

ECONOMIC DEVELOPMENT SPECIALIST: City of Riverside, Ohio (population 25,201) is seeking a professional to support the Director of Economic Development in encouraging economic development within the city. The Economic Development Specialist performs various ED functions, such as communicating information, conducting research, preparing reports, and coordinating projects. The ED Specialist also assists in managing the department budget, maintaining marketing materials, and administering record-keeping processes. A Bachelor Degree in a related field and is required. Previous experience in a related field may substitute for formal education at the discretion of the City. Hiring range is \$42,500-\$60,000 DOQ. Additional information may be obtained at [www.riverside.oh.us](http://www.riverside.oh.us). Interested persons are encouraged to submit cover letter and resume to Chris Lohr, Assistant City Manager, 5200 Springfield Street, Suite 100, Riverside, Ohio 45431. Electronic Submittals may be sent to [citymanager@riverside.oh.us](mailto:citymanager@riverside.oh.us). The first review of applicants while occur on March 3, 2017, but resumes will be accepted until the position is filled. The City of Riverside is an equal opportunity employer.



**March 14, 2017 9:30 AM**  
**The Helix Innovation Center by Emerson**  
40 West Stewart, Dayton, OH 45479  
**\*PLEASE RSVP TO ANGELA SWARTZ\***

## **Agenda**

- I. Introductions and Announcements Steve Brodsky
- II. Welcome to Emerson Helix
- III. JobsOhio West/Dayton Development Coalition Mitch Heaton
- IV. DRG3 Green Challenge 2017 Lamees Mubaslat
- V. 2017 BF! Work Plan Metrics Report Gwen Eberly
- VI. Youthworks Program Steve Offord
- VII. New SBA Staff Dr. Rick Garcia and Brooke Betit
- VIII. Ohio Business Matchmaker Jill Nagy-Reynolds
- IX. Ohio EPA Assistance for Businesses and Communities Alauddin Alauddin

Remember to join us at the next BusinessFirst! Meeting May 9 at 9:30 AM at  
the Business Solutions Center, 1435 Cincinnati Street, Dayton, OH.

Hello and good afternoon everyone!

We're excited to share a great opportunity for the investment community from not only a training perspective, but also a networking perspective. We'd love to see you at the event and encourage you to share this link, along with the invite, to others in the community that may be interested in attending.

Please contact me with any questions.

REGISTRATION LINK

<https://secure.utcdayton.com/DDCDaytonRegionInvestorBootcamp2017/attendee/attendee.asp>

**Mitch Heaton** | Vice President, Economic Development

Dayton Development Coalition | 900 Kettering Tower | Dayton, OH 45423

☎ (937) 229-9092 – direct line | ☎ (937) 304-3771 – cell

✉ [mheaton@daytonregion.com](mailto:mheaton@daytonregion.com) | 🌐 [www.daytonregion.com](http://www.daytonregion.com)





Dear Professional Colleague,

I'm writing to personally invite you to the very first "Investor Training Boot Camp" for the Dayton Region. With help from our friends at Queen City Angels, we hope this in-depth, technical look at angel investing and the opportunities here in the Dayton Region will help cultivate a strong network of investors for the community's growing start-up scene.

The all-day event will take place Wednesday, March 22nd at the Montgomery County Business Solutions Center. Our goal is to bring a broad range of experienced investors to share their best practices and lessons learned with our local investment community. We're also working with local entrepreneurs to share details of their success. Our speakers will be announced in the coming weeks, and we believe you will find the line-up compelling.

Our investment community is alive and well within the Dayton Region, and we're experiencing tremendous growth in both deal flow and investment levels. The growth is like nothing we've seen before in our Region. We believe the Boot Camp curriculum will educate investors on what they need to know to take advantage of this unique environment and give you a chance to connect with promising local entrepreneurs. This course was developed "by investors for investors," and will not be open to the general public. We are reaching out directly to investors like you and select entrepreneurs. It will be a wonderful opportunity to network with fellow investors.

If you haven't heard of Queen City Angels, QCA was ranked #2 out of nearly 370 angel chapters and was a founding member of the Angel Capital Association, VentureOhio, and the first angel chapter inside a 200 mile radius of Cincinnati.

We anticipate a tremendous turnout, and encourage you to extend this invitation to fellow investors who would be interested in attending. Registration information is below. We hope to see you there.

Sincerely,  
Roger Edwards  
Vice President, Accelerant Venture Capital Fund





*Proposed Agenda*

Check-in, networking	7:45-8:15
Keynote Speaker - <b>Scott McGohan, McGohan Brabender</b>	8:15-8:45
Why Angel Investing An overview of angel investing, formation and role of the Angel Capital Association (ACA), History of the Queen City Angels, how it was formed and how it has evolved over the years - <b>Tony Shipley, Founder/Chair of the Queen City Angels, National ACA Board member</b>	8:45-9:30
View from the Heavens What angel investors look for, what verticals, what revenue, what team - <b>Dan Kincaid, QCA investor</b>	9:30-10:00
Break	10:00-10:15
Entrepreneur Panel 4 successful founders discuss their deals, how they raised money, how they exited <b>Dan Kincaid - Sense Diagnostics, Eron Buccarielli-Tieger - Soundster, Joe D'Silva - P&amp;C Pharma, Jeff June - ISCHEMIA CARE</b>	10:15-11:15
What's a Term Sheet & What's a Cap Table? Equity (common, preferred, participating preferred) and convertible notes - <b>John Habbert, QCA Board member, investor and co-manager of QCA First Funds</b>	11:15-11:45
Lunch – keynote speaker - <b>David S. Dickerson, MAI, CCIM, Partner/President Miller-Valentine Group Realty Services - overview of the Downtown Dayton Expansion Initiatives</b>	11:45-1:00
Due Diligence - <b>Roy Kulick, John Habbert, Don McKee (QCA investors)</b>	1:00-1:30
Speed dating (angels and entrepreneurs)	1:30-3:00
Break	3:00-3:15
Portfolio Strategies & Post Investment Relationships - <b>Tony Shipley, Don McKee, QCA investors (Board member for numerous QCA portfolio companies)</b>	3:15-3:45
Wrap-up	3:45-4:00

Please join us for our Regional LEDO Quarterly Meeting on Thursday, March 23<sup>rd</sup>, 2017.

We are re-establishing this community centered quarterly meeting in order to connect on a more consistent basis.

The meeting will be hosted at the Fort Piqua Plaza. Registration will begin at 8:30 a.m. with bagels, pastries, etc., and the meeting will begin promptly at 9.

The agenda will include:

- Welcome & Introductions
- a Panel Discussion with Regional Utility Partners
- GASB 77, Trends in Government Economic Development,  
and the Possible Effects of Border Reform (Presentation by Ernst & Young)
- an Update from our Regional MEP, FASTLANE
- Site Selection Analysis and Updates
- a Regional Talent Update from Lucious Plant

## LOCATION

**Fort Piqua Plaza**

**308 N Main St.**

**Piqua, OH 45356**

**9 a.m. to 10:30 a.m.**

**Please RSVP by Friday, March 20** to [Mitch Heaton](#) or [Ms. Shawn Underwood](#).

We greatly look forward to seeing you on March 23<sup>rd</sup>.

**Mitch Heaton** | Vice President, Economic Development

Dayton Development Coalition | 900 Kettering Tower | Dayton, OH 45423

☎ (937) 229-9092 – direct line | ☎ (937) 304-3771 – cell

✉ [mheaton@daytonregion.com](mailto:mheaton@daytonregion.com) | 🌐 [www.daytonregion.com](http://www.daytonregion.com)







February 28, 2017 | VOL. 17



## MESSAGE FROM OUR DEPARTMENT CHAIR

We are

delighted to publish our newsletter during the Spring break! While our students are enjoying the week off, the office is busy preparing for the events and activities that will follow in the spring. Please find job opening, scholarship opportunities, and news of other events in this issue.

We are also excited to announce that now the ISSCM Department is on Twitter! Visit us at [https://twitter.com/is\\_scm](https://twitter.com/is_scm) or follow @IS\_SCM.

Dr. Shu Schiller  
Department Chair

---

## JOB OPPORTUNITIES: THESE COMPANIES ARE HIRING

- **TeamCenter Co-Op** - Emerson
- **Innovate Intern** - CompuNet Clinical Laboratories
- **Technical Intern** - Northrop Grumman
- **Part-Time Webmaster** - Oak Creek Swim Club
- **Help Desk Internship** - InnoMark
- **IT Hardware Co-Op** - Precision Strip
- **IT Software Co-Op** - Precision Strip
- **Systems Development Lead** - Precision Strip
- **Business Systems Analyst** - Support EXP

- **Web Applications Developer** - Support EXP
- **Developer** - Magnetic Mobile
- **QA Analyst** - Magnetic Mobile
- **Oracle Developer** - Midmark
- **Controls Service technician** - Waibel Energy Systems
- **Security Access and Video Specialist** - Waibel Energy Systems
- **Purchasing Manager** - Cooper Associates
- **Inventory Controller** - Cooper Associates

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.

---

## MASTER PROGRAM HIGHLIGHTS



We are entering into the prime recruitment time at Wright State University 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 the hooding ceremony. Distance is generally not a major factor in any decision to participate in these programs as most of the work is online.

We are happy to announce the availability of our new Information Technology Management Graduate Certificate in the Fall 2017. To register for this program, [Graduate School](#) admission is required. 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 our 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 bring the food). We ask all our friends in the community to recommends our programs to their associates.

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

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](#)

---

## ISM ANNUAL CONFERENCE SCHOLARSHIP



In partnership with Capital One, Institute for Supply Management® (ISM®) is excited to announce a call for applications for the Annual Conference Scholarship. Students in supply management or related fields are eligible to apply.

To be considered, submit a one-page essay addressing one of the following topics:

1. Why I chose supply management as my major

2. What I see as the future of supply management
3. An innovative/disruptive concept I have for supply management

To qualify, you:

- Must be a current ISM student member (membership is free)
- Must be available to attend the ISM2017 Annual Conference on May 21-24 in Orlando, Florida
- Must submit an application and essay [HERE](#) by Friday, March 17, 2017.

Scholarship winners will receive:

- Complimentary registration for the Emerging Professionals Experience at ISM2017
- \$1,000 toward travel expenses for the Conference
- Recognition on Tuesday, May 23 at the Connection Reception, where other scholars and top-level executives will be networking.

---

## ADVISORY BOARD

The [ISSCM Corporate Advisory Board](#) met on February 17 at the Honda of America manufacturing plant in Marysville, Ohio. After several productive discussions and presentations on how best to serve our students, the attendees were treated to a tour of the Honda Heritage Center. We are grateful for the contributions of our [board members](#).



Photo: ISSCM Corporate Advisory Board members discuss future opportunities and plans for the department.

---

## CARESOURCE GUEST SPEAKER

On February 21, the ISSCM department hosted a speaking event titled "Information Management and Big Data Overview" from Shaun Hunter, VP of Enterprise Information Management at Caresource. The attendees appreciated Shaun's wealth of experience in the industry.

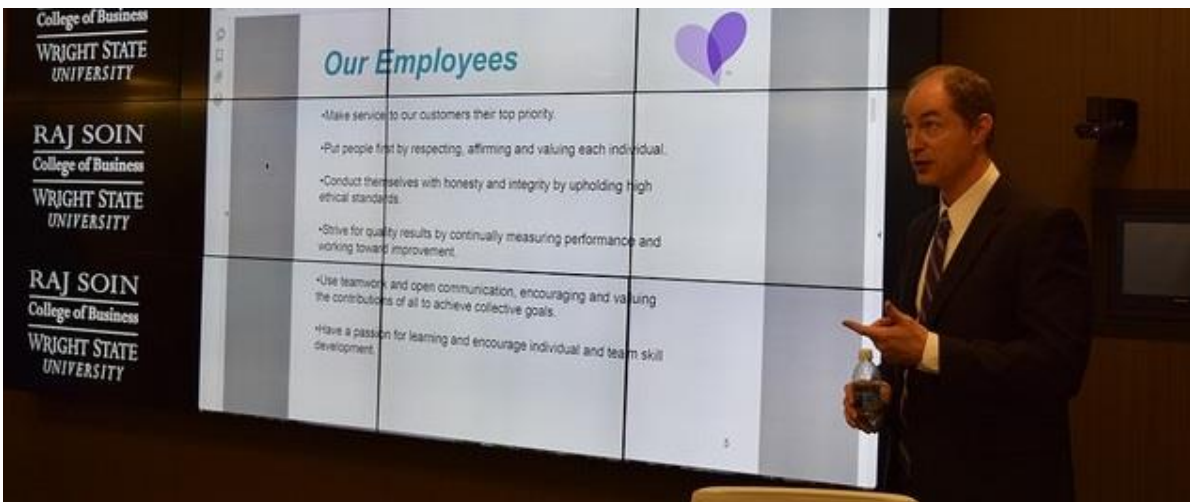


Photo: Shaun Hunter shares his experience in Information Management with listeners.

---

## DIGITAL MIXER

The 2017 Digital Mixer took place on February 8, and it was once again a huge success with 192 students and 36 employers in attendance. The Digital Mixer is an annual event that brings together students, faculty and information technology professionals to network and connect with regional IT employers. The event was a great opportunity to learn about career opportunities in MIS, Computer Science, and Computer Engineering.



Photo: Students, faculty, and employers network at the Digital Mixer.

---

## SOUTHWEST OHIO LOGISTICS CONFERENCE

ISSCM department representatives attended the second annual Southwest Ohio Logistics Conference on February 14. The conference was a chance to connect with local companies and learn about best practices being used throughout the industry. ISSCM department chair Dr. Shu Schiller presented at a breakout session on educational opportunities related to logistics, and the keynote speaker at the conference was ODOT director Jerry Wray.



Photo: ISSCM department representatives promote our Master of Science in Logistics and Supply Chain Management.

---

## 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.



The ISSCM department and student club will host a Professional Career Workshop on Wednesday, March 8. The workshop will consist of mock interviews and resume critique sessions with experts from top companies. To sign up, call the ISSCM office at 937-775-2895 or email [rscob-isscm@wright.edu](mailto:rscob-isscm@wright.edu).



On February 1, the ISSCM student club hosted a game night to network and get to know each other better. The pizza was good, and the company was great!

---

## MARK YOUR CALENDAR

- **Wed, Mar 8:** [ISSCM Professional Career Workshop](#), Rike 251
- **Tue, Mar 14:** [Hands-On Analytics Workshop](#), 9 AM to 12:30 PM at Caresource Headquarters
- **Wed, Apr 26:** ISSCM Awards Dinner, Endeavor Room, Student Union
- **Sat, Apr 29:** Taste Your Master's event, Rike Hall

---

## CAREER OPPORTUNITIES

### TeamCenter Co-Op - Emerson

This position is to learn and support our global Manufacturing PLM efforts and will be responsible for providing support in the areas of simulations, both Process and Plant Simulate tools. Additional Teamcenter training will be provided, as well as an opportunity to travel to one of our plants in the summer.

\* Develop an aptitude on Teamcenter PLM System



- \* Be able to describe the basic high-level operations of the Teamcenter Database in order to manage CAD, Operational Documentation, and the full-lifecycle of a product program using Teamcenter Manufacturing.
- \* Become familiar enough with industry standard level programs to cite them on a resume such as SharePoint, Teamcenter, Oracle UPK, and NX, as well as other CAD tools.
- \* Learn the core methods that engineers use in Industry every day to complete their jobs effectively and efficiently.
- \* Learn how to take native CAD and develop JT (neutral CAD format) formatted data in conjunction with revision control methods and ability to create kinematic models for future consumption into simulations.
- \* Work in other modules in Teamcenter and support modules such as Classification and Resource Manager.

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

#### **Innovate Intern** - CompuNet Clinical Laboratories

CompuNet Clinical Laboratories is pleased to offer 2 internship opportunities starting April 1st, 2017 to aid in the design and optimization of our supply chain management system. The project will encompass the full life cycle of inventory from contract to pay-out. The candidates will be a part of an interdisciplinary team focused on efficiency by means of quality process improvement techniques and design strategies. We are looking for one candidate with an industrial & human factors engineering background and another in supply chain systems management. All interested students need to apply for the Innovate Intern through [www.compunetlab.com](http://www.compunetlab.com) no later than March 5th, 2017 as the project will begin April 1st.

#### **Technical Intern** - Northrop Grumman

Northrop Grumman is seeking Software Engineer for an internship opportunity. This position will be located at our Mission Systems Sector in Beavercreek, Ohio. The qualified candidate will become part of Northrop Grumman's Automated Information Production Support System (AVIPSS) program. The selected candidate will participate in the entire software development lifecycle. The candidate will be part of the development team operating in a dynamic, fast paced environment.

The selected candidate will be required to develop software in a variety of software development languages. Preferred software development languages include C#, C++, and

Java. While not specifically required for this position, previous experience with XML, XSL, web services, Oracle 11g, SharePoint, and/or InfoPath are desired. Click [here](#) for more information and to apply.

### **Part-Time Webmaster - Oak Creek Swim Club**

The Oak Creek Swim Club would like to hire a part-time webmaster. This is a paid position and will likely last for six months. The main responsibility is to administer and improve their current website: [oakcreekswimclub.org](http://oakcreekswimclub.org)

If you are interested, please email your resume to [shu.schiller@wright.edu](mailto:shu.schiller@wright.edu)

### **Help Desk Internship - InnoMark**

InnoMark is offering a part-time to full-time paid internship in Miamisburg, Ohio.

#### Job Requirements:

- \* Ability to work independently, effectively think through a problem and manage simple projects.
- \* Good documentation skills
- \* Good time control / priority management
- \* Project finisher / closer
- \* Does what it takes to get the job done mentally and physically
- \* Familiar with Microsoft Windows (versions XP and higher), Mac OS X
- \* Basic Networking Skills/ TCP/IP
- \* Good Microsoft Office skills

How to Apply: Please email your resume to Jen Renfrow at [RenfrowJ@Innomarkcom.com](mailto:RenfrowJ@Innomarkcom.com).

### **IT Hardware Co-Op - Precision Strip**

#### Responsibilities include:

- \* Answer, evaluate, and prioritize service desk calls.
- \* Perform diagnostics with users to collect information about issue to determine error source.
- \* Analyze and correct issues using documented procedures, tools, and personal knowledge and skills.
- \* Resolves remote access issues, printing issues, and networks connectivity issues.
- \* Set up and maintains computer hardware, such as PCs, printers, and scanning equipment.
- \* Troubleshoot hardware problems and develop solutions to resolve repetitive issues.
- \* Install and maintain desktop applications, including Windows and Microsoft Office.

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

### **IT Software Co-Op - Precision Strip**

Precision Strip, Inc., the leader in the metal coil processing industry, is seeking qualified candidates for an IT Software Co-Op position that is based out of our Headquarters location in Minster, Ohio. The primary responsibility of this position will involve analysis, design and development of new systems, as well as provide maintenance and support to our custom software. This IT Co-Op is for a student interested in working approximately 40 hours per week during the summer semester starting in May 2017. Click [here](#) for more information and to apply.

### **Systems Development Lead - Precision Strip**

Precision Strip, the nation's leading toll processor in the metals industry, is seeking qualified candidates for a Systems Development Lead. This associate will be part of a cross- functional applications development team that develops, designs, and analyzes new and existing systems. The Systems Development Lead will guide team efforts by providing technical leadership for successful software implementations. The associate will also be responsible for identifying and documenting business rules and acceptance criteria.

This position is based out of our headquarters location in Minster, OH. The ideal candidate will have a bachelor's degree in Computer Science, MIS, Information Technology, or related field. The candidate will also have 10 - 15 years of related experience, with approximately 5 years of senior development experience, and 3 years of technical leadership experience. Click [here](#) for more information and to apply.

### **Business Systems Analyst - Support EXP**

#### Essential Duties and Responsibilities:

- \* Writing system and change documentation and requirements for web applications design
- \* Providing project management services for the implementation of web application systems.
- \* Identifying business process improvement and website user interface improvement opportunities
- \* Translating and simplifying requirements
- \* Requirements management and communication
- \* Coordinating and manage outsourced development resources.

- \* Coordinating and documenting testing procedures.
- \* Providing technical expertise and recommendations for software development projects.

Click [here](#) for more information.

Send resume with a cover letter to Rosemary Rulka, HR Director at [rrulka@supportexp.com](mailto:rrulka@supportexp.com)

### **Web Applications Developer** - Support EXP

#### Essential Duties and Responsibilities:

- \* Design, development, and maintenance of ASP.NET web applications
- \* Gather and document requirements for application design and development
- \* Perform troubleshooting on existing applications to identify and validate software bugs and recommend solutions
- \* Provide support and maintenance for existing applications

#### Education and Experience:

- \* Bachelor's degree in information technology, computer science or a related field
- \* Experience creating and utilizing relational databases
- \* Excellent communication skills and the ability to work both independently and as part of a team
- \* 2+ years' experience developing with ASP.NET, C# and/or VB.NET
- \* Knowledge of ASP.NET, SQL, AJAX, HTML, CSS and JavaScript

Send resume with a cover letter to Rosemary Rulka, HR Director at [rrulka@supportexp.com](mailto:rrulka@supportexp.com)

### **Developer** - Magnetic Mobile

We are on the hunt for an innovative and critical thinker to join our Mobile Development team at Magnetic Mobile, a family company of Marxent.

#### Desired Experience:

- \* Knowledge in Git or in a different source control with willingness to learn Git
- \* Intermediate programming knowledge in Java, Objective-C, and Swift
- \* Working experience with Android Studio and Xcode is desired.
- \* Previous experience building an application from start to finish

To learn more about our team and company culture, visit [marxentlabs.com/jobs](http://marxentlabs.com/jobs) . If you're ready to take the next step, get started by filling out our online [preliminary job application](#).

### **QA Analyst** - Magnetic Mobile

We're on the hunt for a bug seeker and problem solver to join our QA team at Magnetic

Mobile, a family company of Marxent, and Dayton's best enterprise mobile solution provider.

Essential Functions:

- \* Detect bugs and issues within applications
- \* Design, document, test, create, and modify computer programs and systems
- \* Must be observant within applications, test scripts, JIRA, meetings, and in conversation
- \* Create clear and understandable test scripts and test plans

Job Specifications:

- \* A Bachelor's degree in Management Information Systems, Computer Science, Computer Information Systems, or equivalent is desired for this position
- \* Previous working experience in test script writing, technical support, test plan writing, and performance testing is required.

To learn more about our team and company culture, visit [marxentlabs.com/jobs](http://marxentlabs.com/jobs) . If you're ready to take the next step, get started by filling out our online [preliminary job application](#).

**Oracle Developer - Midmark**

ESSENTIAL/PRIMARY DUTIES:

- \* Potential perform in a project lead role.
- \* Resolves issues within existing software portfolio.
- \* Consults with clients to gather information about program needs, objectives, functions, features, and input and output requirements.
- \* Analyzes and estimates feasibility, costs, time, and compatibility with hardware and other programs.
- \* Converts designs and specifications into solution packages and/or executables.
- \* Creates test transactions and runs tests to find errors and confirm solution meets specifications.
- \* Writes and maintains documentation to describe solution or package development, logic, coding, testing, changes, and corrections to the development standard.
- \* Manage a queue of helpdesk requests, prioritized based on business need.

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

**Controls Service technician - Waibel Energy Systems**

The Controls Service Technician is directly responsible for delivering the best in customer service. He is responsible for helping to grow our controls and client services business. This includes not only service but will include the promotion of sales, estimation, and new business

development. Identifying opportunities for retrofits, system enhancements and client services agreements will be expected. The Controls Service Technician is focused in the day to day service business and focused solely on controls. Controls service is a highly focused team, maximizing our customer's system performance and reliability We are a company with a very strong culture of not only taking care of our customers, but our fellow associates as well.

Requirements:

- \* Experience with Web-enabled Building Automation and Integration programming and engineering.
- \* Knowledge of multiple HVAC control manufacturers' products, including unit controllers with Standard Industry Protocols and Integration programming is necessary. (BACnet, LonTalk, Modbus and Niagara Frame work)
- \* Knowledge of Java, XML, and OBiX is a Plus.
- \* Tridium/Niagara AX certification will be a requirement to either currently have or the capability, background and desire to obtain certification.

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

**Security Access and Video Specialist - Waibel Energy Systems**

The Security Access and Video Specialist is responsible for the software and hardware design, layout, programming; installation and follow-up on security systems in accordance with relevant codes.

Experience Necessary:

- \* Computer and programming skills
- \* Familiarity with access control systems
- \* Familiarity with video camera systems
- \* Knowledge of design, install, and testing
- \* Respect for safety concerns, in particular ladders and other systems
- \* Knowledge of various options available to effect the desired level of security according to customer requests, as well as ability to determine guide the customer in making such choices.

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

**Purchasing Manager - Cooper Associates**

This position develops, and manages supplier relationships. Identifies and develops cost savings opportunities. Monitors and improves supplier price/cost, delivery, and quality performance. Maintains and enhances integrity of service levels to internal and external



customers. Responsible for developing and implementing aggressive, consistent standards and procedures for supplier management.

#### Experience

\*Must have proven project management experience, excellent communication skills, advanced computer literacy, ability to analyze and resolve complex issues, and a team building work style for a fast-paced environment.

\* Proficiency in developing complex RFPs and conducting complex bid analysis required. Strong supplier management/performance measurement monitoring experience and skills are necessary.

\*Must be knowledgeable of, and experienced in, application of Strategic Sourcing best practices. Advanced analytical skills and demonstrated application of category specific cutting edge best practices are required.

\*7-10 years of applicable experience in shipping/receiving, import/export logistics.

For more information, please contact Steve Ribbons at 720-336-4433 or

[sribbens@cooperassoc.net](mailto:sribbens@cooperassoc.net)

#### **Inventory Control Manager - Cooper Associates**

Plan, direct, or coordinate purchasing, shipping, warehousing, distribution, forecasting, Inventory Control and/or planning services. Manage logistics personnel and logistics systems and direct daily work activities and resources necessary for manufacturing products in accordance with cost, quality and quantity specifications.

Experience:

\*Business and management principles involved in strategic planning, resource allocation, human resources modeling, leadership technique, production methods, and coordination of people and resources.

\*Raw materials, production processes, quality control, costs, and other techniques for maximizing the effective manufacture and distribution of goods.

\*Laws, legal codes, government regulations, executive orders, agency rules, and the democratic political process

\*7-10 years of applicable experience in shipping/receiving, import/export logistics.

For more information, please contact Steve Ribbons at 720-336-4433 or

[sribbens@cooperassoc.net](mailto:sribbens@cooperassoc.net)

#### **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>

---



Department of Information Systems & Supply Chain Management  
Raj Sooin College of Business  
Wright State University  
[business.wright.edu/isscm](http://business.wright.edu/isscm)  
937.775.2895  
[rscob-admin@wright.edu](mailto:rscob-admin@wright.edu)



---

[unsubscribe from this list](#) | [update subscription preferences](#) | [view email in browser](#)



## February 2017 Newsletter

---

### **Need continuing education credits to maintain your certifications? HIWT is the place to come.**

Whether you are looking for AWS® CWI®/CWE® or some other course to get your required CEU's, we have you covered. Don't wait to schedule your course. The time is now.



Click [here](#) to view technical training schedule or [here](#) for individual skills classes and dates.

---



## **Welding for the Non-Welder**

**Have you ever wished you or your non-welding staff could have a better understanding of welding in order to support the mission more efficiently?**

The welding for the non-welder class is a four day course that gives the non-welder a solid background and overview of the welding field along with some hands-on experience with the major welding processes. Purchasing agents, plant managers, manufacturers of welding products, distributor sales people, supervisors, quality assurance people and others will gain an understanding of welding that will make them more proficient at any job that involves welding related activities.

Course includes safety in welding and cutting, weld metal properties, welding fundamentals and communication of welding information. Hands on weld processes covered are:

- Oxyfuel welding, cutting and brazing
- Shielded metal arc welding
- Gas metal arc welding
- Flux cored arc welding
- Gas tungsten arc welding
- Plasma arc cutting.

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

---



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

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

CWI® Course dates: April 10, May 8, June 19, July 17, August 14.

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

Recertification dates are: April 17-21, May 15-19, June 26-30, July 24-28.

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

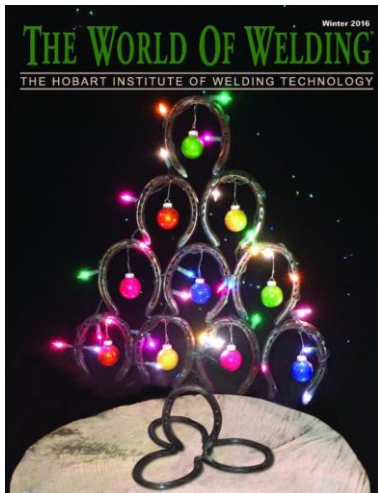
Code Endorsement Class dates are: April 13-14, May 11-12, June 22-23,

July 20-21. Anyone taking the American Welding Society CWI®

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

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

---



## Looking for a Targeted Welding Audience?

Thousands of people in the welding industry read the World of Welding each quarter in the print or online edition. Take a [look](#) and contact [us](#) today for ad rates and closing dates.

---

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

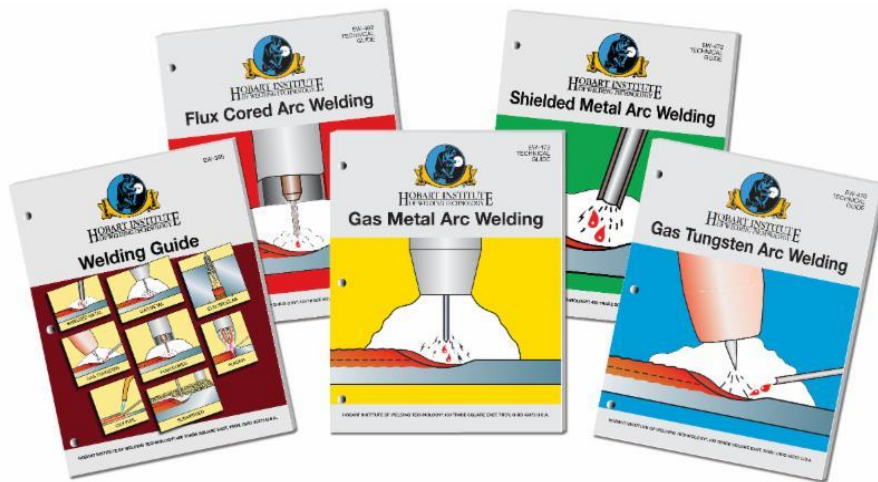
HIWT has been certifying/qualifying welders and welding procedures to structural, pressure piping, production, and aerospace specifications since 1989. For more information regarding our welder certifications and qualifications visit our [website](#).



---

## Featured Item of the Month: Technical Guides





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

\$26.00 each.

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

---

**Attention Instructors: Gas Metal Arc Welding Basic Curriculum is now in High Definition**

**GAS METAL ARC WELDING BASIC**  
**COMPLETE DVD CURRICULUM**

*New HD video shows  
incredible detail of the  
welding arc!*

**Full HD  
1080**



*Provides the best  
learning experience!*

**1-937-332-9500**  
or visit us at [www.welding.org](http://www.welding.org)  
for more information.

  
**HOBART INSTITUTE**  
OF WELDING TECHNOLOGY

© 2016 Hobart Institute of Welding  
Technology, Troy, Ohio  
State of Ohio Reg. No. 70-12-0064HT

---

Hobart Institute of Welding Technology, dedicated to welding training and education excellence, is a nonprofit educational facility.  
Hobart Institute of Welding Technology  
400 Trade Square East  
Troy, Ohio 45373  
937-332-9500  
[www.welding.org](http://www.welding.org)  
[hiwt@welding.org](mailto:hiwt@welding.org)

State Board of Career Colleges and Schools Registration No. 70-12-0064HT  
Accrediting Commission of Career Schools and Colleges No. 000403

See what's happening on our social sites.



### **VOLUNTEER SPOTLIGHT**

Spotlight a volunteer that has gone above and beyond. Note their efforts, how their time helped, and express your appreciation for everything they do.

[LEARN MORE](#)

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

[SafeUnsubscribe™\\_swartza@mcohio.org](mailto:SafeUnsubscribe™_swartza@mcohio.org)

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

Sent by [hiwt@welding.org](mailto:hiwt@welding.org) in collaboration with

**Constant Contact** 

[Try it free today](#)

# Business FOCUS

Highlights of News & Events at Your  
Dayton Metro Library



DAYTON  
METRO  
LIBRARY

## Small Business Information for Start-Ups and Existing Businesses in the Miami Valley

The Small Business Development Series is presented by Dayton SCORE and The Small Business Administration. The series provides information and contact resources for start-ups and existing businesses in the Miami Valley region. Monthly topics range from legal considerations, marketing and cyber security to accessing capital and doing business with the government. The program is free, but registration is required.



Dayton

[Read more and register!](#)



## Good Financial Decisions and Adult Education Options

Which of your bills is top priority if unemployment compensation comes to an end? Is it OK to use credit cards to supplement a limited income? These are some of the financial decisions a panel of experts will tackle for [Job](#)

[Seekers at Miami Township Branch Library on March 2](#). GEDs, certifications and adult education programs will be discussed on [March 13 at the Northwest Branch Library](#). If you're looking for employment or interested in job transition, meet with other job seekers and expert presenters at your library each month! [Read more.](#)

## JOB SEEKERS VOLUNTEERS NEEDED

DML Job Seekers is seeking volunteers to review resumes and practice interview skills with program participants. This is an ideal role for retired or active HR professionals who are interested in giving back to the community. The time commitment is flexible, and volunteers are not required to attend Job Seekers meetings. Call Ann Riegler-Crichton at 937-496-8631 or [email her](#) for more information.

## TICKETS ON SALE NOW FOR THE PARTY OF THE YEAR!

You're Invited to [THE MAIN EVENT](#) - A Celebration of Your NEW MAIN LIBRARY!

Join us for a spectacular evening of exciting performances, unexpected intrigue, expertly-crafted consumables and surprises at every turn! Take to the dance floor, try a unique "maker" experience, mix, mingle and marvel at the amazing entertainment stationed throughout the building. This is the Library like you've never seen it before!

Cocktail attire (black tie is optional). [Tickets](#) are on sale now. Presented by PNC. Proceeds benefit [The Dayton Metro Library Foundation](#).



## FREE UPCOMING PROGRAMS FOR YOU:

### **SCORE Small Business Counseling**

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

**Friday, 3/3**, 10 a.m.-1 p.m. at Temporary Main Library downtown.

**Monday, 3/13**, 10 a.m.-1 p.m. at Miami Township Branch

**Monday, 3/28**, 10 a.m.-1 p.m. at Huber Heights Branch- *this session for Veterans*

### ***Insights for Women in Business***

Female entrepreneurs and business owners will want to hear the inspiring message Marie Cosgrove has to share about persevering and persisting to grow a successful business. Program is jointly hosted by Dayton Metro Library, Dayton SCORE and the Dayton Area Chamber of Commerce. Lunch is included. [Registration and more information.](#)

**Friday, 3/10**, 11:30 a.m.-1:00 p.m. at the Mont. Co. Business Solutions Center

### ***Buying a Home***

Home buyer preparation course which includes everything you need to know to buy a home. [Read more.](#)

**Thursday, 3/16**, 6-8 p.m. at Northwest Branch.

## **Useful Links**

[Ohio Business Portal](#)

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

[Dayton SCORE](#)

[The Entrepreneurs Center](#)

[SBDC at Wright State University](#)

[SBDC at The Entrepreneurs Center](#)



[Chamber Events](#)



### **Questions? Suggestions?**

[Ann Riegler Crichton](#)  
Business Services Librarian  
Dayton Metro Library  
937.496.8631

[DaytonMetroLibrary.org/Business](http://DaytonMetroLibrary.org/Business)





DAYTON  
METRO  
LIBRARY

DaytonMetroLibrary.org



ASK ME  
937.463.BOOK

One convenient number for  
all Dayton Metro Libraries

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



DAYTON METRO LIBRARY  
Foundation

Make a difference.

**DONATE**



## Small Business Community News - March 2017

### Success Requires More Than Luck

If you want your small business to succeed, you don't need a lucky four-leaf clover - just a SCORE mentor! That is where a **Dayton SCORE** comes in. We're here to offer free guidance so you can attain small business success.

**Meet with a mentor today!**

### Chapter Chair Corner - Chuck Anderson



Thank you to all our members and clients for helping the Dayton SCORE chapter receive the highest rating for 2016. We were given a Platinum rating by Score National.

Dayton Score has also been selected to be trustee for the **Kiva Crowd Funding Program** in the Dayton area. By using the Kiva program, new start up businesses can access funding not typically available to a business without a financial track record. Dayton SCORE will endorse qualified clients to the Kiva program and our mentors will aid business owners develop the materials to make it work.

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

**Volunteer Information**

### Kiva Crowd Funding Program

**Kiva is a non-profit** that enables passionate and determined entrepreneurs throughout the United States to access 0% interest small business loans. They reinsert relationships into the financial system by facilitating lending through Kiva's community of over 1.5 million potential customers, business advisors and brand ambassadors.

**Dayton SCORE** has been selected to be trustee for the Kiva program in the Dayton area.

[More Information](#)

## The Importance of Millennialpreneurs

Our latest infographic focuses on millennial entrepreneurs, or millennialpreneurs, and how successful they are compared to previous generations.

Click below to download your copy today.

[Read Now](#)



## Insights for Women in Business - March 10th

On March 10th, the Dayton Metro Library joins Dayton SCORE and the Dayton Area Chamber of Commerce to present the second **Insights for Women in Business** event. This Insights partnership is intended to educate, inspire, and support female entrepreneurs and business owners in the region.



Featured speaker Marie Cosgrove discusses the importance of persistence and her own experience persevering through trying times. Cosgrove is an entrepreneur, investor, and international speaker who serves as CEO of balanceback, the world's leading manufacturer of diagnostic and treatment devices for dizziness, concussions, and traumatic brain injuries. She will share her hard-earned strategies for embracing failure on the road to success.

The program is free but advanced registration is required.

[More Information and Registration](#)

## Small Business Development Series Starts March 15th

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



The series is presented free of charge.

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

## Non-Profit Workshop Series Starts April 6th

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



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

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

**Boost Sales and Profits with a CRM**  
**March 7, 2017, 1 p.m. EST / 10 a.m. PST**

In this webinar, nationally-recognized Customer Relationship Manager (CRM) expert [Gene Marks](#) shows you how to increase sales using the "3 Laws of CRM" and more.

[Learn More](#)



## Up Your Game with Social Selling March 9, 2017, 1 p.m. EST / 10 a.m. PST

In this webinar, Martha O'Gorman, [Liberty Tax Service](#) co-founder and Chief Marketing Officer, details the "social selling" process. She will teach you to:

- Use your social networks to connect with prospects and provide value before, during and after the sales process
- Leverage LinkedIn and Facebook to find potential customers
- Increase your sale pipeline at little or no cost



[Learn More](#)

## Ask the CPA 2017: Tax Advice for Small Businesses March 16, 2017, 1 p.m. EST / 10 a.m. PST

You have tax questions. We have tax answers! Certified CPA and small business tax expert [Micah Fraim](#) will field your tax-related questions. April 15 will be here sooner than you think.

This entire webinar will be devoted to audience questions, so come prepared with your concerns. You can submit questions during registration AND during the live webinar. Micah will also offer tax advice you can implement throughout the year.



[Learn More](#)

## The State of Search 2017

March 22, 2017, 2 p.m. EST / 11 a.m. PST

Google is constantly changing, so what can you expect in the new year?

In partnership with the [Deluxe Foundation](#), find out what new trends are taking place in Google search and how business owners and marketers can optimize their Pay Per Click (PPC) strategies to reach their prospective customers.



[Learn More](#)

## Budgeting 101 - Planning for Profit and Success

March 29, 2017, 1:00 p.m. EST / 10:00 a.m. PST

**40%** of small businesses make a profit; **30%** come out even; and, **30%** lose money. Join our small business experts in partnership with [Deluxe](#) for this free webinar, and learn how to create a budget that can help you achieve your goals.



[Learn More](#)

## Small Business Success Story: SERA Solutions

Seth Spencer, currently a college undergrad, has always been fascinated by technology. In middle school, he started learning how to develop websites and worked hard to learn programming.

Realizing that he could take his love for technology and make it into a business, Seth founded [SERA Solutions](#) and "set out on a mission to grow and develop a brand that would help businesses transition into the digital era."



#### How SCORE Helped:

Mentor Jack Phelps advised Spencer on the best methods of delivering marketing materials. Other [mentors](#) helped with sales and expansion options. To this day Seth meets with at least one of his mentors periodically to stay at the top of his game.

[Read the full article](#)

Find Your  
Own Success

[Subscribe to Dayton SCORE Newsletters](#)



Dayton SCORE, Chapter 107  
[www.dayton.score.org](http://www.dayton.score.org)  
Phone: 937.225.2887





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

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

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

---