

Chapter Chair Corner - Ann Riegle Crichton



Ann Riegle Crichton
Chapter Chair

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

Fall is a great time to get connected with workshops **Dayton SCORE** has to offer. The ever popular Non-Profit series returns on Sept 6 with a workshop on strategic planning. Also the Insights series will highlight non-profit resources on September 27. See more information in articles below.

If your business has been impacted in a positive way by a mentor or a SCORE workshop, share your story with us. Contact your Dayton SCORE mentor to get the required form to submit your comments. We'd love to include them in an upcoming newsletter or meeting.

Fall 2018 Non-Profit Training Workshop Schedule



September 6 - Strategic Planning
[REGISTER >>>](#)

September 19 - Board Development
[REGISTER >>>](#)

October 4 - Fundraising
[REGISTER >>>](#)

October 18 - Marketing
[REGISTER >>>](#)

November 1 - Volunteer Management

November 8 - Financial Management

Dayton SCORE provides free mentoring to non-profit organizations and charities by volunteers experienced in working as board members and executives in non-profit organizations.

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

[Workshops Information »](#)

INSIGHTS FOR NON-PROFIT LEADERS

Thursday, September 27 -- **Dayton Metro Library, Dayton SCORE, and the Dayton Chamber of Commerce** are collaborating on a resource fair and networking event for non-profit organizations and their leaders.

Insights for Non-Profit Leaders takes place at the Dayton Metro Main Library, 215 East Third Street in Dayton. Registration and breakfast is 7:30-8:00 a.m., with

presentations from 8:00-10:00 a.m. and networking from 10:00-10:30 a.m. [REGISTER >>>](#)

Small Business Development Series



**Sep 12 - Procurement Opportunities
and Certification**
[REGISTER >>](#)

Small Business Information for start-ups and existing businesses in the Miami Valley.

Small businesses can receive free business training from Dayton SCORE in partnership with the Small Business Administration (SBA) and Dayton Metro Library. These workshops are designed to provide information and contact resources to both beginning and continuing businesses in the Dayton and surrounding area.

All workshops are presented by local professionals including attorneys, accountants, marketers, bankers, etc.

[Workshop Information »](#)

September - Miami Valley Business Calendar

The following Miami Valley business related conferences, workshops, and events are highlighted by Dayton SCORE and are consolidated by SBA.

Complete information and registration details for these workshops and events can be found at [Dayton SCORE Miami Valley Calendar >>](#)

All Dayton SCORE events and workshops are listed above in the preceding paragraphs.

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!

September 6, 2018 - Technology First will be hosting **the 2nd 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.

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 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.

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.

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.

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.

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.

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.

September 18, 2018 - The Advocates for Basic Legal Equality, Inc (ABLE) will be hosting **Understanding Choice of Entity and Small Business Taxes** in Dayton. This workshop will discuss the types of business entities available for starting your own business, and the tax implications of each choice. While this session will not teach how to fill out forms, it will go over the basic information the entrepreneur need to gather in view of the necessary filings.

Environmental Learning Center --- Support to Business

The **Montgomery County Solid Waste District (MCSWD)** provides a broad range of services to both residents and businesses in Montgomery County including recycling opportunities, educational outreach (recycling and water conservation), and business services focused on assisting county businesses in achieving their sustainability goals.

The **Environmental Learning Center** provides a fully interactive learning space, as well as educational tours and meeting space. Business programs include funding for new recycling services and equipment through our Business Recycling Incentive Grant, small business electronics recycling, and waste assessments. We also operate a material reuse facility (McMRF) that accepts donations of usable materials and donates that material to local non-profits and educational facilities to help support their operations.

For more information, contact **Jaime Shepherd, Business Program Specialist**, at **(937)781-3062** or shepherdj@mcchio.org.



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Choosing a great website name doesn't have to be hard. We partnered with Verisign to bring you a simple-to-use website name suggestion generator. Sponsored by Verisign.

[Start Your Search](#)

Upcoming Webinars

Create More Personalized Email Messages for Better Results

September 6 @ 2 p.m. ET / 11 a.m. PT



Are your email campaigns too generic?

This webinar, presented by Constant Contact, will show you how to create more personalized emails for better results.

[Register Now »](#)

Win Corporate Clients - 3 Strategies That Will Drive Your B2B Sales

September 11 @ 1 p.m. ET / 10 a.m. PT



How can you win coveted corporate clients?

This webinar will review how to significantly expand your revenue with corporate customers such as mid-market companies, large corporations, colleges and nonprofits.

[Register Now »](#)

4 Secrets to Grow Your Business Independent of Your Role

September 13 @ 1 p.m. ET / 10 a.m. PT



Are you a business owner who needs more time?

Reduce time spent on your business, grow your company and get your life back.

[Register Now »](#)

How to Turn Your Customers into Volunteer Marketers

September 20 @ 1 p.m. ET / 10 a.m. PT



How can you incorporate word-of-mouth into your overall marketing plan?

In this webinar, you will learn a with a simple and precise framework for word-of-mouth marketing that will grow your business.

[Register Now »](#)

One Page Business Plans: Simple and Highly Effective

September 25 @ 1 p.m. ET / 10 a.m. PT



How would you describe your business plan?

In this webinar, you will learn how to make your planning process highly effective.

[Register Now »](#)

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



Chris Dodge started the Black Rock Bouldering Gym in Phoenix, so he could share the sport with his local community. He named the gym after an O.A.R. song that he says describes "a place of peace, inspiration, love, strength, and self-discovery. It's the place we travel to in our minds when we're scared, lonely, strong, brilliant, and everything in-between." Dodge wants his gym to be this kind of refuge for guests.

How SCORE helped: Dodge says, "SCORE helped give me a solid foundation on which I could build my financial projections and accounting best practices . . . Without the direction and insight provided by my mentor Kirk, I don't believe we would have opened the doors as quickly as we did."

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

Now Connect With Your Own Mentor

SCORE is a nonprofit resource partner of the U.S. Small Business Administration (SBA). Because of this, our mentoring services are free, no matter how many times you visit a mentor.



Email



Video



Phone



Face-to-face

[Request Your Mentor](#)



SCORE is a nonprofit association dedicated to helping small businesses get off the ground, grow and achieve their goals through education and mentorship. We have been doing this for more than 50 years.

Because our work is supported by the U.S. Small Business Administration (SBA), and thanks to our network of 10,000+ volunteers, we are able to deliver our services at no charge or at a very low cost.

Find out more about our Mission, Vision and Values [here](#).

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2018 Dayton
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SEPTEMBER 18, 2018
 SINCLAIR COMMUNITY COLLEGE
 Building 12 Conference Center, Dayton, OH

Early Bird Pricing Ends September 7th! REGISTER NOW!

Earn up to 3.5 CEs, LU/HSWs, PDHs

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

Education Sessions - Keynote Lunch - Networking - Exhibitor Expo

If you have any questions or comments, please contact
 Lori Dahm at 937-224-0861 or lddahm@heapy.com

August 2018



Small Business
Development Centers



SBDC at TEC | 937-281-0118 | Email | SBDCTEC.COM

****New Workshop****

Cyber Security for Small Business and Start-ups

A majority of small businesses are simply not prepared for the realities of modern crime, specifically cyber attack. According to Verizon's 2018 Data Breaches Investigations Report, 58% of victims of data breaches are small businesses, while USA Today reports that 60% of small businesses go out of businesses within 6 months of an attack.

A successful cyber security approach has multiple layers of protection spread across the computers, networks, programs, and the data that we want to keep safe. Join us on **September 12th at 9 am** to learn the twelve essential security layers needed to protect your business from cyber attack! Ellen Bailey, owner of Asset Business Computing, who has a knack for teaching technology issues in plain English, will use her expertise to guide us in understanding the challenges and solutions.

[Register](#)



Export Assistance Network Director, Kathy Marshalek Joins the SBDC @ The Entrepreneurs Center

We want to welcome Kathy Marshalek to our team. Kathy is responsible for assisting small and medium-sized companies in developing international markets for their products and services. She has been involved in international trade for over 38 years and has received the NASBITE International's Certified Global Business Professional, Certified Business Advisor and inducted into the Alpha Kappa Epsilon, the International Business Honor Society.

In June, Kathy led a trade mission to China, steering a group of regional small businesses to make connections and find markets for their products in China. She will be conducting a similar trade mission to several South American countries this upcoming March.

If you have a product of service that you would like to export, please email Kathy at kmarshalek@tecdayton.com or call 937-531-6612.



We're Looking for your Feedback

It is the time of year again that we report our clients' successes and plan our offerings for the new year. If you have not already done so, please take a few minutes to complete our survey. Also, please make sure you let us know what kind of programming you would like to see us provide. We want to make sure we are providing you with the help that you need to move forward!

[Take Survey](#)



U.S. Small Business
Administration



LIFE CYCLE INDUSTRY DAYS

12-14 SEPTEMBER 2018

DANIEL J. CURRAN PLACE AT THE UNIVERSITY OF DAYTON
DAYTON, OHIO



UPDATED AGENDA POSTED!



REGISTER ONLINE TODAY!

<http://www.wpafb.af.mil/lcid>

You have received this message because you elected to get occasional announcements from the Life Cycle Industry Days committee.
UTC, 1270 N. Fairfield Rd., Dayton, Ohio 45432



**Thursday, October 4
7:30 a.m. - 9:30 a.m.**

The Steam Plant
617 E 3rd St
Dayton, OH 45402

**The Business of Aging: Housing, Technology,
Healthcare**

Every day, 10,000 people turn 65 in the United States. Seniors are one of the largest growing demographic group in the Miami Valley, too. The Dayton Business Journal will moderate a panel of experts on senior trends in housing, technology, and healthcare as we explore the business of aging in the Miami Valley. During this summit we will hear directly from the people who are change leaders in the senior sector.

[Register Now](#)



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The Ohio Defense Forum 2018

October 16-17, 2018

The Ohio State University

With Special Guest Congressman Michael Turner

2018 Theme: Ohio's Defense Ecosystem

"Connecting Ohio's Defense Installations, Communities and Industries"

2018 Agenda Now Online!

[View the Agenda](#)

Registration is Open!

[Attendee
Registration](#)

[Military / Civil Service,
Elected Official Staff](#)

Regular Fee (Now thru September 30)
Attendee Registration Fee: \$150
(Save \$25 off Last Minute Fee - \$175 After Oct. 1)

Military and Civil Service Employees
and Elected Official Staff
Fee: \$30 Refreshment Fee/Day

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- PANEL DISCUSSIONS

* **PLEASE REGISTER IN ADVANCE.** Call 937.463.2665 or find this program at DaytonMetroLibrary.org/Events.