



# SPRING BOOK sale

books, movies,  
music and more!

## Centerville Library

Thursday, April 20\*

5 - 9 PM

Friday, April 21

10 AM - 9 PM

Saturday, April 22

10 AM - 5 PM

Fill a shopping bag with  
books for \$5, all day!

*\*Members Only Sale.  
Memberships can be  
purchased at the door  
to obtain entry  
into the sale.*

City BBQ

Takeover

April 24

10:30 AM -

10 PM



Redeem this coupon for one  
free book at the booksale

*\*excludes Better books & Collectibles  
expires 4/23*



Centerville Library  
111 W. Spring Valley Rd.  
Centerville, OH 45458  
(937) 433-8091

Woodbourne @ Cross Pointe  
101 E. Alex Bell Rd.  
Suite 118  
Centerville, OH 45459  
(937) 433-8091





Montgomery County

A proud partner of the AmericanJobCenter® network



MONTGOMERY COUNTY

DEVELOPMENT SERVICES



OhioMeansJobs | Montgomery County & Wright-Patterson Air Force Base present

# 2017 Spring Job Fair

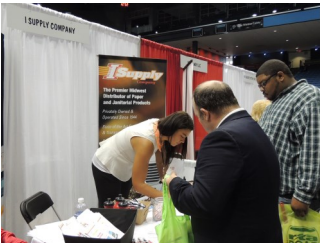
Wednesday - April 26, 2017

1:00 pm to 4:00 pm

University of Dayton Arena

1801 S. Edwin C. Moses Blvd

Dayton, OH 45417

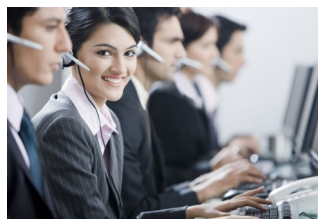


## The \$100 registration fee includes:

- Includes one 6'x8' booth, one 6' table and two chairs
- Electrical outlets and WIFI available
- Complimentary parking with easy access to the Arena
- Assistance loading and unloading recruiting supplies

Visit [OhioMeansJobs.com/Montgomery](http://OhioMeansJobs.com/Montgomery) for more information and to **REGISTER** for this event.

**Deadline for registration and receipt of payment is Friday - April 21, 2017**





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.

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**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.





# NIGHT OUT

With The

# DAYTON DRAGONS

FREE  
EVENT

RSVP  
TODAY!

**BusinessFIRST!** is working with the **Dayton Dragons** to host jurisdictions and companies at the **April 27<sup>th</sup>** game against the Great Lakes Loons. This is a great opportunity for you to treat some of the companies in your community to something special! **BusinessFIRST!** hopes this will be a fun networking event for our regional businesses, economic development professionals, and resource partners.

Email Angela Swartz ([swartza@mcoho.org](mailto:swartza@mcoho.org)) to register or for more information about the event. Be sure to include the business name, company contacts, and number of tickets in your email.

The game doors open at 6:00 and the game starts at 7:00. Refreshments will be provided.  
**Come join us on the Party Deck!**

**April 27, 2017**

**Fifth Third Field**  
220 North Patterson Blvd.  
Dayton, Ohio 45402

**SPONSORED BY**



**BUSINESSFIRST!**  
for a greater dayton region

Hello all,

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

**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 13, 2017** – The Entrepreneurs Center will be hosting **Startup Ideation Bootcamp** in Dayton. This FREE intensive workshop is designed for anyone who has an idea for a startup or an early-stage company, anyone looking for feedback on their idea or pitch, and anyone interested in joining a new startup or looking for a co-founder. To register, please visit [here](#).

**April 17, 2017** – The Dayton Metro Library will be hosting **Let DML Help You Meet Your Business and Career Goals** in Dayton. This FREE workshop will educate attendees on the free library resources available to help with business and market research, career exploration, and development of new or better work skills. 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 19, 2017** – StartDowntown will be hosting a **Pop-up Coworking Event** in Dayton. This new type of event provides open office hours with experts in business planning, marketing, and more. In addition, there will be short, informational sessions on legal topics every small business should know about. To register, please contact [Colleen Turner](#).

**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 20, 2017** – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS) Class** in Pomeroy. This FREE class will educate attendees on a variety of topics including types of ownership, licensing, tax requirements, sources of financing, identifying your customer, how to market your product or service, and more! To register, please email [sbdc@ohio.edu](mailto:sbdc@ohio.edu) or call 740-597-1460.

**April 20, 2017** – The SBA and Columbus SCORE will be hosting **Elements of Business: Starting Right and Beyond** in Grove City. This FREE workshop will educate attendees on the legal, accounting, and insurance needs for small businesses. To learn more and to register, please visit [here](#).

**April 20, 2017** – The Entrepreneurship Development Group (EDG) of Athens County, Ohio will be hosting **Learn Tips to Building Your Company's Employee Manual** in Athens. As part of their monthly *Lunch and Learn Series*, this FREE session will feature Kristi Kinnard with Career Connections as she discussed best practices for an effective employee policy manual. To register, please contact [Trenia Twyman](#) at 740-597-1460.

**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 Lewis Center. 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 SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS) Class** in Athens. This FREE class will educate attendees on a variety of topics including types of ownership, licensing, tax requirements, sources of financing, identifying your customer, how to market your product or service, and more! To register, please email [sbdc@ohio.edu](mailto:sbdc@ohio.edu) or call 740-597-1460.

**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 26, 2017** – Columbus SCORE will be hosting **Start-up Steps and Market Research** in Columbus. As part of the *Planning for Success Workshop Series*, this program will educate attendees on the importance of understanding a market in developing marketing and financial plans. 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 27, 2017** – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS) Class** in Lancaster. This FREE class will educate attendees on a variety of topics including types of ownership, licensing, tax requirements, sources of financing, identifying your customer, how to market your product or service, and more! To register, please email [sbdc@ohio.edu](mailto:sbdc@ohio.edu) or call 740-597-1460.

**April 27, 2017** – FASTLANE at UDRI will be hosting **Maximizing the Value of Your Business** in Dayton. As part of the *FAST Talk Series*, this workshop will educate attendees on how to identify the critical value drivers of a business and how the strength (or weakness) of each directly affects the overall value of the business. To register, please visit [here](#).

**April 27, 2017** – Columbus SCORE and Cultivate will be hosting **How to Build an Awesome Company Culture and Turn Your Employees into Raving Associates** in Grove City. This workshop will educate attendees on how to energize and motivate employees, as well as how to build a growth culture that will support a growth strategy. To register, please visit [here](#).

**April 27, 2017** – The Northern Kentucky International Trade Association and the Greater Cincinnati Chinese Chamber of Commerce will be hosting **Doing Business in China Regional Symposium** in Covington, KY. This event will feature several high-level speakers and a panel discussion of companies. To register, please visit [here](#).

**April 28, 2017** – The SBDC at the Urban League of Greater Cincinnati and the SBA will be hosting **The Resource Network** in Cincinnati. As part of the *Small Business Development Series*, this FREE workshop will provide information about the different business development resources available to assist entrepreneurs and small business owners. 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, 2017** – The SBDC at Kent State-Tuscarawas will be hosting **Business Tax Requirements** in New Philadelphia. This workshop will provide a general overview of business taxes and attendees will learn about tax rights and responsibilities. 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](http://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 SBDC at Ohio University 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 [Trenia Twyman](#) at 740-597-1460.

**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 3, 2017** – Columbus SCORE will be hosting **Marketing and Sales** in Columbus. As part of the *Planning for Success Workshop Series*, this program will educate attendees on developing an overall marketing strategy that covers key goals and objectives. 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 10, 2017** – Columbus SCORE will be hosting **Financials and Financial Reporting** in Columbus. As part of the *Planning for Success Workshop Series*, this program will educate attendees on how to manage and control money, sources of funding, and the basics of key financial reports. 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 Dublin Entrepreneurial Center will be hosting **DEC Business Pathway: Branding, Marketing, and Advertising** in Dublin. This FREE workshop will feature two parts - Circle of Success and Connecting Sales & Marketing: How Personas Can Drive Customer Action. 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 11, 2017** – Columbus SCORE, the SBA, and ECDI will be hosting **Connections, Communications, & Confidence Series: Building a Support System** in Columbus. This event will feature successful women entrepreneurs and how they developed a support system that inspired them, listened to them, and help them accountable for their business goals. 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 18, 2017** – The Hamilton Mill, Pipeline H2O, Cintrifuse, #startupcincy, and Village Capital will be hosting **Pipeline H2O Demo Day** in Cincinnati. This FREE event will educate attendees on the program that Pipeline H2O has developed to allow water-based startup technologies to pilot locally and deploy globally. 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 1, 2017** – The Dayton Business Journal will be hosting **The Resurgence of Downtown Dayton** in Dayton. This event will highlight the intricacies of redevelopment, the obstacles that still exists, the many successes of the plan, and the opportunities for business and private investors. 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.

**June 12-16, 2017** – The Wright State Research Institute and the Dayton Metro Plan for Economic Diversity will be hosting **Startup Week** in Dayton. This FREE, five-day celebration of the community builds momentum and opportunity around entrepreneurship. Events include panel discussions, workshops, and networking. To learn more and to register, please visit [here](#).

### **Ohio EPA Resource Guide for Businesses and Communities**

Ohio EPA's Division of Environmental and Financial Assistance (DEFA) provides several compliance, technical and financial assistance programs available to help Ohio communities and businesses with their environmental needs. These services and relevant contact information are summarized in their "Resource Guide" which is available to view and download at:

<http://epa.ohio.gov/Portals/29/documents/ocs/ResourceGuide.pdf>

For questions about the guide, please contact Pejmaan Fallah at [Pejmaan.Fallah@epa.ohio.gov](mailto:Pejmaan.Fallah@epa.ohio.gov) or (614) 644-3666.

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

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

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

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

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

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

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

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

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

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

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

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

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

- Removal of the U.S. Citizenship requirement for companies wanting to use the B&I loan guarantee to increase employment in rural areas. The applicant company will need to demonstrate the loan funds will remain in the United States and will be invested in the rural community to create and retain employment opportunities.
- Owner subordinated debt may be included as equity provided the debt was established in exchange for cash and the debt remains in the company for the life of the guaranteed loan. This change can help applicants meet the minimum tangible balance sheet equity requirements of the program. Minimum tangible balance

sheet equity for an existing business is 10% while a startup business is 20%. All financial statements must be prepared according to Generally Accepted Accounting Principles.

- New Market Tax Credit projects are now be eligible for assistance through the B&I program. Subordinated debt made by the Community Development Entity can be considered as equity into a project. This is another means of helping the business meet the minimum tangible balance sheet equity requirements.
- The guarantee fee can be reduced to 1% of the guaranteed portion for businesses that support value added agriculture; promotes access to healthy foods; or is a high impact business development investment.
- Loan guarantees can for agricultural production can be 50% or \$5MM, whichever is less, of vertically integrated businesses. This is a substantial increase from the previous agricultural production maximum amount of \$1,000,000.

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

Christie Hooks	<a href="mailto:Christie.Hooks@oh.usda.gov">Christie.Hooks@oh.usda.gov</a>	614-255-2397
Cindy Musshel	<a href="mailto:Cindy.Musshel@oh.usda.gov">Cindy.Musshel@oh.usda.gov</a>	614-255-2427
Debbie Rausch	<a href="mailto:Deborah.Rausch@oh.usda.gov">Deborah.Rausch@oh.usda.gov</a>	614-255-2425
Jennifer Brown	<a href="mailto:Jennifer.Brown@oh.usda.gov">Jennifer.Brown@oh.usda.gov</a>	614-255-2423
Randy Monhemius	<a href="mailto:Randy.Monhemius@oh.usda.gov">Randy.Monhemius@oh.usda.gov</a>	614-255-2424

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

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

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

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



April 11, 2017 | VOL. 18



## MESSAGE FROM OUR DEPARTMENT CHAIR

Is Spring not

the season of joy? Green plants are there in the fields. Flowers are blooming. Birds are chirping. The nature wears a kind look because it's neither too cold nor too hot. Spring makes us feel healthy and active. It also brings richness of life, just like what we do in our professional and personal lives: we thrive.

As you read along this newsletter, please be mindful that every bit of success and achievement started with something small. Over time, the effort and positivity become the soil for growth and the energy for influence. We are proud of our students, faculty, alumni, donors, partners, and all who care for and support us. We invite you to stay close and walk our journey with us throughout all seasons. Enjoy reading the spring newsletter!

Dr. Shu Schiller  
Department Chair

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## CONGRATULATIONS TO OUR RECENTLY HIRED STUDENTS

- **Megan Gibson (BSB Supply Chain Management 2017) hired by Crown Equipment Corporation.**

- **Katie Laux (MS Logistics and Supply Chain Management 2016) hired by Crown Equipment Corporation.**
- **Megan Brdicka (BSB Management Information Systems 2017) hired by Tata Consultancy Services.**

We look forward to their continued career success.

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## **JOB OPPORTUNITIES: THESE COMPANIES ARE HIRING**

- **Technical intern** - PQ systems
- **Data Analyst** - EPA
- **Production Planner** - Henny Penny
- **Application Support Specialist** - CareSource
- **Sales Trainee** - Motion Industries

For detailed descriptions of these positions, please scroll down to the Career Opportunities section at the bottom of the newsletter. You can also visit our [LinkedIn](#) page.

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## **MASTER PROGRAM HIGHLIGHTS**



We are four months from the start of our Fall 2017 cohorts for our two master's programs: Master of Information Systems and Master of Science in Logistics and Supply Chain Management. These are unique, accredited programs with both on-campus (residency) and online components designed for the working professional. There are four weekend residencies over the yearlong course of the program, for a total of 11.5 days on campus including graduation. Distance is generally not a major factor in any decision to participate in these programs because most of the work is online.

For those of you that cannot commit to a yearlong Master of Information Systems program, we have our new Information Technology Management Graduate Certificate available in the Fall

2017. To register for this program, you must be admitted to the Graduate School. The Certificate requires completion of three classes (9 credit hours) from the nine courses offered in our Master of Information Systems program. In addition, these courses will count toward a Master of Information Systems if you choose to go further in your educational pursuit.

If you are an employer, there are two ways that you could use your influence to assist us: direct referrals, and hosting a "Lunch and Learn" at your facility (we would bring the food). We ask all our friends in the community to recommend our programs to their associates.

We will be hosting another "Taste Your Master's" event on Saturday, April 29th on campus. You can register [here](#).

In addition, we are providing online tours of our master's and certificate programs based on the schedule below. No registration is required for the online sessions and the link to use to join the scheduled sessions is at: <http://rscob.adobeconnect.com/isscm>

Wednesday, April 12th 12:00 - 1:00 PM EST

Wednesday, May 17th 6:00 - 7:00 PM EST

Tuesday, June 13th 12:00 - 1:00 PM EST

Monday, July 11th 6:00 - 7:00 PM EST

The sustainability of these programs is dependent on our friends in the community.

Donald H. Hopkins

Interim Director

ISSCM Masters Program

[donald.hopkins@wright.edu](mailto:donald.hopkins@wright.edu)

Click below link to apply for 2017!

[https://wright.force.com/Portal\\_Login](https://wright.force.com/Portal_Login)

For more information about our MSLSCM program: Click [HERE](#)

For more information about our M.IS program: Click [HERE](#)



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## TASTE YOUR MASTER'S

On April 29, the ISSCM department will be hosting a "Taste Your Master's" event to help prospective students learn about our Master of Information Systems and our Master of Science in Logistics and Supply Chain Management. There will be an informative presentation, a question and answer session, and an optional classroom experience. Lunch will also be provided.

The event will be held at Rike Hall, Wright State University, 3640 Colonel Glenn Highway, Dayton, Ohio 45435-0001.

Schedule:

- 11:00 AM to 11:30 AM - Registration/Check-In
- 11:30 AM to 12:00 PM - Presentation
- 12:00 PM to 1:00 PM - Lunch and Networking
- 1:00 PM to 1:30 PM - Classroom Experience (Optional)

Click [here](#) to RSVP and secure your spot.

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## TELL YOUR WRIGHT STATE STORY



Wright State is celebrating 50 years as an independent institution by gathering stories from the Wright State community. If you are reading this, your life has probably been touched by Wright State University in some way. Click [here](#) to tell your Wright State story in 50 words or less.

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## SCM STUDENT ELECTED AS STUDENT BODY PRESIDENT



Supply Chain Management major David Baugham was recently elected as the Wright State University Student Government President. David was also recently featured in the Wright State University [Newsroom](#) for his work to combine supply chain management with nonprofit work. We are very proud to call David one of our own.

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## SPORTS ANALYTICS CONFERENCE

On March 3-4, ISSCM department representatives attended the 11th annual MIT Sloan Sports Analytics Conference in Boston. Attendees learned about the most recent advances in analytics, and discussed the most challenging topics of today. This year's conference theme was "Elevate the Game."



Photo: ISSSCM department representatives enjoying themselves at the Sports Analytics Conference

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## 2017 RAIDER OPEN HOUSE

On March 11, prospective students visited Wright State campus to learn what it's like to be a Raider. ISSSCM department representatives shared information on our undergraduate programs, and discussed academic goals and interests with future students.



Photo: Rowdy and Wright State staff get ready to welcome prospective students to the Raider Open House.

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## CARESOURCE ANALYTICS WORKSHOP

On March 8, CareSource and the ISSCM department hosted a hands-on deep-dive workshop on analytics at CareSource headquarters in downtown Dayton. Students were able to join analytic and research professionals for a highly interactive experience.



Photo: Students and professionals learn the tools and best practices of healthcare analytics.

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## SPORTS ANALYTICS WORKSHOP

On March 17, the ISSCM department partnered with Dr. Dave Schrader to host a sports analytics workshop. Dr. Schrader has 35 years of experience working for three top-ranked databases and data warehouse companies. He is now a leading scholar and coach on sports analytics. Participants enjoyed an interactive workshop, and learned about the latest research and practices in sports analytics.



Photo: Workshop attendees enjoyed the highly interactive discussion on sports analytics.

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## GUEST SPEAKER

On April 5, MIS students were treated to a guest speaking event with ISSCM advisory board member Paul Moorman. The students were excited to learn from Mr. Moorman's wealth of industry experience.

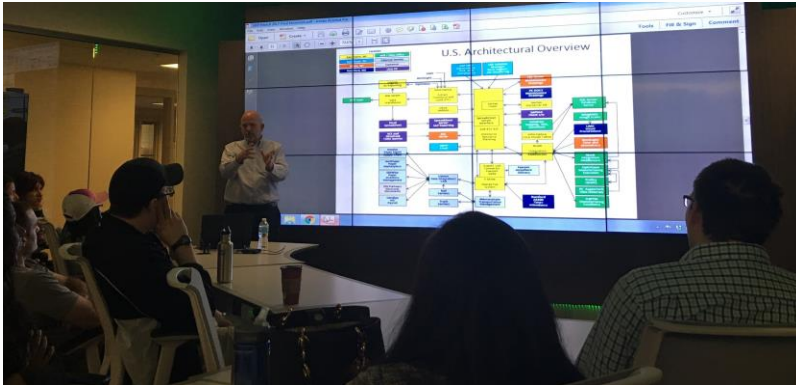


Photo: Paul Moorman shares ERP insights with MIS students.

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## STUDENT CLUB

2016-2017 Officers:

**President:** [Christeena Parsons](#)

**VP Management Information Systems:** [Tadaejah Allen](#)

**VP Supply Chain Management:** [Sarah Tritle](#)

**Treasurer:** [Megan Gibson](#)

**Secretary:** [Chris Watts](#)

**Event Coordinator:** [Sam Ford](#)

**Public Relations:** [Zack Money](#)

Click [here](#) to visit the ISSCM club website.

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## MARK YOUR CALENDAR

- **Fri, Apr 21:** April Craze
- **Wed, Apr 26:** ISSCM Awards Dinner, Endeavor Room, Student Union (by invitation)
- **Sat, Apr 29:** [Taste Your Master's](#) event, Rike Hall

- **Apr 28-30:** Master Programs Residency

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## CAREER OPPORTUNITIES

### Technical Intern - PQ Systems

Description: Promptly and efficiently resolve technical software and peripheral problems and answer questions regarding PQ software and applications for external and internal customers (via the phone, e-mail, live chat, etc.). Responsibilities include: Identification and reporting of customer needs; error identification, tracking and correction; on-line help, installation programs and disk mastering, software testing, reviewing software documentation, and supporting electronic forums including PQ's blog, tech support knowledge base, white papers, etc. Candidate must be fluent in English, pursuing a Bachelor's degree in Operations Management, MIS, or relevant area of study, and have the ability to work individually to solve problems as well as work well in a team environment.

Required:

- \* Demonstrated aptitude for problem solving
- \* Strong telephone and face-to-face communications skills, good with people, friendly
- \* Basic knowledge of PC hardware, operating systems, and business software
- \* Must be available at least 15 hours per week M-F between 8:00am and 5:00pm

Qualified candidates may email their resume to [beth@pqsystems.com](mailto:beth@pqsystems.com).

### Data Analyst - EPA

The EPA Environmental Research and Business Support Program has an immediate opening for a **Data Analyst** position with the Office of Research and Development at the EPA facility in **Cincinnati, OH**. The Sustainable Technology Division of the National Risk Management Research Laboratory (NRMRL) within The Office of Research and Development (ORD) at EPA develops and designs technologies and methodologies that provide sustainable solutions to environmental problems. The selected candidate shall assist researchers in the Life Cycle Assessment Center for Excellence in preparation and analysis of large datasets (100,000+ records) for use in life cycle assessment. He/she will have the opportunity to work with experienced scientists and engineers on multiple projects in a fast-growing area of environmental research.

\*Full time, \$17.84/hour

\*One semester minimum experience programming in the R and/or Python languages

\*Advanced experience with Microsoft Excel including import/export of data and use of pivot tables

\*Experience with relational databases

\*Strong written, oral and electronic communication skills

\*Experience analyzing data from the sciences or engineering

\*Experience with statistical analysis, variability and uncertainty analysis

For the full position description and to apply, visit our [website](#).

### **Production Planner - Henny Penny**

Under the direction of the Manager of Supply Chain, the Production Planner coordinates all aspects of production planning for parts, assemblies, and assigned products. Establishes and controls a sequenced production plan that results in level flow, timely product completions and customer satisfaction by applying Lean Principles

#### Responsibilities:

1. Establish daily, weekly production schedules using the PSPB tools for parts, sub-assemblies for parts sales.
2. Monitor inventories and parts shortages in relation to all planned orders and work with purchasing to coordinate deliveries of key components.
3. Establish daily, weekly production schedules using the ERP tools for assigned products.
4. Execution of special projects and analysis to achieve goals for OTD, Customer Service, production output and inventory turns.

#### Requirements/Desired Behaviors

- \* Bachelor's Degree in Business or Supply Chain Management strongly desired
- \* General Procurement Systems Knowledge desired, but not critical
- \* Strong written and verbal communication skills
- \* Excellent time management and multi-task skills
- \* Strong analytical skills, ability to solve practical problems and deal with a variety of changing situations - analyze and interpret data
- \* Strong interpersonal skills requiring the ability to resolve conflicting interests and obtain cooperation with internal department and external suppliers
- \* Strong project management and organizational skills, as well as the ability to lead change
- \* Proficiency in the MS Office suite, particularly Excel and PowerPoint
- \* Develop effective relationships with suppliers
- \* Work effectively with cross functional depts.

This position is based in Eaton, Ohio with the Henny Penny Corporation. Please send cover

letter and resume to [tcrammer@hennypenny.com](mailto:tcrammer@hennypenny.com).

### **Application Support Specialist - Caresource**

**BUSINESS PURPOSE:** The application support specialist is the face of the team to the business. This role is responsible for learning new technologies and work daily with business users to help them solve their problems through support related issues. This role will get to learn multiple applications and over time become the stepping-stone to advanced positions within the company and industry as a whole. You'll be expected to have a friendly and caring personality with a touch of empathy towards the end users issues. You should be curious by nature and want to learn why things happen or the cause and effect of changes. If you see computers and mobile devices as more than just a thing to play games on, then you should be interested in this position.

#### **REQUIREMENTS:**

Overall years of experience: Seeking Computer Science or Information System graduates who have a technical foundation with problem solving skills and a passion for learning new technologies.

#### **Must-have technologies:**

- o Windows PC (Windows 7 or 10) troubleshooting
- o End User use of Automated Workflow Technologies (OnBase, SharePoint, Nintex, K2)
- o End User support via a ticketing system

#### **Preferred technologies:**

- o Web Services
- o Server Level Access Automated Workflow Software (OnBase, SharePoint, Nintex, K2)
- o SQL Server

**Highest degree of education required:** Bachelor's Degree or Associates Degree accepted with personal or professional work.

Interested candidates should send a resume to Nick Goliath at [ngoliath@brooksource.com](mailto:ngoliath@brooksource.com)

### **Sales Trainee - Motion Industries**

The Sales Trainee position allows the trainee to prepare for a role as an Account (Sales) Representative or a Customer Service (Sales) Representative. The training period is no more than 15 months. During this period, the Sales Trainee shadows account representatives and customer service representatives to gain experience in sales, company product lines, as well



as customer base. Additionally, the Trainee works in the branch's warehouse to become familiar with shipping and receiving, inventory and delivery functions. The Trainee also participates in various online and satellite class settings that are conducted by the company's Training Department. These classes include, but are not limited to: product, sales, and leadership training.

Motion offers an excellent benefits package that includes options for healthcare coverage, 401(k), tuition reimbursement, vacation, sick and holiday pay.

#### Responsibilities

- Train in all levels of a branch including, but not limited to: inside sales (customer service representative), outside sales (account representative), inventory, delivery, warehouse, and clerical
- Participate and succeed in company sponsored training classes
- Develop competent presentation skills.

#### Qualifications

- Customer service oriented
- Achievement oriented and self motivated
- Proactive people skills
- Possess leadership qualities
- Effective communication skills
- Good analytical skills
- Able to follow through on tasks
- Organized
- Moderate computer skills, including communicating internally and externally via email
- Good driving record required
- Willing to travel on occasion

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

#### **WSU Career Events**

<http://www.wright.edu/career-center/search-for-jobs/events>

## Job Postings

<https://business.wright.edu/information-systems-and-supply-chain-management/opportunities/career-center-job-postings>

## Join ISSCM LinkedIn Group for New Postings

<https://www.linkedin.com/groups/6511233/profile>

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937.775.2895  
[rscob-admin@wright.edu](mailto:rscob-admin@wright.edu)



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### SBA 504 Refi. 10 Year

2.7300% | 4.867%  
Note Rate | APR

SBA 504 loans are available anywhere in Ohio & in Jay, Randolph, Wayne, Union, Fayette, and Franklin counties in Indiana.

### Ohio Regional 166

2.670%  
Fixed Rate

Ohio Regional 166 loans are available anywhere in Ohio and have terms of up to 20 years.

### SBA 504 20 Year

2.888% | 4.625%  
Note Rate | APR

SBA 504 loans are available anywhere in Ohio & in Jay, Randolph, Wayne, Union, Fayette, and Franklin counties in Indiana.

### SBA 504 Refi. 20 Year

2.888% | 4.667%  
Note Rate | APR

SBA 504 loans are available anywhere in Ohio & in Jay, Randolph, Wayne, Union, Fayette, and Franklin counties in Indiana.

### Montgomery Co, CDBG

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

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937.531.7038

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

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