

Hello all,

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

**January 9, 2017** – The SBDC at North Central State College will be hosting the **Small Business Basics Series** in Mansfield. This FREE session is titled *Networking: Perfecting Your 30 Second Elevator Speech* and will discuss ways to effectively talk about your business. To register, please contact [Falon Allen](#) at 419-525-3101.

**January 10, 2017** – Cultivate will be hosting **Funding Growth: Avoiding Investor Red Flags** in Grove City. This FREE workshop will cover the top eight things that can kill a good deal fast, ways to proactively mitigate these risks, and what questions to expect during investor discussions. To register, please visit [here](#).

**January 10, 2017** – FASTLANE at UDRI will be hosting **Women in Manufacturing Koffee Talk** in Dayton. This series will be held the second Tuesday of each month and will facilitate real conversations that are focused on topics that matter to women in industry. For more information, please contact [Tamara Wamsley](#) at 937-229-1381.

**January 10, 2017** – The SBDC at Columbus State will be hosting the **Basics of a Successful Entrepreneur (B.A.S.E.)** in Columbus. This FREE, two-day workshop will help attendees discover what it takes to build a business around your dreams and passion. To register, please visit [here](#).

**January 10, 2017** – The SBDC at Wright State will be hosting **Business Basics: Successful Start-Up** in Dayton. This FREE workshop will focus on the business idea, logistics of a business, and an organized pathway toward success. To register, please visit [here](#).

**January 12, 2017** – The Warrant County SBDC will be hosting **Steps to Starting Your Own Business** in Lebanon. This FREE workshop will cover a variety of topics including business plans, business name, taxes, licenses, permits, legal issues, record keeping, business loans, and more! To register, please visit [here](#).

**January 12, 2017** – The Dublin Entrepreneur Center will be hosting **NOW is the Best Time for You to Start a Business** in Dublin. This FREE workshop will provide information on why now is the most important time to start a business, steps to setting up a business, and building a business message to get attention. To register, please visit [here](#).

**January 12, 2017** – ORV~WBC will be hosting **Personal Financial Strategies for Business Owners** in Cincinnati. This seminar will discuss the IRS tax code and how to benefit from it, financial strategies in building a team, and protecting the most important assets. To register, please visit [here](#).

**January 12, 2017** – The Women's Business Center of Ohio will be hosting **Online Marketing 101** in Columbus. This workshop will educate attendees on the process of expanding your contacts and leads, as well as creating an online customer sales funnel through online marketing. To register, please visit [here](#).

**January 13, 2017** – The Ohio SBDC Export Assistance Network at Wright State will be hosting **U.S. Export Regulatory 2016 Update and 2017 Outlook** in Dayton. This event will cover a variety of topics including general overview of US export regulations, EAR and ITAR harmonization, OFAC sanction updates, and much more! To register, please visit [here](#).

**January 13, 2017** – Innovate New Albany will be hosting **2017 Tech Trends You Need to Know** in New Albany. This FREE workshop will preview up-and-coming tech trends in 2017 – and beyond – before they hit the market. To register, please visit [here](#).

**January 13, 2017** – The SBDC at Columbus State will be hosting **Market Your Way to Success** in Dublin. This FREE, four-part workshop will educate attendees on how to present the best your company has to offer. The topic for this session is *Identifying and Determining Your Target Market*. To register, please visit [here](#).

**January 14, 2017** – Cincinnati SCORE will be hosting **Your Small Business Dream to Reality – What It Takes** in Cincinnati. This workshop offers valuable insight to small business StartUp fundamentals for the new entrepreneur. To register, please visit [here](#).

**January 16, 2017** – The SBDC at North Central State College will be hosting the **Small Business Basics Series** in Mansfield. This FREE session is titled *What's Next for My Small Business* and will educate attendees on the next steps their business should focus on. To register, please contact [Falon Allen](#) at 419-525-3101.

**January 17, 2017** – The U.S. Small Business Administration (SBA) will be hosting a **Working Capital and Export Financing Conference** in Eaton. This FREE event will feature the SBA's capital programs and how small businesses can apply for and utilize them. To register, please contact [Gwendolyn List](#) at 513-684-2814 ext. 200.

**January 17, 2017** – Columbus SCORE will be hosting **Doing Business with the Government** in Columbus. This workshop will educate attendees on the requirements to do business with government entities, registering as a supplier, processes involved in bidding, special certification, resources, and more! To register, please visit [here](#).

**January 18, 2017** – DaytonDefense will be hosting the **DaytonDefense Showcase & Networking Expo** in Dayton. This event will provide attendees an opportunity to learn more about doing business with Wright Patterson AFB and connecting with the base. To register, please visit [here](#).

**January 18, 2017** – The SBDC at the Clermont County Chamber of Commerce will be hosting **DIY Marketing: 5 W's of Websites** in Cincinnati. This FREE workshop will feature Tamara York and will educate attendees about websites and how to create one. To register, please visit [here](#).

**January 18, 2017** – ORV~WBC will be hosting **Setting Goals for Empowered, Sustainable Change, & Making them a Reality** in Powell. This interactive session will allow attendees to work through setting goals for empowered, sustainable change to make 2017 the best year yet. To register, please visit [here](#).

**January 18, 2017** – Dayton SCORE will be hosting **Small Business Planning Orientation** in Centerville. This workshop will educate attendees how to build and implement effective business plans that can drive realistic business goals and objectives. To register, please visit [here](#).

**January 18, 2017** – The SBDC at Clermont County Chamber of Commerce will be hosting **Steps to Starting a New Business** in Cincinnati. This FREE workshop will cover a variety of topics including business plans, business structure, legal matters, business insurance, taxation, small business loans, and more! To register, please visit [here](#).

**January 19, 2017** – The Central Ohio Minority Business Association (COMBA) will be hosting an **Access to Capital Info Session** in Columbus. This session will allow business owners to get information on how to make their company and lending needs more attractive to a lender or financier. To register, please visit [here](#).

**January 19, 2017** – Technology First will be hosting the **CIO Forecast Panel Discussion 2017** in Dayton. This event will feature a panel of CIOs who will discuss insights into the challenges they face and their vision going forward. To learn more and to register, please visit [here](#).

**January 19, 2017** – The Women's Business Center of Ohio will be hosting **BAM! Branding, Advertising, and Marketing – On BLAST and Budget** in Columbus. This workshop will educate attendees on how to create a big impact on your bottom line by finding out what works best for your company's budget. To register, please visit [here](#).

**January 19, 2017** – The Yellow Springs Chamber of Commerce will be hosting **Funding Business Startup and Expansion** in Yellow Springs. This workshop will feature several experts who will discuss specific financing options available to both existing business owners and entrepreneurs looking to get started. To register, please visit [here](#).

**January 19, 2017** – The Springfield BBB WiBN will be hosting **Staying Ahead of the Competition** in Springfield. As part of their monthly Lunch and Learn Series, this session will feature Mary Miller of FASTLANE who will share five ways to get projects done faster. To register, please visit [here](#).

**January 21, 2017** – Cincinnati SCORE will be hosting **Your Small Business: Dream to Reality – Part One** in Cincinnati. This workshop will educate attendees on the elements and tools needed to determine the viability of your business idea and the basics of funding for your new reality. To register, please visit [here](#).

**January 24, 2017** – The Columbus Council on World Affairs will be hosting **U.S. & the Middle East: Policy Changes for the new Administration** in Columbus. This event will explore the current hot spots in the Middle East and the U.S. policy implications for the new administration. To register, please visit [here](#).

**January 24, 2017** – The SBDC at the OSU-South Centers will be hosting **Self-Employment: From Dream to Reality** in Piketon. This 5-week class will meet twice a week and will cover a variety of topics including Defining the Dream, Goal Setting, Financing the Dream, Managing Your Cash Flow and more! To register, please visit [here](#).

**January 24, 2017** – The Women's Business Center of Ohio will be hosting **Monetize Me! Make Money From What You Know** in Columbus. This workshop will educate attendees on the process of charging your worth for teaching others your expertise and skills. To register, please visit [here](#).

**January 25, 2017** – Technology First will be hosting **Women 4 Technology (W4T): Building Effective Teams** in Dayton. This workshop will review the DISC personality assessment and highlight productive ways to interact with others based on the different personality styles. To learn more and to register, please visit [here](#).

**January 25, 2017** – ORV~WBC will be hosting **Reducing Turnover in Your Business** in Dayton. This session will bring insight to reducing turnover that ultimately saves money, as well as payrolling an employees and the ability to evaluate a potential candidate before hiring. To register, please visit [here](#).

**January 25, 2017** – Innovate New Albany will be hosting **Increase Lead Generation by Over 400% via Simple SEO, Email Automation, and Cold Calling** in New Albany. This FREE workshop will provide a step-by-step technique for increasing lead generation with free and easy tools. To register, please visit [here](#).

**January 26, 2017** – FASTLANE at UDRI will be hosting **Fast Talk: Export Strategies for Manufacturers** in Dayton. This program will feature a panel of industry experts who will cover a variety of topics including export readiness, selecting good markets, cultural considerations, export finance, export compliance, and more! To register, please visit [here](#).

**January 26, 2017** – The SBDC at The Entrepreneurs Center will be hosting **Recordkeeping for the Small Business** in Dayton. This FREE workshop provides an overview of record keeping and is designed to help participants understand how record keeping can benefit their business. To register, please visit [here](#).

**January 26, 2017** – The Ohio SBDC Export Assistance Network at Columbus State will be hosting **Global Trade and Investment Outlook** in Columbus. This FREE event will identify key issues and trends impacting Ohio exporters and prospective foreign investment into the state in the upcoming decade. To register, please visit [here](#).

**January 26, 2017** – The Dayton Business Journal will be hosting the **2017 Economic Summit** in Dayton. This event will feature multiple expert speakers in the region who will forecast the next year's economy to direct attention where efforts should be concentrated for optimal growth. To register, please visit [here](#).

**January 27, 2017** – Innovate New Albany will be hosting **Sustainability and Business: Past, Present, & Bold Predictions for the Future** in New Albany. As part of their *Tiger Talk Series*, this FREE event will discuss the economic, generational, and other drivers propelling businesses worldwide to adopt sustainable business practices. To register, please visit [here](#).

**January 27, 2017** – Clark State Community College will be hosting **Work Smart and Live Well** in Springfield. This soft skills workshop offers participants engaging insights that help them identify their strengths and eliminate relationship pitfalls. To register, please visit [here](#).

**January 27, 2017** – The SBDC at Kent State – Tuscarawas will be hosting the **Tenth Annual Groundhog Day International Forecast Breakfast** in New Philadelphia. This FREE event will feature Michael Weidokal of ISA and his round-the-world predictions on what to expect in international trade in 2017. To register, please visit <http://cont.cc/2ePORiB>.

**January 28, 2017** – The Wright State Patent & Trademark Resource Center will be hosting **Patent Basics** in Dayton. This FREE workshop offers basic intellectual property information and search techniques for using the U.S. Patent and Trademark Office website and databases. To register, please visit <http://libraries.wright.edu/events>.

**January 28, 2017** – Cincinnati SCORE will be hosting **Your Small Business: Dream to Reality – Part Two** in Cincinnati. This workshop will educate attendees on the fundamentals of developing a business plan with emphasis on marketing, sales, and finance. To register, please visit [here](#).

**January 31, 2017** – The SBDC at Wright State will be hosting **Business Finance Basics – Accounting Solutions** in Dayton. This FREE workshop will educate attendees how to organize and keep track of their financials: business revenue and expenses, cash flow, using accounting software vs. spreadsheets, and setting up a basic chart of accounts. To register, please visit [here](#).

**January 31, 2017** – FranNet will be hosting **Is Business Ownership For You?** in Dayton. This FREE workshop will cover a variety of topics including business trends, business ownership models, options for funding the purchase of your business, key success factors for business owners, and more! To register, please visit [here](#).

**January 31, 2017 – February 1, 2017** – The SBDC at Kent State – Tuscarawas will be hosting **Project Management** in New Philadelphia. This two-day program focuses on the basic skill, tools, language, and techniques for managing a project. To register, please visit [here](#).

**February 1, 2017** – Centerville Library will be hosting **Hire Right** in Centerville. As part of their monthly Brown Bag Business Lunch and Learn Series, this FREE session will provide attendees with tips on how to search for talent, review resumes, and interview candidates to fill positions with the best possible people. For more information, please visit [here](#).

**February 1, 2017** – The Warrant County SBDC will be hosting **Repairing Your Credit** in Lebanon. This FREE workshop will feature Mary Hulbert and will educate attendees on various ways to repair their credit so that they may pursue their dreams of business ownership. To register, please visit [here](#).

**February 1, 2017** – The SBDC at The Entrepreneurs Center and the Dayton Metro Library will be hosting **Market Research that Won't Break the Bank** in Dayton. This FREE workshop will demonstrate various resources to

identify potential customers, consumer demographics, information on competition, and more! To register, please visit [here](#).

**February 2, 2017** – The SBDC at Wright State will be hosting **Ask the Expert – Small Business Taxes** in Dayton. This FREE workshop will feature a tax planning professional who will answer individual tax questions and other common small business tax questions. To register, please visit [here](#).

**February 7, 2017** – The SBDC at Wright State will be hosting **Business Basics: Successful Start-Up** in Dayton. This FREE workshop will focus on the business idea, logistics of a business, and an organized pathway toward success. To register, please visit [here](#).

**February 9, 2017** – The Dayton Business Journal will be hosting **The Future in Health Care** in Dayton. This event will feature a panel discussion with regional health care leaders who will explore the future of health care. To register, please visit [here](#).

**February 14, 2017** – Cultivate will be hosting **Connecting Sales & Marketing: How Personas Can Drive Customer Action** in Grove City. This FREE session will educate attendees on how to create targeted, actionable personas, how to get critical input from your customers and sales teams, and how to identify and prioritize campaigns. To register, please visit [here](#).

**February 14-16, 2017** – The Kentucky World Trade Center will be hosting an **International Certification Program** in Cincinnati. This three-day program is taught by business experts in areas ranging from banking, tax, legal, customs compliance, market intelligence, freight forwarding, international marketing, and customs brokerage. To register, please visit [here](#).

**February 15, 2017** – The SBDC at Clermont County Chamber of Commerce will be hosting **Steps to Starting a New Business** in Cincinnati. This FREE workshop will cover a variety of topics including business plans, business structure, legal matters, business insurance, taxation, small business loans, and more! To register, please visit [here](#).

### **2017 Ohio Export Internship Program**

The Ohio Export Internship Program is designed for companies looking to export for the first time or to improve their current export initiatives. This program matched businesses with highly motivated students from Ohio universities and colleges who have taken export-focused coursework. Participating businesses are provided a 50% reimbursement for intern wages. For more information, please visit [www.eip.development.ohio.gov](http://www.eip.development.ohio.gov).

### **International Market Access Grant for Exporters (IMAGE)**

The Ohio IMAGE Grant, funded by the State of Ohio and the U.S. Small Business Administration (SBA), is designed to increase exports and create jobs. The IMAGE grant offers financial assistance for small businesses to promote their products and services in international markets. The grant will provide a 50% reimbursement up to \$10,000 per fiscal year for qualifying activities. For more information, please visit [https://development.ohio.gov/bs/bs\\_image.htm](https://development.ohio.gov/bs/bs_image.htm).

### **Dayton Better Business Bureau and Women in Business Networking Programs**

The BBB and WiBN host **Hot Topics Koffee Talks** in various locations in the region. All Koffee Talks are from 8:00am-9:30am. Below is the on-going schedule:

1<sup>st</sup> Friday – Springboro and Preble County

2<sup>nd</sup> Friday – Centerville and Springfield

3<sup>rd</sup> Friday – North Dayton and West Chester

4<sup>th</sup> Friday – Beavercreek and Oakwood

For information on speakers and how to register, please visit <http://www.bbb.org/dayton/events/>.

### **USDA Rural Development Business & Cooperative Programs**

Rural Development is pleased to announce important changes to the Business & Industry (B&I) Loan Guarantee Program. These changes will better serve rural communities by helping lenders provide loans to businesses and helping to increase employment opportunities for rural residents. These changes include but are not limited to:

- Removal of the U.S. Citizenship requirement for companies wanting to use the B&I loan guarantee to increase employment in rural areas. The applicant company will need to demonstrate the loan funds will remain in the United States and will be invested in the rural community to create and retain employment opportunities.
- Owner subordinated debt may be included as equity provided the debt was established in exchange for cash and the debt remains in the company for the life of the guaranteed loan. This change can help applicants meet the minimum tangible balance sheet equity requirements of the program. Minimum tangible balance sheet equity for an existing business is 10% while a startup business is 20%. All financial statements must be prepared according to Generally Accepted Accounting Principles.
- New Market Tax Credit projects are now be eligible for assistance through the B&I program. Subordinated debt made by the Community Development Entity can be considered as equity into a project. This is another means of helping the business meet the minimum tangible balance sheet equity requirements.
- The guarantee fee can be reduced to 1% of the guaranteed portion for businesses that support value added agriculture; promotes access to healthy foods; or is a high impact business development investment.
- Loan guarantees can for agricultural production can be 50% or \$5MM, whichever is less, of vertically integrated businesses. This is a substantial increase from the previous agricultural production maximum amount of \$1,000,000.

Should you have any questions regarding these changes or if you would like additional information on the B&I Loan Guarantee Program, please contact one of the Business Programs Staff listed below. We are willing to provide training or outreach on these new regulations should that be necessary to effectively implement this program within your organization.

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  
U.S. Small Business Administration (SBA)  
Dayton Senior Area Manager  
District International Trade Officer  
200 West 2<sup>nd</sup> Street  
Office 400  
Dayton, OH 45402  
[Alexander.Kohls@sba.gov](mailto:Alexander.Kohls@sba.gov)  
614-633-6372



The Ohio SBDC Export Assistance Network  
at Wright State University, Raj Soin College of Business  
presents

## U.S. Export Regulatory 2016 Update and 2017 Outlook

January 13, 2017



### US Export Regulatory 2016 Update and 2017 Outlook

Date: January 13, 2017  
Time: 9:00 am - 11:30 am  
Cost: \$95  
Place: 248 Rike Hall, Wright  
State University

### U.S. Export Regulatory 2016 Update and 2017 Outlook

*Are you aware of how your business operations are impacted by export regulatory changes?*

The regulatory changes affect many areas of export compliance.

- + Export Administration Regulations (EAR)
- + Int'l Traffic and Arms Regulation (ITAR)
- + Office of Foreign Assets Control (OFAC)
- + Bureau of Alcohol, Tobacco, Firearms & Explosives (ATF)
- + Federal Acquisition Regulations (FAR)
- + Defense Acquisition Regulations Supplements (DFARS)



[To Register, click here.](#)

For additional information, contact Kathy Marshalek at 937.775.3524 or by email at [kathy.marshalek@wright.edu](mailto:kathy.marshalek@wright.edu)

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**Register TODAY**  
**Seating is limited.**

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**Presenter:**

This workshop will be led by Vickie Lanich of Export Compliance Connections, LLC. Vickie's career spans across a variety of regulatory compliance laws, policy development and process improvements initiatives. She has a wealth of knowledge and experience with ITAR, EAR, OFAC and other foreign export regulations. With over 30 years of compliance experience, Vickie will share experiences as well as provide valuable education and industry insights.

Keeping up to date is a challenge. Current information is needed for internal export compliance programs, contract review procedure, limiting risk of unintentional violations and much more.

***Come learn more about what you need to "keep it current" with US regulatory changes!***

**You will learn:**

- > General overview of US Export regulations
- > U.S. Export Control Reform - CCL & USML changes
- > EAR and ITAR harmonization
- > ATF changes USMIL
- > DDTC IT Modernization
- > OFAC sanction updates
- > FARS and DFARS updates
- > Compliance documentation best practices
- > Questions and answers

**Who should Attend**

Export Compliance Officer or Leader, Empowered Official, Business development leader, contract review, & functional leaders.

***Anyone with direct or indirect responsibility in driving export compliance in their role.***

More than ever before, businesses today need to comply with export control requirements. With enforcement actions by regulatory agencies on the rise, now is the time to understand the U.S. export laws and how they apply to you and your business.

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The Ohio SBDC Export Assistance Network is funded in part through a cooperative agreement with the U.S. Small Business Administration and the Ohio Development Services Agency. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. For arrangements, call the Ohio SBDC Export Assistance Center at WSU at 937-775-3524.

Ohio SBDC Export Assistance Network  
at Wright State University, Raj Soin College of Business  
3640 Colonel Glenn Highway, Dayton, OH 45435



**RIBBON CUTTING**  
**Friday, January 13th, 4:30PM – 6:30PM**  
**8 Prestige Plaza, Suite 110, Miamisburg, OH**

I would like to personally invite you to the opening of our newest computer and business skills training and testing center!

Please join us on **January 13<sup>th</sup>** from 4:30PM-6:30PM for the ribbon cutting and refreshments at our newest *ProMark Training Center* near the Dayton Mall located at **8 Prestige Plaza, Suite 110, Miamisburg, OH**. Be sure to RSVP at <http://bit.ly/2g37w9j> to be entered into a drawing to **Win 6 Months of FREE Training**. The drawing will take place that night! (*Must be present to win*)

This 2300 sq. ft. facility is specifically designed to meet the needs of small to medium businesses and organizations.

Come check out our exciting new **Training Clubs and Communities**, created to provide you with the business skills and computer training you want at the low price and flexible scheduling you need. On the day of our ribbon cutting, we are offering a **30% discount** off of our popular Microsoft Office Clubs and a **25% discount** on any training class.

*Take a quick minute to Like us on Facebook and stay on top of exciting upcoming events, including Free Training sessions! <https://www.facebook.com/ProMarkCustomSolutions>*

We are looking forward to seeing you on the 13<sup>th</sup>!

Thank you!

**Chris Tipton**

*Business Development Manager*

*ProMark Training Centers*

8 Prestige Plaza, Suite 110, Miamisburg, Ohio 45342

Office: 937-557-0333 ext. 103

Mobile: 937-626-3229

Fax: 888-437-8352

[ctipton@promarkcs.com](mailto:ctipton@promarkcs.com)

<http://www.promarkcs.com/>



## Accelerate MFG / Ohio TechNet Update - December, 2016

As we near the end of the year, I want to provide a quick update on progress for the Accelerate MFG project:

### Progress:

- Total participant enrollment in the program has reached 75 individuals, which is 75% of our goal. The grant delivery period will continue until March 31, 2018.
- Students in the SkillsTrac Industrial Maintenance program are progressing as expected. Presently, 20 students have completed a certificate.
- All six of the CAM courses have completed the pilot phase and will be offered in the new hybrid format starting January 2017. The courses are: CAM 1116 - Fundamentals of CNC, CAM 1141 - Shop Floor Calculations, CAM 1109 - Fundamentals of Tooling and Machining, MET 1131 - PC Applications, OPT 1100 - Tooling and Machining Metrology, and CAM 1107 – Principles of Manufacturing.
- To date there have been 44 successful CBE computer aided manufacturing course completions, and CBE students are completing courses an average of 21 days quicker than their traditional student counterparts.
- Accelerate MFG again participated in outreach events such as MFG Day, AMTS, Preble Manufacturing Day and the Xtreme Bots Competition.
- Remember that OMJ can pay for the assessments, training and internships for unemployed (qualifying) individuals seeking employment in high-demand manufacturing careers. Contact us for more information.

### Success Stories:

- During the past semester, Accelerate MFG enrolled a student who was working for a local manufacturer and was seeking to improve his career track. Working full time made it virtually impossible for him to participate in a regular class schedule, but he found a perfect solution by enrolling in two Accelerate MFG competency-based courses. These courses provided more flexibility with his schedule, fewer visits to campus, and the ability to accelerate. He was able to test out of those sections where he had competency, spending the majority of his time learning new material and topics. The student was able to compete much of the work online, only coming to campus for open labs to practice hands-on skills. He ended up finishing his first two courses in 8 short weeks, enabling him to enroll in a third Accelerate MFG course. This is a great example of how Accelerate MFG works!

### Next Steps:

- Accelerate MFG will begin sustainability planning over the next program year.
- With the recent launch of an enhanced outreach campaign (with the aid of Spectrum Career), our goal continues to be increasing the pipeline of students interested in manufacturing careers and the Accelerate MFG program.
- Sinclair faculty and staff will continue to deliver the courses & certificates over the next four semesters, making additional refinements as needed.
- The flexible delivery aligns well with those currently working in the manufacturing sector. Please act now by referring employees to us to discuss how they can pursue a certificate or degree while still working! You can also contact us to schedule an Accelerate MFG information session onsite at your company.

For more information, visit [workforce.sinclair.edu/accelerate](http://workforce.sinclair.edu/accelerate) or email [accelerate@sinclair.edu](mailto:accelerate@sinclair.edu)

Best regards,

*Jim Hill*

Project Manager

[jim.hill@sinclair.edu](mailto:jim.hill@sinclair.edu)

937-512-3195



4th Quarter 2016

- Business First!
- IUE-CWA Presentation
- BSC Grand Opening
- Fall Job Fair
- JFS All-Staff
- YouthWorks

# Montgomery County Development Services UPDATE

**Michael Colbert, Assistant County Administrator  
Development Services**

**[OhioMeansJobs.com/Montgomery](http://OhioMeansJobs.com/Montgomery)**

# UPDATE

## Montgomery County Development Services



### BusinessFirst!



Steve Brodsky of the City of Xenia and Chair of the BusinessFirst! Executive Committee, addresses the audience at the November 15, 2016 BusinessFirst! meeting. The meeting was held at the new Business Solutions Center and was well attended by those in the business community.



Regional outreach specialists and resource partners have an opportunity to discuss best practices and learn about available programs and services to help business. Topics included our Small Business Resource Rallies held throughout the year, regional roundtables with staffing agencies and logistics companies and Preble County's certification as an ACT Work Ready Community.

# UPDATE

## Montgomery County Development Services



### IUE – CWA Presentation

An information session was held on November 21, 2016 for The International Union of Electronic Communications Workers of America. Development Services staff joined other local agencies to share information on services offered to help strengthen the workforce.



# UPDATE

## Montgomery County Development Services

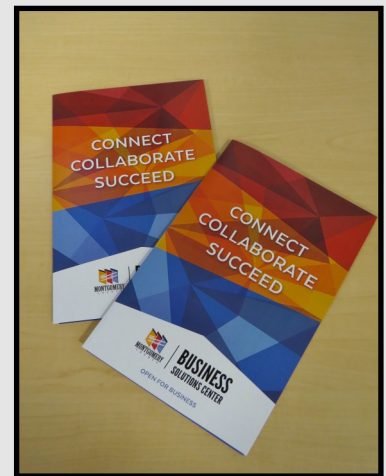


### The Business Solutions Center—Open for Business

The Business Solutions Center is now officially open for business! Its Grand Opening was held on Wednesday, October 26th, and hosted over 200 attendees. The successful event kicked off with a ribbon cutting by the County Commissioners and administrative staff. Renowned site selector Dean Barber presented the keynote address, praising the BSC for its innovative and collaborative endeavors. The new facility is ready to help regional businesses connect, collaborate and succeed!



### BUSINESS SOLUTIONS CENTER





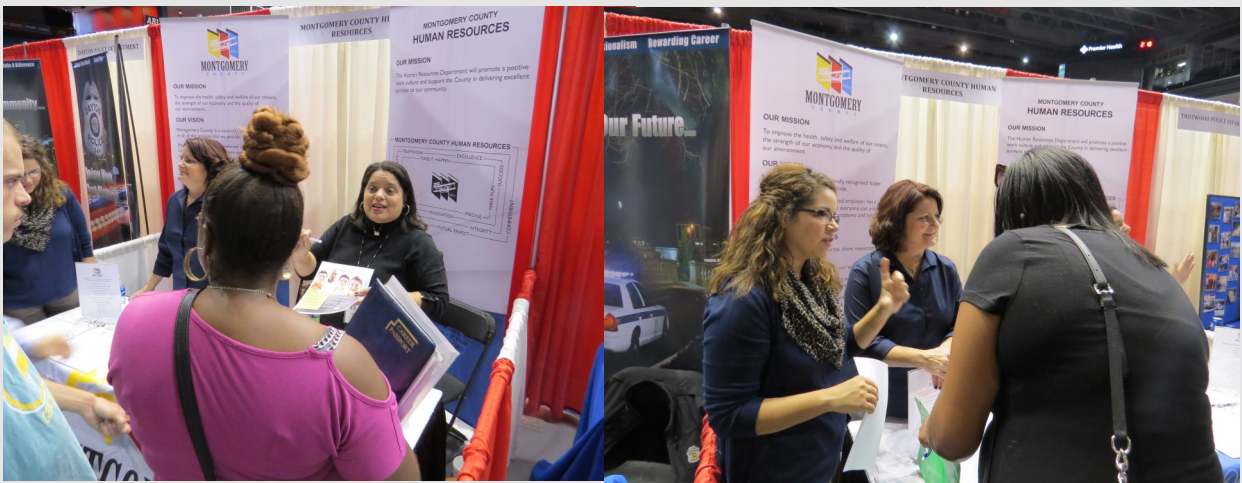
# UPDATE

## Montgomery County Development Services



### The 2016 Fall Job Fair at UD Arena

OMJ/MC and Wright-Patterson Air Force Base partnered to present the 2016 Fall Job Fair. The event offered a variety of job opportunities across various industries.



Montgomery County JFS Human Resources was one of many present to hire those who came to the job fair looking for a new career.



One hundred twenty-two (122) employers were actively recruiting for open positions. 88% of the employers found candidates that were potential hires and the Spring Job Fair is just around the corner.

# UPDATE

## Montgomery County Development Services



### An All-Staff Meeting to Remember!



Fun at the Photo Booth



And the winner is.... #34. Staff show off their ugly Christmas sweaters.



# UPDATE

## Montgomery County Development Services



### YouthWorks Program Returns in 2017 !



Thanks to everyone who helped Montgomery County take the lead in reversing the decision to defund the program in 2017. It was a great effort and the funding is restored - last year we served 2,300 Youth who were employed at over 500 businesses - and that's important



Please follow this link to watch the WDTN news report:

<http://wdrn.com/2016/11/15/state-reconsiders-cutting->