

Two grand openings Saturday, June 3

Thanks to everyone who has RSVP'ed so far for two grand openings taking place this Saturday, June 3. First up is the newest Activated Spaces Pop-Up Shop, [Project Warmth](#), which will open at 10 a.m. with a [ribbon cutting at 10:30 a.m.](#) This shop is located at 133 E. Third St. (first floor of Oriel Studios apartments) and will be open until 4 p.m., in case you miss the ribbon cutting but would like to stop by to check it out. Project Warmth sells handmade accessories for pets, like beds, leashes, collars, and more. A portion of sales are donated to supply similar materials to local shelters.

Later that day, we'll celebrate the [grand opening](#) of [Hannah's at 121 N. Ludlow St.](#) (in the former J Alan's space in the Talbott Tower). Hannah's will kick things off at 6 p.m. with complimentary snacks and live music throughout the evening, including a touring act from Nashville.

I hope to see you at either or both of these grand openings. They're just a few blocks from Courthouse Square, which is where Dayton Pride activities will take place this weekend. If you're planning to hit Pride, it's a quick jump to visit one of these new businesses!

Val Hunt Beerbower
PR & Communication Manager

[Downtown Dayton Partnership](#)

10 W. Second St. Suite 611
Dayton, OH 45402

p: [937/224.1518 ext. 230](tel:937/224.1518)

f: [937/224.3602](tel:937/224.3602)

beerbower@downtowndayton.org

Summer in the City offers special events May through September. Find out what's next and download a calendar at <http://bit.ly/DaytonSummer>.

May 20, Downtown Housing Tour | July 7, Adventure Race & Street Party | August 4, Art in the City



Business FOCUS

Highlights of News & Events at Your
Dayton Metro Library



DAYTON
METRO
LIBRARY

Dayton Startup Week Returns June 12-16, 2017

Startup Week is a FREE five day, entrepreneur-led, volunteer-run, community-focused event that takes place in cities around the world. Dayton Startup Week is back for a second year after a successful year one with over 70 events and 500+ attendees!



**Dayton
StartupWeek**

Dayton Startup Week brings developers, designers, marketers, product managers and enthusiasts together to support the startup ecosystem in Dayton. Through a series of events spread out around Dayton's Innovation District, Startup Week will showcase the best of what Dayton's startup community has to offer!

The real goal of Dayton Startup Week is not just to launch startups. Rather, it's about celebrating the startup community by encouraging people to develop deeper relationships than a typical networking event, sharing ideas and stories of success and failure. For many, it's about taking the first step into entrepreneurship by giving them permission to jump - knowing there's a community there that will support them.

[Full schedule and more details.](#)

Life begins at the end of your comfort zone.

~ Neale Donald Walsch

Your Life's Work Reimagined Continues

Your Life's Work Reimagined continues on June 8 as career and life coach Dean Waggenpack helps participants shift their mentality regarding the choices available to them. He will help participants understand their life goals and strengths better on June 15. And he will wrap up the series on June 22 by discussing what it takes to move forward in a career and in life. All classes start at 6:30 p.m. at [Kettering-Moraine Branch Library](#).

[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, 6/2, 10 a.m.-1 p.m. at [Temporary Main Library](#) downtown.

Monday, 6/12, 10 a.m.-1 p.m. at [Miami Township Branch](#)

Elements of Business: Access to Capital- Part 2

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, 6/14, 9:00 a.m. to 12:00 p.m. at the

[Montgomery County Business Solutions Center](#)

Market Research- Startup Week Special Edition

Dayton Metro Library offers several free resources that can help small business owners and entrepreneurs learn about consumers, customers, industry trends and competitors. This session will highlight those resources and more free websites that can help you get ahead without wasting a lot of time or money.

Monday, 6/12, 1:00-3:00 p.m. [Registration and more information.](#)

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



DAYTON
METRO
LIBRARY

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





DAYTON METRO LIBRARY
Foundation

Make a difference.

DONATE



DAYTON METRO LIBRARY
Friends

DAYTON

Dayton Area
Chamber of Commerce

The Voice of Business

ACCREDITED

Electric Vehicles Is 2017 the Tipping Point?



MONDAY, JUNE 05, 2017
4:30 PM - 6:00 PM

LOCATION:

BookFactory
2302 S Edwin C Moses Blvd
Dayton, OH 45417

COST:

Complimentary

Please RSVP to sprecht@dacc.org
by Thursday, June 1, 2017.

Join the Dayton Area Chamber of Commerce & Clean Fuels Ohio to learn more about electric vehicles and the potential for growth in the Dayton region.

AGENDA:

- 4:30 - Welcome Comments - Stephanie Precht, Dayton Area Chamber of Commerce
- 4:35 - Introduction of Andrew Gilmore, BookFactory
- 4:40 - Introduction of Sam Spofforth, Clean Fuels Ohio
- 4:50 - Mayor Nan Whaley, City of Dayton is presented with Electric Vehicle to launch her week long EV driving challenge.
- 5:00 - Reception, Refreshments & Tour of EV charging station at BookFactory
- 6:00 - Adjourn

Presented in partnership with:



BookFactory

FASTLANE June Events

June 1st

DoD Contractor Cyber Security Compliance Training

Don't risk losing current contracts or forfeit future contracts with the DoD

Learn what you need to know about NIST 800-171, hear from AFLR on the requirements, and speak with resources who can help.

June 13th

Women in Manufacturing Breakfast

Principles of Negotiation: How to Get What You Want

Speaker: Erin Rhinehart

Studies show that women negotiate less often than men and, when they do negotiate, they ask for less than what men ask for. Negotiation skills are essential. It is not an overstatement to say that negotiation can affect every facet of your life for the better. But, women face more hurdles than men. Unseemly, intimidating, nerve-wracking – this is how women often describe negotiation. This presentation will change those attitudes to encourage and motivate you to ask for more by redefining negotiation and helping you master the basic principles.

The Women in Manufacturing Breakfast Series is held the second Tuesday of each month. This series is designed to support women in manufacturing, help to increase the number of women in manufacturing roles, and facilitate real conversations that are focused on topics that matter to women in the industry. We will encourage women to work in manufacturing, address tough issues and identify solutions to challenges; in an environment that lifts and strengthens one another both personally and professionally.

June 16th

Lean Six Sigma Green Belt Training Program Overview

This unique program incorporates your real life company challenge and a full Green Belt Certification into a 15 day-15 week program; all while solving the company challenge that your business needs solved.

Projects completed in previous sessions of this program have resulted in a 10x ROI. If you find yourself attempting to solve the same problems repeatedly or a process problem seems too difficult to resolve, then this course is for you and your company.

The 15 week Lean Six Sigma training program will teach you how to successfully solve complex business issues and lead you through your first real project.

The layout incorporates 3 in-class project coaching days (where you will work directly on your project), 10 days of Lean Six Sigma training and 1 final test day. The remainder of time will be out-of-class assignments. Participants who pass the exam and complete their project will be Green Belt Certified.

June 29th

FAST Talk

CNC Machine Shop Cost Estimating

Speaker: Lisa Novelli

FAST Talk is a FASTLANE event series for manufacturing leaders throughout the greater Miami Valley region. This series features industry related experts speaking on topics that will provide Dayton area Manufactures with the knowledge they need to be globally competitive. FAST Talk's are held the last Thursday of each month.

Find Out More About Our **3D Printing – Additive Manufacturing Program**

Thank you,
Tamara

Tamara Wamsley
FASTLANE Marketing & Business Strategist
University of Dayton Research Institute
Tamara.wamsley@udri.udayton.edu
P: 937.229.1381



<http://fastlane-mep.org>
<http://www.udri.udayton.edu>

FASTLANE is a vital non-profit resource for manufacturers. The FASTLANE team of specialized manufacturing and engineering consultants help accelerate manufacturing success, advance innovation, and drive growth through technology acceleration, continuous improvement, workforce development, supply chain optimization, and sustainability. Connecting manufacturers to a vast network of affordable resources including expert engineers, scientists, manufacturers, suppliers, and other professionals. FASTLANE is the west-central Ohio Manufacturing Extension Partnership and is located within the University of Dayton Research Institute.

CHINA: Managing Risks and Expanding Export Opportunities



The Ohio SBDC Export Assistance Network at the Raj Soin College of Business at Wright State University presents a panel of experts on doing business in China. Join us for this program to learn, network and meet new experts.



China: Managing Risks and Expanding Export Opportunities

Date: June 14, 2017

Time:

11:30 am Registration and Networking

12 noon Lunch

12:30 pm Program begins

4:00 pm Program ends

Cost: \$45

Location:

Cincinnati Marriott North (Exit 19 from I75),
6189 Mulhauser Road,
West Chester, OH 45069

[TO REGISTER: CLICK HERE](#)

You will receive a confirmation email with directions and other information.

For additional info contact:

The rewards of doing business in China are immense but the risks are real. Learn from experts on how to identify and manage risks and grow your export sales into China.

China is the world's largest economy on a purchasing power basis. When Ohio companies find the right partners and channels of distribution, comply with standards, understand Chinese regulations, and offer a product of service that fits the Chinese market, they can reap long term rewards. The China market is large, changing and open for export opportunities.

China: Managing Risks and Expanding Export Opportunities will address topics such as tax, pricing, compliance with Chinese standards, cultural considerations, and commercial opportunities. You will find out: how VAT, duties, business tax and withholding taxes can affect funds remitted offshore unless a transaction is structured carefully. Learn more about transfer pricing and how to avoid breaching those rules. Pick up some tips for the CCC process. Meet Chinese business experts. Network with your fellow global traders. Find new ways to enter the China market.

For Ohio companies to pursue business in China, it's essential they be aware of these risks and challenges but understand there are strategies and help in moving forward. This program will provide solid advice on how to identify and avoid risks and maximize export sales opportunities.

PROGRAM AGENDA AND SPEAKERS

China's Tax System and Your Business by Russell Brown, OBE, CPA, Lehman Brown CPA's, Beijing, China

- China business environment & marketing opportunities.
- China tax, cross border taxation and transfer pricing.
- Establishing a sales or distribution company in China.
- China risk mitigation

Kathy Marshalek at
937.775.3524
kathy.marshalek@wright.edu

+++++

Register TODAY

Seating is limited.

+++++



Selling Into China: Regulatory Process and VAT by Kimberly Kirkendall, CPA, President, International Resource Development, Inc.

- What is China's Regulatory landscape, CCC, CFDA, etc and how does it affect you?
- Understand the process for registering your product, tips from successful registrations.
- China's VAT and Import system influences how your product is sold in China, the channel, price, and value to the customer.
- Review of different scenarios on how products enter China and it's channel to the customer.

Entering or Expanding in China by Matthew Quigley, Foreign Commercial Service Officer, U.S. Dept. of Commerce

- What is happening in China now?
- Tips and resources for entering the China market.
- Understanding the nuances of the market.
- Who succeeds in China today?

REGISTER TODAY to reserve your spot.

Cosponsors



JOIN us for this informative and beneficial program.

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

OSBDC Weekly

INSIDE THIS ISSUE:

Administrator's Corner	1
FAST	1
JP Morgan Chase Invests in Detroit	2
Regulatory Fairness Board	3
HUD Funding for Disasters	4

Administrator's Corner



[Administrator Appoints Allen Gutierrez, Associate, Office Entrepreneurial Development](#)



U.S. Small Business Administration

Administrative Management

Adriana Menchaca-Gendron,
Associate Administrator
202-205-6988

Vicky Mundt, Deputy
Associate Administrator
202-205-7176

Shaun Minick, Director of
Financial Oversight
202-205-7159

Program Management

Erika Fischer 202-205-7045
Traci Giddens 305-536-5521 x115
David Jackson 303-844-6464
Rachel N. Karton 202-619-1816
Brian McDonald 202-205-7101
Lisa Younger 202-205-6654

Grants Management

Aaron Arnwine 202-401-4847
Pat Branch 202-205-7081
Edna Greene 202-205-9424

Finance/Operations

Alanna Falcone 202-619-1612
Monika Nixon 202-205-7310

FY17 FAST Applications Now Open

The U.S. Small Business Administration (SBA) has published two Funding Opportunity Announcements (FOAs) for the 2017 [Federal and State Technology \(FAST\) Partnership Program](#). Under this announcement eligible organizations compete for financial resources to provide targeted SBIR/STTR outreach and training.

The application period will close June 20, 2017.

- **General applicants:** [FAST-2017-R-0011 Federal and State Technology \(FAST\) Partnership Program](#)
- **Small Business Development Centers with Technology Accreditation:** [FAST-2017-R-0011A Federal and State Technology \(FAST\) Partnership Program SBTDC](#)

Prospective applicants are encouraged to refer to the two Funding Opportunity Announcements on grants.gov for more details, including eligibility, matching-fund requirements, application and submission deadlines, and other information.

OSBDC Resource Links



SBDCNet



U.S. Small Business Administration

*SBA is providing website links for your reference. SBA does not endorse any non-government websites, companies, or applications and cannot attest to the accuracy of the information provided by third-party sites or any other linked site.

J.P. MORGAN CHASE INVESTS \$2.5 MILLION IN 4 DETROIT SMALL BUSINESS DEVELOPMENT GROUPS

By Crain's Detroit Business

J.P. Morgan Chase & Co. is committing more than \$2.5 million to four Detroit-based small business development organizations, the New York-based global financial services firm announced Monday morning.

The new grants, part of the [\\$150 million commitment](#) J.P. Morgan Chase (NYSE: JPM) has made to the city's economic recovery, will support TechTown, Southwest Detroit Business Association, Detroit Economic Growth Corp and Eastern Market Corp.

The grants aim to help strengthen entrepreneurship in city neighborhoods and boost economic growth across Detroit, the company said.

"Over the past three years, the firm's investment in Detroit has helped 1,800 small businesses receive technical assistance and provided loan and grant capital directly to 100 small businesses, including 44 entrepreneurs of color who could not get access to traditional financing," J.P. Morgan said in a news release. "Seven hundred jobs were also created or maintained as a result of this commitment."

The J.P. Morgan Chase Institute showed that 58 percent of consumer spending took place at small businesses within Detroit. Additionally, there are approximately 32,000 minority-owned small businesses in Detroit, according to the U.S. Census, which ranks Detroit as the fourth largest U.S. city for the number of minority-owned businesses.

"Detroit's flourishing small business community is one of the most important drivers of an inclusive economy for the city," Janis Bowdler, head of Small Business Initiatives, J.P. Morgan Chase, said in the release. "... The success of the city's small businesses is driving neighborhood renaissance and creating vibrant urban corridors and local jobs."

The new small business investments are:

- **TechTown (\$1.2 million):** The grant is to support Retail Boot Camp, an eight-week program that prepares entrepreneurs to open brick-and-mortar retail locations in key Detroit commercial corridors, and SWOT City, a small business support program to help brick-and-mortar enterprises in six of Detroit's target neighborhoods for redevelopment launch, stabilize and grow.
- **Detroit Economic Growth Corp. (\$725,000):** To support economic development programs addressing three areas of need: foreign direct investment attraction, the Motor City Match program and the formation of an African-American business leadership council.
- **Eastern Market Corp. (\$500,000):** The investment will focus on expanding food entrepreneurship programs, enhancing expansion opportunities for Detroit food businesses, supporting equitable community development of the Eastern Market District and helping to provide EMC with sufficient organizational capacity to execute these programs.
- **Southwest Detroit Business Association (\$110,000):** This program aims to train and mentor small business owners to strengthen and establish their presence in Southwest Detroit. It offers bilingual 1-on-1 mentorship and food safety/business trainings/certifications, small business technical assistance and marketing support as well as direct assistance with site plan reviews, permitting and zoning and location challenges, among other things.

Earlier this month, J.P. Morgan Chase announced a [\\$50 million increase](#) in the \$100 million investment it committed to economic development and neighborhood stabilization in Detroit during the depths of the city's historic bankruptcy three years ago.

Half of the \$150 million will be grants and the other half is going to toward a variety of loan funds for small business growth, mixed-use real estate development and residential housing projects, said Peter Scher, head of corporate responsibility for J.P. Morgan Chase.



*SBA is providing website links for your reference. SBA does not endorse any non-government websites, companies, or applications and cannot attest to the accuracy of the information provided by third-party sites or any other linked site.

Call For Regulatory Fairness Board Nominations

The Office of the National Ombudsman is soliciting nominations of entrepreneurs, small business owners, and/ or other members of the small business community, to serve on the Board. The arrival of the new Administration offers a unique opportunity for us to shape the composition of the Board. As you are aware, Board members are appointed by the SBA Administrator for terms no longer than three years and serve at her pleasure.

1. **Duties and Responsibilities.** Boards were established in each of SBA's 10 regions to advise the National Ombudsman on matters of concern to small businesses relating to the enforcement activities of Federal agencies. The Office of the National Ombudsman will interact with RegFair Board Members periodically via conference calls and email. From time to time, a member may be invited to attend meetings and events with the National Ombudsman during his/her visit to the appointee's region or local area. RegFair Board members may also participate in local outreach activities with other small businesses, local offices of Federal agencies, and/or industry representatives. In addition, Regional Regulatory Fairness Board members are required to attend one annual meeting per year, which is usually held in Washington, D.C.
2. **New Board Member Orientation.** Shortly upon appointment, new RegFair Board members will receive a Welcome Package from the SBA Office of the National Ombudsman. The Office will subsequently schedule an orientation session with new Board members via teleconference.
3. **Compensation.** Board members serve without compensation. They will, however, be reimbursed for authorized travel-related expenses at per diem rates established by GSA when asked to perform duties as a Board member.
4. **Completion of the SBA Form 898:** Please note that a YES answer to any of the questions listed in Section 6 of the [attached SBA Form 898](#) Advisory Committee Membership Nominee Information Form may deem someone ineligible to serve on a RegFair Board.

Next Steps/ Action Required:

If you would like to nominate an individual to serve on the Board, please ask him / her to complete nominee information form 898, accompanied by a resume. Please ensure that all sections of the form 898 are completed. Additional applications will be accepted on a rolling basis. Applications should be sent to ombudsman@sba.gov with the subject header: Regulatory Fairness Board Member Nomination.

If you have questions or need further information, please contact Ms. Elahe ("Ellie") Zahirieh via email at elahe.zahirieh@sba.gov or by telephone at 202-205-6499.

HUD ALLOCATES ADDITIONAL \$163 MILLION TO HELP STATES AND LOCAL GOVERNMENTS RECOVER FROM 2015, 2016 DISASTERS

Funding to support recovery in Louisiana, West Virginia, Texas, Carolinas and Florida

U.S. Housing and Urban Development (HUD) Secretary Ben Carson today (May 18) announced an additional \$163 million to help several state and local communities to recovery from severe flooding that occurred in 2015 and 2016. The grants announced today are provided through HUD's [Community Development Block Grant - Disaster Recovery \(CDBG-DR\) Program](#). Combined with CDBG-DR grants already allocated, HUD's investment to these areas totals nearly \$3 billion.

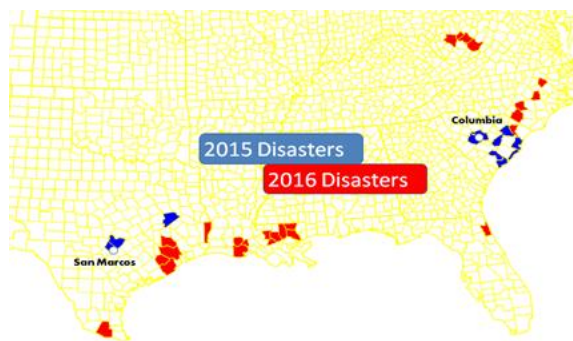
CDBG-Disaster Recovery grants can support a wide variety of activities including housing redevelopment, business assistance and infrastructure repair. State and local governments in Louisiana, West Virginia, Texas, North Carolina, South Carolina and Florida will target these grants in "the most impacted" areas. HUD's allocations are based on the unmet costs to repair seriously damaged properties and infrastructure in the counties determined by HUD to be most impacted.

Background

On May 5th, President Trump signed the Consolidated Appropriations Act of 2017, which included \$400 million to support recovery from major disasters in 2015 and later. The Act directs HUD to allocate the remaining funds (\$236.3 million) at a future date to areas that experience disasters meeting the 'most impacted' threshold HUD announced last January. [Read HUD's January 18, 2017 notice](#).

This \$400 million is in addition to a total of \$2.6 billion in CDBG-DR funding previously appropriated to assist in recovery from major disasters in 2015 and 2016. [Read HUD's news release for details of these prior allocations](#).

To determine these disaster recovery allocations, HUD analyzes the most currently available data of the unmet costs to repair seriously damaged properties and infrastructure in the most-impacted counties. HUD will shortly publish a notice in the Federal Register which will define the criteria for the use of these funds.



SBA

U.S. Small Business Administration

*SBA is providing website links for your reference. SBA does not endorse any non-government websites, companies, or applications and cannot attest to the accuracy of the information provided by third-party sites or any other linked site.



Alibaba to Host Gateway '17 for U.S. Businesses, Farmers and Entrepreneurs

Event will bring together American businesses, farmers and entrepreneurs to explore how they can tap into the China consumer opportunity

DETROIT and HANGZHOU – April 25, 2017 – Alibaba Group (NYSE: BABA) today announced [Gateway '17](#), an inaugural conference hosted by Alibaba to help U.S. businesses, farmers and entrepreneurs explore growth opportunities and reach millions of Chinese consumers. Gateway '17 will take place at the Cobo Center in Detroit, Michigan on June 20-21, 2017.

Gateway '17 is expected to attract more than 1,000 businesses across the U.S. The event will include keynote speeches from leading entrepreneurs, including Jack Ma, founder and executive chairman of Alibaba Group, as well as category breakout sessions, business solutions sessions and marketplace networking opportunities.

With incomes rising in China, the Chinese middle class continues to grow as does consumer demand for access to high-quality products from the United States. Alibaba helps U.S. businesses by connecting them to Chinese consumers and empowering them to grow their businesses by accessing the China opportunity.

“China is an important and viable market for a wide range of products and services. This event will open doors for Michigan businesses, farmers and entrepreneurs by helping them identify and enter into new relationships there,” said Rick Snyder, Governor of Michigan. “By participating in Gateway '17, Michigan businesses will have a unique opportunity to reach new customers in the fastest-growing economy in the world, and we encourage all companies looking to expand into exporting to attend this event.”

"A company with the reach and influence of Alibaba could have chosen any city to host its first conference and we are thrilled they picked Detroit," said Mike Duggan, Mayor of Detroit. "This represents a great opportunity for Detroit's small business owners and entrepreneurs to have access to Alibaba's global network."

Below is a letter to U.S. businesses, farmers and entrepreneurs from Jack Ma, Executive Chairman of Alibaba Group, inviting them to join Alibaba and its partners at Gateway '17:

Open Letter to U.S. Businesses, Farmers and Entrepreneurs from Jack Ma, Executive Chairman of Alibaba Group

Dear U.S. small businesses, farmers and fellow entrepreneurs,

Nearly 20 years ago on a trip to the United States, I first witnessed the power of the internet and its ability to connect people around the world. That was my inspiration when four years later 18 passionate people got together in my apartment to found Alibaba, and we began to imagine a future where millions of people could use the internet to do business globally. Our vision was to

level the playing field so that any individual – no matter how big or small – could use the power of a connected world to grow a business and succeed.

From that humble origin in 1999, Alibaba has become a worldwide leader in e-commerce. Two years ago, we made it our goal to help U.S. entrepreneurs and businesses sell their goods to the growing Chinese consumer class. Since then, we have helped thousands of American businesses do just that, and we believe this is only the beginning.

The Chinese market presents tremendous opportunities for U.S. small businesses and farmers to grow their businesses, and in turn, create more U.S. jobs. China's middle-class population is projected to exceed 600 million by 2022, or nearly twice the size of the entire U.S. population. Last year, China surpassed the U.S. as the world's largest retail market, with spending topping U.S. \$4.84 trillion. By next year, China's online spending will be greater than the rest of the world combined. At Alibaba, we want to help you take advantage of this appetite for consumption through our e-commerce marketplaces.

For those of you who are not familiar, Alibaba operates marketplaces that connect buyers and sellers. Think of us as a virtual mall with nearly half a billion shoppers buying from sellers that operate their own online storefronts. With most Chinese consumers today shopping from a cell phone, getting to our virtual mall is as easy as clicking on the mobile app that people carry in their pocket. We are already a gateway for thousands of global brands, retailers and companies to sell to Chinese consumers. And we want to expand that gateway – level the playing field – to make it easy for American entrepreneurs, small businesses and farmers alike to take advantage of the China opportunity.

On June 20-21, we will host an event in Detroit to share more about this opportunity and how we can work together to help American small businesses grow. The two-day event, *Gateway '17*, will fittingly take place in Detroit – home to some of America's greatest ingenuity and innovation.

Today, Alibaba works closely with many small and medium-sized businesses who have capitalized on the growing demand in China. Peter Verbrugge, a third-generation cherry farmer from the Pacific Northwest, is one of many examples. Through Alibaba, he has successfully sold tons of his delicious cherries to Chinese consumers. A New York City boutique, Stadium Goods, has seen business take off by selling coveted collectible sneakers to sports fans across China – their growth has enabled them to expand their team by more than 50 percent. LuckyVitamin, a third generation family-owned business that started as a corner drugstore serving a small town just outside of Philadelphia, is now able to offer over 10,000 products to Chinese consumers.

These are just a few of the many stories that inspire us to continue pursuing our mission of making it easy to do business anywhere. Every day we strive to help fellow entrepreneurs achieve their dreams. At *Gateway '17*, we want to show you how Alibaba can help make your dreams come true.

I hope to see you in Detroit in June.

Sincerely,

Jack Ma
Executive Chairman, Alibaba Group

Additional Information

- Register for Gateway '17: <http://www.gateway17.com>
- Open letter from Jack Ma: <https://alizi.la/2pZiseb>
- Video from Jack Ma: <http://www.gateway17.com>
- Learn more about successful U.S. small businesses working with Alibaba: <http://gateway17.com/customer-stories/>
- Learn more about the China opportunity: <http://www.alizila.com/gateway-to-china/>
- Follow [@AlibabaGroup](https://twitter.com/AlibabaGroup) on Twitter

About Alibaba Group

Alibaba Group's mission is to make it easy to do business anywhere. The company aims to build the future infrastructure of commerce. It envisions that its customers will meet, work and live at Alibaba, and that it will be a company that lasts at least 102 years.

Media Contacts

Sharon Chan
+1 415 361 8219
sharon.chan@alibaba-inc.com

Brion Tingler
+1 917 528 1992
brion.tingler@alibaba-inc.com

Jill Tornifoglio
+1 617 692 0529
fh.alibaba.smb@fleishman.com



May 2017 Newsletter

**Ready to take your welding career to the next level
but just don't know how?**



Hobart Institute of Welding Technology has a two week AWS® CWI®/CWE® course that can help you boost your career and earning potential. The certification for both the American Welding Society Inspector and Welding Educator becomes increasingly important today. Companies and educational institutions are requiring certification of the inspectors and educators to fulfill employment qualifications. This two week course is designed to enable students to be prepared to take the exam. Throughout this course you will be using the same tools that are used in the test kits for the hands-on portion of the exam. Click [here](#) for registration information.

Schedule your Welder Inspection Class Now



WELDING INSPECTOR TRAINING

The Hobart Institute of Welding Technology offers our comprehensive **Welding Inspector** courses through the year. Upcoming start dates:

- Preparation for AWS® Certified Welding Inspector/Educator (CWI®/CWE®) Exam**
Jul 17: Aug 14: Sep 18: Oct 16: Nov 6: Dec 4
- Preparation for Recertification of AWS® CWI®**
Jul 24: Aug 21: Sep 25: Oct 23: Nov 13: Dec 11
- Preparation for CWI® Code Endorsement**
Jul 20: Aug 17: Sep 21: Oct 19: Nov 9: Dec 7
- Arc Welding Inspection** Jul 10: Nov 27
- Liquid Penetrant & Magnetic Particle Inspection**
Aug 28: Nov 13
- Fundamentals of Visual Inspection**
Sep 6

937-332-9500
or visit us at www.welding.org
for more information.

© 2017 Hobart Institute of Welding Technology, Troy, Ohio
State of Ohio Reg. No. 70-12-0064HT



HOBART INSTITUTE
OF WELDING TECHNOLOGY

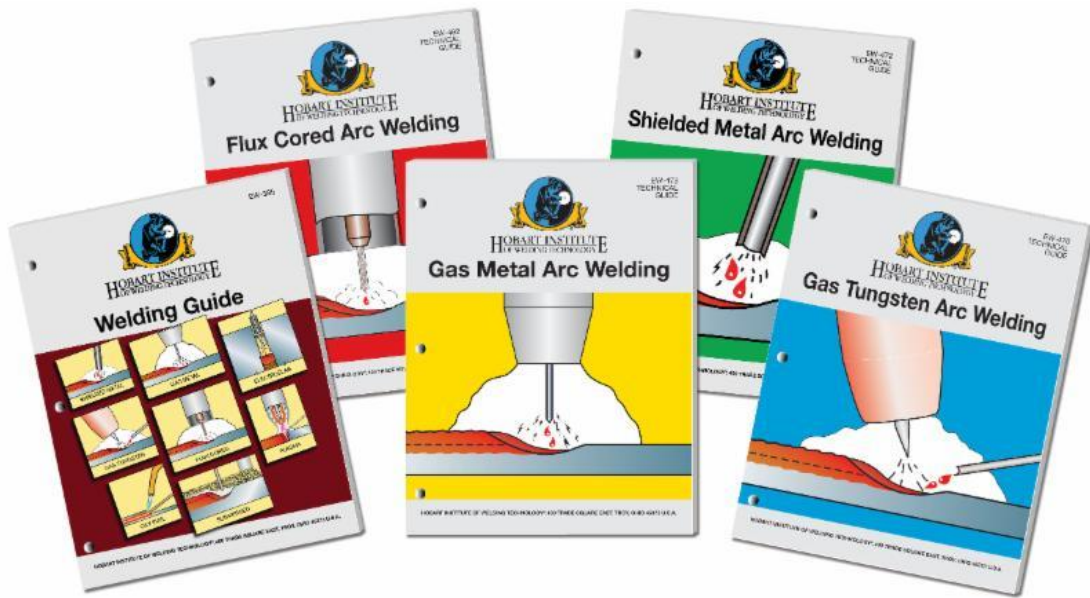
Hobart Institute of Welding Technology offers welding inspector classes that can enhance your current skills. If you need continuing education hours or are ready to become an inspector, we are here to help. Click [here](#) to view classes and complete registration forms.

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 more information and to order.

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.

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
Accrediting Commission of Career Schools and Colleges No. 000403

See what's happening on our social sites.



Hobart Institute of Welding Technology, 400 Trade Square East, Troy, OH 45373

[SafeUnsubscribe™ swartza@mcoho.org](mailto:SafeUnsubscribe™_swartza@mcoho.org)

[Forward this email](#) | [About our service provider](#)

Sent by hiwt@welding.org in collaboration with



[Try it free today](#)