



March 14, 2017 9:30 AM
The Helix Innovation Center by Emerson
40 West Stewart, Dayton, OH 45479
PLEASE RSVP TO ANGELA SWARTZ

Agenda

- I. Introductions and Announcements Steve Brodsky
- II. Welcome to Emerson Helix
- III. JobsOhio West/Dayton Development Coalition Mitch Heaton
- IV. DRG3 Green Challenge 2017 Lamees Mubaslat
- V. 2017 BF! Work Plan Metrics Report Gwen Eberly
- VI. Youthworks Program Steve Offord
- VII. New SBA Staff Dr. Rick Garcia and Brooke Betit
- VIII. Ohio Business Matchmaker Jill Nagy-Reynolds
- IX. Ohio EPA Assistance for Businesses and Communities Alauddin Alauddin

Remember to join us at the next BusinessFirst! Meeting May 9 at 9:30 AM at
the Business Solutions Center, 1435 Cincinnati Street, Dayton, OH.



Elements of Business

Accelerate
YOUR
business for FREE

The Ohio Small Business Development Center (SBDC), The Columbus District Office of the SBA, SCORE and the Ohio Development Services Agency are offering a FREE seven-month Elements of Business training series at Business Solutions Center in Dayton

Each class enhances the setup or growth of your small business.

[Register](#)

Business Solution Center
1435 Cincinnati Street
Dayton, Ohio 45417

- Introduction to Services Available
- Legal, Accounting & Insurance
- Building Bank Relationships/Access to capital
- Money Management
- Marketing Tips
- E-presence setup & management
- Procurement Opportunities & Certifications

- March 15 9:00-12:00
- April 12 9:00-12:00
- May 10 9:00-12:00
- June 14 9:00-12:00
- July 12 9:00-12:00
- Aug 9 9:00 -12:00
- Sept 13 9:00-12:00



Small Business
Development Centers



The Ohio Small Business Development Center (SBDC) Program is funded in part through a cooperative agreement with the U.S. Small Business Administration. The SBDC program is also funded in part by the Ohio Development Services Agency. All services are extended to the public on a non-discriminatory basis. Language assistance services are available for limited English proficient individuals. Reasonable accommodation for persons with disabilities will be made if requested at least two weeks in advance. Contact SBDC at (614) 466-2711 or at our website: www.sbdc.development.ohio.gov

Hello and good afternoon everyone!

We're excited to share a great opportunity for the investment community from not only a training perspective, but also a networking perspective. We'd love to see you at the event and encourage you to share this link, along with the invite, to others in the community that may be interested in attending.

Please contact me with any questions.

REGISTRATION LINK

<https://secure.utcdayton.com/DDCDaytonRegionInvestorBootcamp2017/attendee/attendee.asp>

Mitch Heaton | Vice President, Economic Development

Dayton Development Coalition | 900 Kettering Tower | Dayton, OH 45423

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Dear Professional Colleague,

I'm writing to personally invite you to the very first "Investor Training Boot Camp" for the Dayton Region. With help from our friends at Queen City Angels, we hope this in-depth, technical look at angel investing and the opportunities here in the Dayton Region will help cultivate a strong network of investors for the community's growing start-up scene.

The all-day event will take place Wednesday, March 22nd at the Montgomery County Business Solutions Center. Our goal is to bring a broad range of experienced investors to share their best practices and lessons learned with our local investment community. We're also working with local entrepreneurs to share details of their success. Our speakers will be announced in the coming weeks, and we believe you will find the line-up compelling.

Our investment community is alive and well within the Dayton Region, and we're experiencing tremendous growth in both deal flow and investment levels. The growth is like nothing we've seen before in our Region. We believe the Boot Camp curriculum will educate investors on what they need to know to take advantage of this unique environment and give you a chance to connect with promising local entrepreneurs. This course was developed "by investors for investors," and will not be open to the general public. We are reaching out directly to investors like you and select entrepreneurs. It will be a wonderful opportunity to network with fellow investors.

If you haven't heard of Queen City Angels, QCA was ranked #2 out of nearly 370 angel chapters and was a founding member of the Angel Capital Association, VentureOhio, and the first angel chapter inside a 200 mile radius of Cincinnati.

We anticipate a tremendous turnout, and encourage you to extend this invitation to fellow investors who would be interested in attending. Registration information is below. We hope to see you there.

Sincerely,
Roger Edwards
Vice President, Accelerant Venture Capital Fund





Proposed Agenda

Check-in, networking	7:45-8:15
Keynote Speaker - Scott McGohan, McGohan Brabender	8:15-8:45
Why Angel Investing An overview of angel investing, formation and role of the Angel Capital Association (ACA), History of the Queen City Angels, how it was formed and how it has evolved over the years - Tony Shipley, Founder/Chair of the Queen City Angels, National ACA Board member	8:45-9:30
View from the Heavens What angel investors look for, what verticals, what revenue, what team - Dan Kincaid, QCA investor	9:30-10:00
Break	10:00-10:15
Entrepreneur Panel 4 successful founders discuss their deals, how they raised money, how they exited Dan Kincaid - Sense Diagnostics, Eron Buccarielli-Tieger - Soundster, Joe D'Silva - P&C Pharma, Jeff June - ISCHEMIA CARE	10:15-11:15
What's a Term Sheet & What's a Cap Table? Equity (common, preferred, participating preferred) and convertible notes - John Habbert, QCA Board member, investor and co-manager of QCA First Funds	11:15-11:45
Lunch – keynote speaker - David S. Dickerson, MAI, CCIM, Partner/President Miller-Valentine Group Realty Services - overview of the Downtown Dayton Expansion Initiatives	11:45-1:00
Due Diligence - Roy Kulick, John Habbert, Don McKee (QCA investors)	1:00-1:30
Speed dating (angels and entrepreneurs)	1:30-3:00
Break	3:00-3:15
Portfolio Strategies & Post Investment Relationships - Tony Shipley, Don McKee, QCA investors (Board member for numerous QCA portfolio companies)	3:15-3:45
Wrap-up	3:45-4:00

Please join us for our Regional LEDO Quarterly Meeting on Thursday, March 23rd, 2017.

We are re-establishing this community centered quarterly meeting in order to connect on a more consistent basis.

The meeting will be hosted at the Fort Piqua Plaza. Registration will begin at 8:30 a.m. with bagels, pastries, etc., and the meeting will begin promptly at 9.

The agenda will include:

- Welcome & Introductions
- a Panel Discussion with Regional Utility Partners
- GASB 77, Trends in Government Economic Development,
and the Possible Effects of Border Reform (Presentation by Ernst & Young)
- an Update from our Regional MEP, FASTLANE
- Site Selection Analysis and Updates
- a Regional Talent Update from Lucious Plant

LOCATION

Fort Piqua Plaza

308 N Main St.

Piqua, OH 45356

9 a.m. to 10:30 a.m.

Please RSVP by Friday, March 20 to [Mitch Heaton](#) or [Ms. Shawn Underwood](#).

We greatly look forward to seeing you on March 23rd.

Mitch Heaton | Vice President, Economic Development

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