



# DOWNTOWN E-VENTS

February 1-7, 2019



## Featured Event



### February 1 - First Friday

*Various locations throughout downtown Dayton; 5-10 p.m.*

The beginning of every month starts with a bang in downtown Dayton. First Friday is a free art hop featuring exhibit openings at the galleries, along with a variety of entertainment options, arts demonstrations, live music and more. Add to that everything going on at the restaurants, bars, nightclubs, theaters, comedy club, movie theater and more that make up the downtown mix, and you have plenty of reasons to get out and about on First Friday! First Friday is presented by the [Downtown Dayton Partnership](#). For more info and specific event details, visit the First Friday [webpage](#) or [Facebook page](#). 224-1518.

## Also this Week

### February 2 - AleFeast

*[Dayton Convention Center](#),  
22 E. Fifth St.; 3-7 p.m.*

Don't miss Dayton's premier craft beer & food pairing event celebrating its 11th year! More than 30 local, national, & international craft breweries will present more than 80 beers and wines to be paired with 16 fine food purveyors from the Miami Valley. The unique food offerings will be infused and/or paired with a special craft beer. Wines complementing the food will be included at each craft beer table. Enjoy live music by Nick Mitchell while sampling the uniquely paired fine food, craft beer, & wines. \$55 advance admission (\$60 at the door) includes 20 samples of craft beer or wine, unique food samples, tasting glass and event guide. More info at [AleFest.com](#).

## Thru February 16 - Exposition Through Art

[The 48 High Street Gallery](#),  
48 High St.; 12-5 p.m.

The DSA is proud to present the AAVAG's *Exposition Through Art: Historic African American Churches of Southwest Ohio*. Project Space: Up and Coming African American Artists: *Nanci Payne* and *Dave Scott*. Community Talk: February 16 at 1:30 p.m. 228-4532.

## Thru February 28 - Ice Skating

[Riverscape MetroPark](#),

111 E. Monument Ave.; call for times.

Sheltered under the covered pavilion, the MetroParks Ice Rink sets the scene as a perfect winter wonderland in downtown Dayton. Patrons may skate daily, including all holidays. While the rink is open, you can enjoy delicious treats from the concession area, including a cup of hot chocolate. Take advantage of fun skating activities, such as lessons, themed skating nights and more. Visit [metroparks.org/ice-rink](http://metroparks.org/ice-rink) to learn more, find daily open hours, and see a schedule of events. Admission: \$5 daily, ice skate rental: \$2 daily. Ages 3 and under are free with a paying adult. 278-2607.

## February 1 - SCORE Small Business Counseling

[Dayton Metro Library - Main Library](#),  
215 E. Third St.; 10 a.m.-1 p.m.

The Dayton Chapter of SCORE, a national network of experienced entrepreneurs and corporate managers, offer free one-on-one counseling sessions. Appointments are for anyone who is considering starting their own business or needs assistance with an existing business. Call 937-496-8631 to schedule an appointment with a SCORE counselor.

## February 1 - First Timer Climber Friday

[Urban Krag](#), 125 Clay St.; 5-9 p.m.

Swing by this restored church and find yourself blown away by the 10,000 square foot indoor rock-climbing center you'll find inside! Enjoy their First Timers Friday deal and get a day pass, belay certification, shoe and harness rental all for \$30. Take your Friday to new heights! Call (937) 224-5724 for more info.

## February 1 & 3 - Makeup Lessons

[Studio 816 Hair & Beaute Bar](#),  
41 N. Ludlow St.; call for times.

Would you like to learn how to create a natural everyday look for yourself? On Fridays and Sundays, Studio 816 Hair & Beaute' Salon will be offering one on one lessons for only \$50! Food and drinks will be provided.

## February 1-6 - Music & More at The Trolley Stop

[The Trolley Stop](#), 530 E. Fifth St.;  
call for times.

Friday, February 1, the Trolley Stop presents live music from **Paige Beller**. Saturday, February 2, come hear **Young Heirlooms**. On Wednesday, February 6, sample beers from North High Brewery at Trolley's quarterly **beer tasting**, then enjoy a little pickin' and grinnin' with the **Old Time Acoustic Jam**. 461-1101.

## February 1-7 - This Week at the DAI

[Dayton Art Institute](#),

456 Belmonte Park North; call for times.

View **The DAI's Story** in the ExperienceCenter. Sunday, February 3, and Thursday, February 7, come **Draw from the Collection**. Thursday is also the next **Tiny Thursdays** program for children and their parents or caregivers. Suggested admission to the museum is \$8 for adults; \$5 for seniors and groups; museum members, students (18+), and children/youth 17 and younger are free. Prices for special exhibitions and events vary. 223-5277.

## February 1-7 - This Week at The Barrel House

[The Barrel House](#), 417 E. Third St.;  
call for times.

Friday, February 1, join The Barrel House for **Funky Friday: Seventh Son Edition**. Every Sunday, bring your records to play on one of our two turntables at **VinylVinylSunday**. On Wednesday, enjoy a pint, Wu-Tang and other unedited hip hop, and \$1 off drafts at **Wu-Tang Wednesday**. Every Thursday show off your music, poetry, comedy, or other skills at **Open Mic Night**. 222-GRWL.

## February 1-7 - Music & More at Blind Bob's

## February 3 - Sunday Movies @ Main

[Dayton Metro Library - Main Library](#),  
215 E. Third St.; 1:30 p.m.

What better way to spend a winter Sunday afternoon than watching a cinematic gem on a big screen - for free? This Sunday, enjoy the 1937 version of *A Star Is Born*. Each Sunday features a different film - from overlooked masterpieces and classics to foreign films, independent cinema and documentaries. Free and open to the public. 463-2665.

## February 3 - Dayton Poetry Slam Presents Alyesha Wise

[Yellow Cab Tavern](#), 700 E. Fourth St.;  
7-10 p.m.

This month, we're bring the amazing Alyesha Wise to our stage. As is always the case when we have a feature, we'll have a round of open mic before and after. The author of *Carnival (NOT A CULT media)*, Alyesha Wise is a poet, teaching artist & TEDx speaker from Camden, N.J. Doors/Sign Up: 7pm. Showtime: 7:30pm. Admission: \$2

## February 3 & 4 - National Geographic Live! Kobie Boykins: Exploring Mars

[Victoria Theatre](#), 138 N. Main St.;  
Sunday 3 p.m. & Monday 7 p.m.

NASA mechanical engineer Kobie Boykins is intimately involved with the planet Mars. As supervisor of the mobility and remote sensing teams for the rover Curiosity, Boykins has monitored headline-making studies, including proof of the former presence of water on Mars indicating that the red planet could have supported life. Join Boykins, winner of a NASA Exceptional Service Medal, as he shares his boundless enthusiasm for unraveling the mysteries of outer space and recounts the latest exciting chapter of Mars exploration. Tickets start at \$29. Get tickets at [TicketCenterStage.com](http://TicketCenterStage.com), at the Box Office, or by phone at 228-3630.

## February 3, 10, & 17 - Learn to Ice Skate: Children, Youth, & Adults

[RiverScape MetroPark](#),

111 E. Monument Ave.;

Children's Course 11-11:30 a.m.

Youth/Teen Course 11:30 a.m.-noon.

Adult Course noon-12:30 p.m.

## February 1 - Vintage and Handmade Valentine Gifts

[Clash Dayton](#), 521 E. Fifth St.; 12-8 p.m.  
We will have racks of vintage lingerie, robes as well as handmade items! Shop for chiffon and feather robes, art, jewelry, boudoir photography, lotions, soaps, and more! 259-8986.

## February 1 - First Friday at Front Street

[Front Street Studios](#), 1000 E Second St.; 5-9 pm.

Front Street Building Co. invites you to enjoy the work of more than 100 artists and artisans. The complex is made of four buildings where one will encounter a combination of painters, printmakers, jewelry artists, sculptors, glass artists, mixed media artists, potters, and more. 461-5149.

## February 1 - Sam Kelly Solo Exhibition

[Dutoit Gallery](#), 1001 E Second St.; 6-9 pm.

Guest artist Sam Kelly has received his BFA in painting from Wright State University in 2010 along with his MFA from The University of Massachusetts Dartmouth in 2014. His work that will be on display consists of pieces created from a number of materials including oil paints, marble dust, and a variety of others. This solo exhibition will show his innovative still lifes and portraits. His work, while perplexing, emits a unique energy that is self effacing yet fierce. Come and experience the work created by one of Dayton's own artists.

## February 1 - ArtPOP Mixer

[Puff Apothecary](#), 37 S. St. Clair St.; 6-8:30 p.m.

Come collaborate with other creatives at Puff Apothecary's ArtPOP Mixer on First Friday. Puff Apothecary welcomes all to join them and other creatives for a night of expression and good vibes. Whether your craft is painting, textiles, dance, photography, poetry, or music, Puff Apothecary invites you for light refreshments and on-the-spot creation that is all your own. The Kickback will be held from 6-8:30 p.m. Call (513) 549-1807 for more info.

## February 1 - You vs Yesterday Acoustic In-Store Performance

[Blind Bob's Tavern](#), 430 E. Fifth St.; call for times.

Friday, February 1, Blind Bob's welcomes **Pluck Yeah!** Saturday, February 2, it's live music from **Marijuana Johnson, The Raging Nathans, Yardboss, and No Balance.** Every Tuesday, join us for **Best Trivia. Ever,** and every Wednesday it's your chance to take over the mic during **Karaoke with DJ Nancy.** Thursday, February 7, it's **Open Mic Night with Brandon.** Call for costs. 938-6405.

## February 1-7 - Music & More at The Dublin Pub

[The Dublin Pub](#), 300 Wayne Ave.; call for times.

Friday, February 1, The Dublin Pub presents **Irish First Fridays** with Lost Celts. Saturday, February 2, it's **Until Rust.** Monday, February 4, come for **Trivia with a Twist.** Thursday, February 7, **Nick Mitchell** performs. Call for costs. 461-1101.

## February 1-7 - This Week at Toxic Brew Company

[Toxic Brew Company](#), 431 E. Fifth St.; call for times.

On First Friday, stop by Toxic Brew Company to **Meet the Tullamore DEW Girls.** Every Monday, join Toxic for **Monday Movie Night.** Every Wednesday, enjoy live music and coffee-infused beer at **AcoustiCoffee Night.** Every Thursday, women receive 25% off at **Ladies Night.** [Visit Toxic's facebook page for more info.](#)

## February 1-25 - Engineering Month

[Dayton Metro Library - Main Library](#), 215 E. Third St.; call for times.

Dayton Metro Library showcases the diverse field of Engineering during the month of February. Free hands-on activities, virtual reality, and popular films will encourage teens, tweens, children and parents to explore what careers in Engineering are all about. All activities are free and take place in the Main Library's Opportunity Space unless otherwise noted. Drop in anytime February 1-25 for the **K'nex Bridge Construction.** On Tuesday, February 5, teens can use household items to **Build a Giant Mousetrap.** On Thursday, February 7, work with programmable robots at the **LEGO Mindstorm Robots** program for middle schoolers. More info: 463-2665.

Learn the basics of ice skating during a three-week course for children (ages 3-5), youth/teens (ages 6-17), or adults (18 and up). Skills you'll learn include getting on and off the ice, falling safely and getting up on your own, skating forward and backward, and more. Please arrive 15 minutes early. \$50 fee includes the use of skates and lessons on February 3, 10, and 17. Register for a three-week session and receive two free skating admissions. 278-2607.

## February 4 - Genealogy Databases: African American Heritage

[Dayton Metro Library - Main Library](#), 215 E. Third St.; 10 a.m.-noon.

AAH focuses on African American family history and includes census records, vital records, Freedman and slave records, church records and legal records. Learn to use this and other online resources for your family history research. Adults.

## February 4 - Prime Rib Dinner Special

[Basil's](#), 312 N. Patterson Blvd.; 4-9 p.m.  
Every Monday night at Basil's you can feast on our Prime Rib Dinner Special! Our tender, juicy prime rib entree starts with a salad and comes with a baked potato and seasoned vegetables, and ends with a decadent dessert. This 3 course meal is only \$25, so come while it lasts! 818.4390.

## February 4 & 6 - Outdoor Broomball Leagues

[RiverScape MetroPark](#),

111 E. Monument Ave.; 6-8 p.m.  
Check out Dayton Broomball Association's coed league on Mondays and Wednesdays this winter at MetroParks Ice Rink! Broomball is a team sport played on ice where players wear shoes instead of skates and use broom-shaped sticks to pass and score goals. The games are free to attend. Cheer on your friends and co-workers and grab a snack from the concession. Visit [daytonbroomball.org/riverscape](http://daytonbroomball.org/riverscape) for more info. 274-0126.

## February 5 - Mr. Mean Funkfest with The Funk Center

[Warped Wing Brewing Company](#), 26 Wyandot St.; 5-10 p.m.

Mr. Mean is making its long-awaited return

[Omega Music](#), 318 E. Fifth St., 6-7:30 p.m.

You vs Yesterday will be at Omega Music on February 1st doing an in-store performance to celebrate the release of their new acoustic EP. This show is free & all ages! For fans of: Fall Out Boy, The Spill Canvas, The Starting Line.

## February 1 - Dayton History Fight Night Meet & Greet

[Troll Pub at the Wheelhouse](#), 216 Wayne Ave.; 6-8 p.m.

Mix and mingle with the 2019 Dayton History Fight Night Fighters! Find out who will be matched up when they step into the ring on February 23rd!

## February 1 - School Pride Night

[RiverScape MetroPark](#), 111 E. Monument Ave.; 7-10 p.m.

Represent your school at the MetroParks Ice Rink. Wear your school colors to skate as a DJ plays Top 40 hits. Bring your student ID and get half-priced admission. Children under 3 are free with a paying adult. Weather Dependent. All ages.

## February 1 - Art Opening for Rob Rinehart

[Skeleton Dust Records](#), 133 E. Third St.; 7-9 p.m.

Skeleton Dust will be hosting [an art opening for Rob Rinehart](#), a native Dayton artist. Enjoy some local art while listening to the musical stylings of Jason Riley, a Dayton musician who performs as a member of the bands Great Northern Strings Band and Arrows of Neon. Call (937) 221-8528.

## February 1 - The Musician's Co-op

[Hannah's](#), 121 N. Ludlow St.; 9 p.m.

Hannah's is proud to present The Musicians Co-Op featuring Dayton's best singers & songwriters every First Friday downtown! Don't forget your appetite! You'll be pleasantly surprised with the quality and flavor of our premium slow-roasted meats that we hand-craft into Sliders, Wraps, Street Tacos, Salads and the Gourmet Grilled Cheese Sandwiches that Alton Brown called "Amazing!" (true story!). No cover. 21+.

## February 1 - Bribing Senators, Daymare,

## February 2 - Happy Hearts Craft & Vendor Show

[Dayton Convention Center](#), 22 E. Fifth St.; 10 a.m.-6 p.m.

Come help us spread the love for a few good causes and get in some great Valentine's Day shopping! Raffles, prizes, shopping, crafts, face painting, glitter and henna tattoos for the kids and so much more! There will be an entrance fee of \$1 for anyone age 15 and over. Raffle tickets are \$1 each or (6) for \$5. All proceeds will go to Her Story House & St. Vincent de Paul Society. For event and vendor information, please contact Jennifer Reeder at 937.716.9426.

## February 2 - Documentary Screening: Paul Laurence Dunbar: Beyond the Mask

[Dayton Metro Library - Main Library](#), 215 E. Third St.; 11:30 a.m.

Paul Laurence Dunbar may be better known today for the single line of poetry that became the title of Maya Angelou's book, *I Know Why the Caged Bird Sings*, than for any of his other writings. But in his time, Dunbar was a national celebrity and the most famous African American writer in the country. *Paul Laurence Dunbar: Beyond the Mask* is a feature-length documentary screening free at six Dayton Metro Library locations, which incorporates images from the Dayton Metro Library's Paul Laurence Dunbar collection.

## February 2 - The Phantom Tollbooth

[Victoria Theatre](#), 138 N. Main St.; 1 & 4 p.m.

Milo, the boy "who didn't know what to do with himself," drives his toy car through a mysterious tollbooth that appears in his bedroom and soon finds himself on an eventful and dangerous quest rescuing the Princesses Rhyme and Reason, who, in the war between words and numbers, have been banished to the Castle in the Air. Along the way something magical happens to Milo; he discovers the delights of friendship, curiosity and knowledge, and that life - his own life - is filled with endless possibilities. [ticketcenterstage.com](#).

## February 3 - Gameday Buffet & Wings-to-Go

[Basil's](#), 312 N. Patterson Blvd.; 10 a.m.-3 p.m.

Basil's On Market in downtown Dayton will

and it's time to party! This year we're launching Mr. Mean Imperial IPA on Tuesday, February 5th, for an early preview and to Share a Pint Make a Difference for our friends at the Dayton Funk Center. Come down to the Taproom and boogie with us as we celebrate the return of 'The Man' himself, Mr. Mean Imperial IPA. The Funk Music Hall of Fame & Exhibition Center will be spinning the funk music and hosting a contest for best dressed 70s costume. You don't want to miss this! Mr. Mean Imperial India Pale Ale available on draught and in 4pk cans.

## February 5 & 7 - Curling

[RiverScape MetroPark](#), 111 E. Monument Ave.; 6-9 p.m.

Watch or play an Olympic sport this season with curling league play on Tuesdays and Thursdays. Cheer on your favorite team as they throw stones and sweep to victory! Visit [daytonbroomball.org](#) or [curltroy.org](#) for more info. 274-0126.

## February 6 - Dr. Sketchy Presents Poison Ivy

[Therapy Cafe](#), 452 E. Third St.; 7-10 p.m.

Forget Gotham City, The action is all in the Gem City now since Poison Ivy has slithered her way in. Join us at Therapy Cafe for some mischief and villainy and no heroes in sight to stop it! This is a great opportunity to draw and be inspired by one of our most loved comic book bad girls! Tickets are \$5 online purchase and \$7 at the door.

## February 7 - Unwind Series: Trivia & Tots

[Schuster Performing Arts Center](#), Second & Main sts.; 5:30-8 p.m.

Join us in the beautiful Wintergarden of the Schuster for facts, fun and the chance to win prizes! [Pre-register your team of 2-6 players](#) by January 31 to receive a free shareable snack (TOTS!) for your team! You don't have to play trivia to come down and have a drink, food, and fun! Must be 21 and up. [Reservations are recommended](#). Citilites Unwind is a collection of eclectic events celebrating food, drink, and fun - all designed to help you "unwind" from your daytime activities.

## February 7 - Emerging Leaders Networking Night

[The Dayton Club](#), 40 N. Main St.;

## **MDF, and Sadbox**

[Yellow Cab Tavern](#), 700 E. Fourth St.; 9 p.m.

Hear a variety of music from Bribing Senators, Daymare, McGruff & the Dumpster Fires, and Sadbox. [The lineup begins at 9 p.m.](#) Call (937) 424-3870. \$7.

## **February 1 & 2 - Chicago**

[Schuster Performing Arts Center](#), Second & Main sts.; Friday 8 p.m., Saturday 2 & 8 p.m.

*Chicago* has everything that makes Broadway great: a universal tale of fame, fortune and all that jazz; one show-stopping song after another; and the most astonishing dancing you've ever seen. It's no surprise that *Chicago* has wowed audiences from Mexico City to Moscow, from Sao Paulo to South Africa. And now it's back to Dayton! *Chicago*, we're HOTTER than ever! [ticketcenterstage.com](http://ticketcenterstage.com).

## **February 1 & 2 - Heywood Banks**

[Wiley's Comedy Joint](#), 101 Pine St.; Fri. & Sat., 7:15 & 9:45 p.m.

Heywood Banks is simply one-of-a-kind, almost impossible to describe, with a style his very own. Equal parts genius and buffoon, this songwriter-comic-singer-poet-musician has become a cult hero and a pop icon, with a show that appeals to college students, stoners, businessmen, yuppies, rednecks, punks, kids, or your grandmother. \$20. 223-5277.

be offering guests a special Game Day Buffet on Sunday, February 3rd. In addition to the dine-in buffet, a special Wings-To-Go menu has been created for football fans hosting parties. The Wings-To-Go special includes 50 mouth-watering wings with the choice of two out of Basil's three signature wing sauces (Buffalo, BBQ, and Teriyaki), one dipping sauce (Bleu Cheese or Ranch), and celery sticks for \$50. The special is only available for pickup. Both the buffet and the Wings-To-Go catering option will begin at 10:00am and the last pick up time for Wings is 3:00pm.

## **February 3 - Savor Your Sunday**

[Coco's Bistro](#), 250 Warren St., 10 a.m.-1:30 p.m.

Four Sundays out the year, brunching becomes beautiful and more fulfilling than any other meal! These unique "Dine & Donate" events support the nationally known arts program at Stivers School for the Arts, featuring student performers from the musical magnets, student-designed artwork and a specially prepared 'once-a-year' brunch menu showcasing the best CoCo's Bistro's has to offer! \$30/person; \$15 is tax-deductible. RSVP for one or more Sundays at 226-COCO or stop by CoCo's Bistro.

5:30-8 p.m.

Presented by The Dayton Club's Professional Development Committee: Let's get connected! We're bringing recent college graduates and other young alumni together with young professional groups, non-profits, and other YEX focused organizations - all looking to connect with Dayton's young talent! Complimentary to attend. Appetizers provided. Happy hour drink prices. Parking in the Kettering Tower Garage is complimentary to members and available to non-members for a flat, \$5 per car fee. RSVPs for yourself or your organization can be made by through the EventBrite page or by contacting Jocelin Dean at [jocelin.dean@clubcorp.com](mailto:jocelin.dean@clubcorp.com) or 224.4381.

## **February 7 - PechaKucha Vol. 38**

[Dayton Art Institute](#), 456 Belmonte Park North; 7:30-9:30 p.m.

PechaKucha Dayton is a free quarterly idea-sharing party and networking event for adults. PechaKucha is a fast-paced style of presenting using 20 slides discussed for 20 seconds each. The event is free to attend but donations will help us continue. Dayton is one of over 1,000 official PK cities. We're excited to kick off our 10th year and DAI's 100th with a fun night of 20x20s. Celebrate "Arts and Anniversaries" with PK's 38th group of speakers.

### ***Downtown's weekly e-vents***

*is produced by the Downtown Dayton Partnership, and is only a sampling of everything happening downtown. While every attempt is made to highlight events appealing to a variety of interests, e-vents is not intended to be comprehensive.*

*For many more event listings, visit our website at [downtowndayton.org](http://downtowndayton.org).*

*If you have questions about this email, reply to this message or call us at (937) 224-1518.*

*Information is accurate to the best of our knowledge at the time of publication. Call the listed venue for event details.*

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**BE DOWNTOWN.**  
DAYTON

# YOUTH CAREER SERVICES 365

INFORMATION SESSIONS FOR DRMA MEMBERS



## Train your future workforce!

- Provide work experience for area students between the ages of 14-18
- Montgomery County handles the applications and covers the student workers' salaries and Workers Compensation
- Participating employers will have a job coach assigned to work with the youth
- Eight-week summer work program that can be extended into the school year

Tuesday

**January 29**  
**8 a.m.**

and

Tuesday

**February 5**  
**8 a.m.**

both sessions at the

**Business Solutions Center**  
1435 Cincinnati St.  
Dayton, Ohio

Montgomery County's goal is to give work experience to 2,000 students through Youth Career Services 365. We're looking for over 500 employers to give these area students experience and knowledge of your industry.

Help prepare Montgomery County youth for a lifetime of valuable work!

Contact Youth Career Services for more info:

(937) 224-1482

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



Montgomery  
County



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network

**MONTGOMERY COUNTY SOLID WASTE DISTRICT'S  
APPLICATION FOR BUSINESS INCENTIVE GRANT PROGRAM  
(Cover sheet)**

**GENERAL INFORMATION**

DATE: \_\_\_\_\_

Business Name: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone #/Fax #: \_\_\_\_\_

E-mail address: \_\_\_\_\_

Contact/Authorized Representative: \_\_\_\_\_

Title: \_\_\_\_\_

Total Funding Requested: \$\_\_\_\_\_

The proposal for Grant Funds must be attached to this cover sheet and must include the following information:

- Narrative describing how grant funds will be used
- Projected outcome results, financial justification or benefits to recycling goals for capital equipment
- **Format should follow scoring criteria\*\***
- A dollar amount requested and how funds will be allocated (**include vendor/supplier quote**). Other important information should include, but is not limited to the following:

Will grant funds be used to cover administrative expenses? \_\_\_\_\_

Will professional service expenses be incurred? \_\_\_\_\_

Can the project be completed if not fully funded? **Y / N** Is the project scalable? **Y / N**

**\*\*Applications without a vendor/supplier quote will be automatically disqualified.\*\***

**Note:** Completion of **Recycling Survey** (Pages 5&6) – Commercial/Industrial/Institution Recycling Survey, setting forth weight and type of materials recycled by organization is due for each year. **This report is a prerequisite for funding under this program.**

**Prior to submittal deadline a mandatory pre-application meeting will be held at  
1:30 p.m. on February 5, 2019 by the District.  
MONTGOMERY COUNTY SOLID WASTE DISTRICT  
2550 SANDRIDGE DRIVE  
MORAINE OH 45439**



## APPLICATIONS ARE DUE TO THE DISTRICT ON March 29, 2019

### GRANT GOALS

The incentive grant program for businesses will provide funding to enhance, increase and promote:

- Recycling in the County
- Waste Reduction
- Composting Opportunities

### ELIGIBILITY

All businesses located within Montgomery County are eligible to participate in the program provided the organization:

- (1) agrees to enter into a grant agreement in the form of a deferred loan to receive assistance in the business incentive grant program.
- (2) submits annual recycling data to the District (see Recycling Survey prescribed by OEPA).
- (3) attends **MANDATORY** application pre-submission meeting to be held at 1:30 p.m. on February 5, 2019.

**BUSINESS APPLICANTS MUST SUBMIT A LETTER OF ENDORSEMENT FROM A DISTRICT MEMBER. DISTRICT MEMBERS INCLUDE ALL 28 JURISDICTIONS WITHIN MONTGOMERY COUNTY. ENDORSEMENT LETTER MUST BE OBTAINED FROM THE JURISDICTION IN WHICH THE BUSINESS APPLICANT IS LOCATED.**

### FUNDING

Actual awards will vary based upon the scoring criteria, number of applications, and the funds available for the program. In 2019, the total funds available are a minimum of \$150,000 with \$120,000 available for capital equipment purchases and \$30,000 available for new service requests.

### APPLICATION

Applications must follow the format set forth on the cover sheet and must be signed by the authorized representative of the company. Where applicable, include pictures and information on equipment to be replaced or new equipment proposed.

- The Recycling Survey (included) must be submitted each year and is a prerequisite for funding.
- Eligible grant projects require a financial contribution to the project equal to thirty percent (30%) of the total project cost. Match funds for projects must be a cash contribution directly related to the project.

#### Example:

Funding requested	\$ 9,100	(Total project multiplied by .70)
Minimum Match	<u>3,900</u>	(30% of Total Project)
Total Project Funding	\$13,000	

## FUNDING DECISIONS

A subcommittee will review the business recycling incentive grant applications and make recommendations, based upon objective scoring criteria, to the Solid Waste Management Policy Committee. The Solid Waste Management Policy Committee will make final funding decisions. Applications for new service requests will be accepted and awarded on a first-come, first-serve basis until all funds have been expended.

## ALLOWABLE USES FOR INCENTIVE FUNDS

1. Capital equipment purchase to increase or expand current recycling efforts (i.e. baler/compacter).
2. Specialty material recycling service (i.e. textiles/oils/containers).
3. Equipment/materials/software to increase/expand operations for Processors (i.e. shredder, delivery trucks, tracking software, special equipment to increase processing of materials).
4. Compost/Food Waste Management Program (purchase of on-site equipment or contract for compost collection by processor/hauler).

## UNALLOWABLE USES FOR INCENTIVE FUNDS

1. Salaries or benefits of employees.\*
2. Land acquisition.

## ACCOUNTABILITY AND REPORTING REQUIREMENTS

- Grant recipient must submit a summary report of all approved activities at the end of the project or by **October 25, 2019**, whichever date is sooner.
- Grant recipients are responsible for promoting the receipt of funds.
- Only costs incurred after the grant approval date are eligible for reimbursement. Receipt of invoice(s) and proof of payment for capital equipment purchase is required for release of grant funds **by October 25, 2019**.
- Pictures of equipment that have been funded through the grant must be provided to the District. Representatives of the District have the right to visit participating businesses at any reasonable time to evaluate the expenditure of grant funds.
- Capital equipment must be insured and the Montgomery County Solid Waste District must be listed as an additional insured on the policy for the term of the loan/grant period.

\* Costs associated with staff labor to install/build project structure may not be used as part of the total project cost calculation or to meet the 30% threshold for community investment. Labor performed by staff is **not reimbursable or allowable for use in calculating total project cost.**

## SCORING CRITERIA

Each application is eligible for 100 points. Applications will be ranked based on point total. Funding will then be awarded by rank until total available funds have been distributed.

Applications with multiple line items will have each line item scored separately.

Applications will be approved using the following rating system:

<u>Criteria</u>	<u>Possible Points</u>	<u>Points Awarded</u>
1. Completeness of Proposal	15	_____
2. Relevance to Grant Goals (Page 2)	25	_____
3. New Project vs. Enhancement of Existing Project (Projects with biggest impact on Grants Goals will be scored higher.)	10	_____
4. Innovation of Project	10	_____
5. Promotional Measures / Advertisement of New Project	15	_____
6. Project Investment Benefits / Financial Justification	<u>25</u>	_____
	100	

Hello all,

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

**February 5, 2019** – The Cincinnati USA Regional Chamber will be hosting **WE Speak: Women of Confidence** in Cincinnati. This event will feature two women who stepped forward with confidence to rise to the top of their game. To register, please visit [here](#).

**February 5, 2019** – The Women's Business Center of Ohio will be hosting **Pricing Your Product or Service** in Columbus. This workshop will discuss critical elements small business owners should address when setting their prices. To register, please visit [here](#).

**February 6, 2019** – 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](#).

**February 6, 2019** – The European American Chamber of Commerce and the British American Chamber of Commerce will be hosting **Countdown to Brexit** in Cincinnati. This seminar will discuss how we got here, what may come next, and how you can prepare your business for the fallout. To register, please visit [here](#).

**February 6, 2019** – Dayton SCORE will be hosting **Human Factor – Recruiting and Hiring Great People** in Dayton. This FREE workshop will discuss what a business owner needs to consider as they hire their first, and subsequent employees. To register, please visit [here](#).

**February 6, 2019** – The Dayton Better Business Bureau will be hosting an **Eclipse Integrity Awards Seminar** in Dayton. This FREE workshop will feature past winners who will provide insights into putting together a nomination, planning a site visit, and they have benefitted from winning. To register, please visit [here](#).

**February 6, 13, 20, & 27, 2019** – The SBDC at Columbus State will be hosting **Market Your Way to Success** in Columbus. This 4 part series will discuss who your best customers are, what they want, and how to use that information to strategically position your product. To register, please visit [here](#).

**February 7, 2019** – The Kricker Innovation Hub at Shawnee State will be hosting **Entrepreneurship Resources for Veterans** in Portsmouth. This FREE training will provide information on resources designed to help veterans and to share insights on how to operate and maintain a business. To register, please visit [here](#).

**February 7, 2019** – The SBDC at Kent State-Tuscarawas will be hosting **Trade War and US Tariffs Update** in New Philadelphia. This workshop will discuss current tariffs and retaliation, tariff on China, tariff on partner countries, tariff exclusion, sanctions on Iran, and more. To register, please visit [here](#).

**February 7, 2019** – 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.

**February 7, 2019** – The Springfield SBDC will be hosting an **Exit Planning Strategy Seminar** in Springfield. This FREE workshop is focused on how to properly prepare an exit strategy on your terms, whether it is 1, 3, 5, or 10+ years in the future. To register, please visit [here](#).

**February 7, 2019** – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in Logan. 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](#).

**February 7, 2019** – NAWBO will be hosting **Effective and Inclusive Planning for the New Year** in Columbus. This seminar will feature the co-founder of Glory Foods who will provide a motivational conversation about the entrepreneurial journey and how to use “Wide Angle Training.” To register, please visit [here](#).

**February 7, 2019** – The American Advertising Federation of Dayton will be hosting **Where Digital Marketing is Headed** in Dayton. This seminar will feature two industry professionals at the front lines of the digital transformation who will be sharing insights on the trends and topics that you should be focusing on. To register, please visit [here](#).

**February 7, 14, 21, & 28, 2019** – ACEnet will be hosting **Small Business Classes** in Pomeroy. This FREE series of workshops will discuss aspects that attendees will need to build a successful business. To register, please contact [Kyle Verge](#) at 740-592-3854 ext. 120.

**February 8, 2019** – The Cincinnati MBAC will be hosting **Using Google to Grow Your Business** in Cincinnati. This FREE workshop will discuss preventing piracy of a Google listing, the risk of word-of-mouth, separating from the competition, and more! To register, please visit [here](#).

**February 8, 2019** – Innovate New Albany will be hosting **Modeling & Predictive Analytics: Making the Most of Your Data** in New Albany. As part of the *Tiger Talk Series*, this FREE talk will outline how businesses can use existing data to understand and prioritize customer needs. To register, please visit [here](#).

**February 8, 2019** – HCDC will be hosting **The Great Game of Business** in Cincinnati. As part of the *eKickStart* series, this FREE seminar will discuss the GGOB system and a real-life example of a company that implemented it and found success. To register, please visit [here](#).

**February 9, 2019** – Wright State Library will be hosting **Patent Basics** in Dayton. This FREE workshop is designed for the beginning inventor/entrepreneur and offers basic intellectual property information and search techniques for using the US Patent and Trademark Office website and database. To register, please visit [here](#).

**February 9, 2019** – The Greater Cincinnati Chinese Chamber of Commerce will be hosting the **2019 Lunar New Year Gala** in Cincinnati. This event will feature presentations by distinguished guests, performances, and networking opportunities. To learn more and to register, please visit [here](#).

**February 11, 2019** – The SBDC at the OSU South Centers will be hosting **Product R&D Funding for Small Businesses** in Piketon. This FREE workshop will help attendees understand the SBIR/STTR program, what projects qualify, and how to apply. To register, please contact [Jennifer Dunn](#).

**February 12, 2019** – UpDayton, Co-op Dayton, and the Gem City Market will be hosting **Shift Change** in Dayton. This FREE event will feature a screening of the documentary that shares the stories of cooperative businesses across the U.S. To register, please visit [here](#).

**February 12, 2019** – 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](#).

**February 12, 2019** – ODOT will be hosting **DBE/MBE/EDGE/VBE Certification Workshop** in Columbus. This FREE workshop will educate attendees about the various certifications available through the State of Ohio. To register, please visit [here](#).

**February 12, 2019** – The Dayton Tech Guide will be hosting **Pints & Preneurs** in Dayton. This FREE event will feature a panel discussion with entrepreneurs from the Dayton African & Afro-Caribbean Culture Group. To register, please visit [here](#).

**February 12, 2019** – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in Middleport. 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](#).

**February 13, 2019** – Innovate New Albany will be hosting **Do It Better with Lean Six Sigma: Learn How to Improve Business Processes** in New Albany. This FREE workshop will discuss the toolset that companies use to perform at a higher level (Six Sigma), better meet customer needs, and strive to pursue perfection. To register, please visit [here](#).

**February 13, 2019** – The Miami Valley SBDC will be hosting **Finding and Reaching Your Market** in Miamisburg. This FREE workshop will have two main areas of focus: Market Analysis Basics and Social Media Basics. To learn more and to register, please visit [here](#).

**February 13, 2019** – FASTLANE will be hosting **Mastermind Meeting** in Dayton. This workshop is designed for women in manufacturing who will have the opportunity to discuss their challenges and successes. To register, please visit [here](#).

**February 13, 2019** – The Innovation Center at Ohio University will be hosting **VALIDation** in Athens. This workshop will provide attendees with the knowledge and skills to identify and reach potential customers to get valuable feedback on a business idea. To register, please visit [here](#).

**February 14, 2019** – 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](#).

**February 14, 2019** – 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.

**February 14, 2019** – The SBDC at Ohio University will be hosting **Cottage Food Laws for Ohio Producers** in Cambridge. This FREE training will discuss the various requirements for selling the food that is made in home. To register, please visit [here](#).

**February 16, 2019** – The Greater Columbus Chinese Chamber of Commerce will be hosting a **Chinese New Year Gala** in New Albany. This event will feature Chinese music and traditional dance from the local community, as well as an opportunity to network with companies and organizations from the region. To learn more and to register, please visit [here](#).

**February 19, 2019** – The SBDC at Columbus State will be hosting a **MBE and EDGE Certification Workshop** in Columbus. This FREE event will discuss these certifications and the application process associated with them. To register, please visit [here](#).

**February 19, 2019** – 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](#).

**February 19, 2019** – Columbus SCORE will be hosting **The Essential Guide to Writing a Business Plan** in Columbus. This workshop will discuss how to identify the best market segments, pinpoint the most profitable customers, and how to beat the competition. To register, please visit [here](#).

**February 19, 2019** – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in Athens. 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](#).

**February 19, 2019** – The Cincinnati MBAC will be hosting **Do You Need Certification?** in Cincinnati. This FREE workshop will discuss MBA, VBE, and EDGE certifications, their financial costs, their benefits, and more! To register, please visit [here](#).

**February 19, 2019** – The SBDC at Ohio University will be hosting **Preparing for Year End Taxes** in Marietta. This FREE workshop will provide information on business deductions for small businesses. To register, please visit [here](#).

**February 20, 2019** – 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](#).

**February 20-21, 2019** – The SBDC at Columbus State will be hosting **Basis of a Successful Enterprise (B.A.S.E.)** in Columbus. This FREE workshop will help attendees discover what it will take to build a business around their dreams and passions. To register, please visit [here](#).

**February 21, 2019** – 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.

**February 21, 2019** – ECDI will be hosting **Web Security for Small Business Owners** in Cincinnati. This FREE workshop will discuss common security hazards on the Internet and how protect your personal information from being stolen by hackers. To register, please visit [here](#).

**February 21, 2019** – Columbus SCORE will be hosting **Social Networking Strategy for New and Current Small Businesses** in Columbus. This workshop will emphasize the practical and immediate ways to develop and execute a targeted plan. To register, please visit [here](#).

**February 21, 2019** – The SBDC at Ohio University will be hosting **Strategic Conversations** in Athens. As part of the monthly *Lunch & Learn* Series, this FREE workshop will discuss how to have important conversations to move a product or service forward. To register, please visit [here](#).

**February 21, 2019** – Technology First will be hosting **Strategic Cyber Competition and the Strategy of Persistent Engagement** in Dayton. This event is designed for a company's highest level IT executive to collaborate and share challenges and experiences. To register, please visit [here](#).

**February 21, 2019** – The SBDC at Columbus State will be hosting **Go Mobile: Food Truck Style!** in Columbus. This FREE workshop will feature local governing agencies who will explain the regulations and permits needed to open a mobile business. To register, please visit [here](#).

**February 21, 2019** – NAWBO will be hosting **Marketing Diversity: Is Your Brand Message Ready for the Multicultural Marketplace?** in Columbus. This seminar will discuss what diversity marketing means and the importance of implementing it in your business. To register, please visit [here](#).

**February 22, 2019** – The Dayton Tech Guide will be hosting **Fourth Fridays** in Dayton. This FREE event includes several programs such as Early Risers and other workshops, as well as a full-day of co-working. To register, please visit [here](#).

**February 22, 2019** – Innovate New Albany will be hosting **How to Be Heard in a Noisy Business World** in New Albany. As part of their *Tiger Talk Series*, this FREE workshop will discuss the one technique that is needed to deliver the right message to the right person at the right time. To register, please visit [here](#).

**February 22, 2019** – Columbus SCORE will be hosting **Social Media Management and Marketing Certification Boot Camp Class** in Columbus. This workshop will discuss how to attract more leads with social media marketing. To register, please visit [here](#).

**February 22, 2019** – Technology First will be hosting **Data Analytics** in Dayton. This seminar will feature Karl Konsdorf with Sinclair Community College who will discuss Statistical Analysis Software (SAS) and Data Mining. To register, please visit [here](#).

**February 25, 2019** – REDI Cincinnati, the Cincinnati USA Regional Chamber and NKITA will be hosting **Canada & Greater Cincinnati: A Mutually Beneficial Relationship** in Cincinnati. This event will feature Canada's Consul General, Mr. Joe Comartin. To register, please contact [Emily Wrobel](#) at 313-446-7013.

**February 25, 2019** – The Springfield SBDC will be hosting **Ignite: Springfield** in Springfield. This FREE event is built specifically for the entrepreneurial community and will feature several presenters who will enlighten business owners in the audience. To register, please visit [here](#).

**February 25, 2019** – The U.S. Commercial Service in Cincinnati will be hosting **Access Asia: Aerospace & Defense** in Dayton. This event will allow attendees to learn about opportunities in key markets and meet with U.S. Commercial Officers. To register, please contact [Marcia Brandstadt](#) at 513-684-2947.

**February 26, 2019** – The Women in Business Network will be hosting **B.R.I.D.G.E. Your Way to Your Next Level Description** in Moraine. As part of their *Lunch N Learn Series*, this session will feature a three-time international best-selling author who will discuss a technique to help others turn pain into purpose. To register, please visit [here](#).

**February 25, 2019** – The U.S. Commercial Service in Cincinnati will be hosting **Access Asia: Advanced Manufacturing** in Dayton. This event will allow attendees to learn about opportunities in key markets and meet with U.S. Commercial Officers. To register, please contact [Marcia Brandstadt](#) at 513-684-2947.

**February 26, 2019** – Mission Possible Consulting Group and area organizations will be hosting **Thrive Columbus** in Columbus. This event will address the professional and personal needs of women through presentations, networking, interactive activities, and more! To register, please visit [here](#).

**February 27, 2019** – HCDC will be hosting **Switched on Startup – Session 1** in Cincinnati. This FREE 6-part series will focus on the “entrepreneur’s mindset” to discuss the challenging aspects of the journey and the principles needed to move forward. To register, please visit [here](#).

**February 28, 2019** – Columbus SCORE will be hosting **Top 5 Digital Marketing Trends – How to Make Them Work For You** in Columbus. This workshop will discuss 2019 trends, what they mean to a business, and how to put them to work to increase revenue for a business. To register, please visit [here](#).

**February 28, 2019** – The SBDC at Ohio University will be hosting **Facebook for Business** in Barnesville. This FREE workshop will discuss how to use this popular social media outlet to help with marketing and customer outreach. To register, please visit [here](#).



**February 28, 2019** – 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.

**February 28, 2019** – 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](#).

**February 28, 2019** – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS)** in Middleport. 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](#).

### **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 2019!**

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 Resource** – 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](#).

**SBA Partner Organization** – SCORE provides free, confidential one-on-one mentoring to both aspiring and existing small businesses and entrepreneurs. This organization also offers seminars, workshops and online resources covering a wide variety of small business topics. There are several offices in Ohio, please visit [www.score.org](http://www.score.org) to find the nearest one.

**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](#).

**SBA Resource Guide** – The SBA is happy to announce that the SBA Columbus Resource guide is now available electronically on our district website at: [https://www.sba.gov/sites/default/files/files/resourceguide\\_3138.pdf](https://www.sba.gov/sites/default/files/files/resourceguide_3138.pdf)

Alexander Kohls  
Senior Area Manager – Dayton Region

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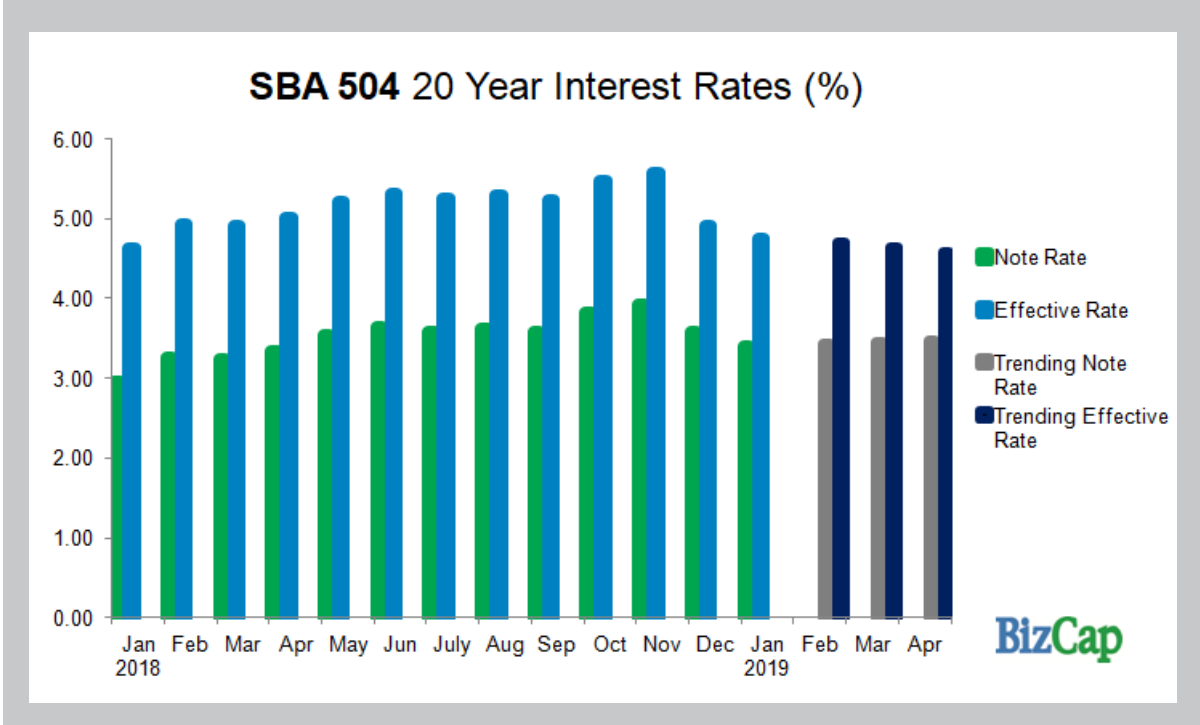
## New Project Funding!

In the month of December, County Corp approved and funded two loans to the Goddard School of Centerville. The CDBG and the Day Care loan programs were used by this expanding small business to acquire furniture and equipment and to provide some working capital for their continued growth. By utilizing these two loan programs, the borrower was able to lock in a below Prime interest rate for the term of the loan. This reduced the owners financing costs, and allowed them to keep more cash in the business for operating expenses.

At our January Board meeting, two more CDBG loans were approved. Solid Blend Technologies is using CDBG funds to purchase a small building in Clayton. Comfort Suites of Miamisburg is using the CDBG program to purchase furniture and fixtures as the owners update their hotel. Both locked in a 3.16% fixed interest rate for the terms of their loans.

## Interest Rate Update

As you can see, the rates for January took an unexpected yet welcome drop. This is a great time for us to help you finance your next project. Give us a call!



## SMALL BUSINESS LOANS AND RATES

Did you know that with a BizCap loan, your small business can retain more “cash in pocket” to fund operations. Why tie up your small business’ cash in long-term capital assets when you can put it to better use as you grow your business?

### SBA 504 Loans

SBA 504 loans for new projects and to refinance existing real estate or capital equipment debt could be the perfect funding solution for your company’s growth.

<b>10 Year</b>	<b>New Loan</b>	<b>Refinance</b>
	<b>3.061%   5.064%</b> <small>Note Rate   Effective Rate</small>	<b>N/A   N/A</b> <small>Note Rate   Effective Rate</small>
<b>20 Year</b>	<b>New Loan</b>	<b>Refinance</b>
	<b>3.425%   4.758%</b> <small>Note Rate   Effective Rate</small>	<b>3.425%   5.140%</b> <small>Note Rate   Effective Rate</small>
<b>25 Year</b>	<b>New Loan</b>	<b>Refinance</b>
	<b>3.603%   4.881%</b> <small>Note Rate   Effective Rate</small>	<b>3.603%   5.249%</b> <small>Note Rate   Effective Rate</small>

## Ohio Regional 166 Loans

Ohio Regional 166 loans are available anywhere in Ohio and have terms of up to 20 years, some even without requiring personal guarantees.

**3.200%**  
Fixed Rate

## CDBG Loans

CDBG loans are available anywhere in Montgomery County, Ohio (excluding the Cities of Dayton and Kettering) and have terms of up to 15 years.

**3.167%**  
Fixed Rate

## DO YOU NEED A SMALL BUSINESS LOAN?

Give us a call today to discuss your project and determine which BizCap loan program is best for you.

Gary Fischer

**937.531.7038**  
[gfischer@countycorp.com](mailto:gfischer@countycorp.com)

**BizCap**

[BizCap](#)  
937.225.6328  
BizCap is a program of [CountyCorp](#)

## Chapter Chair Corner

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**Ann Riegler Crichton**  
Chapter Chair

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

**Better Business Bureau (BBB) serving Dayton and the Miami Valley is announcing an opportunity for our millennial clients to participate in a new award component of the BBB's Eclipse Integrity Awards - the Spark Awards.**

The Spark Awards will recognize millennial entrepreneurial organizations whose leaders demonstrate a higher level of character, generating a culture that is authentic about its mission and connect with community.

Entries for the **2019 Spark Awards** are now being accepted. If you'd like to nominate an organization, the deadline to do so is March 1. Nominated companies must complete and submit their entries by April 1st. Also, organizations may self-nominate.

To submit an entry or to nominate a company, please visit [Award Criteria](#).

## Spring 2019 Nonprofit Training Workshop Schedule

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**Registration will open 60-days before the workshop is scheduled.**

**April 4 - Strategic Planning**  
[REGISTER >>>](#)

**April 17 - Board Development**  
[REGISTER >>>](#)

**May 9 - Volunteer Management**

**May 15 - Fundraising**

**May 30 - Marketing**

**June 13 - Financial Management**

**Dayton SCORE provides free mentoring to nonprofit organizations and charities by volunteers experienced in working as board members and executives in nonprofit organizations.**

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

[Workshops Information »](#)

**For- Profit Human Factors Workshops**

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**February 6 - Recruiting and Hiring Great People**

[REGISTER >>>](#)

**April 16 - Everyone Communicates, Few Connect**

[REGISTER >>>](#)

## The Human Factor

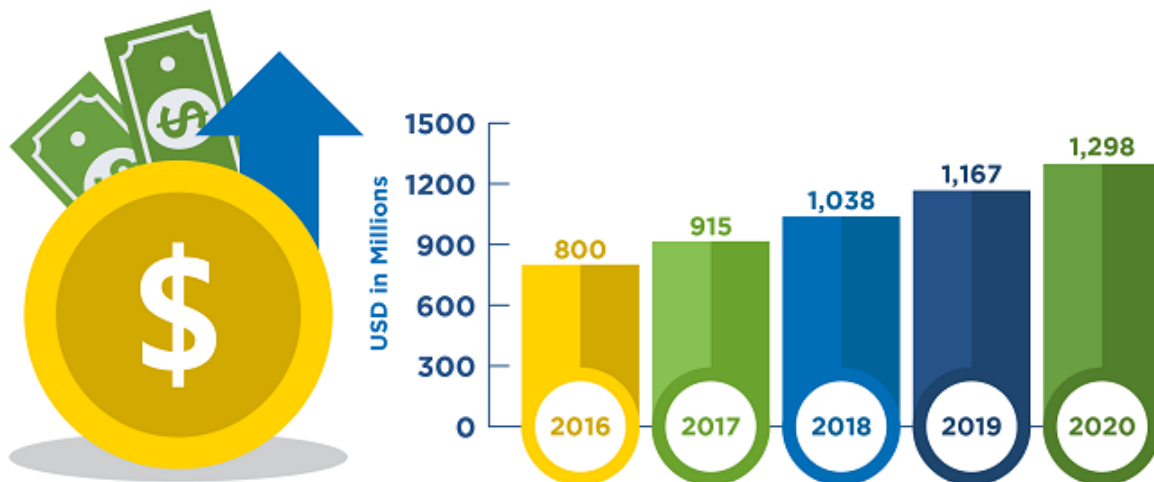
Business owners and employers spend a lot of time thinking about sales, productivity and business plans. But they rarely consider "**The Human Factor**".

This series is designed to make attendees think about company culture, communication strategies and meeting the human needs of employees and coworkers.

Topics covered will include:

- Recruiting and Hiring Great People
- Creating a Winning Workplace Culture

**In the US, crowdfunding has raised more money every year...and the amount is projected to grow.**



## Infographic: Should You Use Crowdfunding to Help Finance Your Business?

Our latest infographic, sponsored by Nav, shows that small businesses raised over \$1 billion through crowdfunding in 2018. Download the infographic to learn more about crowdfunding types and best practices for small businesses.

[Download Infographic](#)

### Hot Businesses, Markets & Trends for 2019

Feb. 7 @ 1 p.m. ET / 10 a.m. PT



#### Is your business ready for the new year?

In this webinar, Rieva Lesonsky reveals which industries, business types and markets are poised to grow this year and explains how you can capitalize on these trends.

[Register Now »](#)

### Save Money and Time by Automating Your Finances

Feb. 12 @ 1 p.m. ET / 10 a.m. PT



## Do you want to save more money?

This webinar will explain how to establish systems that will save you time and money.

[Register Now »](#)

## Developing a Marketing Strategy for Your Startup Business

Feb. 14 @ 1 p.m. ET / 10 a.m. PT



## Does your new business have a good marketing strategy?

This webinar, presented by Deluxe, will give your startup the tools you need to create your ideal marketing strategy.

[Register Now »](#)

## Live Q&A: Masters of Marketing with John Lawson and Ramon Ray

Feb. 21 @ 1 p.m. ET / 10 a.m. PT



## Ready to start or grow your online business?

In this Q&A session, John Lawson and Ramon Ray dedicate a full hour to taking your e-commerce and marketing questions.

[Register Now »](#)

## File and Pay Florida Taxes with Confidence

Feb. 28 @ 2 p.m. ET / 11 a.m. PT



## Are you filing in Florida this tax season?

This webinar will offer tips for filing and paying Florida taxes confidently.

[Register Now »](#)

**SCORE helps you succeed!**



Brian Mykytiuk, a seasoned diver and longtime boating enthusiast, started Neptune Dive Service in 2016. Mykytiuk helps keep yachts spotless by diving under docked boats and doing cleaning and general maintenance underwater.

**How SCORE helped:** Mykytiuk sought mentoring from SCORE to make his startup a success. "We needed some professional guidance on what steps to take in opening a business from the ground up," he says. "[My SCORE mentor] Robert helped to map out which steps to take and at what point in the process."

Since launching his business in 2016, Mykytiuk has added services, increased revenue month after month, and hired his first employee.

[Read the full article](#) and [more success stories](#).

**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, 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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Dayton SCORE Chapter 107 | 200 West 2nd Street | Federal Building, first floor | Dayton | OH | 45402-1442

# Business FOCUS

Highlights of News & Events at Your  
Dayton Metro Library



DAYTON  
METRO  
LIBRARY



## Looking for a more reliable workforce?

If you are an employer who is frustrated with the challenges presented by unreliable or unproductive employees and high staff turnover, the Life Enrichment Center may have a solution for you. The Center is offering a personalized 8-week training and support program for your employees that will help them with problem solving, motivation, emotional health, business attitude and many more "soft skills." For more information, visit the Life Enrichment Center [website](#) or call Nicole Stevens at 937-252-5700 ext. 3226.

## BBB Looking for Millennial Business Owners

The Better Business Bureau serving Dayton and the Miami Valley is announcing a new award component of the BBB's Eclipse Integrity Awards - **The Spark Awards**. The Spark Awards will recognize millennial entrepreneurial organizations whose leaders demonstrate a higher level of character, generating a culture that is authentic about its mission and connected with community.



Entries for the 2019 Spark Awards are now being accepted. For award criteria, to submit an entry or to nominate a company, please click [here](#). If you'd like to nominate an organization, the deadline to do so is March 1. Nominated companies must complete and submit their entries by April 1. (Organizations may self-nominate.)

## Upcoming Programs and Events:

### SCORE Small Business Counseling

The Dayton Chapter of SCORE, a national network of experienced entrepreneurs and corporate managers, offer free one-on-one counseling sessions. These are for anyone who is considering starting their own business or needs assistance with an existing business. Call 937-496-8631 to schedule an appointment with a SCORE counselor.

**FRI, 2/1, 10 AM - 1 PM, [Main Library Launch Point](#)**

### The Human Factor- Recruiting and Hiring Great People

This series is designed to make attendees think about company culture, communication strategies and meeting the human needs of employees and coworkers. Workshop 1: Human Resources Change Consultant, Manu Brune and Leadership Coach Chris McClure will discuss what business owners need to consider as they hire their employees. [More info.](#)

This event will be held at the [Business Solutions Center](#), 1435 Cincinnati St., Suite 300, Dayton 45417. It is presented in conjunction with Dayton SCORE. Please register in advance at [Dayton.score.org](http://Dayton.score.org).

**WED, 2/6, 10 AM-12 PM**

### Library Resources for Business Owners and Entrepreneurs

Join Business Services Librarian Ann Riegler-Crichton as she explains why a Dayton Metro Library card is easy, free, and essential equipment for business success!

[More info.](#)

**MON, 2/11, 7-8 PM, [Main Library Launch Point](#)**



## Useful Links

[Ohio Business Portal](#)  
[U.S. Small Business Administration](#)  
[Dayton SCORE](#)  
[The Entrepreneurs Center](#)  
[SBDC at The Entrepreneurs Center](#)  
[Panerians](#)  
[Ohio Means Jobs - Montgomery Co.](#)

## [Chamber Events](#)



### Questions? Suggestions?

[Ann Riedle Crichton](#)  
Business Services Librarian  
Dayton Metro Library  
937.496.8631  
[DaytonMetroLibrary.org/Launch-Point](http://DaytonMetroLibrary.org/Launch-Point)



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# EXECUTIVE DEVELOPMENT PROGRAMS

2019



University of Dayton  
**Center for  
Leadership**



**For more information  
[leadership.udayton.edu](http://leadership.udayton.edu) or 937-229-3115.**



University of Dayton  
**Center for  
Leadership**



*ANSWER THE CALL*

**TO LEAD.**



At the UD Center for Leadership, we're more than just an educational resource for Dayton-area businesses. We form real, working partnerships between leading organizations and the nation's top thinkers in leadership development. We create leadership development programs and services designed to improve the success of our partners' organizations, their employees and our world's future.

As a shared corporate university, we bring organizations together to create something unique and highly successful—something none of us could create on our own. Our efforts to come together and educate each other yield productive, new experiences that improve these organizations at the front line.



# ONE-DAY INVESTMENT LIFELONG RETURN.

*Our Executive Development programs enable senior leaders like you to meet face to face with some of the most highly regarded and influential thinkers in the leadership field, like Jim Kouzes, Marshall Goldsmith, Beverly Kaye and Bruce Tulgan.*

Each year, the Center offers a variety of one-day workshops that address most of the topics that impact senior-level leaders. Rather than commit to a weeklong program, you can customize your development and choose which workshops best address your needs. Whether you want to learn about personal effectiveness and productivity, or how to lead successful teams to implement large-scale change efforts, you are in control of your leadership education.



Our programs are collaborative in nature, combining the expertise of our thought leaders with our experiences as business leaders. This approach ensures that the content is always relevant, so that you come away with the insights, tools and tactics you need to immediately apply what you learn and drive lasting change in your organization.



"I value the Center for the variety of courses provided. These courses help me look at my challenges with a fresh perspective and a desire to make changes that will result in substantive improvements to my leadership and our business processes."

## THE BENEFITS

- Become a more effective leader and make a greater impact in your business through learning experiences that focus on your organization.
- Gain access to world-class executive education delivered locally by some of the best minds in business—nationally and globally.
- Connect with accomplished peers and executives in an environment that encourages learning and growth for you and your organization.
- Take advantage of the Center's flexibility to participate only in those programs that fit your personal and organizational development needs.

# 2019 CALENDAR

02/13

Winning the Talent Wars: Build a Winning Culture of Attraction, High-Performance & Retention

**Bruce Tulgan**

International speaker, leadership and business advisor, and best-selling author of *It's Okay to Be the Boss* and *Not Everyone Gets a Trophy*

03/14

Go with Your Gut: *Infotuitive* Decision-Making in an Over-Thinking World

**Shelley Row**

*Inc. Magazine* Top 100 Leadership speaker, author of *Think Less, Live More: Lessons from a Recovering Over Thinker*, and Certified Speaking Professional (CSP)

04/16

The Coach Approach to Leading Teams

**Joe Hirsch**

TEDx speaker, management consultant, and best-selling author of *The Feedback Fix: Dump the Past, Embrace the Future, and Lead the Way to Change*

05/15

The Five Practices of Exemplary Leadership: Making Great Things Happen in Your Organization

**Jim Kouzes**

*HR Magazine's* Top 20 Most Influential International Thinkers, one of the twelve best executive educators in the US, and best-selling author of *The Leadership Challenge*

09/25

The Heart of Leadership: How Leaders Engage with Emotional Intelligence

**Melvin Smith, Ph.D.**

Faculty Director of Executive Education and Professor of Organizational Behavior at the Case Weatherhead School of Management

10/8

**AM:** What Got You Here Won't Get You There: Leadership Strategies for Developing Yourself  
**PM:** Stakeholder Centered Leadership: Leadership for the Future

**Marshall Goldsmith, Ph.D.**

Two-time Thinkers 50 #1 Leadership Thinker in the World, *Inc. Magazine's America's #1 Executive Coach*, and *New York Times* best-selling author of 35+ books

10/29

Communication That Works: Three Habits to Influence Others & Make Things Happen

**Connie Dieken**

Global Gurus Top 10 Executive Coach, best-selling author of *Talk Less, Say More* and *Become the Real Deal*, and CPAE Speaker Hall of Fame inductee

11/13

Corporate Athlete® Resilience: Stress Smarter, Recover Better, & Be Your Best

**Natalie Johnson**

Nationally recognized expert in employee well-being, fitness and nutrition, Fortune 100 consultant, and health coach and sports nutritionist



## EVERY LEADER HAS A UNIQUE PATH. LET US BE YOUR GUIDE.

Identify the competency or skill you are looking to develop from the table below and find the programs that will address that skill. Program dates and descriptions are listed in detail throughout this book.

### FACTOR I: THOUGHT

#### Manages Complexity

-Go with Your Gut: Infotuitive Decision-Making in an Over-Thinking World

#### Decision Quality

-Go with Your Gut: Infotuitive Decision-Making in an Over-Thinking World

-Stakeholder Centered Leadership: Leadership for the Future

#### Strategic Mindset

-Go with Your Gut: Infotuitive Decision-Making in an Over-Thinking World

### FACTOR II: RESULTS

#### Action Oriented

-Go with Your Gut: Infotuitive Decision-Making in an Over-Thinking World

-The Coach Approach to Leading Teams

-What Got You Here Won't Get You There: Leadership Strategies for Developing Yourself

#### Ensures Accountability

-What Got You Here Won't Get You There: Leadership Strategies for Developing Yourself

#### Drives Results

-Communication that Works: Three Habits to Influence Others & Make Things Happen

-Corporate Athlete @ Resilience: Stress Smarter, Recover Better, & Be Your Best

-Go with Your Gut: Infotuitive Decision-Making in an Over-Thinking World

-Stakeholder Centered Leadership: Leadership for the Future

-The Coach Approach to Leading Teams

-The Heart of Leadership: How Leaders Engage with Emptional Intelligence

-What Got You Here Won't Get You There: Leadership Strategies for Developing Yourself

-Winning the Talent Wars: Build a Winning Culture of Attraction, High-Performance & Retention

### FACTOR III: PEOPLE

#### Collaborates

-Stakeholder Centered Leadership: Leadership for the Future

-The Five Practices of Exemplary Leadership: Making Great Things Happen in Your Organization

#### Manages Conflict

-The Heart of Leadership: How Leaders Engage with Emotional Intelligence

#### Interpersonal Savvy

-Communication that Works: Three Habits to Influence Others & Make Things Happen

-Corporate Athlete @ Resilience: Stress Smarter, Recover Better, & Be Your Best

#### Attracts Top Talent

-Winning the Talent Wars: Build a Winning Culture of Attraction, High-Performance & Retention

#### Develops Talent

-Stakeholder Centered Leadership: Leadership for the Future

-The Coach Approach to Leading Teams

-Winning the Talent Wars: Build a Winning Culture of Attraction, High-Performance & Retention

#### Builds Effective Teams

-Stakeholder Centered Leadership: Leadership for the Future

-The Coach Approach to Leading Teams

-The Heart of Leadership: How Leaders Engage with Emotional Intelligence

-Winning the Talent Wars: Build a Winning Culture of Attraction, High-Performance & Retention

#### Communicates Effectively

-Communication that Works: Three Habits to Influence Others & Make Things Happen

#### Drives Engagement

-Communication that Works: Three Habits to Influence Others & Make Things Happen

-The Coach Approach to Leading Teams

-The Five Practices of Exemplary Leadership: Making Great Things Happen in Your Organization

-The Heart of Leadership: How Leaders Engage with Emotional Intelligence

-Winning the Talent Wars: Build a Winning Culture of Attraction, High-Performance & Retention

#### Persuades

-Communication that Works: Three Habits to Influence Others & Make Things Happen

#### Drives Vision and Purpose

-The Five Practices of Exemplary Leadership: Making Great Things Happen in Your Organization



## FACTOR IV: SELF

### Courage

-The Five Practices of Exemplary Leadership: Making Great Things Happen in Your Organization

-Corporate Athlete @ Resilience: Stress Smarter, Recover Better, & Be Your Best

### Instills Trust

-The Heart of Leadership: How Leaders Engage with Emotional Intelligence

-The Five Practices of Exemplary Leadership: Making Great Things Happen in Your Organization

### Demonstrates Self-Awareness

-What Got You Here Won't Get You There: Leadership Strategies for Developing Yourself

### Self-Development

-Corporate Athlete @ Resilience: Stress Smarter, Recover Better, & Be Your Best

-What Got You Here Won't Get You There: Leadership Strategies for Developing Yourself

### Being Resilient

-Corporate Athlete @ Resilience: Stress Smarter, Recover Better, & Be Your Best

“LEADERS MOBILIZE OTHERS TO WANT TO GET EXTRAORDINARY THINGS DONE.”

-JIM KOUZES & BARRY POSNER

## WINNING THE TALENT WARS: BUILD A WINNING CULTURE OF ATTRACTION, HIGH-PERFORMANCE & RETENTION

FEBRUARY 13, 2019  
8:30 A.M. – 4:30 P.M.

The number one issue troubling leaders today is the increasing difficulty of recruiting, motivating, and retaining the best talent. There is a talent shortage at every level, in every industry. Organizations and individuals are forced to adjust to the 'new normal' of constant change and uncertainty.

Make no mistake, the talent wars are affecting organizations of every shape and size:

- Average durations of employment are decreasing
- Voluntary unplanned turnover rates are increasing
- Open-position rates and time-to-hire are increasing
- Early voluntary departure of new hires is increasing

What can you do about it? There are two options: enter a bidding war for talent or build a winning culture. Bruce Tulgan's research shows that bidding wars don't work. At the highest level, the goal must be to build a winning culture. But a winning culture is much more than ping pong tables and happy hours. Building a winning culture takes time and effort and is everyone's responsibility.

*Competencies addressed: Attract Top Talent, Builds Effective Teams, Develops Talent, Drives Engagement, Drives Results*

### This program will help leaders:

- Develop strategies to help select the talent that their organization is looking for and needs.
- Increase retention and engagement of high performers and turnover of low performers.
- Reinvent the concept of "knowledge work" in your organization, turning every employee into a knowledge worker.

## BRUCE TULGAN

Bruce Tulgan is an adviser to leaders all over the world. He is the founder and CEO of RainmakerThinking, Inc., a management research and training firm. Bruce is the best-selling author of numerous books including *Not Everyone*



*Gets a Trophy, Bridging the Soft Skills Gap, The 27 Challenges Managers Face, and It's Okay to be the Boss.* Bruce speaks at the Yale Graduate School of Management, as well as other academic institutions. He has written for the *New York Times*, the *Harvard Business Review*, *HR Magazine*, *Training Magazine*, and the *Huffington Post*. Bruce was also named by *Management Today* as one of the few contemporary figures to stand out as a "management guru" and named to the 2009 Thinkers50 Rising Star list.



## GO WITH YOUR GUT: INFOTUITIVE DECISION-MAKING IN AN OVER-THINKING WORLD

MARCH 14, 2019

8:30 A.M. – 4:30 P.M.

You strive to make data-driven decisions, but in this fast-paced and complex environment, decision-makers must see beyond the data. Interviews with 77 executives show insightful leaders need a sophisticated decision-making approach that balances hardline analytics with gut feel and integrates information and intuition for astute action. That powerful combination is infotuition®.

This real-world, interactive, and thought provoking program is relevant to leaders who face complex decisions in a disruptive, chaotic and complex world. You will learn a simple and practical self-assessment tool that, when combined with neuroscience, provides leaders with valuable insights to improve their decision-making approach and enhance everyday interactions with others.

Take the mystery out of intuition, strip away the touchy feely and replace it with practical techniques. Open new avenues of awareness for managing decision-making whether mired in analysis paralysis or being overly reactive. Plus, you learn how to enable aha-moments when you need them most.

*Competencies addressed: Action Oriented, Decision Quality, Drives Results, Manages Complexity, Strategic Mindset*

### This program will help leaders:

- Learn how their brain uses gut feel to influence their decision-making whether they know it or not.
- Discover proven techniques to recognize and slow triggered reactions in themselves, their team and colleagues before they respond and regret it.
- Limit and stop over-thinking by resolving the forces that freeze decision-making.

### SHELLEY ROW



Shelley Row is an *Inc. Magazine* top 100 leadership speaker and Certified Speaking Professional (CSP). Shelley's leadership work focuses on developing insightful leaders who know that data alone is not enough. Her work grows your bottom-line through enhanced decision-making, motivation and teaming. Shelley combines executive experience, results from interviews with executives, and neuroscience to bring this powerful skill to you. Her work was featured in

*Forbes*, *Fast Company*, and *HuffPost Business*. She studied with the NeuroLeadership Institute and is certified with the International Coach Federation. Shelley is the author of four books including, *Think Less, Live More: Lessons from a Recovering Over-Thinker*.

## THE COACH APPROACH TO LEADING TEAMS

APRIL 16, 2019

8:30 A.M. – 4:30 P.M.

Leading teams requires much more than strong management skills – it demands robust focus on coaching and development. The messages leaders broadcast to their teams carry some pretty high stakes for the way others perceive their performance and their sense of purpose. That primal sense of belonging is what supercharges teams or saps their energy. If leaders don't take a shot at creating attachment, they might just be leaving people out in the cold.

Too often, leaders feel unprepared to meet these responsibilities, resorting to fly-by tactics that often impede curiosity, collaboration and growth. To build capacity throughout their organizations and/or teams, leaders must hone a "coach approach" that develops the strengths and skills of every member. Not only do emotionally savvy leaders create more happiness, but they also increase productivity. They get more out of the people around them. The easy explanation is that people tend to work better when they feel safer.

From giving high-performance feedback to creating trust and better teamwork, this program provides leaders with deep insights and proven strategies to develop their coachability, sharpen their communication skills, and provide job-embedded support that helps individuals and teams succeed.

*Competencies addressed: Action Oriented, Develops Talent, Drives Results, Builds Effective Teams, Drives Engagement*

### This program will help leaders:

- Understand the neuroscience of giving effective feedback.
- Learn how to re-frame evaluation as development through the use of coaching conversations.
- Apply proven techniques that boost collaboration, spark creativity and improve team trust.

### JOE HIRSH



Joe Hirsch helps organizations apply behavioral science to improve the way leaders train, support and empower their teams for success. Drawing on his experiences as an award-winning educational leader and researcher, he has earned praise from Fortune 500 executives, NFL coaches, and educational reformers for his forward-thinking approach to how people work, lead and live. Joe's work has appeared in the *Wall Street Journal*, *Inc.*, *Educational Leadership*, and other major

publications. He is a TEDx speaker, the author of *The Feedback Fix*, and the proud dad of four boys.



## THE FIVE PRACTICES OF EXEMPLARY LEADERSHIP: MAKING GREAT THINGS HAPPEN IN YOUR ORGANIZATION

MAY 15, 2019

8:30 A.M. – 4:30 P.M.

The key to making extraordinary things happen in organizations is great leadership. Great leadership contributes more to positive outcomes than any single factor. Great products, great strategy and great services are absolutely critical, but with poor leadership people reach only a third to a half of their potential. If you want a highly engaged workforce and better results for your clients and customers, you have to develop and strengthen great leadership in your organization.

Jim Kouzes will engage you in a highly interactive session exploring The Five Practices of Exemplary Leadership®—the original research coauthor Barry Posner and he conducted. In analyzing responses from over three million people around the world, they found that leaders who more frequently exhibit The Five Practices of Exemplary Leadership® have constituents who are 25 to 50 percent more engaged than those with leaders who engage less frequently in these practices.

In their research, they also found that the best leaders are the best learners. Those who excel at leadership engage more frequently in learning activities than those leaders who are poorer performers. Participating in this program will support participants in their continuing efforts to become the best leader they can be.

*Competencies addressed: Collaborates, Courage, Drives Engagement, Drives Vision & Purpose, Instills Trust*

### This program will help leaders:

- Assess the extent to which they currently demonstrate exemplary leadership practices.
- Identify the most admired characteristics of leaders through the eyes of their followers.
- Understand and implement The Five Practices of Exemplary Leadership.

### JIM KOUZES



Jim Kouzes is the Dean's Executive Fellow of Leadership, Leavey School of Business, Santa Clara University and coauthor with Barry Posner of the internationally award-winning and best-selling book, *The Leadership Challenge*. Jim has co-authored over thirty other books, including *Learning Leadership*, *The Truth About Leadership*, *Credibility*, and *Encouraging the Heart*. The *Wall Street Journal* named Jim one of the ten best executive educators in the U.S., and he received the Distinguished Contribution to Workplace Learning and Performance

Award from the American Society for Training and Development. He was also recognized as one of *HR Magazine's* Top 20 Most Influential International Thinkers and by *Global Gurus* as one of the Top 30 Leadership Gurus.

## THE HEART OF LEADERSHIP: HOW LEADERS ENGAGE WITH EMOTIONAL INTELLIGENCE

SEPTEMBER 25, 2019

8:30 A.M. – 4:30 P.M.

Emotional Intelligence separates the great leaders from the mediocre ones. We can all recall a time when someone reacted in a way that seemed less than ideal.

Smart people can not only fail at inspiring and motivating teams, they can destroy interpersonal goodwill. Not everyone is a natural leader, but anyone can engage the emotions of others using emotional intelligence. Emotional Intelligence is the capacity for recognizing our own emotions and those of others, for motivating ourselves and others, and for managing emotions our own and in our relationships.

In this program, Melvin Smith will present on the importance of Emotional Intelligence and the Emotional Intelligence Model, which includes Personal Competence (Self-Awareness and Self Management) and Social Competence (Social Awareness and Relationship Management). By mastering Emotional Intelligence, you will be able to improve relationships which in turn improves performance and results.

Participants will practice applying this critical skill through activities and exercises. You will leave this program with new knowledge and greater awareness of how to be a more emotionally intelligent leader.

*Competencies addressed: Drives Results, Manages Conflict, Builds Effective Teams, Instills Trust, Drives Engagement*

### This program will help leaders:

- Understand how outstanding leaders harness the power of positive emotions.
- Become familiar with the Emotional Intelligence (EI) model and competence.
- Identify strategies for enhancing your leadership and emotional intelligence.

### MELVIN SMITH



Melvin Smith, Ph.D., is a Professor in the Department of Organizational Behavior and Faculty Director of Executive Education at the Case Weatherhead School of Management. Prior to completing his doctoral work at the University of Pittsburgh, Melvin spent over fifteen years in a series of sales/marketing management, and organization development positions with a number of Fortune 500 companies including IBM, Pepsi-Cola, and H.J. Heinz. Melvin has also provided training and/or consulting services to a number of organizations including Alcoa, Booz Allen Hamilton, Dealer Tire, Fifth Third Bank, H.J.

Heinz, McKinsey & Company, NASA, PNC Bank, Progressive Insurance, as well as a number of trade associations.



## WHAT GOT YOU HERE WON'T GET YOU THERE: LEADERSHIP STRATEGIES FOR DEVELOPING YOURSELF

OCTOBER 8, 2019  
8:30 A.M. – 12:00 P.M.

Are you hurting your own chances for success? The Harvard Business Review asked Marshall Goldsmith about the most common problem leaders face. His response? The interpersonal behavior of leaders, attitudes and actions are preventing their success.

Marshall is a world authority in helping successful leaders achieve positive, lasting change in behavior: for themselves, their people and their teams. In coaching leaders across the globe, he often asks “What’s holding you back?” This program will help leaders take an introspective look at their own behaviors and identify ways to create lasting positive behavioral change.

Marshall has identified 20 career-crunching habits and the thought-provoking equation: “less me+more them= more success as a leader.” He will cover many of the habits that get in our way; and provide a healthy, effective approach to changing the behaviors that can derail a leaders’ success.

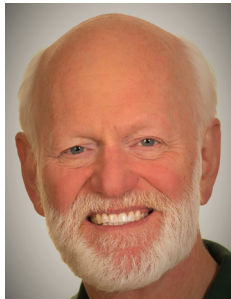
Marshall will also discuss the unique challenges faced by successful leaders and how to use ‘what to stop’ in coaching. Additionally he will share a proven process for leadership training that is based upon award-winning research involving over 86,000 participants in eight major corporations.

**Competencies addressed: Action Oriented, Demonstrates Self-Awareness, Drives Results, Ensures Accountability, Self-Development**

### This program will help leaders:

- Identify behavioral issues keeping you from maximizing your own performance.
- Address flaws in order to become a better leader for your team and organization.
- Implement a long-term plan to change negative behaviors.

## MARSHALL GOLDSMITH



At the recent Thinkers50 ceremony in London, Marshall Goldsmith, Ph. D., was recognized again as the World’s #1 Leadership Thinker and #1 Executive Coach. Marshall is the author or editor of 35 books, which have sold over two million copies, been translated into 30 languages and become bestsellers in 12 countries. His best-sellers include: *What Got You Here Won't Get You There*, *MOJO* and *Triggers*.

Marshall’s professional acknowledgments include: *Harvard Business Review* and Best Practices Institute – World’s #1 Leadership Thinker, *Global Gurus*, *INC* and *Fast Company*

magazines – World’s #1 Executive Coach.

Marshall is a world authority in helping successful leaders get even better at achieving positive, lasting change in behaviors for themselves and teams.

## STAKEHOLDER CENTERED LEADERSHIP: LEADERSHIP FOR THE FUTURE

OCTOBER 8, 2019  
1:00 P.M. – 4:30 P.M.

Over time the concepts and principles of leadership have changed. It is fair to say that leadership today is different than the past, and we can expect leadership tomorrow to be different than it is today. Leaders are facing digital, economic, demographic and social landscapes that are shifting at an accelerating rate. As the world becomes increasingly complex, different leadership paradigms are taking prominence.

Successful leaders will skillfully master a high concern for both people and tasks. They will also vary their behaviors based on the needs of the individual and the situation. Being able to work with others and their overall level of readiness (and changes within readiness) is what leaders do to help others reach their potential and be high-level contributors.

To further lead into the future, successful leaders will also need to understand and utilize the appropriate level of decision-making and power. Once a leader better understands these concepts they have a better understanding of what they can and can’t influence, which impacts performance and results through others. Leaders who are willing to adapt to the strengths of their knowledge workers will prosper in the future, and those that do not will be left behind.

**Competencies addressed: Builds Effective Teams, Collaborates, Decision Quality, Develops Talent, Drives Results**

### This program will help leaders:

- Understand how and why the role of the leader has changed over time.
- Learn how to adapt their leadership style to fit the unique needs of each situation.
- Apply concepts and principles of “Stakeholder Centered Leadership” to increase your overall effectiveness as a leader.

## MARSHALL GOLDSMITH



At the recent Thinkers50 ceremony in London, Marshall Goldsmith, Ph. D., was recognized again as the World’s #1 Leadership Thinker and #1 Executive Coach. Marshall is the author or editor of 35 books, which have sold over two million copies, been translated into 30 languages and become bestsellers in 12 countries. His best-sellers include: *What Got You Here Won't Get You There*, *MOJO* and *Triggers*.

Marshall’s professional acknowledgments include: *Harvard Business Review* and Best Practices Institute – World’s #1 Leadership Thinker, *Global Gurus*, *INC* and *Fast Company* magazines –

World’s #1 Executive Coach.

Marshall is a world authority in helping successful leaders get even better at achieving positive, lasting change in behaviors for themselves and teams.



## COMMUNICATION THAT WORKS: THREE HABITS TO INFLUENCE OTHERS AND MAKE THINGS HAPPEN

OCTOBER 29, 2019

8:30 A.M. – 4:30 P.M.

The competitive landscape has changed drastically in recent years. The challenges being faced by today's leaders oftentimes feel insurmountable. Work is faster paced; people are more distracted and impatient, decreasing the attention spans of everyone around us. And through all this, expectations for results are even higher. Leaders need to be able to communicate in a way to influence others in order for their teams and organizations to achieve great results.

While it comes as no surprise that the ability to effectively communicate is critical, it remains one of the single greatest challenges today. So what is needed in order to become an effective communicator who can influence others? The answer is mastering a sequence of habits – Connect-Convey-Convince® - that will help you grab attention, gain complete clarity, and sway others to make things happen.

Through this interactive and dynamic program, Connie will introduce and teach you a unique methodology proven with some of the most demanding and successful leaders. This roadmap will help you improve your interpersonal communication and give you more power to change minds and inspire remarkable results. You will also learn how to address some of the common issues that get in the way of waivering the ability to Connect-Convey-Convince®.

**Competencies addressed: Communicates Effectively, Drives Engagement, Drives Results, Interpersonal Savvy, Persuades**

### This program will help leaders:

- Understand the Connect- Convey-Convince model and implement it into their daily communications.
- Increase their level of competence and commitment in delivering communications that will influence others to act.
- Address the common issues getting in the way of mastering influential communication.

### CONNIE DIEKEN

Connie Dieken is the founder of Influence360® and The Dieken Group, a strategic advisory firm to C-suite executives on five continents. She helps leaders influence positive outcomes in all directions, even under the most difficult, changing conditions. Her clients are leaders at some of the world's best-known brands including Apple, Coca-Cola, HP, Nestlé, and The Cleveland Clinic. Connie was recently named one of the world's Top 10 Executive Coaches and has been honored as one of the Top 10 Female Business Owners in her region. Connie built her unique skill set during twenty years as a television journalist for ABC and NBC. Her work has been honored with five Emmy Awards and two Telly Awards, and she's the only person inducted into both the Radio/Television Broadcasters Hall of Fame and the Speakers Hall of Fame.



## CORPORATE ATHLETE® RESILIENCE: STRESS SMARTER, RECOVER BETTER, & BE YOUR BEST

NOVEMBER 13, 2019

8:30 A.M. – 4:30 P.M.

We all want to perform. To be our best when it matters most – in work and life. A third of adults report feeling increased stress, and 65 percent said work is a top source. In the workplace, stress can contribute to employees feeling unfocused and unmotivated, and can lead to increased burnout and high turnover. Unchecked, stress can hurt employee productivity and quality of life, thus impacting physical and mental health, and the bottom line.

Corporate Athlete® Resilience takes a holistic, science-based approach to sustainable behavior change, enabling people to understand different types of stress, recognize how to best respond to stress productively, and learn how to train to build resilience every day so they can recover, adapt and grow from stress. By leveraging the latest science, you can have a profound impact on both wellbeing and productivity and help address the burnout epidemic by merging the philosophy behind interval training with a novel approach to stress management.

Traditional stress-management programs attempt to minimize stress or remove external stressors, which is unrealistic in today's twenty-four seven world. Stress doesn't have to be a bad thing. Learn and experience how to redefine stress – not avoid it – to build resilience and enable high performance, at work and at home.

**Competencies addressed: Being Resilient, Courage, Drives Results, Interpersonal Savvy, Self-Development**

### This program will help leaders:

- Understand the definition of resilience and its relationship to performance and wellbeing.
- Recognize the difference between different types of stress.
- Learn how to strategically recover to manage stress and improve resilience and performance.

### NATALIE JOHNSON

Natalie Johnson is a nationally recognized expert in employee well-being, fitness, nutrition and health promotion. She is an award-winning corporate wellness professional who has worked with Fortune 100 & 500 companies on their population health strategies, design and implementation. As an experienced Corporate Trainer, Natalie is dedicated to helping individuals increase engagement, productivity and overall performance in both their professional and personal lives. Natalie is the President of Population Health Consultants and has been featured in a variety of media outlets including FitTV, Body by Jake, Shape Magazine and Prevention. She earned her Bachelor's Degree in Nutrition & Fitness from Florida State University and a Masters in Wellness Promotion from the CA College of Health Sciences. She is a Certified Trainer, Group Exercise Instructor, Health Coach, ICF Credentialed Coach, and Sports Nutritionist.





# CDFA Training Institute

## Opportunities to Learn, Network, and Advance Your Career -- Next from the CDFA Training Institute --

This year, the [CDFA Training Institute](#) will present a series of highly acclaimed training courses aimed at strengthening your capacity to encourage development, spur investment, create jobs, and build a sustainable model for economic development. Take a moment to review our online courses coming up in the next few months. No need to travel if the weather is bad -- they are all web-based! Register today to secure your spot before rates increase.

### Intro Bond Finance WebCourse

**February 20-21, 2019**

The [Intro Bond Finance WebCourse](#) addresses the basic requirements for issuing a bond, the rules and regulations that govern tax-exempt and taxable bonds, the major players involved in a bond transaction, and the roles and responsibilities of both public and private sector participants.

[Learn More >>>](#)

[Register >>>](#)

### Intro Tax Increment Finance WebCourse

**March 20-21, 2019**

The [Intro Tax Increment Finance WebCourse](#) offers an in-depth look at the guiding principles and appropriate application of TIF. This course brings TIF deal-making and best practices into focus through a two-day program targeting the entire TIF community including economic developers, public agency representatives, bond issuers, legal professionals, developers, financial advisors, and other stakeholders.

[Learn More >>>](#)

[Register >>>](#)

## Intro Housing Finance Course

May 22-23, 2019

The [Intro Housing Finance WebCourse](#) begins with an introduction to the complex world of housing including introducing attendees to the terminology and landscape of the housing space in community development. During this course, experts will walk through the multitude of diverse capital sources layered into housing deals based on the type of housing being developed. Attendees will lastly delve into innovative case studies from across the U.S. of how investment in an effective housing financing strategy can help drive the success of local economic development.

[Learn More >>>](#)

[Register >>>](#)

## Intro Public-Private Partnership (P3) Finance Course

June 19-20, 2019

The [Intro Public-Private Partnership \(P3\) Finance WebCourse](#) examines this emerging development finance model with a focus on how development finance agencies can adopt P3 principles to address a variety of projects. This course will cover basic P3 concepts, key players involved in transactions, asset valuation, contract negotiation, risk assessment, revenue stream development, and feasibility analysis.

[Learn More >>>](#)

[Register >>>](#)

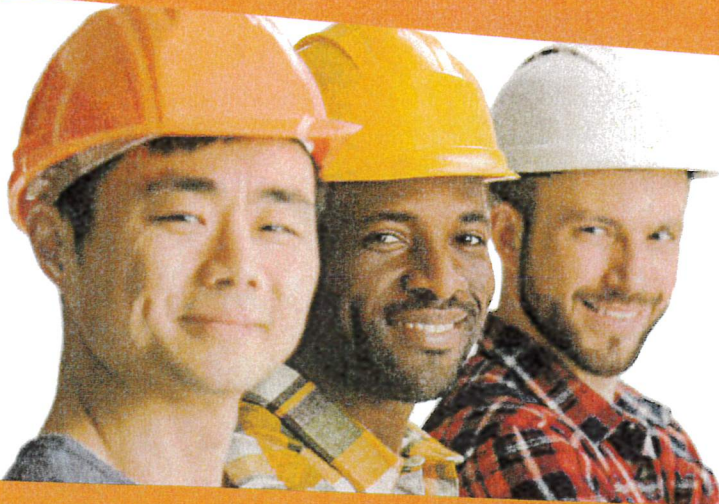
The [Council of Development Finance Agencies](#) is a national association dedicated to the advancement of development finance concerns and interests. CDFA is comprised of the nation's leading and most knowledgeable members of the development finance community representing public, private and non-profit entities alike. For more information about CDFA, visit [www.cdfa.net](http://www.cdfa.net) or e-mail [info@cdfa.net](mailto:info@cdfa.net).

Council of Development Finance Agencies  
100 E. Broad Street, Suite 1200  
Columbus, OH 43215  
(614) 705-1300  
[info@cdfa.net](mailto:info@cdfa.net)

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# 2019 CONSTRUCTION Career Fair

Ohio Means Jobs | Montgomery County



**Connect with dozens  
of experienced  
professionals!**

Tuesday

**February 26  
2-5 p.m.**

**Dayton  
at Convention Center  
22 East Fifth St.**

**REGISTER HERE**

or visit

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

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\$100 registration fee includes:  
10-by-10 booth, 6-foot table, and two chairs  
Complimentary parking (one pass per employer)

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Deadline for registration and payment is  
**Friday, January 25 at 5 p.m.**

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For more information, contact  
**Elley White, Business Operations Analyst**  
(937) 952-1395



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## DRG SUSTAINABILITY LUNCHEON

Fun, Informative, Challenging Speakers!

### Reflections & Ambitions

US mayors; governors; CEO s and citizens alike are continuing their march, investing their budgets, dollars and energy to promote environmental responsibility.

Larry Falkin, Director of the Office of Environment & Sustainability of **City of Cincinnati** -*ranking in the top 30 “greenest” cities in the US in 2018*- will review their impressive progress with a Sustainability Plan adopted and approved by City Council in 2018; a pledge to 100% Renewable Energy by 2035; and a \$2.5 million climate grant from Bloomberg American Cities Climate Challenge.

The private sector is no less motivated. **Lion Apparel** (Headquartered in Dayton), are installing a +250 KW Solar PV array on their property in Northern Kentucky. Our speaker will review the process, feasibility of their project and why they are motivated to invest in green infrastructure.

Join us on Feb 27 to be inspired and challenged.  
**Sign up today, early bird pricing ends Feb 22nd!**

Wed Feb 27, 2019  
11:30am - 1:00 pm

**Top of the Market**  
32 Webster Street  
Dayton, OH 45402

Registration opens 11:00 am  
Lunch served 11:30 am

**1 GBCI /AIA**  
Learning Unit -pending

[Register Here](#)

**We will also present on Bring Your Green updates !**



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Dayton Regional Green | 451 West Third St., attn:DRG3, Dayton, OH 45422

MARK YOUR CALENDAR



# LCID

LIFE CYCLE INDUSTRY DAYS




MOVING TO  
**19-21 JUNE 2019**

DAYTON CONVENTION CENTER ~ DAYTON, OHIO

Theme:  
**Improving Warfighter Readiness by Strengthening Alliances**

Details on registration and agendas are forthcoming

After attending LCID 2019, view DoD capabilities at the  
**Vectren Dayton Air Show - 22-23 June 2019**



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