, better recognizing mental mistakes and biases, and more! To register, please visit [here](#).

**September 8, 2018** – Cincinnati SCORE will be hosting **Marketing for Success – Small Business Action Plan** in Cincinnati. This workshop will discuss proven, successful methods to define the marketing planning process that will define the market and competitors, identify market niche and target customer, and develop a compelling marketing plan to attract profitable business. To register, please visit [here](#).

**September 10, 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](#).

**September 11, 2018** – Cultivate will be hosting **Increase Your Knowledge & Credibility with a Board of Advisors** in Grove City. As part of their *Lunch & Learn Series*, this FREE workshop will discuss why a Board is needed, types of Boards, when to create a Board, forming a Board, and Utilizing a Board. To register, please visit [here](#).

**September 11, 2018** – The SBDC at Columbus State will be hosting **Protect Your Business Idea: Patent, Trademark, License** in New Albany. This FREE workshop will discuss the different types of intellectual property associated with protecting your new product idea. To register, please visit [here](#).

**September 11-12, 2018** – The Defense Logistics Agency will be hosting a **TKO Seminar** in Columbus. This session teaches vendors how to find open solicitations, how to submit a quote through the DLA Internet Bid Board System (DIBBS), the procedures for viewing/downloading drawings, and how to use iRAPT to get paid. To register, please visit [here](#).

**September 12, 2018** – The SBDC at TEC will be hosting **Cyber Security for Small Business & Start Ups** in Dayton. This FREE workshop will educate attendees on the twelve essential security layers needed to protect a business from cyberattacks. To register, please visit [here](#).

**September 12, 2018** – The Dayton Regional Manufacturers Association (DRMA) will be hosting an **Evening Event with FBI Special Agent Dennis Eng** in Dayton. This event will discuss the mission and resources of the FBI outside of what is seen in the media, as well as safety in the workplace. To register, please visit [here](#).

**September 12, 2018** – The SBDC at Ohio University will be hosting **Social Media & Web Design** in Athens. This FREE workshop will discuss the various social media platforms and how to maximize their use, as well as designing an effective website. To register, please visit [here](#).

**September 12-13, 2018** – Xavier Health will be hosting the **Combination Products Summit** in Cincinnati. This event will bring the global community together to openly discuss the most pressing issues facing the industry and will feature FDA officials and field investigators. To register, please visit [here](#).

**September 12-14, 2018** – Wright-Patterson Air Force Base will be hosting **AFLCMC Life Cycle Industry Days** in Dayton. This conference will bring together government and industry to discuss future requirements and hot topics covering the entire acquisition life cycles. To learn more and to register, please visit [here](#).

**September 13, 2018** – FASTLANE will be hosting **Manufacturing and Machining Cost Estimating** in Dayton. As part of the *FAST Talk Series*, this seminar will offer an overview of what CNC job shop businesses (and many other manufacturing businesses) can do to embrace and enhance the quoting process. Registration details will be forthcoming.



**September 13, 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 email [sbdc@ohio.edu](mailto:sbdc@ohio.edu) or call 740-597-1460.

**September 13, 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.

**September 13, 2018** – The American Advertising Federation will be hosting **How to Make Your Creative More Courageous** in Dayton. As part of the *Meet & Eat Series*, this event will discuss tips on how to be courageous with your creative to make meaningful marketing. To register, please visit [here](#).

**September 13-14, 2018** – The Ohio State College of Nursing will be hosting a **Healthcare Innovation and Entrepreneurship Workshop** in Columbus. This workshop will cover a variety of topics including developing a business plan, marketing, legal considerations, discovering new opportunities, and more! To register, please visit [here](#).

**September 13 & 27, October 11 & 25, and November 8, 2018** – Sinclair Community College will be hosting the **Foundational Leadership Series** in Dayton. This series is designed to build essential skills for new or growing leaders. To view each topic and to register, please visit [here](#).

**September 14, 2018** – Innovate New Albany will be hosting **How to Get Discovered by the Media** in New Albany. As of the *Tiger Talk Series*, this FREE workshop will feature local media professionals including magazines, newspapers, television, radio, and influencers who will discuss ways to get the media to pay attention to your business. To register, please visit [here](#).

**September 15, 2018** – The SBDC at The Entrepreneurs Center (TEC) will be hosting a **New Business Information Session** in Dayton. This FREE seminar will provide 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](#).

**September 18, 2018** – Dayton Regional Green and Heavy Engineering will be hosting the **2018 Green Expo** in Dayton. This event will feature a trade show, educational sessions, networking opportunities, and SES Awards. To learn more and to register, please visit [here](#).

**September 18, 2018** – The Springfield SBDC will be hosting **STARTUP 101** in Springfield. This FREE workshop will discuss complying with Ohio business laws, the various corporate structures, startup financing, business plans, and the resources available through the SBDC. To register, please visit [here](#).

**September 18, 2018** – Columbus SCORE will be hosting **Five Steps to Generate Leads and Increase Revenue with Digital Marketing** in Columbus. This session will educate attendees on how to architect a digital marketing and lead generation programs to keep leads flowing in. To register, please visit [here](#).

**September 19, 2018** – The Women in Business Network (WiBN) will be hosting the **2018 WiBN Leadership Conference** in Dayton. This conference will provide numerous breakout sessions including mentoring, creating online profiles, understanding buyers and sellers, succession planning, boosting the bottom line, and more! To register, please visit [here](#).

**September 19, 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 email [sbdc@ohio.edu](mailto:sbdc@ohio.edu) or call 740-597-1460.

**September 19, 2018** – The Cincinnati MBAC will be hosting a **Capability Statement Workshop** in Cincinnati. This FREE workshop will educate attendees on how to effectively market their company and utilize local resources that can help. To register, please visit [here](#).

**September 19, 2018** – Sinclair Community College will be hosting **Retaining Knowledge for an Aging Workforce** in Dayton. This session will discuss a two-pronged approach to addressing the issue of knowledge retention. To learn more and to register, please visit [here](#).

**September 19-20, 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](#).

**September 20, 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.

**September 20, 2018** – The Central Ohio Organization of Public Purchasers (CO-OPP) will be hosting the **Ohio Procurement Conference & Reverse Trade Fair** in Columbus. This event will allow attendees to connect with a wide array of local, state, and county agencies, airports, special districts, and other governmental agencies. To register, please visit [here](#).

**September 20, 2018** – Sinclair Community College will be hosting **Eat That Frog!** in Dayton. This session is designed to help participants uncover time suckers, explore the thinking patterns that lead to procrastination, and use a simple method to prioritize work and get more done, in less time. To register, please visit [here](#).

**September 20, 2018** – Columbus SCORE will be hosting **Growing Your Business: Moving from Doing to Managing** in Columbus. This interactive workshop will discuss transitioning from producer to manager, job descriptions, interviewing, advantages of employees, monthly reviews, and setting performance expectations. To register, please visit [here](#).

**September 21, 2018** – Innovate New Albany will be hosting **The Recipe for Building Real, Authentic Business Relationships** in New Albany. As part of the *Tiger Talk Series*, this FREE workshop will discuss how human connections are more important than ever and how to nurture them with a consistent process. To register, please visit [here](#).

**September 21, 2018-June 21, 2019** – The Toledo Regional Chamber of Commerce, RGP Northwest Ohio, UPS, and the U.S. Commercial Service will be hosting **Export Success** in Toledo. This 10 week course will help new-to-export companies and experienced exporters enter into new global markets quickly and efficiently. To learn more and to register, please visit [here](#).

**September 25, 2018** – The European-American Chamber of Commerce will be hosting **Doing Business with the Baltic Countries** in Cincinnati. This FREE seminar will look at the countries of Latvia, Lithuania, and Estonia and will provide a brief country overview, various business and investment opportunities, and more! To register, please visit [here](#).

**September 25, 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](#).

**September 25, 2018** – The Ohio EPA will be hosting **Grant Writing 101/102: Finding the Right Funder and Writing a Winning Proposal** in Athens. This workshop will discuss prospecting tips, how to approach different kinds of grant makers, avoiding common mistakes, and developing realistic objectives, goals, and budgets. To register, please visit [here](#).

**September 26, 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](#).

**September 27, 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.

**September 27, 2018** – Marietta College will be hosting the **3<sup>rd</sup> Annual Mid-Ohio Valley Entrepreneurship Expo (MOVEE)** in Marietta. This conference brings together aspiring and existing business owners together with educators, industry experts, students, and resource providers. To learn more and register, please visit <https://www.marietta.edu/movexpo>.

**September 27, 2018** – The SBDC at The Entrepreneurs Center (TEC) will be hosting **Recordkeeping for a Small Business** in Dayton. This FREE workshop will provide an overview of recordkeeping and is designed to help participants understand how it can benefit a small business. To register, please visit [here](#).

**September 27, 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](#).

**September 27, 2018** – Technology First will be hosting **Security: What is Really at Risk?** in Dayton. This seminar will feature a presentation that will discuss management level strategies to apply to an organization, as well as a municipality security panel discussion. To register, please visit [here](#).

**October 1, 2018** – The American Advertising Federation will be hosting **Learning, Loving, & Leading – 10 Simple Lessons That Have Had a Profound Impact on My Life and Career** in Dayton. As part of the *Meet & Eat Series*, this event will feature Jeff Jones who is considered “One of the World’s Most Influential CMOs.” To register, please visit [here](#).

**October 3-4, 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](#).

**October 3, 10, 17 & 24, 2018** – The SBDC at Columbus State will be hosting **Market Your Way to Success** in Columbus. This four week course will cover a variety of topics including determining your target market, building a branded message, developing marketing strategies that sell, and marketing presentations. To register, please visit [here](#).

**October 4, 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.

**October 8, 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](#).

**October 10, 2018** – Sinclair Community College will be hosting **Lean Leaders: Part-time Job or Everyone's Job** in Dayton. This workshop will discuss continuous improvement and the importance of making it an everyday affair. To register, please visit [here](#).

**October 10-11, 2018** – Left Brain Professionals will be hosting the **Ohio Small Business GovCon Compliance Summit** in Columbus. This event will educate attendees on the essentials of government contract accounting and cybersecurity compliance. To register, please visit [here](#).

**October 11, 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.

**October 16, 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](#).

**October 16-17, 2018** – The Greentree Group, UDRI, University of Dayton, and Ohio State will be hosting the **Ohio Defense Forum 2018** in Columbus. This event connects Ohio's defense installations, communities, and industries and this year's theme is *Ohio's Defense Ecosystem*. To register, please visit [here](#).

**October 17-18, 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](#).

**October 18, 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.

**October 20, 2018** – The SBDC at The Entrepreneurs Center (TEC) will be hosting a **New Business Information Session** in Dayton. This FREE seminar will provide 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](#).

**October 25, 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](#).

**October 25, 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.

**October 30-31, 2018** – The Ohio EPA will be hosting the **Compliance Assistance Conference** in Dublin. This conference is targeted to businesses and others who need to know the basics about environmental compliance, as well as advanced topics such as Title V permits and reporting. To learn more and to register, please visit [here](#).

### **Trade Mission to China – November 5-10, 2018**

The Greater Cincinnati Chinese Chamber of Commerce will be leading a **Trade Mission** to Shanghai, China. This trade mission will tour Midwestern and central Chinese cities and metropolitans for trade shows and expos, symposiums and seminars, and one-on-one business matching events. Cincinnati Mayor John Cranley will also be participating in the trade mission. To learn more and 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!**

The USDA, Rural Development, Business & Industry Loan Guarantee Program can provide loan guarantees for the purpose of:

- Acquiring new businesses or expanding existing businesses;
- Purchasing and improving real estate;
- Purchasing machinery & equipment;
- refinancing outstanding debt; and
- providing term working capital.

Projects prioritized by headquarters are those projects 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 along with agritourism and biotechnology.

- Advancement of energy security by boosting production of energy from natural gas, oil, coal and renewables.
- 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.

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 through the sale of the guaranteed portion on the secondary market.

Should there be an opportunity to consider financing one of these projects, please keep these programs in mind. There are 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.

Please contact a staff member listed below to schedule a time to meet to further discuss the program and its advantages.

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

**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  
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U.S. Small Business  
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## August 2018 Newsletter

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### Welder Qualification versus Welder Certification - Understanding the Difference



When a student attends one of our two programs here at HIWT, they have the opportunity to earn four or five (depending on the program) AWS®

QC7 Certifications. Many people confuse the terms "certification and qualification". So, what actually is the difference between a welder qualification and a welder certification?

In general, the term "certified" is misused. When an employer is looking for "certified" welders what they are actually looking for or referring to is a QUALIFIED welder. When a company sends an employee to HIWT for testing or if we send someone to a company to witness testing (i.e. when one of our CWI's goes to the company's place of business) the employee/welder will take a weld test. That test is called a Welder Qualification. When the welder successfully passes the test, people generally say they are "certified". This is not true, they are actually Qualified to weld a certain process/electrodes/positions/material; all determined by the WPS (welding procedure specification) their company had them test to. It is important to know that you do not have to be an Accredited Testing Facility to administer these tests. When a welder takes a welder qualification test, it pertains to their job and the needs of the company they currently work for. When they leave the company, none of the so called "certifications" go with them. That is because they were never certifications. They were qualifications.

The American Welding Society started a program for Certified Welders (CW) years ago. In order to test welders and certify them in accordance with QC7-93 you must comply with the AWS® QC4-89 Standard for Accreditation of Test Facilities for AWS® Certified Welder Program. So HIWT had to become an Accredited Testing Facility to offer QC-7 Certifications. The purpose of this was to provide a way to actually certify welders to various processes for various industries. There is a major difference here. Instead of testing an employee for a company, now we are testing a person and certifying that they properly followed welding procedures and their tests meet the quality standards set by the American Welding Society. A buzz word around HIWT is obviously the QC-7 cert tests. This is the QC7-93. There are three supplements to QC7-93 each for a particular industry; the first is QC7-93 Supplement C for Sheet Metal Welding code, next would be Supplement F for Chemical Plants and Refinery Piping, and lastly is Supplement G. Supplement G is the AWS® Welder Performance Qualification Testing. This Supplement is used by the school for our QC-7 testing. It offers the widest array, and is the best choice for us because we do not know which industry each of our grads will end up working for. Once a student successfully passes a QC-7, test they are in fact, Certified. They will be issued a wallet card, and will be listed on the national registry:

<https://www.aws.org/certification/page/aws-national-registry-of-certified-welders>.

The cert(s) obtained while at HIWT do travel with the student and they can be utilized as long as they renew them every 6 months.

In short, if a person does not have QC-7 certification they are not certified. They may be qualified to weld various welding procedures for a company, but as far as AWS® is concerned they are not a Certified Welder unless they possess QC-7 certification(s)

HIWT is an Accredited Testing Facility for the American Welding Society. All of our students are tested and certified on site. Paperwork is then sent to AWS® where it is processed and the student is sent their certification card. For more information on scheduling welder qualification or welder certification testing, contact Chip Prinz at 937-332-9502 or email at [Chip.Prinz@welding.org](mailto:Chip.Prinz@welding.org).

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## **AWS® CWI® Classes are forming.**

HIWT offers a two week Preparation for AWS® CWI®/CWE® Examination course. This course is designed to prepare students to take the exam. You will be using the same tools that are used in the test kits for the hands-on portion of the exam. This class offers 9 days of instruction with the test being administered on the 10th day. Contact us [here](#) for more information and to register. Now includes a backpack for convenience of carrying your books and other study materials.



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**Specialized Welding Training Tailored for You.**



Hobart Institute of Welding Technology offers specialized training tailored to you and your needs. We can design courses to meet your specific requirements or can offer training in one of our current courses. Whether you need 5 days or several weeks worth of instruction, HIWT can solve your training needs. Contact Chip Prinz at [Chip.Prinz@welding.org](mailto:Chip.Prinz@welding.org) or 937-332-9502 to discuss how we can partner with you for successful training.

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**Bookstore News**  
Tools for the Trade





Hobart Institute of Welding Technology offers many tools for the welding trade in our bookstore. In addition to technical guides and pipe welding books, we offer calculators, posters and the popular Pocket Welding Guide. Visit us at [www.welding.org](http://www.welding.org) or call 937-332-9508 for more information.

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**Do you need to hire welders?**



HIWT graduates certified welders every four weeks. Our students come from all over the United States. Contact us with your open positions and we can get them posted on our job board. Email us

at [careerdevelopment@welding.org](mailto:careerdevelopment@welding.org) or call us at 937-332-9500 ext 9601.

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Hobart Institute of Welding Technology, dedicated to welding training and education excellence, is a nonprofit educational facility.

Hobart Institute of Welding Technology

400 Trade Square East

Troy, Ohio 45373

937-332-9500

[www.welding.org](http://www.welding.org)

[hiwt@welding.org](mailto:hiwt@welding.org)

State Board of Career Colleges and Schools Registration No. 70-12-0064HT  
Accrediting Commission of Career Schools and Colleges No. 000403

See what's happening on our social sites.



Hobart Institute of Welding Technology, 400 Trade Square East, Troy, OH 45373

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# REGISTRATION OPEN!

3 Education Tracks (CEs, LUs, PDHs)

KEYNOTE LUNCHEON: CORPORATE SOCIAL RESPONSIBILITY  
--- AND ---



# SUSTAINABILITY & ENERGY SMART AWARDS

PRESENTED BY:



## AGENDA AT A GLANCE

9:00 AM	Registration / Trade Show
9:30 - 10:30 AM	Education Sessions
10:30 - 11:30 AM	Trade Show, Networking
11:30 AM - 1:15 PM	SES Awards / Keynote Lunch
1:15 - 2:30 PM	Trade Show, Networking
2:30 - 3:30 PM	Education Sessions
3:30 - 4:30 PM	Networking Happy Hour

## PROGRAM HIGHLIGHTS

- Providing Education on Re-Imagining and Redeveloping the Urban Landscape in our communities
- Addressing Different Perspectives to Resilient Design and Operation in Equipment Nuances and Owner Concerns
- Discussing Smart Technologies Integration across Buildings, Campuses and Cities



Earn up to 3.5 hours of GBCI CEs, AIA LUs, ENGINEERING PDHs

**REGISTER ONLINE [www.heapy.com](http://www.heapy.com)**

*Education Sessions - Keynote Lunch - Networking - Exhibitor Expo*

## SES AWARDS KEYNOTE LUNCH

### KEYNOTE LUNCHEON: CORPORATE SOCIAL RESPONSIBILITY

This panel of Corporate Social Responsibility Leaders will discuss the "WHY?" behind and the "HOW?" Corporations have the responsibility to give back (and do so) in socially/sustainable ways.

**George Bandy, VP of Sustainability and Commercial Marketing for Mohawk Group**

**Charly Bauer, Director of Stewardship, Jeni's Splendid Ice Creams**

**Additional panelist to be announced**

**TRACK 1**

**Sustainability Through Social Enterprises: Opportunities and Dreams**

Experts from university, economic, business development, and community support services will explore how to:

- Advance and Empower Underserved and Underbanked Communities
- Establish Revenue Generating Sustainability Related Enterprises

Speakers will share their insights on impact investing for social and environmental good; lessons learned for local initiatives, and funding opportunities for establishing such organizations.

**Rachel Meketon, Greater Dayton Union Cooperative Initiative**  
**Garth McLean, Workforce Manager, Development Services Montgomery County**

**Agaytha Corbin, Community Development Corporation Resource Consortium, Inc.**

**Charlie Carroll, Pastor, Dayton City Church, Director, Miami Valley Life Center**

**Leib Lurie, CEO, Kids Read Now**

**Kevin Hallihan, Professor, UD (Moderator)**

**TRACK 2**

**Urban Agriculture: Planning and Redevelopment of the Urban Landscape**

The urban parts of our cities are faced with vacant lots, food deserts and the need for quality employment, how can we re-imagine our urban landscapes in a way that integrates:

- Quality Open Space
- Jobs
- Economic Development
- Food Deserts In Our Communities

**Craig Farnsworth, Hitchcock Design Group**

**Eric Sauer (Moderator), Park Planning Manager, Five Rivers MetroParks**

**TRACK 3**  
**Resilient Design & Operation**

This session will present a Panel addressing different perspectives on:

- Design Issues
- Equipment Nuances
- Owner Concerns

All regarding Resiliency and Sustainability.

Speakers TBA

**GREEN SPONSORS**



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## EXHIBITORS

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Cochrane Supply & Engineering

**Cummins Power Generation**

Dayton Power & Light

Dayton Regional Green

ENERVEX

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Superior Hard Surface Solutions

The Garland Company, Inc.

Tremco Roofing & Bldg Maintenance

Vertiv / Uptime Solutions

Waibel Energy Systems

If you are interested in information on participating as an Exhibitor and/or Sponsor, please contact Lori Dahm at 937-224-0861 or [lddahm@heapy.com](mailto:lddahm@heapy.com)

## SUPPORTING ORGANIZATIONS



If you have any questions or comments, please contact Lori Dahm at 937-224-0861 or [lddahm@heapy.com](mailto:lddahm@heapy.com)

Heapy Engineering, 1400 W. Dorothy Lane, Dayton, OH 45409

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ReDiscovering Woodbourne  
Sneak Peek Fundraiser Gala - September 20, 6-9 PM  
Public Grand Opening - September 23, 1-3 PM

**SNEAK PEEK  
FUNDRAISER GALA**  
THURSDAY, SEPTEMBER 20TH  
6 - 9 PM  
TICKETS: \$60.60 / PERSON\*

Be one of the first to see the expanded and renovated Woodbourne Library at this exclusive event.

- Heavy hors d'oeuvres and drinks
- Music by Forte and Jim McCutcheon
- Local artists and original artwork designed for Woodbourne Library
- Demonstrations of new Library features

Purchase tickets:  
[wclibrary.info/gala](http://wclibrary.info/gala)

\*This is a charitable event. A portion of the ticket price is tax deductible.



ReDISCOVERING  
WOODBOURNE

**PUBLIC GRAND  
OPENING**

SUNDAY, SEPTEMBER 23RD  
12:30 PM FLAG DEDICATION  
1 - 3 PM RIBBON CUTTING &  
GRAND OPENING

Celebrate Woodbourne Library's first day back in operation.

- Music by Centerville Jazz Quintet and Bright Moments
- Strolling performers and mascots
- Demonstrations of new Library features
  - Raffles
  - Light refreshments

Free and open to the public.  
More details at [wclibrary.info](http://wclibrary.info)



washingtoncenterville  
PUBLIC LIBRARY  
www.wclibrary.info

Centerville Library  
111 W. Spring Valley Rd.  
Centerville, OH 45458  
(937) 433-8091

Woodbourne Library  
6060 Far Hills Avenue  
Centerville, OH 45459  
(937) 435-3700

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