



***Course Registration is now open for the  
2017 Ohio Economic Development Institute***



*The Ohio Economic Development Association is proud to have partnered with JobsOhio and Ohio University Voinovich School to create the Ohio Economic Development Institute, the state's premier professional development program for economic development professionals.*

**OEDA is pleased to announce that we are now accepting registrations for the 2017 courses!**

- March 16-17: Real Estate
- June 8- 9: Site Selection and Site Development
- August 3 and 4: Finance and Incentives
- October 26 and 27: Retention and Expansion

The Ohio Economic Development Institute (OEDI) is a unique continuing education program designed to meet the specific needs of Ohio's intermediate and advanced economic development professionals. Developed in partnership with JobsOhio and Ohio University Voinovich School of Leadership and Public Affairs, OEDI offers high quality, state-specific continuing education opportunities.

The curriculum is designed to prepare professionals and the organizations they serve to be successful and win in the highly competitive state and global economic environment and serves as the pathway for achieving the [Ohio Certified Economic Developer \(Ohio CED\)](#) credential.

**Prerequisites:** There is a prerequisite for all Institute courses. Attendees must have completed The Ohio Basic Economic Development Course or have three years of economic or community development experience. Individuals who will be taking the Ohio Basic Economic Development Course in April 2017 may register for the courses.

The first series of courses will be offered at Ohio University's state-of-the-art Dublin campus. The cost for each of the two-day core courses is \$499 for Ohio Economic Development Association Members and \$599 for non-members. Special multiple course pricing will offer a savings of \$50 per course when you register for two or more courses in 2017.

[Click here](#) to register for one or more courses today!

**Seating is limited for these in-demand courses, so be sure to register early.**

#### **Course Descriptions:**

**Real Estate:** This course is designed to provide the economic development professional with the critical steps of real estate development and a comprehensive understanding of how a deal progresses through to completion. Attendees will analyze the anatomy of a real estate deal and learn how each component stage impacts the next, and how real estate development is practiced in Ohio. This understanding will help the ED professional recognize the challenges (and often barriers) to advancing a new development in their community and to more thoughtfully understand approaches in helping close the deal.

**Finance/Incentives:** This course is designed to provide economic development professionals with a strong understanding of the finance and incentive programs that are available and utilized in Ohio. Through interactive case studies, discussions, and speakers, the course will also give students the opportunity to work through real-world examples of how incentives are utilized. This will include both program details and how the programs are utilized in practice. The course will cover how the private capital markets work, public sector financing programs (such as JobsOhio, SBA, USDA, New Markets Tax Credits, etc.) along with incentives such as property and income tax credits, tax abatements, and grants at both the state and federal levels.

**Retention and Expansion:** This course will focus on both the program and practice of working with existing companies in Ohio, developing longstanding professional relationships, understanding company risks and opportunities, connecting companies to vital resources, and coordinating with JobsOhio and the JobsOhio Network for company

visits. The course will also cover establishing and managing an effective retention and expansion in a community, aligning with JobsOhio sector team efforts, and collaborating with nearby communities.

**Site Selection / Site Development:** This course will focus on site development and the site selection process. The site development aspects of the course will focus on the process of how to make sure that that Ohio communities have shovel-ready sites that are competitive, including working with engineers, utilities, engineers, land planners. The site selection part will provide the economic development practitioner with the basics of the JobsOhio site selection program, participation in the SiteOhio site certification program, working with site selectors, making sure that their community can be competitive, and the negotiation process.

**Questions? Email the OEDA offices at [karla@assnoffices.com](mailto:karla@assnoffices.com).**

Hello all,

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

**February 14, 2017** – Cultivate will be hosting **Connecting Sales & Marketing: How Personas Can Drive Customer Action** in Grove City. This FREE session will educate attendees on how to create targeted, actionable personas, how to get critical input from your customers and sales teams, and how to identify and prioritize campaigns. To register, please visit [here](#).

**February 14, 2017** – The Dayton Area Logistics Association will be hosting the **2<sup>nd</sup> Annual Southwest Ohio Logistics Conference** in Dayton. This conference will cover various topics in the logistics industry such as intermodal freight transport, legislation in logistics, distribution strategies, trends in logistics, and more! To register, please visit [here](#).

**February 14, 2017** – The Dayton Better Business Bureau, FASTLANE, and Women in Business Networking (WiBN) will be hosting **Thriving In a Male-Dominated Industry** in Dayton. As part of their monthly *Women in Manufacturing Breakfast Series*, this panel discussion will feature several prominent women leaders to discuss their experiences. To register, please visit [here](#).

**February 14-16, 2017** – The Kentucky World Trade Center will be hosting an **International Certification Program** in Cincinnati. This three-day program is taught by business experts in areas ranging from banking, tax, legal, customs compliance, market intelligence, freight forwarding, international marketing, and customs brokerage. To register, please visit [here](#).

**February 15, 2017** – The SBDC at Clermont County Chamber of Commerce will be hosting **Steps to Starting a New Business** in Cincinnati. This FREE workshop will cover a variety of topics including business plans, business structure, legal matters, business insurance, taxation, small business loans, and more! To register, please visit [here](#).

**February 15, 2017** – DaytonDefense will be hosting their monthly **Lunch and Learn** in Dayton. This month will feature Dr. Douglas Blake, Director, Aerospace Systems Directorate, Air Force Research Laboratory (AFRL). Dr. Blake will be sharing the mission, challenges and initiatives of the AFRL directorate. To register, please visit [here](#).

**February 15, 2017** – The German-American Chamber of Commerce and Transatlantic Cluster Initiative will be hosting **Transatlantic Cluster Conference: Lightweighting Technologies and Materials** in Columbus. This conference will educate attendees on technology and materials, research and innovation, and international collaboration opportunities. To register, please visit [here](#).

**February 15, 2017** – The ORV~WBC will be hosting **Tier II: An Entry Point Into Honda's Supply Chain** in Powell. This luncheon will educate attendees on how to become a Tier II supplier to Honda and why being a Tier II supplier can be more advantageous than being a Tier I. To register, please visit [here](#).

**February 16, 2017** – The SBDC at Columbus State will be hosting **Business Plan 101: Write the Tool That Drives Your Business** in New Albany. This five week course will provide attendees with a thorough, working business plan. For more information and to register, please visit [here](#).

**February 16, 2017** – The SBDC at Ohio University and TechGrowth Ohio will be hosting **What You Need to Know Before Filing Your Business Taxes** in Athens. This FREE training will educate attendees on the IRS calendar, new tax deadlines and rules, filing tips and tricks, business formation guidelines, best practices, and more! To register, please contact [Trenia Twyman](#) at 740-597-1460.

**February 16, 2017** – The Columbus Council on World Affairs will be hosting **Global Health: How China Impacts the World** in Columbus. This Signature Luncheon will discuss the interactions between health, climate change, environment, and economic interests, with a particular focus on these issues in the Chinese context. To register, please visit [here](#).

**February 16, 2017** – Canton SCORE and the SBDC at Kent State-Tuscarawas will be hosting **Securing Capital to Grow Your Business** in New Philadelphia. This seminar will educate attendees on how and where to secure the capital needed to expand a business. To register, please visit [here](#).

**February 16-17, 2017** – Confluence will be hosting the **13<sup>th</sup> Annual OVALS Conference** in Cincinnati. This two-day conference's theme will be *Water Technologies: The Wave of the Future* and will provide an opportunity to find out about technologies being developed by regional universities and the potential business opportunities associated with them. To register, please visit [here](#).

**February 17, 2017** – The SBDC at The Hamilton Mill will be hosting **How Can the SBA Assist My Business** in Hamilton. This FREE workshop will educate attendees on SBA programs and cover topics such as the lending process, eligible and ineligible applications, interest rate trends, and more! To register, please visit [here](#).

**February 21, 2017** – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS) Class** in Lancaster. This FREE workshop will educate attendees about types of ownership, licensing, tax requirements, sources of financing, identifying customers, and marketing a product or service. To register, please visit [here](#).

**February 22, 2017** – The ORV~WBC will be hosting **The Importance of Collaboration Between Your Banker and Your Accountant** in Dayton. This luncheon will educate attendees on how the financial industry views everything from the balance sheet and income statement to growth plans and an accountant's tax planning. To register, please visit [here](#).

**February 23, 2017** – The Japan America Society of Greater Cincinnati will be hosting the **4<sup>th</sup> Annual Japan Matters Symposium: The Strategic Importance of the U.S. Japan Relationship** in Cincinnati. This event will focus on the relationship between these two countries. To register, please visit <http://www.jasgc.org/>.

**February 23, 2017** – The Wright State Patent & Trademark Resource Center will be hosting **Intellectual Property Basics** in Dayton. This FREE workshop offers basic intellectual property information and search techniques for using the U.S. Patent and Trademark Office website and databases. To register, please visit <http://libraries.wright.edu/events>.

**February 23, 2017** – The SBDC at Clermont County Chamber of Commerce will be hosting **DIY Marketing: Build Your Website** in Cincinnati. This workshop will educate and assist attendees in how to build a website and then actually create one. To register, please visit [here](#).

**February 23, 2017** – UDRI's FASTLANE will be hosting **Introduction to Lean Manufacturing** in Dayton. As part of the FAST Talk Series, this workshop will educate attendees on how to identify simple solutions to the most challenging problems with the assistance of Lean Manufacturing Tools. To register, please visit [here](#).

**February 23, 2017** – The SBDC at the Greater Cincinnati Urban League will be hosting **Taxes For Small Businesses** in Cincinnati. This FREE workshop will discuss the various taxes that apply to small businesses, how and when to file, and more! To register, please visit [here](#).

**February 23, 2017** – The Dayton Area Chamber of Commerce will be hosting a **Government Affairs Breakfast** in Dayton. The topic for this seminar will be *President Trump's First 100 Days in Office: What to Expect for the*

*Business Community* and will feature Jack Howard with the U.S. Chamber of Commerce. To register, please visit [here](#).

**February 23, 2017** – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS) Class** in Pomeroy. This FREE workshop will educate attendees about types of ownership, licensing, tax requirements, sources of financing, identifying customers, and marketing a product or service. To register, please visit [here](#).

**February 24, 2017** – The SBDC at Columbus State will be hosting **Successful Selling for the Small Business Owner** in Dublin. This FREE, three-part series will educate attendees on how to develop a simplified business strategy that will build long-term relationships and generate increased revenue. To register, please visit [here](#).

**February 27, 2017** – The SBA will be hosting **Understanding Working Capital in Your Small Business** in Georgetown. This FREE workshop will educate attendees on working capital and the programs and services that the U.S. Small Business Administration offers. To register, please contact [Glenn Clevenger](#) at 513-684-2814 ext. 205.

**February 28, 2017** – The SBDC at Ohio University will be hosting **Basis of a Successful Start (BOSS) Class** in Athens. This FREE workshop will educate attendees about types of ownership, licensing, tax requirements, sources of financing, identifying customers, and marketing a product or service. To register, please visit [here](#).

**March 1, 2017** – The SBDC at The Hamilton Mill will be hosting **FastTrac NewVenture** in Hamilton. This 10 week training course will educate attendees on a variety of topics including aligning business concepts with real market opportunities, defining company brands, setting realistic goals, and much more! To learn more and to register, please visit [here](#).

**March 1, 2017** – The Dayton Metro Library will be hosting **Market Research That Won't Break the Bank** in Dayton. This FREE workshop will demonstrate the various resources and databases offered by the library that can help identify customers, research competition, analyze business locations, and more! To register, please visit [here](#).

**March 1, 2017** – The Centerville Library will be hosting **Social Media 101: The Basics of Social Media** in Centerville. This FREE event will educate attendees on the value of using social media to reach customers and drive repeat business. For more information, please visit [here](#).

**March 2, 2017** – The Women's Business Center, Columbus SCORE, SBA, and Women's Small Business Accelerator will be hosting **Dress for Impact** in Columbus. This event will educate attendees on how to create an appearance that communicates who they are and what is appropriate for their careers. To register, please visit [here](#).

**March 4, 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 start-up fundamentals for the new/undecided entrepreneur. To register, please visit [here](#).

**March 7, 2017** – The Greater Columbus Chinese Chamber of Commerce will be hosting **Doing Business with China Boot Camp** in Dublin. This event will feature seasoned cultural coaches who educate attendees on the appropriate behaviors for receiving a Chinese delegation. To learn more and to register, please visit [here](#).

**March 7, 2017** – The SBDC at Wright State will be hosting **Business Basics: Successful Start-Up** in Dayton. This FREE workshop will focus on the business idea, logistics of a business, and an organized pathway toward success. To register, please visit [here](#).

**March 10, 2017** – The Dayton Metro Library, Dayton SCORE, and the Dayton Area Chamber of Commerce will be hosting **Insights for Women in Business** in Dayton. This FREE event will feature Marie Cosgrove, CEO of

balanceback who share her difficult journey to where she is now and the importance of being persistent. To register, please visit [here](#).

**March 13, 2017** – Shawnee State University will be hosting **PORTSFUTURE Entrepreneurship Roundtable** in Portsmouth. This FREE event will feature a panel of local entrepreneurs, as well as introduce various resources available to start or grow a business. To register, please visit [here](#).

**March 14, 2017** – The SBDC at Ohio University will be hosting **Elements of Business: Accelerate Your Business** in Cambridge. This FREE session will introduce various local, state, and federal resources that aim to help small businesses. To register, please visit [here](#).

**March 14-17, 2017** – Xavier Health will be hosting the **FDA/Xavier PharmaLink Conference** in Cincinnati. This premier event offers a robust and collaborative discussion with FDA Officials and Industry Experts. The key outcomes of this conference is to inspire collaboration, lead innovation, and make a difference. To learn more and to register, please visit [here](#).

**March 15, 2017** – DaytonDefense will be hosting their monthly **Lunch and Learn** in Dayton. This month will feature Arthur Huber III, Air Force Research Laboratory (AFRL) Deputy Director for Operations. Mr. Huber will be speaking on a variety of AFRL UAS activities with focus on their latest initiatives in Ground Based Sense & Avoid for Unmanned Systems. To register, please visit [here](#).

**March 15, 2017** – Technology First will be hosting the **Ohio Information Security Conference** in Dayton. This conference will focus on four areas/tracks: management, technical, implementation, and workforce development. To learn more and to register, please visit [here](#).

**March 15, 2017** – Dayton SCORE and the SBA will be hosting **Introduction to Services Available** in Dayton. As a part of the *Small Business Development Series*, this FREE workshop will provide a top level summary of information and services from a number of agencies and organizations that help small businesses. To register, please visit [here](#).

**March 16, 2017** – The SBA will be hosting **Contracting and 8(a)** in Xenia. This FREE workshop will educate attendees about the information that they need and provide resource partners that can help you accomplish your goals in government contracting. To register, please contact [Jill Nagy-Reynolds](#) at 614-469-6860 ext.276.

**March 16, 2017** – The Dayton Business Journal and Aileron will be hosting **The Evolution of Leadership** in Tipp City. This workshop will offer facilitated, interactive sessions on making conscious decisions, strengthening soft skills, and understanding how to “show up” and lead. To register, please visit [here](#).

**March 21, 2017** – The Ohio Export Assistance Network at Wright State, the U.S. Commercial Service, and the SBA will be hosting **Culture and Exporting** in Dayton. This FREE workshop will provide an overview of the export process and the role of culture in doing business internationally. To register, please contact [Alex Kohls](#) at 614-633-6372.

**March 23, 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](#).

**March 28, 2017** – The SBDC at The Entrepreneurs Center will be hosting **Business Basics: Successful Start-Up** in Dayton. This FREE workshop will focus on the business idea, logistics of a business, and an organized pathway toward success. 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](#).

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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](http://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



Montgomery  
County

A proud partner of the  
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network

