



Equally important to supporting the needs of businesses in the Dayton region, existing and future, is the support and value we offer our local economic development and workforce partners. We continue to look for new ways to improve and strengthen our partnerships so together can make a greater impact on the region.

### **An Extended Reach**

DDC serves as an extension of our LEDO partners. We are dedicated to marketing and promoting the unique assets of each of the 12 counties we represent and jurisdictions within.

Through annual market visits and familiarization tours organized by the DDC, our LEDO partners can gain valuable face time with top industry site selectors.

Site selection and attraction projects generated through our JobsOhio partnership and regional business development efforts, provide numerous opportunities for communities to present marketable sites, buildings, and community assets to attract hundreds of new jobs and millions of dollars in new investment.

Around the world we are raising the profile of the Dayton region as we travel to China, Japan, Germany, UK, Brazil, Canada, and beyond, attracting international investment and diversified industries to strengthen our growing economy.

### **Services and Support**

In addition to serving as the JobsOhio liaison for Western Ohio and regional point of contact for many economic development projects, the DDC offers a variety of tools and services available to our partners.

Our research team can provide data on demographics, labor shed, education, industry trends, tax comparisons and more upon request. DDC and JobsOhio continue to work with communities in advancing sites towards shovel-ready 'authentication' to lure new investment and offer best practices in marketing properties and site-visits.

Through quarterly LEDO & Workforce Partner Meetings, Economic Development Forums, and other major events, DDC strives to keep the region connected. Working closely with the legislators and government officials who represent the region, the DDC advocates for regional priorities with a unified voice through the Dayton Region Priority Development and Advocacy Committee (PDAC), the annual Community Leader Fly-In, and throughout the year.

Are there additional ways we can better serve your community? Please let us know.

### **Contact:**

Mitch Heaton

Vice President, Economic Development

Dayton Development Coalition

[mheaton@daytonregion.com](mailto:mheaton@daytonregion.com)



## New Project Funding!

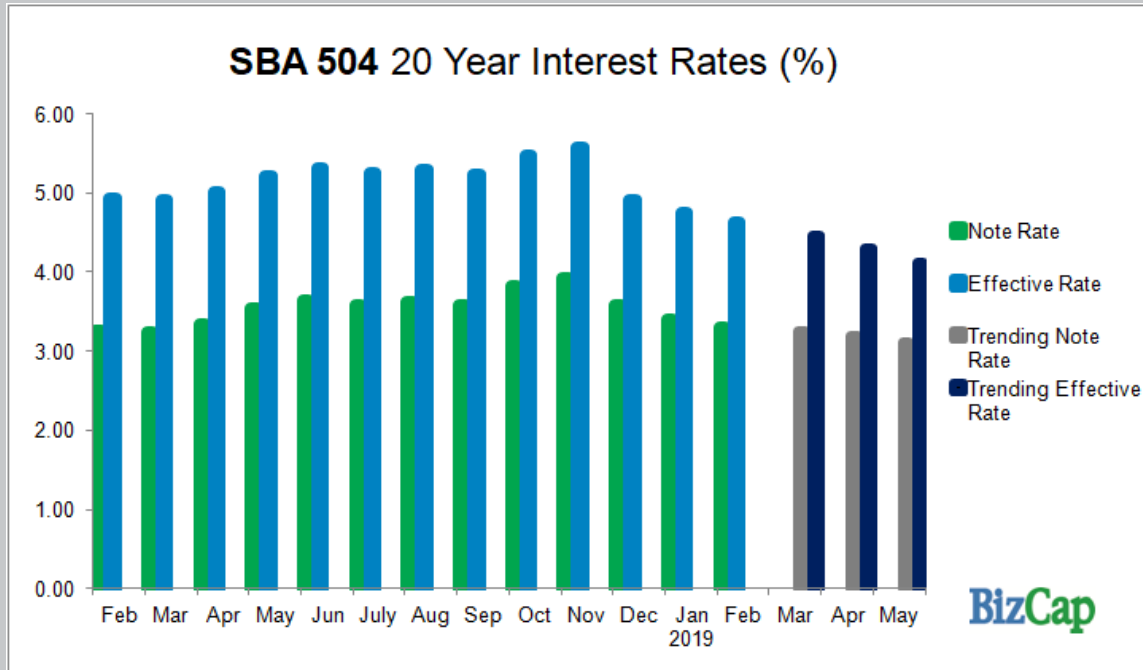
In the month of January County Corp funded a real estate purchase for Select Signs, LLC. This growing business utilized the State Regional 166 loan program and locked in a fixed interest rate of 3.00% for 20 years on 40% of the purchase price.

Also in January the State approved another Regional 166 loan for Spradlin Bros. Welding in Springfield for the purchase of a new laser cutting machine. This is Spradlin's second State 166 loan through County Corp. They understand the value of locking in a below market fixed interest rate when financing equipment. Spradlin will benefit from a 10 year fixed rate of 3.20%.

## Interest Rate Update

For the third month in a row SBA's 20 and 25 year note rate has dropped, this time to 3.314% and 3.492% respectively. But will this continue? In January the Federal Reserve voted unanimously not to raise the benchmark federal funds rate in January, this after a 25 basis points increase in December. For now it appears the Fed Committee will remain patient as it considers future adjustments but it is assumed that 2019 will see some type of interest rate increase. The question is when and how much!

As a result of the lower SBA rates now is a great time to get your fixed asset purchases financed at below market rates. Please give us a call so we can explain the benefits of the SBA 504 loan and other loan programs that County Corp can provide.



## SMALL BUSINESS LOANS AND RATES

Did you know that with a BizCap loan, your small business can retain more “cash in pocket” to fund operations. Why tie up your small business’ cash in long-term capital assets when you can put it to better use as you grow your business?

### SBA 504 Loans

SBA 504 loans for new projects and to refinance existing real estate or capital equipment debt could be the perfect funding solution for your company's growth.

10 Year	<b>New Loan</b>	<b>Refinance</b>
	<b>3.061%</b>   <b>5.064%</b> Note Rate   Effective Rate	<b>N/A</b>   <b>N/A</b> Note Rate   Effective Rate
20 Year	<b>New Loan</b>	<b>Refinance</b>
	<b>3.314%</b>   <b>4.646%</b> Note Rate   Effective Rate	<b>3.314%</b>   <b>5.029%</b> Note Rate   Effective Rate

25 Year

### New Loan

**3.492%** | **4.771%**  
Note Rate | Effective Rate

### Refinance

**3.492%** | **5.138%**  
Note Rate | Effective Rate

### Ohio Regional 166 Loans

Ohio Regional 166 loans are available anywhere in Ohio and have terms of up to 20 years, some even without requiring personal guarantees.

**3.200%**  
Fixed Rate

### CDBG Loans

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

**3.167%** (3.66% effective 3/1/19)  
Fixed Rate

## DO YOU NEED A SMALL BUSINESS LOAN?

Give us a call today to discuss your project and determine which BizCap loan program is best for you.

Gary Fischer

937.531.7038

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

# BizCap

[BizCap](#)

937.225.6328

BizCap is a program of [CountyCorp](#)



# DOWNTOWN E-VENTS

March 1-7, 2019



## Featured Event



### March 1- First Friday

*Various locations throughout downtown Dayton; 5-10 p.m.*

The beginning of every month starts with a bang in downtown Dayton. First Friday is a free art hop featuring exhibit openings at the galleries, along with a variety of entertainment options, arts demonstrations, live music and more. Add to that everything going on at the restaurants, bars, nightclubs, theaters, comedy club, movie theater and more that make up the downtown mix, and you have plenty of reasons to get out and about on First Friday! First Friday is presented by the [Downtown Dayton Partnership](#). For more info and specific event details, visit the First Friday [webpage](#) or [Facebook page](#). 224-1518.

## Also this Week

### March 1 - Trivia on The Flyer

*Downtown Dayton on The Flyer bus route; 6-8 p.m.*

If you loved watching the television program "Cash Cab," March's First Friday offers an opportunity for you to have a similar experience winning prizes while getting to or from your downtown destination! [Greater Dayton RTA](#) Flyer shuttles will have a trivia host on board. Hop on the free Flyer at any of the stops to play trivia. The host will ask questions for your shot at winning prizes, which will range from small items to \$25 gift cards to downtown businesses for harder questions. Pick up a Flyer map from downtown businesses, or use the interactive map at <http://iRideRTA.org/TheFlyer> to plan your route. More info [here](#).

### Thru March 17- Around the World in 80 Days

[The Loft Theatre](#), 126 N. Main St.; call for times.

Jules Verne's classic tale springs to life in this clever, fast-paced comedy for the whole family. Proper gentleman Phileas Fogg strikes a wager and sets off on a race that puts his fortune and life at risk. With his faithful servant at his side, he has just 80 days to circle the globe - an inconceivable feat in the year 1872! Fierce natives, furious typhoons, runaway trains, a damsel in distress and a dogged detective threaten to delay him at every step in this delightful, whirlwind odyssey that will keep you on the edge of your seat from beginning to unexpected end. 228-3630. [ticketcenterstage.com](http://ticketcenterstage.com).

### Thru March 23 - Journeys: The Work of Willis "Bing" Davis & Tess Little

[The Contemporary Dayton](#), 118 N. Jefferson St.; 6-8 p.m.

This special art exhibit features the creative and artistic work of two Dayton-based artist-educators and long-time friends, whose common Appalachian background and love of teaching helped to forge a 25-year community project called R.E.A.C.H. - Realizing Ethnic Awareness and Cultural Heritage across Dayton. 228-8414.

### Thru March 29 - Exhibit: Women Strong

[Dayton Metro Library - Main Library](#), 215 E. Third St.; call for times.

**Women Strong** is a multi-media exhibit that celebrates the lives and work of women artists in the Dayton region. The idea driving the project was to bring women of diverse ethnic and cultural backgrounds together as a team to show and share their work. The exhibit is free and open to the public. For additional information, contact Audrey Davis at [audrey@wbdavisart.com](mailto:audrey@wbdavisart.com).

### Thru March 29 - Exhibit: Visual Voices: 2019 Dayton Skyscrapers

[Schuster Performing Arts Center](#), Second & Main sts.; call for times.

This year's exhibit features the work of African-American visual artists from the Miami Valley. These artists have researched prominent African-Americans (living or deceased) who have made a mark in their

### March 1 - Hop Art: An Artistic Tribute to Craft Beer

[Wells & Co. Custom Tattoo](#), 110 E. Third St.; 7 p.m.

Illustrator Anthony "Tank" Mansfield has assembled some of the best commercial artists, printmakers, tattoo artists, and illustrators in the Midwest for HOP ART: An Artistic Tribute to Craft Beer. Each piece of artwork in the show will be related to craft beer. It will feature a wide range of paintings, prints, and drawings. The after party for the show will take place down the street at the Barrel House. Free. 286-3127.

### March 1 - The Musician's Co-op

[Hannah's](#), 121 N. Ludlow St.; 9 p.m.

Hannah's is proud to present The Musicians Co-Op featuring Dayton's best singers & songwriters every First Friday downtown. Don't forget your appetite! You'll be pleasantly surprised with the quality and flavor of our premium slow-roasted meats that we hand-craft into Sliders, Wraps, Street Tacos, Salads and the Gourmet Grilled Cheese Sandwiches that Alton Brown called "Amazing!" (true story!). No cover. 21+.

### March 1 & 2 - Mat Alano-Martin

[Wiley's Comedy Joint](#), 101 Pine St.; Fri. 8 p.m., Sat. 7:15 & 9:30 p.m.

With a comedic style that bridges the social and political views of his indie-rock background with the attitude and sensibilities of his rural and blue collar youth, Alano-Martin has appeared at comedy clubs, theaters, punk rock dives, redneck roadhouses, casinos, colleges, living rooms and everywhere in between. \$10. 223-5277.

### March 1-6 - Music & More at The Trolley Stop

[The Trolley Stop](#), 530 E. Fifth St.; call for times.

Friday, March 1, the Trolley Stop presents live music from **Scott Houchens & Dana Farley**. Saturday, March 2, come hear **Cherry Lee and the Hot Rod Hounds**. On Wednesday, March 6, enjoy a little pickin' and grinnin' with the **Old Time Acoustic Jam** and stay for a performance from **Tim Prichard**. 461-1101.

### March 1-7 - This Week at the DAI

### March 3 - Sunday Movies @ Main

[Dayton Metro Library - Main Library](#), 215 E. Third St.; 1:30 p.m.

Spend a winter Sunday afternoon watching a cinematic gem on a big screen - for free! This Sunday, enjoy the 1950 classic, *Woman on the Run*. Each Sunday features a different film - from overlooked masterpieces and classics to foreign films, independent cinema and documentaries. Free and open to the public. 463-2665.

### March 3 - Starter Workshop: Beginners Yoga

[Speakeasy Yoga](#), 204 Wayne Ave.; 1:30-3:30 p.m.

If you are looking to start from scratch, learn the basics, and become confident with a yoga practice, then this informative class with Lindsay is perfect for you! Here you will move slowly over 2 hours to help you gain understanding of the most foundational poses, breathing methods, and more to help get you ready to attend regularly scheduled classes. \$30. [Register here](#).

### March 3 - Dayton Poetry Slam Presents: Sara Trattner

[Yellow Cab Tavern](#), 700 E. Fourth St.; 7 p.m.

Our first event of March will have a great feature, Sara Trattner. Some of you may remember her from the MeatGrinder slams in Columbus in years passed. We will, as always, have two rounds of open mic. One before our feature and one after. \$2.

### March 4 - What Drives You? with RTA

[Wright Stop Plaza Transit Center](#), 4 S. Main St.; 10 a.m.-12 p.m.

Whether it's work, school, medical appointments, or helping out a loved one with mobility issues, the Greater Dayton RTA is asking the community "what drives you," and influences your transportation needs via a new campaign and survey. The transit agency will hold several events to gather feedback, starting March 4.

### March 4 - Prime Rib Dinner Special

[Basil's](#), 312 N. Patterson Blvd.; 4-9 p.m.

Every Monday night at Basil's you can feast on our Prime Rib Dinner Special! Our

field and are role models for the community. Visit [victoriatheatre.com/visual-voices](http://victoriatheatre.com/visual-voices) to learn more about the art and artists.

### March 1 - Hot Soups for a Cool Cause

[Christ Episcopal Church](#), 20 W. First St.; 11:30 a.m.-1 p.m.

The Peace Museum will be presenting one of its most popular events in support of the Museum's exhibits and educational projects. Join the members and friends for a wide variety of delicious soups (vegetarian options will be available), breads from Ashley's Pastry Shop, salads, desserts, and beverages. Your \$25 ticket donation is fully tax deductible as well. More info: 434-5992.

### March 1 - First Timer Climber Friday

[Urban Krag](#), 125 Clay St.; 3-11 p.m.

Swing by this restored church and find yourself blown away by the 10,000 square foot indoor rock-climbing center you'll find inside! Enjoy their First Timers Friday deal and get a day pass, belay certification, shoe and harness rental all for \$30. Take your Friday to new heights! 224-5724.

### March 1 - Grand Opening at Grace Lane Boutique

[Grace Lane Boutique](#), 133 E. Fourth St.; 4-9 p.m.

The Grand Opening of Grace Lane Boutique is happening this First Friday! Come celebrate with us at 4pm for the official ribbon cutting followed by the open house from 5-9pm. We will have cupcakes by Twist and champagne along with hourly prizes and live music (weather permitting). Enjoy the exciting urban atmosphere while shopping ethical, fair trade and sustainable fashions you will feel great about wearing.

### March 1 - Dayton Photography Show

[Clash Dayton](#), 521 E. Fifth St.; 5-9 p.m.

Clash will be hosting several Dayton photographers and their personal take on the City of Dayton. Each photographer will have two shots on display with the only rule being that the shot was taken in Dayton. Stop by and see what they come up with! All pieces are for sale! 259-8986.

### March 1 - First Friday at Front Street

[Dayton Art Institute](#),

456 Belmonte Park North; call for times.

The DAI features its latest exhibit, **For America: Paintings from the National Academy of Design**. View **The DAI's Story** in the Expericenter. Friday, March 1, come for **Trivia Night at The DAI**. Come **Draw from the Collection** on March 3 & 7. Thursday, March 7 is the next **Tiny Thursdays** program for children and their parents or caregivers. Suggested admission to the museum is \$8 for adults; \$5 for seniors and groups; museum members, students (18+), and children/youth 17 and younger are free. Prices for special exhibitions and events vary. 223-5277.

### March 1-7 - This Week at The Barrel House

[The Barrel House](#), 417 E. Third St.; call for times.

Friday, March 1, join Barrel House for **Funky Friday**. Every Sunday, bring your records to play on one of our two turntables at **VinylVinylSunday**. Also this Sunday, enjoy a complimentary coffee pour over from **Wandering Dog Roastery**. Tuesday, March 5, celebrate **Fat Tuesday with Abita** features. On Wednesday, enjoy a pint, Wu-Tang and other unedited hip hop, and \$1 off drafts at **Wu-Tang Wednesday**. Every Thursday show off your music, poetry, comedy, or other skills at **Open Mic Night**. 222-GRWL.

### March 1-7 - Music & More at Blind Bob's

[Blind Bob's Tavern](#), 430 E. Fifth St.; call for times.

Friday, March 1, Blind Bob's welcomes **Crickethows, Justin Payne, and Ward Son**. Saturday, March 2, it's live music from **Bassel & The Supernaturals** and **Scott Houchens**. Sunday, March 3, come hear **Emory Road, John Boyle, and David Payne**. Every Tuesday, join us for **Best Trivia Ever.**, and every Wednesday it's your chance to take over the mic during **Karaoke with DJ Nancy**. Thursday, March 7, it's **Open Mic Night with Brandon**. Call for costs. 938-6405.

### March 1-7 - Music & More at The Dublin Pub

[The Dublin Pub](#), 300 Wayne Ave.; call for times.

Friday, March 1, join the Pub for **Irish First Fridays with Mary's Lane**. Saturday, March 2, come hear **Funky G & The**

tender, juicy prime rib entree starts with a salad and comes with a baked potato and seasoned vegetables, and ends with a decadent dessert. This 3 course meal is only \$25, so come while it lasts! 818.4390.

### March 4 - Music Bingo

[Toxic Brew Company](#), 431 E. Fifth St.; 7-9 p.m.

Music Bingo is at Toxic Brew Company every Monday night! 3 rounds of music bingo in 2 hours. Music Bingo is a combination of Name that Tune and Bingo. 30 second clips of music will be played and if that song and artist is on your bingo card, you cross it off. Free.

### March 5 - Bagels & Broadway: On Your Feet

[Schuster Performing Arts Center](#), Second & Main sts.; 8:30-10:30 a.m.

Ever wonder what it takes to prepare a stage for a Broadway show? Join us for Bagels & Broadway, a unique opportunity for you to find out first-hand. Have a cup of coffee and a bagel--then watch the show's crew and members of IATSE Local 66 set up the sights and sounds for a Broadway show! This event is free, but you must [RSVP](#). 228-3630.

### March 5 - Fat Tuesday Celebration

[Mudlick Tap House](#), 135 E. Second St.; 3-11 p.m.

The party will be on with New Orleans-inspired cocktails alongside dishes like crab stuffed beignets, king cake, and etouffee.

### March 5 - Yoga Class Benfitting Amanda Hensler

[Hedges & Wolf](#), 504 E. Fifth St.; 6:30-7:30 p.m.

Angela Yim will be leading a basic yoga class, all levels welcome, to benefit Amanda Hensler, who was recently diagnosed with breast cancer. Please bring a mat and some positive vibes for the best gal around! Please arrive 15 minutes to early to check in. Cash, paypal, and venmo will be accepted. Suggested donation: \$20.

### March 5-10 - On Your Feet!

[Schuster Performing Arts Center](#), Second & Main sts.; call for times.

From their humble beginnings in Cuba, Emilio and Gloria Estefan came to America and broke through all barriers to become a crossover sensation at the very top of the pop

[Front Street Studios](#), 1000 E Second St.; 5-9 pm.

Front Street Building Co. invites you to enjoy the work of more than 100 artists and artisans. The complex is made of four buildings where one will encounter a combination of painters, printmakers, jewelry artists, sculptors, glass artists, mixed media artists, potters, and more. 461-5149.

### March 1 - Opening Reception for Inked Up

[The 48 High Street Gallery](#), 48 High St.; 6-9 p.m.

Join us for the opening of our 14th annual printmaking exhibition. Light refreshments will be provided. 228-4532.

### March 1 - Women's History Month Kickoff

[League of Women Voters](#), 127 N. Ludlow St.; 6-9 p.m.

Kick off Women's History Month with the League of Women Voters! Enjoy food and wine with the League in our office. 228-4532.

### March 1 - Open Reception for Work by Stefan Chinov

[Dutoit Gallery](#), 1001 E Second St.; 6-9 pm.

Stefan Chinov was born in Sofia, Bulgaria. He holds an MA from the National Academy of the Arts in Sofia and an MFA from Southern Methodist University in Dallas, TX. He teaches sculpture and drawing at Wright State University in Dayton and is a founding member of the Dutoit Co-Op Gallery. His current solo exhibition at the Dutoit Gallery features sculptures from the last 5-6 years and includes some of his most recent work.

### March 1 - Mardi Gras Threauxdown

[Yellow Cab Tavern](#), 700 E. Fourth St.; 6 p.m.

Come celebrate Mardi Gras at the Yellow Cab! Doors open at 6, and starting at 7 the pre-show Brass Band Parade will leave Yellow Cab... join us and be part of the second line! We'll arrive back at Yellow Cab to feast on the Cajun cuisine prepared by Camp Heard before Phil's Big Ass Brass Band takes the stage, kicking off an unforgettable night of New Orleans Funk!

**Groove Machine.** Monday, March 4, come for **Trivia with a Twist.** Thursday, March 7, **Nick Mitchell** performs. Call for costs. 461-1101.

### March 1-17 - Our Mother's Brief Affair

[Dayton Theatre Guild](#), 430 Wayne Ave.; call for times.

Anna is in the hospital having the latest of her frequent deathbed scenes, and this one looks like it may be the real deal. She makes a shocking confession to her grown children about an affair from her past that just might have resonance beyond the family. But how much of what she says is true? While her children try to separate fact from fiction, Anna fights for a legacy she can be proud of. With razor-sharp wit and extraordinary insight, *Our Mother's Brief Affair* considers the sweeping, surprising impact of indiscretions both large and small. [Buy tickets here.](#)

### March 2 - Science Saturdays: Cookin' Up Chemistry

[The Engineers Club](#), 110 E. Monument Ave.; 9:30-10:30 a.m.

Get a taste of the science used to cook up perfection! It will be a yummy good time. These free shows are geared towards elementary aged students, but the whole family will enjoy! Seating begins at 9:00 am, Show begins at 9:30.

### March 2 - Antioch Indy Cars Monte Carlo Night

[Antioch Shrine Temple](#), 107 E. First St.; 6-10 p.m.

Antioch Shrine presents Antioch Indy Cars Monte Carlo Night. A raffle will be held where the 1st, 2nd, and 3rd place winners have the chance to win cash prizes! \$10 in advance, \$15 at the door. 461-4740.

### March 2 - Dayton Adult Prom

[Top of the Market Banquet Center](#), 32 Webster St.; 8-11 p.m.

It is a time to relive the glory days of High School Prom. Put your dancing shoes on, get your prom photo taken, and enjoy the night with friends. 100% of proceeds from the event will be donated to a local Charity. More info and tickets can be found [here](#).

music world. *On Your Feet!* takes you behind the music and inside the real story of this record-making and groundbreaking couple who, in the face of adversity, found a way to end up on their feet.

[ticketcenterstage.com](#)

### March 6 - TED Talks @ Lunch

[Dayton Metro Library - Main Library](#), 215 E. Third St.; noon-1 p.m.

Dayton Metro Library's Diversity and Inclusion Committee hosts a thought-provoking Brown Bag Lunch program in the Main Library's Eichelberger Forum. **TED Talks @ Lunch** features a screening of three short TED Talk videos on poverty and racial injustice issues, followed by a moderated discussion. The free program is open to the public. 12:00 p.m. - Gather and welcome. 12:05-12:40 p.m. - Watch three curated TED Talks. 12:40-1:00 p.m. - Discussion led by Karin VanZandt. For more information, call 463-2665 or visit [DaytonMetroLibrary.org](#).

### March 6 - Dr. Sketchy Presents Beetlejuice

[Therapy Cafe](#), 452 E. Third St.; 7-10 p.m.

Beetlejuice Beetlejuice BEETLEJUICE!! Let's invoke the grossest of the dead and see what we can draw out of them! If you love drawing class but are bored with the sterile concrete-walled environment, Dr.Sketchy is all about creating the perfect fantasy comic book world you've been looking for. Therapy Cafe brings you the best cocktails in Dayton while we bring you the inspiration you've been looking for to create the perfect drawing. Bring your own media. Tickets are \$5 online purchase and \$7 at the door.

### March 6 - AcoustiCoffee Night

[Toxic Brew Company](#), 431 E. Fifth St.; 8-11 p.m.

Every Wednesday, we'll be tapping multiple coffee infused and flavored beers, including our own and from fantastic guest breweries as some of Dayton's most talented and melodic strum and sing for your pleasure. Free admission.

### March 7 - Polish Your Proposal

[Dayton Metro Library - Main Library](#), 215 E. Third St.; 10 a.m.-12 p.m.

We can help you polish your grant proposal!



Also featuring a costume contest, Tarot reading and local vendors. \$10.

### March 1 - Board Game Night & Essential Oils Workshop

[Proto BuildBar](#), 534 E. First St.; 6 p.m.  
It's an action packed night at Proto Buildbar this First Friday! Stop by for [Board Game Night](#) from 6-12 where you borrow one from the bar or bring your own. All board game related 3-D prints will be 25% off as well. To take off some of the competitive edge, participate in the [Essential Oils Workshop](#) from 7-9 p.m. 222-6253.

### March 1 - Opening Reception: New Kids on the Block Juried Exhibition

[K12 Gallery for Young People & TEJAS](#), 341 S. Jefferson St.; 6:30-8:30 p.m.  
The next generation of artists has been fine-tuning their techniques, processes and conceptual focus while logging in countless hours in studios across the region. Whether in a traditional academic program, or working steadfast on their own, these artists are the newest emerging talent in our communities. New Kids on the Block will highlight artwork created by 39 regional artists. 461-5149.

### March 1 - Rockstar Pro & Impact Wrestling Presents Opening Day

[Dayton Convention Center](#), 22 E. Fifth St.; 7 p.m.  
Featuring "Impact World Champion" Johnny Impact, "oVe" Sami Callihan, Dave & Jake Crist, and more! \$12. [Buy tickets here.](#)

### March 2 - MLS Season Opener Watch Party

[The Dayton Beer Company](#), 41 Madison St.; 10 p.m.  
FC Cincinnati is opening their season on the road in Seattle, so we expect a lot of Orange and Blue to fill out Dayton Beer Company. Come hang out with the best fans in Dayton as we watch the 2019 MLS campaign begin. 228-2337.

### March 2 & 3 - The Pirates of Penzance

[Dayton Performing Arts Alliance](#); [Schuster Performing Arts Center](#), Second & Main sts.; Sat. 8 p.m., Sun. 3 p.m.  
Gilbert and Sullivan's rollicking comedy centers on the romantic misadventures of Mabel and Frederic, who was mistakenly apprenticed to a band of "reluctant" pirates. Add to that a very model of a modern Major-General, his bevy of beautiful daughters, and a bungling bunch of Keystone Cops-style police, and you have the delightfully wacky operetta that has amused audiences since its 1879 debut. [ticketcenterstage.com.](#)

### March 3 - The Great Midwest Cheer & Dance Expo Spring Fling DII Exclusive Nationals

[Dayton Convention Center](#), 22 E. Fifth St.; 7-9 p.m.  
This event is a DII EXCLUSIVE National Event for ANY & ALL DII Programs. This is your time to SHINE! With over 140 DII teams last season, 2019 will be even bigger!

Share your proposal for editing and commenting by your peers. Bring five complete copies of your proposal and the Request for Proposal (RFP), and gain valuable insight and honest feedback from five other attendees in this workshop. Class size is limited to 20 participants. [Register here.](#) 463-2665.

### March 7 - Student Master Class - On Your Feet

[Metropolitan Arts Center](#), 126 N. Main St.; 4:30-6 p.m.  
This master class for **high school students** will focus on Latin dance from *On Your Feet!* A company member from the show (if available) will work with participants on material from the show. Students should come prepared for physical work during the class. Please wear close-toed athletic shoes and non-restrictive clothing. This student master class is \$5. Space is limited to 50 participants, [so register now!](#)

### March 7 - Startup Grind: Jackie Gamblin

[Third Perk Coffeehouse & Wine Bar](#), 46 W. Fifth St.; 5-8 p.m.  
Jackie Gamblin is the Founder & CEO of JYG Innovations. At our 2019 kick-off event, we'll learn how she built a national service business from the ground up. Jackie will highlight the role that influence plays in building momentum, credibility and ultimately success in business and will also share how she intentionally created and scaled JYG's company culture. 223-7375.

#### Downtown's weekly e-vents

is produced by the Downtown Dayton Partnership, and is only a sampling of everything happening downtown. While every attempt is made to highlight events appealing to a variety of interests, e-vents is not intended to be comprehensive.

For many more event listings, visit our website at [downtowndayton.org](#).

If you have questions about this email, reply to this message or call us at (937) 224-1518.

Information is accurate to the best of our knowledge at the time of publication. Call the listed venue for event details.

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BE DOWNTOWN.  
DAYTON

Small Business  
Newsletter  
March 2019



Chapter Chair Corner



Ann Riegle Crichton  
Chapter Chair

The Dayton Chapter of SCORE was founded in 1970 as a nonprofit volunteer organization to assist the Small Business Administration (SBA) in helping grass roots profit and nonprofit businesses to start and grow in the Miami Valley area.

**As small business owners, you are faced with many challenges every day. Staffing is likely one of those issues.**

Dayton SCORE has created The Human Factor series to give you some help with hiring, firing and evaluating employees.

Our next program in this series is **"Creating Synergy Across Multiple Generations in the Workforce"** which is a panel discussion featuring several generations of workers and tips on how to best supervise and reward each age group. This panel is part of the Dayton Area Chamber of Commerce HR Forum being held on Wednesday, March 27 at the Crowne Plaza in Dayton.

**Ten SCORE clients** can attend the panel discussion free of charge, but registration is required. Please call me at 937-496-8631 or email [ann.rcrichton@scorevolunteer.org](mailto:ann.rcrichton@scorevolunteer.org) for more information.

**We're happy to help with your personnel challenges.**

Spring 2019 Nonprofit Training Workshop Schedule



**Registration will open 60-days before the workshop is scheduled.**

**April 4 - Strategic Planning**  
[REGISTER >>>](#)

**April 17 - Board Development**  
[REGISTER >>>](#)

**May 9 - Volunteer Management**  
[REGISTER >>>](#)

**May 15 - Fundraising**  
[REGISTER >>>](#)

**May 30 - Marketing**

**June 13 - Financial Management**

**Dayton SCORE provides free mentoring to nonprofit organizations and charities by volunteers experienced in working as board members and executives in nonprofit organizations.**

All **Dayton SCORE** nonprofit workshops are presented by local professionals including attorneys, accountants, marketers, bankers, etc.

[Workshops Information »](#)

**Miami Valley Calendar of Workshops and Events**

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There are 15 workshops and events scheduled for the month of March in Miami Valley business area.

These business related conferences, workshops, and events are highlighted by **Dayton SCORE**, **Dayton Metro Library**, **SBA**, and various local business associations.

[Review the March List](#)



## Marketing Fundamentals: 8 Ways to Reach New Customers, Starting Today

Written by marketing experts, this ebook breaks down the online and offline marketing landscape into eight manageable steps. You can proceed in order, or skip around based on areas where you need guidance or practical tips.

[Download the eBook](#)

What Small Business Owners Should STOP Doing to Stay Sane

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March 5 @ 2 p.m. ET / 11 a.m. PT



### **Would you like to work less and make more money?**

In this webinar, we will identify four key areas where business owners can shift priorities to quickly improve profitability - freeing up time for high-priority tasks.

[Register Now »](#)

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## **Create a Powerful and Practical PR Strategy for Your Small Business**

March 14 @ 1 p.m. ET / 10 a.m. PT



### **How can you execute a manageable PR strategy while still running your business?**

In this webinar, you will learn three easy-to-implement methods for getting into local and national papers, websites, TV, radio and podcasts.

[Register Now »](#)

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## **Ask the CPA 2019 - Tax Advice for Small Businesses**

March 19 @ 1 p.m. ET / 10 a.m. PT



## What tax questions are keeping you up at night?

Join us for this LIVE Q&A session for a full hour dedicated to answering your tax-related questions and concerns, with a special focus on new tax law changes.

[Register Now »](#)

## Pictures Speak Louder Than Words: Visual Content Strategies For Small Businesses

March 21 @ 1 p.m. ET / 10 a.m. PT



## Is your visual content engaging enough?

Join this webinar and learn how to engage your leads and prospects with quality visual content.

[Register Now »](#)

## How to Grow Your Business Using Competitive Intelligence

March 28 @ 1 p.m. ET / 10 a.m. PT



## What can you learn from your competitors?

In this webinar you'll learn how to use competitive intelligence to help you start or run your small business.

[Register Now »](#)

**SCORE helps you succeed!**



Laura and Phil Wayland, owners of Chip's Wine and Beer Market, understand that wine can be intimidating. Therefore, client education and customer service are two of their company's core values.

Since purchasing the store in 2010, Laura and Phil have cultivated a friendly, helpful atmosphere that enables all customers to find products they will enjoy. Chip's has one of the best selections of beer and wine in the Outer Banks, with more than 2,000 wines and 500 craft beers.

**How SCORE Helped:** Laura and Phil wanted to purchase Chip's Wine and Beer from its previous owner during a time when banks weren't giving out many small business loans. They worked diligently with their SCORE mentor, Tom O'Brien, to generate a sound business plan. They were then able to secure a loan.

Laura and Phil encourage others interested in starting a business to "do your due diligence" by getting advice from others with business experience, including SCORE mentors.

[Read the full article](#) and [more success stories](#).



## Now Connect With Your Own Mentor

SCORE is a nonprofit resource partner of the U.S. Small Business Administration (SBA). Because of this, our mentoring services are free, no matter how many times you visit a mentor.



Email



Video



Phone



Face-to-face

[Request Your Mentor](#)



SCORE is a nonprofit association dedicated to helping small businesses get off the ground, grow and achieve their goals through education and mentorship. We have been doing this for more than 50 years.

Because our work is supported by the U.S. Small Business Administration, and thanks to our network of 10,000+ volunteers, we are able to deliver our services at no charge or at a very low cost.

Find out more about our mission, vision and values [here](#).



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration. All opinions, conclusions, and/or recommendations expressed

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# Business FOCUS

Highlights of News & Events at Your  
Dayton Metro Library



DAYTON  
METRO  
LIBRARY



## Library Resources for Business Owners

Why is a Dayton Metro Library card an essential piece of equipment for business success? Business Services Librarian Ann Riegler-Crichton will tell you all about it! Your DML card gives you access to everything from online databases you can use from home, to books that will tell you how to get "your books" in order. Join Ann at one of two sessions scheduled in March for your convenience. (Content is the same in each session.)

LAUNCH  
POINT  
Connections. Opportunities.

**MON, 3/4, 7 - 8 PM**

**TUE, 3/19, 10 - 11 AM**

[Main Library Launch Point](#)

## Upcoming Programs and Events:

### **Miami Valley SBDC New Business Information Session**

The New Business Information Session is a free, three hour seminar that will answer your questions about starting, buying, or expanding a small business. Get an overview of issues related to starting and operating a business, such as business and financial planning, market demand and financing.

**SAT, 3/16, 9 AM - 12 PM, [SBDC at The Entrepreneurs Center](#)**

### **Basic Trademark Information Session- Wright State University Libraries**

Designed for those with little or no knowledge about intellectual property marks, this workshop reviews trademark basics, including the difference between federal registration, state registration and common law marks. The mechanics of searching will be demonstrated using the USPTO web site and the USPTO trademark database TESS. [Registration](#) is recommended.

**SAT, 3/23, 10:30 AM - 1:30 PM, Paul Laurence Dunbar Library at Wright State**

### **SCORE Small Business Counseling**

The Dayton Chapter of SCORE, a national network of experienced entrepreneurs and corporate managers, offers free one-on-one counseling sessions for anyone who is considering starting their own business or needs assistance with an existing business. Call 937-496-8631 to schedule an appointment with a SCORE counselor.

**FRI, 4/5, 10 AM - 1 PM, [Main Library, Launch Point](#)**

## Useful Links

[Ohio Business Portal](#)

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

[Dayton SCORE](#)

[The Entrepreneurs Center  
SBDC at The Entrepreneurs Center](#)

[Panerians](#)

[Ohio Means Jobs - Montgomery Co.](#)



[Chamber Events](#)



Questions? Suggestions?

[Ann Riegle Crichton](#)  
Business Services Librarian  
Dayton Metro Library

937.496.8631

[DaytonMetroLibrary.org/Launch-Point](#)



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Your weekly guide to  
Dayton's Startup  
Community



Find your community at these upcoming opportunities:



[Hear from women entrepreneurs at our March 12 Pints & Preneurs!](#)

**Dayton's Startup Community is 1,135 strong and growing!**



[Early Risers alumni will return for a March Madness edition, March 22!](#)

## Discover

Our handpicked curation of what's happening in our community.



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### [Ohio links young talent & cutting-edge companies](#)

Ohio Third Frontier seeks students & the companies who want to hire them — Ohio will reimburse up to \$10K in wages per intern.



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### [5 grants for women entrepreneurs in 2019](#)

The number of women-owned businesses grew by 58% from 2007



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### [TEDx Dayton wants YOU on the Victoria Theatre stage!](#)

The theme for the 7th annual signature event is CONNECT. Apply by March 24 to speak on the TEDx Dayton stage on Oct. 11.



to 2018, according to American Express's 2018 report.



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### **[Sponsor the 2019 Techstars Startup Week Dayton!](#)**

Want to be more involved in making this week of FREE workshops & sessions for entrepreneurs happen? Now is your chance.

### **Tech giant, area hospitals launch opioid treatment startup**

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*Curated content:* [Alphabet subsidiary Verily & area healthcare providers are teaming up to build a rehab campus that will change the way we use data in treatment.](#)

### **Order coffee ahead in your favorite local shop**

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[Mojo co-founders Noah & Drew are running their app in half a dozen Dayton coffee shops. They're going full-time at their startup this week!](#)

### **Author-entrepreneur launches Kickstarter for sequel**

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[John-Michael Lander told his story of sexual assault on the TEDx stage last fall. This Kickstarter would enable him to tell the next chapter.](#)

## Dayton startup triples sales, secures new kitchen

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[Will Foster and his prepped-meal company, Picnk, are starting 2019 with a new kitchen that will enable them to scale even further.](#)

## Job opening with Xact Medical

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[The medical device startup is searching for a new team member to fill a lead role in quality systems and regulatory compliance.](#)

[Read more exciting stories!](#)



**Multiple organizations, ONE survey:** Take 5 to 10 minutes to tell us what you need in 2019 & you'll be entered to win a \$50 gift card!

[TAKE THE SURVEY!](#)

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## Upcoming from Dayton Tech Guide



**Tuesday, March. 12**

5:00-7:30pm

*The Brightside, 905 E. 3rd St., Dayton*

Pints & Preneurs is on the move in 2019! For our March edition, we'll hear from a panel of women entrepreneurs at The Brightside, a local woman-owned business. The panel will be moderated by woman founder and champion storyteller Bridget Flaherty of LORE.

[LET US KNOW YOU'RE COMING!](#)



**Friday, March. 22**

7:30-9:00am

*444 E. 2nd St., Dayton*

For our March Madness edition of Early Risers, we're

bringing back eight Early Risers alumni who still have asks for the community.

These eight startup teams will face off, bracket-style, in three rounds: eight elevator pitches, four two-minute pitches, then two full 10-minute pitches. We'll have a four-entrepreneur panel of judges — but the audience will also get a chance to vote for the winners!

Stay tuned as we unveil our alumni!

March's Early Risers is sponsored by LeKeisha Grant & Ambition Magazine — LeKeisha is celebrating the third anniversary of Ambition Magazine!

Whether you're interested in pitching your business or supporting local startups, we want you to join us.

**[REGISTER NOW!](#)**



## **Connect**

Find fellow entrepreneurs and resource providers in your community at these upcoming events:

**February 24- March 2**

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Feb. 27: [It's Time to Get "A Round Tuit"- Exit Planning Strategy Planning](#)

Feb. 27: [Introduction to the Deming Management Method](#)

Feb. 27: [The New Sales Frontier- Discover the Power of Engagement](#)

Feb. 28: [SYP After Hours: Learning to Use GPS with Method Yoga](#)

### **March 3- March 9**

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March 5: [2019 Empower Information Breakfast](#)

March 5: [Course for Presidents](#)

March 6: [Inaugural Air Force Pitch Day](#)

March 7: [How to Scale](#)

March 7: [Shift from "Me" to "We" Thinking and Behavior](#)

### **March 10- March 16**

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March 12: [SummitUp](#)

March 13: [Social Enterprise: A Community Conversation](#)

March 14: [Opportunity Discovery with the Air Force StTR Program and Local Resources](#)

March 14: [Value Proposition Workshop](#)

March 16: [New Business Information Session](#)

### **March 17- March 23**

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March 23: [Trademark Basics](#)

### **March 24- March 30**

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March 28: [Recordkeeping for the Small Business](#)

### **March 31- April 6**

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April 2: [Taking the Leap- Partnering with Provoke Dayton](#)

[Check out the full calendar here](#)

**Don't miss the Mexico Supply Chain Summit, which will be held in El Paso, Texas on March 26!**

The Summit is a unique opportunity where U.S. manufacturers can connect with OEMs from Mexico. During the Summit, qualified suppliers will meet with sourcing managers and material buyers in pre-arranged, one-on-one, private meetings. In addition to the B2B meetings, participants will have an opportunity to listen to industry expert's present information on current U.S. - Mexico trade trends. For information, contacts and to register, go to: <http://mexicosupplychainsummit.com/>,

**Deborah (Debbie) Dirr**  
**International Trade Specialist/Great Lakes Network/Cincinnati/Dayton**  
U.S. Commercial Service Cincinnati/Dayton  
U.S. Department of Commerce | International Trade Administration  
Dayton, OH 45435  
Phone: (937) 775-4836



**TRADEWINDS** Forum & Trade Mission  
May 6-13, 2019 India | Bangladesh | Sri Lanka





## Develop Your International Sales Through **Virtual GlobalChat at Paris Air Show**

The U.S. Department of Commerce/U.S. Commercial Service is pleased to invite U.S. exhibitors at the Paris Air Show 2019 to participate in our *free* Virtual GlobalChat program.

**Virtual GlobalChat/ShowTime** is our market counseling program and will be done well in advance of the Paris Air Show to help you make the most of your time at the show and to strategize with a greater number of U.S. Embassy experts. **Meet virtually** with U.S. Embassy/U.S. Commercial Service Aerospace and Defense Specialists from a range of global markets *all on one call\**. On this 45-minute conference call, we will:

- Review your product's market potential
- Discuss your market entry strategies
- Advise on market trends and local business practices
- Target opportunities for your products and services worldwide

Virtual GlobalChat provides you an opportunity to learn more about how U.S. Commercial Service expertise and services via our U.S. Embassies and Consulates can help your business grow. U.S. Embassies available for Virtual GlobalChat include:

- Brazil
- UK
- France
- Germany
- Belgium/NATO
- Italy
- Spain
- Netherlands
- Finland
- Croatia
- Turkey
- India
- Japan
- South Korea

*\*The list of country representatives available for counseling is subject to change. Due to the vast zone differences, conference calls with Asia will be scheduled separately from the call with Europe/Brazil.*

**Interested?** To participate in this complimentary program, take a moment to complete the [registration form](#). Shortly after registration, we will contact you to set up a time for the conference call to be scheduled in March or April.

**Registration Deadline: April 5th--Space is Limited on a first-come, first-served basis**

**Questions?** Please contact April Redmon at [april.redmon@trade.gov](mailto:april.redmon@trade.gov)

*\* Please note that GlobalChat is designed for U.S. manufacturing companies and service providers in the aerospace/defense sector. We invite trade associations and economic development organizations to encourage their Paris Air Show exhibitors to register directly for this complimentary program.*







## Registration Now Open

### Ohio's Largest Business-to-Government Contracting Event!

**When:**  
**Monday, April 22:** Buyer Setup, Small Business Training Sessions  
**Tuesday, April 23:** Matchmaking Event

**Where:**  
The Nutter Center at Wright State University  
3640 Colonel Glenn Hwy  
Dayton, Ohio 45322

#### Why Should I Attend?

The Ohio Business Matchmaker is an opportunity for small business to meet one-on-one with federal, state and local government buyers as well as large prime contractors. These buyers represent billions of dollars upcoming contracts.

[Click here to register today!](#)



Ohio | Small Business  
Development Centers

Ohio | Development  
Services Agency



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**NOW OPEN!**

[Hear what Lt. Gen. McMurry says about LCID](#)



<http://www.wpafb.af.mil/lcid>

You have received this message because you elected to get occasional announcements from the Life Cycle Industry Days committee.  
UTC, 1270 N. Fairfield Rd., Dayton, Ohio 45432