



2017 Summer YouthWorks

Montgomery County Workforce Division

In 2016, over 2,300 Montgomery County youth were placed at nearly 500 work sites in various industries. The youths' wages were provided through state and county funds, which is a tremendous benefit to the participating businesses. This collaboration provides the work experience and guidance needed to create a strong and informed future workforce. Thank you for your participation!

In 2017, YouthWorks will continue to provide employment opportunities for young people that will help shape their future and create a generation of career informed youth.

In order to provide the most benefit to the youth, we need you and 499 other employers to provide sufficient work sites for another successful year!

Montgomery County will:

- Approve applications
- Contribute the salary for the youth
- Issue Workers Compensation insurance
- Provide job readiness training
- Perform job coaching services for all youth
- The employer agreement is available online at OhioMeansJobs.com/Montgomery

Participating businesses will:

- Identify positions, required skills, and attire for participating youth
- Employ youth between the ages of 14-18 for 8 weeks during the summer of 2017
- Agree to deliver a valuable work experience and knowledge of your industry by training, mentoring, and evaluating the youth

To participate, contact YouthWorks at
YouthWorks@jfs.ohio.gov



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MEANS
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Are you looking For a Summer Job?

Would you like to make your own money and prepare for your future?

Then we have just what you're looking for...
YouthWorks!

What is the Summer YouthWorks Program?

The program provides job readiness skills training and summer employment for eligible youth in Montgomery County. Students will work at various businesses which will help build your resume, develop independence and expose you to the business community and mentors.

Eligibility Requirements

Participants must be full-time students, 14 to 18 years old and live in Montgomery County. Eligibility is based on household monthly income and size.

How do I apply for the 2017 Summer YouthWorks Program?

Beginning Monday, February 6, 2017, visit OhioMeansJobs.com/Montgomery to complete an online application to register.

If you need additional assistance, contact YouthWorks at (937) 224-1482.

You may also visit YouthWorks at 1111 S. Edwin C. Moses Blvd., Dayton, 45422.

Office Hours: Tuesday - Friday: 10 am - 7 pm
Saturday: 8 am - 4 pm
Sunday & Monday: Closed



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County

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Business FOCUS

Highlights of News & Events at Your
Dayton Metro Library



DAYTON
METRO
LIBRARY

Let US Help You Meet Your Business and Career Goals!

Three months have passed in 2017- how close are you to mastering the business and career goals that you set for the new year? If you haven't made the progress you hoped to make by now, come out to the [Business Solutions Center](#) on April 17 and explore the resources Dayton Metro Library can offer to help you meet those goals!



**BUSINESS
SOLUTIONS CENTER**

[Read more and register!](#)



Hands-On Work That Pays

Job Seekers meetings on [April 6](#) at [Miami Township Branch](#) and [April 10](#) at [Northwest Branch](#) will be followed by a special presentation. In conjunction with Sinclair College, Spectrum Career will offer *Hands-On Work That Pays*. [More information.](#)

FREE UPCOMING PROGRAMS FOR YOU:

SCORE Small Business Counseling

Meet one-on-one with a SCORE volunteer. Call 937.496.8631 to register.

Friday, 4/7, 10 a.m.-1 p.m. at Temporary Main Library downtown.

Monday, 4/10, 10 a.m.-1 p.m. at Miami Township Branch

Elements of Business: Legal, Accounting and Insurance

Dayton SCORE, the SBA, and the SBDCs at TEC and Wright State will be hosting this FREE session which will educate attendees on these topics and the importance they play in running a small business. [Registration and more information.](#)

Wednesday, 4/12, 9:00 a.m. to 12:00 p.m. at the Montgomery County Business Solutions Center

2017 Ohio Business Matchmaker

This event offers a unique opportunity for businesses interested in doing business with the federal, state or local government to meet with representatives to market and sell their goods and services. This event is open to all small and large businesses. [Registration and more information.](#)

Wednesday, 4/26, 8:00 a.m. to 5:00 p.m. Wright State Nutter Center

Ohio Means Jobs Montgomery County Job Fair

Companies are hiring for full and part-time positions. This event is open to civilian and military communities. [More information.](#)

Wednesday, 4/26, 1:00-4:00 p.n. University of Dayton Arena

Useful Links

[Ohio Business Portal](#)

[U.S. Small Business Administration](#)

[Dayton SCORE](#)

[The Entrepreneurs Center](#)

[SBDC at Wright State University](#)

[SBDC at The Entrepreneurs Center](#)



[Chamber Events](#)



Questions? Suggestions?

Ann Riegler Crichton
Business Services Librarian
Dayton Metro Library
937.496.8631
DaytonMetroLibrary.org/Business



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DaytonMetroLibrary.org



ASK ME
937.463.BOOK

One convenient number for
all Dayton Metro Libraries

Text a Librarian:
937.779.4491 or text the
word *Dayton* to 66746



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Join us for our kickoff and press conference announcing

BRING YOUR GREEN 2.0

New this year, the Healthy Schools Platform, designed to groom a new generation of sustainable thinkers!

The challenge is a friendly year-long competition open to businesses and organizations of all sizes.

April 27, 2017 | 2:30 - 3:30 p.m.

Top of the Market | 32 Webster St | Dayton, OH 45402

ARE YOU GAME? RSVP NOW!

The program will include remarks from Montgomery County Commissioners and community leaders. Light refreshments will be provided.





Small Business Community News - April 2017

A New Season for Fresh Success

Spring forward into action, and see what your business can gain. Don't wait any longer - connect with a Dayton SCORE for free guidance that will make your business blossom.

[Meet with a mentor today!](#)

Chapter Chair Corner - Chuck Anderson



It is that time of year when at least some of us think about spring cleaning. Why not consider a "**spring cleaning**" for your business?

Take a look at your business plan and ask yourself am I on track or if not, what changed to cause the departure.

Dayton SCORE has a **Small Business Development Workshop series to help you**. [Sign up for the 12 April session](#) to hear experts on tax, accounting, insurance, legal, and OBWC issues on our website dayton.score.com.

Or if your not sure what to do, [sign up for free mentoring](#) and get one on one personal help from a SCORE mentor. We will be happy to assist!

Interested in joining the Dayton SCORE team and becoming a volunteer?

[Volunteer Information](#)

[Small Business Development Series - April-May Workshops](#)

This series, put on in conjunction with The Small Business Administration, is designed to provide information and contact resources to both beginning and continuing businesses in the Dayton and surrounding area.



The series is presented free of charge.

- 12 April [Registration](#) Legal, Accounting, and Tax requirements
- 10 May [Registration](#) Access to Capital - Part 1
- 14 Jun Access to Capital - Part 2
- 12 July Marketing
- 9 Aug E-presence setup and management and Cyber Security
- 13 Sep How to do business with the government

[Learn More](#)

April-May Non-Profit Training Sessions

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



The Spring Non-Profit series focuses on topics that our research has shown to be of critical importance to non-profits. These workshops are **FREE** and include a lunch that affords the opportunity for networking.

- Apr 6 [Registration](#) Strategic Planning
- Apr 27 [Registration](#) Financial Management
- May 11 [Registration](#) Marketing
- May 24 Board Development
- Jun 8 Volunteer Management
- Jun 22 Fundraising

[Learn More](#)

Infographic: Small Business, Big Trade

Did you know 97% of U.S. exporters are small businesses?



International trade is a key driver of small business success:

- U.S. companies that export grow faster, and are nearly 8.5% less likely to go out of business than non-exporting businesses.
- 26% of companies that trade internationally significantly outperform their market.
- Less than 1% of America's 30 million companies export!

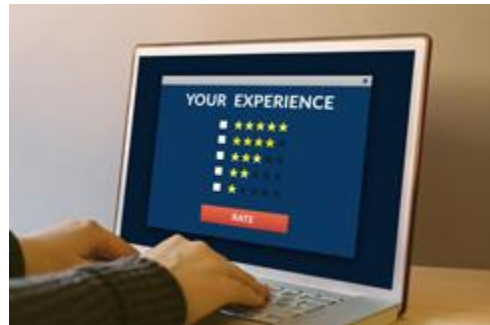
Download this month's infographic to learn more about the impact of small business exporters.

[Read Now](#)

[Build An Online Reputation That Drives More Clicks, Calls and Sales](#)

[Thursday, April 13, 2017 -- 1 p.m. EST / 10 a.m. PST](#)

SCORE mentor Sherry Bonelli, a long-time digital marketing expert, will show the impact of customer reviews and discuss best practices for using reviews to market your business.



[Learn More](#)

[How The Angel Investment Process Really Works](#)

[Thursday, April 20, 2017 -- 1 p.m. EST / 10 a.m. PST](#)

[Martin Zwilling](#), founder of Startup Professionals and accredited angel investor, will provide his insights into the world of angel investing when he discusses:



- Milestones entrepreneurs need to achieve before approaching angel investors
- Recommended preparation and processes for meetings with investors
- Timing, preparation and discussion topics for any investor meeting

[Learn More](#)

[Don't Let Marketing Bite You: 4 Ways to Reach More Customers](#) [Tuesday, April 25, 2017 -- 1 p.m. EST / 10 a.m. PST](#)

In this session, you'll learn how [Deluxe](#) helped Robert Herjavec's Shark Tank investments solve their biggest marketing challenges, including:

- How to reach new customers using Facebook
- How to attract more web traffic and increase online sales
- How to cost-effectively reach existing customers
- How to use free online listings to get found locally



[Learn More](#)

[5 Pillars of a Facebook Business Page That Rocks](#) [Tuesday, April 27, 2017 -- 2 p.m. EST / 11 a.m. PST](#)

In this webinar, we'll dig into some of the top Facebook features including proper setup, design, layout, Facebook Instant Messenger and even Facebook boosted posts. Facebook business Pages can help you grow your small business by

- Connecting with your ideal customer
- Generating leads
- Increasing sales



- Improving customer satisfaction and much more

[Learn More](#)

[Small Business Success Story: The Hartz Group](#)

Having run business units for large corporations for his entire career, Charles Hartz already knew the ins and outs of running a successful business, but when he decided to start a business of his own for the first time -- a series of Dunkin' Donuts franchises in Aiken South Carolina, he knew he needed advice.



By meeting with a SCORE [mentor](#) biweekly for several months, Hartz gained expertise in the finer points of financing, lease negotiation, business planning, and marketing.

Hartz also attended [SCORE workshops](#) in Aiken and intends to keep doing so as his business grows. "As a small-businessperson, this is one of the best ways for me to continue to learn and stay current on many business topics," says Hartz.

[Find Your Own Success](#)

[Looking Ahead: Increase Revenue and Profits with Electronic Payment Technology](#) [Tuesday, May 9, 2017 -- 1 p.m. EST / 10 a.m. PST](#)

Learn how to get the most value from your system when [Pat Moran](#), of [Master Your Card](#), a community empowerment program sponsored by Mastercard®, covers:

- Choosing the right pricing model
- Negotiating a favorable contract
- Utilizing backend accounting capabilities



- Taking advantage of the latest electronic payment technology

[Learn More](#)

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Dayton SCORE, Chapter 107

www.dayton.score.org

Phone: 937.225.2887



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 over 50 years.

Because our work is supported by the U.S. Small Business Administration (SBA), and thanks to our network of 11,000+ volunteers, we are able to deliver our services at no charge or at very low cost.

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

Hello all,

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

March 29, 2017 – The Japan America Society of Greater Cincinnati will be hosting **Working Effectively with Japanese Management, Customers, and Coworkers** in Cincinnati. This workshop will help attendees learn the cultural and business etiquette rules that will make a difference in your business relationships with Japanese. To register, please visit [here](#).

March 30, 2017 – The SBDC at The Entrepreneurs Center will be hosting **Recordkeeping for the Small Business** in Dayton. This FREE workshop will provide an overview of record keeping and is designed to help participants understand how record keeping can benefit their small business. To register, please visit [here](#).

March 30, 2017 – The SBA, Vet Biz Central, and American Legion will be hosting **Boots to Business Reboot** in Delaware. This is a training program that provides participants an overview of business ownership as a career vocation, the components of a business plan, an introduction to resources, and more! To register, please visit [here](#).

March 30, 2017 – FASTLANE will be hosting **Cyber Security: Where Do You Start** in Dayton. This event will feature Shawn Waldman of Secure Cyber Defense who is a subject matter expert when it comes to FBI criminal justice compliance and cyber security. To register, please visit [here](#).

March 30, 2017 – Columbus SCORE, the SBA, and the SBDC at Columbus State will be hosting **Elements of Business: Introduction to Services Available** in Grove City. This FREE session will introduce various local, state, and federal resources that aim to help small businesses. To register, please contact [Shannon Feucht](#) at 614-469-6860.

March 31, 2017 – REDI Cincinnati will be hosting **Unlocking the Tri-State Region: Foreign Direct Investment Symposium** in Cincinnati. This event will concentrate on foreign direct investment strategy as it relates to capital flows into infrastructure and real estate, and manufacturing, trade, and workforce. To register, please visit [here](#).

March 31, 2017 – FORCAM and Northern Kentucky TRI-ED will be hosting **How Industrial Technology Disrupts American Manufacturing** in Florence, KY. This FREE event will feature a panel of local manufacturers who will discuss measuring productivity, reducing waste and downtimes, increasing capacity, and more! To register, please visit [here](#).

April 1, 2017 – The Patent and Trademark Resource Center will be hosting **Copyright Basics for Business** in Dayton. This FREE session offers intellectual property information and search techniques for using the U.S. Patent and Trademark Office (USPTO) and other online databases. To register, please visit [here](#).

April 3, 2017 – The Dayton Business Journal will be hosting **BizWomen Mentoring Monday** in Dayton. This one-of-a-kind event will bring together women in a casual, fast-paced coaching atmosphere that will allow mentees the opportunity to have multiple conversations with different coaches. To register, please visit [here](#).

April 4, 2017 – The SBDC at the Greater Cincinnati Urban League will be hosting **Start Up Tuesday** in Cincinnati. This FREE workshop is designed to provide the essential information needed to help start a business. To register, please visit [here](#).

April 5, 2007 – The Small Business Administration (SBA) will be hosting the **10th Annual SBA Export Lenders' Roundtable** in Washington, DC. This FREE event will cover important topics surrounding SBA's International Finance Programs and the trade and export finance environment. To register, please visit [here](#).

April 5, 2017 – The SBDC at Columbus State will be hosting **Business Plan 101: Write the Tool that Drives Your Business** in Columbus. This 5 week course will cover all aspects of a business plan – executive summary, business and product description, organizational structures, the marketing plan, and business financial statements. To register, please visit [here](#).

April 5, 2017 – The Centerville Public Library will be hosting **Hire Right** in Centerville. As part of the *Brown Bag Business Lunch & Learn* series, this FREE event will educate attendees on how to search for talent, review resumes, and interview candidates. To learn more, please visit [here](#).

April 5, 2017 – The OSU Extension Office of Jackson County will be hosting an **Entrepreneurship Roundtable** in Jackson. This FREE event will feature a panel of local entrepreneurs who will discuss their stories, as well as local resources to help start your small business. Registration information will be forthcoming.

April 6, 2017 – The Minority Business Assistance Center in Dayton and the Dayton Human Relations Council will be hosting **Small Business Opportunity Forum – Dayton International Airport** in Dayton. This FREE event will give attendees an opportunity to learn more about the upcoming airport projects and specific opportunities for small, socially and economically disadvantaged businesses. To register, please visit [here](#).

April 6, 2017 – The ORV~WBC will be hosting **The 2017 South Central Ohio Healthcare Supplier Diversity Symposium** in Cincinnati. This premier event draws 350 CEOs, senior executives, supply chain management, and diversity managers from healthcare providers and their major suppliers to increase diverse spend throughout the region. To register, please visit [here](#).

April 6, 2017 – The American Advertising Federation will be hosting **What Do You Stand For** in Dayton. This event will feature Blaise D'Sylva, VP of Media for Dr. Pepper Snapple Group and the 10 things (or more) that he believes in as he works in the advertising business today. To register, please visit [here](#).

April 6, 2017 – The SBDC at SBDC, Inc. Springfield will be hosting **How to Increase Your Sales** in Springfield. This workshop will educate attendees on how to implement various sales techniques for both brick and mortar and online business models. To register, please visit [here](#).

April 6, 2017 – The SBDC at Columbus State will be hosting **Market Your Way to Success** in New Albany. This FREE 4 week series will educate attendees on knowing who your customers are, what they want, and using that information to strategically position the product or service. To register, please visit [here](#).

April 8, 2017 – Cincinnati SCORE will be hosting **Your Small Business Dream to Reality – What It Takes** in Cincinnati. This workshop offers valuable insight into small business StartUp fundamentals for the new/undecided entrepreneur. To register, please visit [here](#).

April 11, 2017 – The SBDC at Ohio University will be hosting **Elements of Business: Legal, Accounting, and Insurance** in Cambridge. This FREE workshop will educate attendees on these topics and the importance they play in running a small business. To register, please visit [here](#).

April 11, 2017 – Cultivate will be hosting **Need a Refill? From Serving to Service** in Grove City. As part of the *Lunch & Business Workshop*, this FREE event will feature the Co-founder of the start-up Refill and his entrepreneurial story. To register, please visit [here](#).

April 11, 2017 – Canton SCORE and the SBDC at Kent State-Tuscarawas will be hosting an **Intellectual Property Workshop** in New Philadelphia. This FREE workshop will educate attendees on the basics of patents, trademarks, and copyrights. To register, please visit [here](#).

April 11-12, 2017 – ODOT will be hosting the **Civil Rights Symposium for Transportation** in Columbus. This event will explore the value that diversity and inclusion brings to both the industry and the state and will feature guest speakers such as Martin Luther King III. To register, please visit [here](#).

April 12, 2017 – Dayton SCORE, the SBA, and the SBDCs at TEC and Wright State will be hosting **Elements of Business: Legal, Accounting, and Insurance** in Dayton. This FREE session will educate attendees on these topics and the importance they play in running a small business. To register, please visit [here](#).

April 12, 2017 – The Columbus SCORE will be hosting **HR 101: Key Issues and How to Solve Them** in Dublin. This FREE *Lunch and Learn* will help attendees understand important HR issues and effective strategies for staying current and compliant. To register, please visit [here](#).

April 13, 2017 – DaytonDefense will be hosting a **Pentagon Perspective** in Dayton. This event will provide insight into the USAF FY 17 budget, resultant AF program impacts, and industry challenges and opportunities in the new fiscal environment. To register, please visit [here](#).

April 13, 2017 – The SBDC at Columbus State will be hosting **Crowdfunding Unplugged: The Sweat Seal Campaign** in Dublin. This FREE workshop will cover the five most important things to know prior to launching a crowdfunding campaign. To register, please visit [here](#).

April 18, 2017 – The Small Business Administration (SBA) will be hosting **Understanding Working Capital in Your Small Business** in Wilmington. This FREE event will educate small businesses on the various programs the SBA offers and how to utilize them. To register, please contact [Glenn Clevenger](#) at 513-684-2814 ext. 205.

April 19, 2017 – DaytonDefense will be hosting a **Lunch and Learn** in Dayton. This event will feature Kevin Buckley, AFPEO for Air Force Mobility Programs who will speak about his mission to execute USAF mobility system programs, his direction from Secretary of the Air Force-Acquisition for reform, and his challenges for industry. To register, please visit [here](#).

April 20, 2017 – Technology First will be hosting **Tech Forum: Digital Transformation Strategies by AT&T and Microsoft** in Kettering. This event will provide AT&T and Microsoft an opportunity to share their insights on the strategic direction of their industry and how this has shaped the strategy for their product and service offerings. To register, please visit [here](#).

April 21-23, 2017 – UP Dayton will be hosting **Startup Weekend** in Dayton. This event is designed to provide superior experiential education for technical and non-technical entrepreneurs. Participants create working startups during the event and are able to collaborate with like-minded individuals outside their daily networks. To register, please visit [here](#).

April 22 and April 29, 2017 – Cincinnati SCORE will be hosting **Small Business Dream to Reality – 2 Part Series** in Cincinnati. This two part series will educate attendees on the elements and tools to determine the viability of a business idea, basics for funding, and exploring the business plan. To register, please visit [here](#).

April 25, 2017 – Frost Brown Todd will be hosting **LogisticsConnect** in Cincinnati. This conference will feature prominent speakers who will discuss the changing demographics of the workforce and emerging trends in the industry. To learn more and to register, please visit [here](#).

April 25, 2017 – The World Trade Center Kentucky will be hosting an **Importers/Exporters Bootcamp** in Ft. Mitchell, KY. This half-day event will provide everything needed to classify and properly prepare your product or service to safely start importing/exporting. To register, please visit [here](#).

April 26, 2017 – The Small Business Administration (SBA) and the State of Ohio will be hosting the **2017 Ohio Business Matchmaker** in Dayton. This premier event focuses on helping Ohio and surrounding businesses to develop relationships with government buyers and large prime contractors. To register, please visit [here](#).

April 27, 2017 – The Dayton Area Chamber of Commerce's Minority Business Partnership will be hosting a **Business Opportunity Breakfast** in Dayton. This event provides attendees an opportunity to learn more about certifying as a Minority Business Enterprise (MBE), resources available, and industry insight. To register, please visit [here](#).

April 27, 2017 – Frost Brown Todd will be hosting the **2017 Labor & Employment Seminar** in West Chester. This seminar will cover a variety of topics including FMLA/ADA Update, Legal traps of Telecommuting, Capturing Non-Exempt Time, OSHA Update/Immigration (The New I-9), Workplace Investigation Best Practices, and more! To register, please visit [here](#).

April 29, 2017 – The Patent and Trademark Resource Center will be hosting **Patents Basics** in Dayton. This FREE session offers basic trade and service mark information and search techniques for using the U.S. Patent and Trademark Office (USPTO) and other online databases. To register, please visit [here](#).

April 29, 2017 – Cincinnati SCORE will be hosting **How to Build a Marketing Campaign to Meet Your Growth Objectives** in Cincinnati. This hands-on workshop will educate attendees on how to put together a strong marketing campaign which will minimize time investment and maximize results. To register, please visit [here](#).

May 2, 2017 – The SBA, the US Commercial Service, and the Ohio Export Assistance Network at Wright State will be hosting an **Export Panel Discussion** in Dayton. As part of *Small Business Week*, this FREE event will feature an expert panel that will discuss a variety of topics on exporting including the resources available and the International Market Access Grant for Exporters (IMAGE). To register, please contact [Alex Kohls](#) at 614-633-6372.

May 2, 2017 – The Small Business Administration (SBA) will be hosting **Maximizing the Value of Your Business** in Grove City. As part of *Small Business Week*, this FREE event will educate attendees on the importance of valuing their small business and how to maximize that valuation. To register, please contact [Shannon Feucht](#) at 614-469-6860 ext. 244.

May 2, 2017 – The Small Business Administration (SBA) will be hosting **Free Resources to Help Your Business** in Cincinnati. As part of *Small Business Week*, this FREE event will educate attendees on the various federal, state, and local resources available. To register, please contact [Nicole Pickard](#) at 513-684-2814 ext. 207.

May 2, 2017 – The Small Business Administration (SBA) will be hosting a **Contract Financing Panel Discussion** in Columbus. As part of *Small Business Week*, this FREE event will provide valuable insight into contract financing by a panel of experts. To register, please contact [Shanda Harris](#) at 614-469-6860 ext. 236.

May 2, 2017 – Xavier Health will be hosting **Case for Quality Metrics Workshop** in Cincinnati. This workshop will educate attendees on how more informed decisions can both trigger needed actions, and drive the Right-First-Time mentality as close to the initial days of development as possible. To register, please visit [here](#).

May 2, 2017 – The SBDC at Columbus State will be hosting **Basis of a Successful Enterprise (B.A.S.E.)** in Columbus. This FREE 2 day workshop will help attendees discover what it takes to build a business around their dreams and passion. To register, please visit [here](#).

May 2, 2017 – The SBDC at the Greater Cincinnati Urban League will be hosting **Start Up Tuesday** in Cincinnati. This FREE workshop is designed to provide the essential information needed to help start a business. To register, please visit [here](#).

May 2-5, 2017 – The FDA and Xavier University will be hosting the **MedCon Conference** in Cincinnati. This conference will feature the FDA's Jeff Shuren with CDRH strategic priorities as FDA and industry come together to advance product reliability for global patients. To learn more and to register, please visit www.XavierMedCon.com.

May 3, 2017 – The Small Business Administration (SBA) will be hosting **Federal IT Contracting Opportunities: Air Force** in Dayton. As part of *Small Business Week*, this FREE event will educate attendees on the opportunities available and how to best position your business to win a contract. To register, please contact [Jill Nagy-Reynolds](#) at 614-469-6860 ext. 276.

May 3, 2017 – The SBA, the US Commercial Service, and the Ohio Export Assistance Network at the OSU South Centers will be hosting an **Export Panel Discussion** in Athens. As part of *Small Business Week*, this FREE event will feature an expert panel that will discuss a variety of topics on exporting including the resources available and the International Market Access Grant for Exporters (IMAGE). To register, please contact [Alex Kohls](#) at 614-633-6372.

May 3, 2017 – The SBDC at The Entrepreneurs Center and the Dayton Metro Library will be hosting **Market Research that Won't Break the Bank** in Dayton. This FREE workshop will cover a variety of topics including identifying potential customers, researching competitors, mining for valuable information, analyzing business locations, and more! To register, please visit [here](#).

May 3, 2017 – The Centerville Library will be hosting **Cybersecurity in Business** in Centerville. This FREE seminar will educate attendees on what a company's owners, managers, or administrators should be doing to protect their information. To learn more, please visit [here](#).

May 3, 2017 – The SBDC at Columbus State will be hosting **Protect Your Business Idea: Patent, Trademark, or License Registration** in Dublin. This FREE seminar will discuss the different types of intellectual property associated with protecting a new product idea. To register, please visit [here](#).

May 4, 2017 – Clark Shaefer Hackett will be hosting **Overcoming the Skilled Labor Shortage** in Dayton. This FREE seminar will educate attendees on the current economic environment in the Central Ohio region, the current employment landscape, how companies are competing for talent, which skills are in the greatest demand, and more! To register, please visit [here](#).

May 4, 2017 – The SBDC at Clermont County Chamber of Commerce will be hosting **Small Business Loans and Alternate Funding** in Cincinnati. This FREE workshop will educate attendees on the various avenues to financing a business idea. To register, please visit [here](#).

May 5, 2017 – The Small Business Administration (SBA) will be hosting **Ten Keys to Running a Healthy Business** in Columbus. As part of *Small Business Week*, this FREE event will educate attendees on the various aspects that are essential for a successful business. To register, please contact [Shannon Feucht](#) at 614-469-6860 ext. 244.

May 5, 2017 – ACEnet will be hosting the **2017 Women in business Conference** in Nelsonville. This FREE event will unite women entrepreneurs in all stages of business development for a one day conference that will focus on professional development, personal development, and networking. To register, please visit [here](#).

May 5, 2017 – The Small Business Administration (SBA) will be hosting **Ask the Expert** in Columbus. As part of *Small Business Week*, this FREE event will feature experts who will cover a variety of topics relevant to small businesses. To register, please contact [Barry Peel](#) at 614-469-6860 ext. 232.

May 9, 2017 – The SBDC at Ohio University will be hosting **Elements of Business: Building Bank Relationships/Access to Capital** in Cambridge. This FREE workshop will educate attendees on the importance of a strong banking relationship and the various programs available that provide access to capital. To register, please visit [here](#).

May 10, 2017 – Dayton SCORE will be hosting **Elements of Business: Building Bank Relationships/Access to Capital** in Dayton. This FREE workshop will educate attendees on the importance of a strong banking relationship and the various programs available that provide access to capital. To register, please visit [here](#).

May 11, 2017 – The Small Business Administration (SBA) will be hosting **Capital and Export Financing** in Xenia. This FREE event will educate attendees on the various programs and services the SBA offers to small businesses, especially working capital and export financing. To register, please contact [Gwendolyn List](#) at 513-684-2814 ext. 200.

May 11, 2017 – The SBDC at Columbus State will be hosting **Social Media Strategy for Small Business** in New Albany. This FREE event will provide attendees a foundation of social media knowledge to help build a better online marketing strategy and tactics to grow a business. To register, please visit [here](#).

May 11, 2017 – The SBDC in Warren County and the SBA will be hosting the **Warren County Business to Business Expo and Trade Show** in Mason. This program is designed to enhance business networking, develop new skills, and discover and learn solutions to be successful in today's economy. To register, please visit [here](#).

May 13, 2017 – The Patent and Trademark Resource Center will be hosting **Trademark Basics** in Dayton. This FREE session offers basic trade and service mark information and search techniques for using the U.S. Patent and Trademark Office (USPTO) and other online databases. To register, please visit [here](#).

May 15-17, 2017 – TechConnect will be hosting the **National SBIR/STTR Conference** in Washington, DC. This conference will educate attendees on how to participate and compete for funding in these two programs that encourage small businesses to engage in Federal Research/R&D and to commercialize technological innovations. For more information and to register, please visit [here](#).

May 17, 2017 – DaytonDefense will be hosting a **Lunch and Learn** in Dayton. This event will feature Kris Kearns, AFRL's Autonomy Portfolio Lead, who will highlight AFRL's current investment areas and future vision of where technologies will impact AF and DoD applications. To register, please visit [here](#).

May 23, 2017 – The SBDC at Clermont County Chamber of Commerce will be hosting **DIY Marketing: Press Releases 101** in Cincinnati. This FREE workshop will educate attendees on how to successfully use press releases as part of a marketing plan. To register, please visit [here](#).

May 31-June 1, 2017 – Serving Logistics will be hosting the **Columbus Logistics Conference** in Columbus. This premier event will include a variety of experts covering various topics on international trade such as classification, NAFTA/EU, compliance, accounting, purchase orders, legal updates, and more! To learn more and to register, please visit [here](#).

June 5, 2017 – The Small Business Administration (SBA) will be hosting **Understanding Working Capital in Your Small Business** in Hillsboro. This FREE event will educate small businesses on the various programs the SBA offers and how to utilize them. To register, please contact [Glenn Clevenger](#) at 513-684-2814 ext. 205.

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 or (614) 644-3666.

2017 Ohio Export Internship Program

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

International Market Access Grant for Exporters (IMAGE)

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

Dayton Better Business Bureau and Women in Business Networking Programs

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

1st Friday – Springboro and Preble County

2nd Friday – Centerville and Springfield

3rd Friday – North Dayton and West Chester

4th Friday – Beavercreek and Oakwood

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

USDA Rural Development Business & Cooperative Programs

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

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

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

Christie Hooks	Christie.Hooks@oh.usda.gov	614-255-2397
Cindy Musshel	Cindy.Musshel@oh.usda.gov	614-255-2427
Debbie Rausch	Deborah.Rausch@oh.usda.gov	614-255-2425
Jennifer Brown	Jennifer.Brown@oh.usda.gov	614-255-2423
Randy Monhemius	Randy.Monhemius@oh.usda.gov	614-255-2424

SBA webinars and events – For an updated list of SBA webinars and events for Ohio, please visit [here](#). Topics include healthcare, contracting, financing, and more.

Small Business Seminars – The Ohio Small Business Development Centers (SBDC) offer many seminars and workshops to small businesses throughout Ohio. Topics include certifications, mentoring, social media, business strategy, finance, and more! To learn more about these events, please visit [here](#).

Upcoming International Trade Missions and Webinars – The Ohio Development Services Agency and the U.S. Department of Commerce provide numerous opportunities to companies interested in participating in international trade missions. To see a list of upcoming missions through the State of Ohio, please visit [here](#). To see a list of upcoming trade missions through Commerce, please visit [here](#) and for upcoming webinars, please visit [here](#).

Alexander Kohls
U.S. Small Business Administration (SBA)

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Dayton Employer Showcase/ Job Fair

Thursday, May 4, 2017

Agenda

9:00 - 9:30 a.m.	Employer Booth Set-up
9:30 - 10:00 a.m.	Employer Showcase
10:00 - 12:00 p.m.	Job Fair

Wright State University
Student Union
3640 Colonel Glenn Highway
Dayton, OH 45435

To register, visit:

**[https://www.surveymonkey.com/r/
DaytonJobFairMay4](https://www.surveymonkey.com/r/DaytonJobFairMay4)**

For more information, contact:
Cynthia Crews at 513-309-5140 or
cynthia.crews@ood.ohio.gov



March 2017 Newsletter

HIWT ATTENDS CONEXPO - CON/AGG 2017



Hobart Institute of Welding Technology offers excellence in Corporate Training/Certification Services as well as provide the highly qualified welding professionals you want to train your team. Visit our website at www.welding.org to see the many education options and services we have available. Whatever your needs, we are here to help. For Corporate Services, please contact [Chip Prinz](#). Email [here](#) if you are in need of qualified welders.



Sign up now for AWS® CWI®/CWE® and Code Endorsement classes
[View 2017 Dates Here](#)

Does your company need a CWI on staff? The 2-week course at Hobart Institute of Welding Technology prepares you for the exam and provides the American Welding Society exam for certification on the last Friday of the 2-weeks

CWI® Course dates: May 8, June 19, July 17, August 14.

If you are required to recertify by taking the Part B - Practical Application Examination, you may need a refresher course of just one week.

Recertification dates are: May 15-19, June 26-30, July 24-28 .

Just need to get your code endorsement? HIWT offers a two-day Certified Welding Code Endorsement course that covers American Welding Society D1.1 or American Petroleum Institute 1104. Anyone preparing to take an American Welding Society CWI® Code Endorsement Examination or a code re-examination...or anyone wishing to obtain more knowledge about the codes...is encouraged to take this course

Code Endorsement Class dates are: May 11-12, June 22-23, July 20-21.

Anyone taking the American Welding Society CWI® Endorsement Exam or

CWI® Code Re-examination must schedule their exam through the American Welding Society at a Prometric™ Test Center.

For complete information, visit the [website](#) now

Are you in need of specialized training?

We can design a training program around your needs. Whether you have one person or several that require training, HIWT can tailor a program for you. Training can be done at your facility or here on our 12 acre campus.



Click [here](#) to contact us via email or call 937-332-9500 ext. 9603

Do you need to hire welders?



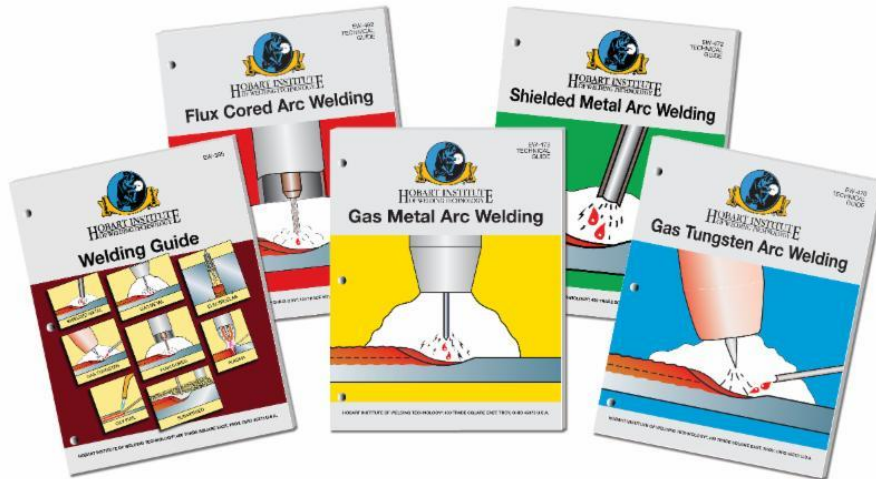
HIWT graduates students every month. We have a job board where you can post your open positions and students/graduates can apply directly to you. Contact us [here](#) for more information on how to set up an account and post your jobs.

Did you know that the Hobart Institute of Welding Technology is an AWS® Accredited Test Facility?

HIWT has been certifying/qualifying welders and welding procedures to structural, pressure piping, production, and aerospace specifications since 1989. For more information regarding our welder certifications and qualifications visit our [website](#).



Featured Item of the Month: Technical Guides



The Technical Guides are an invaluable resource for instructors and students. Each guide contains process specific information on equipment, process variables, weldability, pre and post-welding procedures, shielding gases, electrodes, safety and more. They supplement the student workbooks for welding training. The books are in full color.

\$26.00 each.

Click [here](#) for information and to order.

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

Hobart Institute of Welding Technology

400 Trade Square East

Troy, Ohio 45373

937-332-9500

www.welding.org

hiwt@welding.org

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

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Dayton Market Update

Top Headlines Impacting Commercial Real Estate in Dayton



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Dayton Market Update

Top Headlines Impacting Commercial Real Estate

March 16, 2017

Ellway Group purchases downtown Dayton building for \$550,000

- The Ellway Group, which is developing the \$100M Fire Blocks District downtown, purchased the five-story building at 48 S. Jefferson St.
- Price Stores, the former owner, has signed a 12-month lease and will continue to occupy the ground floor and part of the second floor.
- The developer plans to add a bar on the second floor and a "boutique hotel" to the upper three floors.

March 17, 2017

Planned Dayton co-op grocery store picks site

- Gem City Market, to be owned by workers and community shareholders, is proposed to be constructed in the 100 block of Salem Avenue on land just over the bridge.
- The steering committee will need to raise about \$3.9M to launch the grocery store, with financing

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expected to come from a mix of low-cost debt, grants and government incentives, and the sale of at least 2,000 ownership shares.

March 20, 2017

Local manufacturer buys West Dayton warehouse for \$1.45M

- A local manufacturer appears to have purchased the former distribution center at 750 Rosedale Ave. in West Dayton for \$1.45M.
- The 410,000-square-foot building sits just off James H. McGee Boulevard.



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President / Partner
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March 23, 2017

New Dollar Tree coming to Trotwood

- Dollar Tree applied to build a new store in Trotwood at 5007 Salem Ave.
- The store plans to lease 10,000 square feet of space in the Salem Avenue shopping center.
- The cost of the build out will be \$170,000 according to the Montgomery County building permit application.

Developer considering \$21M spec building in Middletown

- The new 613,000-square-foot building would be located at the corner of Yankee Road and Todhunter Road in the MADE Industrial Park.
- Middletown will consider an enterprise zone agreement with a 100 percent tax abatement for 15 years to support the facility.

- Terms of the agreement require the project to create 150 new full-time jobs and \$3.5M in payroll by April 2020.

March 24, 2017

Grant Deneau Tower, Dayton's oldest modern skyscraper, back on the market

- There is not currently a standing asking price for the 22-story building.
- The 224,000-square-foot building, built in 1969, was accepted onto the National Register of Historic Places, leaving it eligible for historic tax credits.
- The tower has been eyed for a mixed-use project which could potentially be the future of the site.

March 29, 2017

Florida developer invests \$5.6M in Englewood

- Phoenicia Development, headquartered in Orlando, bought the commercial land and retail property near the Englewood Meijer.
- Montgomery County property records show the 6,200-square-foot Panera Bread sold for \$3M.
- The company also bought a 1.1-acre vacant outlot in front of Meijer for \$2.6M.

EXPERIENCE THE DIFFERENCE



Sources:

Dayton Chamber of Commerce Report - www.daytonchamber.org

Dayton Development Coalition - www.daytonregion.com/media-center/news

Dayton Business Journal - www.bizjournals.com/dayton

CCIM Institute - www.ccim.com/newscenter

Dayton Daily News - www.daytondailynews.com

Wall Street Journal - www.online.wsj.com/home-page

U.S. Bureau of Labor Statistics - www.bls.gov

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