



# Columbus Logistics Conference (CLC) 2017



10.5 CCS/CES credits.

## Agenda for May 31

### Main Room:

MC: Sarah Jane Chapman: *Abercrombie & Fitch Co*

8:00-9:00 Breakfast/Check-in/Networking

9:00- 9:15 Opening Remarks\_

9:15-9:45 Local Updates:

- *Columbus Regional Airport Authority* - Dave Whitaker, Chief Commercial Officer
- *City of Columbus*-Quinten L. Harris JD, MPA, Deputy Director of Jobs and Economic Development

9:45-10:15 Break

10:45-12:00 Understanding the Value at each hand-off in your Supply Chain

- *Bennett & Co.* (importer of apparel), Linda Wood, VP Logistics – Moderator
- *Port of Nansha*, John Painter, President of Port of Nansha– terminal info/cargo moving inland to the port of load – challenges that may occur that disrupt the supply chain (weather at sea) etc.
- *NWSA*, Sue Coffey, Director – Business Development BCO – Port of Discharge – landing in a USA Port
- *Mode* (owned by HUB Group): Steve Stumpo, Asst Vice President - domestic trucking 53'
- *BNSF* – Tom Chmielowski, Director, Class 1 moving inland to destination (intact IPI and 53' product)

12:00-1:00 Lunch

1:00-2:00 Domestic: Rail/Truck-Trends and Hubs-

- *Moderator:* Rick Plieninger - Alliance Shippers, Regional Vice President
- *Danny Herman Trucking Inc*, Stan Granger, Regional Account Manager
- *CSX Intermodal*-Kim Sherman, Account Manager
- David Leytze, Sr. International Logistics Analyst, Global Logistics



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## 2:00-3:00 Port of Panama and the Port of Virginia- Local Updates and Usage

- **Port of Panama**-Mr. Oscar Bazan, Executive Vice President for Planning and Business Development
- **Port of Virginia**-Tom Capozzi- Chief Sales Officer

## 3:00-3:30 Break

## 3:30-4:00 Legally Speaking-Legal Updates and Notes-

- **Benesch Law**- Marc Blubaugh, Co-Chair of the Transportation & Logistics Practice Group
- **Benesch Law**-Tom Kern, Partner of Transportation and Logistics Practice Group

## 4:00-4:30 FTZ Trends and Updates-

- **CRAA**-Angela Atwood, FTZ Administrator and local Grantee
- **Indigo**-Lesley Couch, Principal

## 4:30-5:00 NETWORKING

## 5:00 SHUTTLE TO APL L Reception: Wexner Center....



LOCATION: WEXNER CENTER FOR THE  
ARTS

FOR ALL PARTICIPANTS OF THE COLUMBUS  
LOGISTICS CONFERENCE:

DRINKS, APPETIZERS AND ART

CATERED BY CAMERON MITCHELL

MAY 31

Shuttles departs 5:15

Reception will be from 5:30-7:30

Return shuttle





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## BREAK-OUT SESSIONS AM/PM on May 31

### Customs-AM

**9:15-9:45 Customs Updates**

**US Customs**-Theodore Thomas, Port Director of Columbus

**9:45-10:30 "TRUMPING TRADE – EXPECTED TRADE POLICIES UNDER A NEW PRESIDENT AND WHAT COMPANIES CAN DO TO MITIGATE NEGATIVE CONSEQUENCES".**

**Sandler Travis and Rosenberg**-Daryl Moore, VP of Customs Audits & Partnership Programs

**10:30-10:45 Break**

**10:45-11:30 Customs Here and There-**

**Farrow**-Kerry Rasmussen, CCS

**11:30-12:00 Canada – Getting in and withdrawing**

**Mohawk Global Trade Advisors**-Robyn Moore, CCS

### Small Business-PM

**1:00-1:45 Terms of Sale**

**Huntington Bank**-Christopher Pilkington, Sr VP of International Banking

**1:45-2:15 Accounting Matters- Protecting the Money**

**Romine CPA's & Associates**-Chea Romine, CPA and Managing Partner

**Romine CPA's & Associates**-Amy Heck, CPA

**2:15-2:45 Warehousing and Packaging 101**

**Expediting Co.**-Scott Tournoux, Regional Manager

**2:45-3:15 Break**

**3:15-4:00 Supporting Resources- from Healthcare – Investor options**

**Small Business Majority**-Michaela Hahn Burriss, Ohio Outreach Manager

**4:00-4:30 Human Resources**

**Independent**- Dick Dowd, Recruiter and HR expert



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## Agenda for June 1

### Main Room:

#### 9:00-10:00 Ocean Alliance Strategies-What does it mean to the bottom-line.

- **Big Lots**-Jameson Parker, Manager, Global Logistics
- **IMC Companies**- Donna Lemm, Executive Vice President of National Sales

#### 10:00-10:30 Managing Top Supply Chain Risks and Trends

- **Amber Road**-Suzanne Richer, Director, Trade Advisory Practice

#### 10:30-11:00 Break

#### 11:00-12:00 Moving VIA Ny/NJ

- **PANYNJ**- Sam Ruda, Assistant Director, Port Business Development
- **National Retail Systems (NRS)**-Steve Schulein, Vice President of Drayage and Ind Relations
- **Maher Terminal LLC**- Ivo Oliveira, VP of Industrial Relations

#### 12:00-1:00 Lunch

#### 1:00-1:45 Exports: How to grow your exports and reduce risk.

- **U.S. Department of Commerce**-Amy Freedman, International Trade Specialist
- **Larr & Associates**-Debbie Montgomery,

#### 1:45-2:30 Technology & Visibility - Can you see in 2020?

- **totes»ISOTONER**- James Thatcher, Manager Import/Export
- **Amber Road**-Suzanne Richter, Director, Trade Advisory Practic

#### 2:30-3:00 Break

#### 3:00-4:00 Working via the Port of Long Beach: Port Authority, Ocean Carrier, Importer Perspectives

- **Port Of Long Beach**-Dr. Noel Hacegaba, Chief Commercial Officer and Managing Director of Operations
- **Ascena Retail Group Inc.** -Debbie Ryan, VP Global Transportation & Logistics
- **APL**-Sean Moroney, VP of Key Accounts, APL Americas

#### 4:00-5:00 Networking





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## Small Business Focus 1:00-4:30 PM

### **1:00-1:45 Terms of Sale**

**Huntington Bank**-Christopher Pilkington, Sr VP of International Banking

### **1:45-2:15 Accounting Matters- Protecting the Money**

**Romine CPA's & Associates**- Chea Romine, CPA and Managing Partner

**Romine CPA's & Associates**- Amy Heck, CPA

### **2:15-2:45 Warehousing and Packaging 101**

**Expediting Co.**- Scott Tournoux, Regional Manager

### **2:45-3:15 Break**

### **3:15-4:00 Supporting Resources- from Healthcare – Investor options**

**Small Business Majority**- Michaela Hahn Burriss, Ohio Outreach Manager

### **4:00-4:30 Human Resources**

**Independent**- Dick Dowd, Recruiter and HR expert

#### Available BIOS:



#### **Chris Pilkington** **Senior Vice President** **International Banking Division**

Chris has been in International banking for 30 years working for several super-regional banks. He has worked in all aspects of International banking including Trade Services, Foreign Exchange, Global Treasury Management, Correspondent Banking, and Product Development.

Chris is from Urbana, OH, west of Columbus. He received a Bachelor's degree from Bowling Green State University majoring in Operations Research. He received an MBA from Bowling Green with an emphasis in Finance and Marketing Research. He also holds the Certified Treasury Professional designation from the Association of Financial Professionals.

Chris sits on the Advisory Council for the Ohio State University's Center for International Business Education and Research(CIBER). He sits on the Supply Chain Finance Committee of BAFT, the Banker's Association for Foreign Trade. He is a past Board member and



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continues to be active in the Columbus Council on World Affairs. He is also active in the National Association of Credit Managers.



**Chea Romine, CPA is the managing partner of Romine CPAs & Associates.** Chea brings a diverse background in tax, financial, and business consulting experience to his role as a Certified Public Accounting. He is a licensed CPA in the State of Ohio and earned his bachelors degree in Accounting from The Ohio State University. Chea is committed to delivering specifically tailored tax and financial services to each individual and business client's unique objectives.

Romine CPAs & Associates helps their individual and business clients to minimize their tax liability, build wealth, and plan for a secure financial future by offering a full-service CPA firm. Romine CPAs provides expertise in comprehensive accounting services, including individual, corporate, partnership, non-profit tax returns, as well as audits, compilations, and payroll tax reports. Romine CPAs services over 4000 business and individuals tax clients.

Romine CPAs & Associates is consistently featured in national and local press outlets including, Forbes.com, Business First, CPA Practice Advisor and more for their innovative approaches in the industry



### **Michaela Hahn Burriss** **Ohio Outreach Manager** **Small Business Majority**

As the Ohio Outreach Manager, Michaela Hahn Burriss is responsible for statewide policy efforts and educating small business owners on issues impacting the small business community. Michaela also coordinates events and serves as a liaison to small business leaders on local and national policy issues.

Before joining Small Business Majority, Michaela worked in a legal capacity for both the Ohio Senate Minority Caucus' Legal Counsel and the Columbus City Attorney's Office. She also worked in the United States Senate. Michaela is an attorney, a fellow for the Ohio State Bar Foundation, a member of the Columbus Bar Association's Barrister Leadership Program, and a Certified Tourism Ambassador for the City of Columbus.



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## Customs: ACE, local and more. 5/31 9:15am-noon

### -Moderated by Daryl Moore

#### **9:15-10:15 Customs Updates**

**US Customs**-Theodore Thomas, Port Director of Columbus  
**ACE and CEE's**

**US Customs**- Supervisory Entry Supervisor Dan Boerio  
Senior Import Specialist Lisa Olsen

#### **10:15-10:45 "TRUMPING TRADE – EXPECTED TRADE POLICIES UNDER A NEW PRESIDENT AND WHAT COMPANIES CAN DO TO MITIGATE NEGATIVE CONSEQUENCES".**

**Sandler Travis and Rosenberg**-Daryl Moore, VP of Customs Audits & Partnership Programs

#### **10:45-11:00 Break**

#### **11:00-11:30 Customs Here and There**

**Farrow**-Kerry Rasmussen, CCS

#### **11:30-12:00 US Duty Drawback**

**Mohawk Global Trade Advisors**-Robyn Moore, CCS

## Speaker Bios

**Daryl R. Moore** is the **Vice President of Customs Audits and Partnership Programs for Sandler, Travis & Rosenberg, P.A. (ST&R)**. Mr. Moore has 25 years of experience working in the audit environment focusing on import compliance and internal controls. During that time he spent 18 years working for U.S. Customs/CBP as an auditor, computer audit specialist, audit supervisor and field director before joining ST&R in August, 2010.

As the Houston Field Director for Regulatory Audit, he had field oversight responsibilities over the south central region of the U.S. managing nearly every type of audit and non-audit service CBP performs. Mr. Moore served on CBP's original development team for the Importer Self-Assessment (ISA) program and had field oversight responsibilities of the ISA application process for the petroleum industry.

Throughout his career with CBP Mr. Moore worked in several field offices throughout the country, including time spent as an acting oversight director for Regulatory Audit in Washington, D.C. Working for ST&R, he represents clients undergoing customs audits in the U.S. and Canada, conducts "mock" audits for clients, consults with and performs quantification for clients involved in prior disclosures (included



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statistical sampling), assesses internal controls and assists clients with ISA applications and provides applicable training.

Mr. Moore holds a Bachelor of Arts degree from George Fox University as well as a Master's degree in business administration from Portland State University.

**Robyn Moore is Duty Drawback Manager for Mohawk Global Trade Advisors.** Prior to working in trade compliance consulting, Robyn spent time working closely with Customs on the northern border, helping truckers at the Canadian border process import entries. She also has past experience in retail management and assisting in inventory controls. Her expertise with drawback includes working on behalf of a prestigious cosmetic manufacturer and a luxury fashion designer.

At Mohawk, Robyn is in charge of implementing and assisting in creating drawback programs for an array of clients. Robyn provides audit solutions to ensure record retention requirements and complete compliance with U.S. Customs rules and regulations regarding duty drawback. She trains sales staff in determining eligibility of duty drawback recovery, in addition to teaching and training U.S. Customs compliance for duty drawback clients.

**Kerry Rasmussen is currently a Manager of Major Accounts for Farrow, the largest independent customs brokerage firm in North America.** Farrow also offers integrated logistics and international freight forwarding services as well as complex Customs Consulting services in Canada and the United States. Kerry is based in Calgary, Alberta

Kerry has been working in the Canadian Customs Brokerage industry for almost 25 years. She began in an operations capacity and moved into both sales and consulting roles. Her specialty for the past 16 years has been working with Non-Resident Importers into Canada.

Kerry is very familiar with Canadian distribution programs and has assisted many retailers and wholesalers to find ways to cut costs, decrease transit times and take away the pain of getting their product to market in Canada.

Ms. Rasmussen is also very familiar with the tax structure in Canada and the impacts, both positive and negative.



## Drug Free Workplace Grants - Looking for 10 Montgomery County Businesses!

Finding healthy, drug-free workers is difficult for many companies in our community – in part, due to the fact that job seekers and employees are failing drug tests at a record-setting number. In response, Montgomery County and the City of Dayton have joined forces with 16 other communities throughout Ohio to address this problem through the *Working Partners®* Drug-Free Workforce Community Initiative (DFWCI).

### THE OPPORTUNITY: A FREE Technical Assistance Course

A keystone activity of the DFWCI is to offer, *free of charge*, a technical assistance course to ten companies in our community. The outcome of the two-day technical assistance course is that each participating company will be educated and guided through a process to develop (or refine) a state-of-the art and legally sound drug-free workplace policy/program (DFWP) that will

1. Save you time and money.
2. Give you systems to attract and keep quality employees.
3. Increase insulation against corporate liability.
4. Provide a roadmap to administer an effective and efficient DFWP policy/program.
5. Position you as a leader in the community -- taking action to improve our community's employable workforce.

Topics covered in this graduate-level course include drug trends impacting the workforce/workplace, legal issues impacting a DFWP program (e.g., Ohio's marijuana law, ADA, DOT, OSHA), and best practices of operationalizing a policy/program.

### NUTS AND BOLTS.

The two-day course will be held at the Montgomery County ADAMHS offices at 409 East Monument Avenue on **June 8 and June 20** from **9 a.m. – 4 p.m. (lunch provided)**. Selected businesses must be willing to:

1. Complete an application.
2. Send one - three key decision-makers to both days of classroom education and technical assistance.
3. Allow business name and images to be used in promotional materials.

### TO APPLY.

Visit <https://form.jotform.us/70715706440149> to complete the brief application. For a paper copy, contact Gwen Eberly, 937-776-3017 or [eberlyg@mcohio.org](mailto:eberlyg@mcohio.org). Applications must be **received by May 31, 2017** and selected businesses will be notified by June 2.



## FACT SHEET: TECHNICAL ASSISTANCE COURSE

### THE PROBLEM: “WE CAN’T FIND WORKERS.”

Finding healthy, drug-free workers is difficult for many companies in our community – in part, due to the fact that job seekers and employees are failing drug tests at a record-setting number. In response, Montgomery County and the City of Dayton have joined forces with 16 other communities throughout Ohio to address this problem through the *Working Partners*® Drug-Free Workforce Community Initiative (DFWCI).

### THE OPPORTUNITY: A FREE Technical Assistance Course

A keystone activity of the DFWCI is to offer, *free of charge*, a technical assistance course to five companies in our community. The outcome of the two-day technical assistance course is that each participating company will be educated and guided through a process to develop (or refine) a state-of-the art and legally sound drug-free workplace policy/program (DFWP) that will

6. Save you time and money.
7. Give you systems to attract and keep quality employees.
8. Increase insulation against corporate liability.
9. Provide a roadmap to administer an effective and efficient DFWP policy/program.
10. Position you as a leader in the community -- taking action to improve our community’s employable workforce.

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### BOTTOM LINE.

Our business community has been talking about this issue for quite some time. Now it’s time to do something about it. Will you join us?



## FREQUENTLY ASKED QUESTIONS: TECHNICAL ASSISTANCE COURSE

**Q: I can't come to both classes. Does this disqualify me from applying?**

**A:** Up to three people from your organization are invited to attend, and at least one of those attendees is required to attend both classes.

**Q: We already have a drug-free policy in place. Is there any use in me applying?**

**A:** Yes, especially if it has been more than a year since you have reviewed your policy/program. Many companies have policies in place that are not up-to-date against current law and trends (e.g., ADA, Ohio's medical marijuana law, H.B. 80, the new OSHA reporting law) impacting post-accident drug testing.

**Q: Our parent company owns several affiliate or sister companies. Will they each get a free policy?**

**A:** No. One drug-free workplace (DFWP) policy will be customized for one of your companies (defined by their unique BWC or federal tax I.D. number). Additional policies for affiliated companies can be purchased for a nominal fee.

**Q: Help me justify being out of the office for two days to attend this course.**

**A:** If you have an existing DFWP program in place or want to implement one, you will actually save time by coming to this course. The amount of time you would spend researching the subject matter, writing/revising a current and legally sound policy, consulting with subject-matter experts, locating and qualifying assistance providers, etc., is far greater than two days you will spend in class. (And doing it in a group of other businesses will be a lot more enjoyable, too!)

**Q: Some of our employees are members of a union. Can the program help us?**

**A:** Yes. *Working Partners*<sup>®</sup>, the company that developed and is facilitating the course, has extensive experience working with companies who are signatory to collective bargaining agreements.

**Q: Are there any costs associated with the Technical Assistance Course?**

**A:** No. The technical assistance course and the customized DFWP policy you will receive are free. In fact, the retail value of the course (including the customized policy) is over \$2,500 per company. Costs you might *choose*, but are *not required*, to incur are related to the implementation of your new policy/program (e.g., drug testing, employee education and supervisor training). Even these optional implementation costs may be off-set if participating companies opt to apply for rebates and grants offered in BWC's Drug-Free Safety Program.

**Q: If I'm not paying for the Technical Assistance Course, who is?**

**A:** The Working Partners<sup>®</sup> Drug-Free Workforce Community Initiative (DFWCI) – including the Technical Assistance Course -- is funded, in part, by the Ohio Department of Mental Health and Addiction Services (OhioMHAS) and the Montgomery County ADAMHS Board.



# Access to Counseling



Wednesday, June 7, 2017  
11:30 AM - 1:00 PM

## Featured Speakers:

- **Dave Snipes** - Montgomery County Business Solutions Center
- **Ann Riegler-Crichton** - Dayton Metro Library & Dayton SCORE
- **Pat Newcomb** - Small Business Development Center
- **RoShawn Winburn** - Minority Business Assistance Center

## Discussion Topic:

Free and low cost services to help you navigate challenges and opportunities for the small and minority business owner. We'll explain how to get in touch with the services to take your business to the next level.

For additional information contact Jessica Wagner at 937.226.8258 or [jwagner@dacc.org](mailto:jwagner@dacc.org).

## Our Sponsors

**Taft/**

**first**

first financial bank

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## Location

Montgomery County  
Business Solutions Center  
1435 Cincinnati St #300  
Dayton, OH 45417

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## Cost

Members: \$25  
Future Members: \$30

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## Registration

Please register online via the **Event Calendar** at [daytonchamber.org](http://daytonchamber.org) or submit registration form on back.



# Access to Counseling Registration Form

Name: \_\_\_\_\_  
Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Cost for Dayton Area Chamber of Commerce Members is \$25 per person.  
Cost for future members is \$30 per person per meeting.

Total amount enclosed: \$ \_\_\_\_\_

Check enclosed (payable to Dayton Area Chamber of Commerce)

Credit Card (Circle one) Visa Mastercard American Express

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

Name on Card: \_\_\_\_\_ Signature: \_\_\_\_\_

Register online via the Event Calendar at [daytonchamber.org](http://daytonchamber.org) or fax completed form to 937-226-8254 - Attention: Jessica Wagner. If paying by check, mail to the address below. For questions, email [jwagner@dacc.org](mailto:jwagner@dacc.org), or call 937-226-8258. Refunds can only be given for cancellations received 48 hours prior to event. No Shows will be charged.



## **EDA Funding Announcement: “FDI and Trade: International Engagement Ready Communities”**

The Economic Development Administration has announced an initiative that will “assist communities in attracting more FDI as well as increase export promotion to strengthen their local economies by identifying and applying best practices that use international markets to create domestic jobs.” EDA has identified \$600,000 for investment, encouraging the following eligible organizations to apply:

- Special district governments**
- Native American tribal governments (Federally recognized)**
- State governments**
- Public and State controlled institutions of higher education**
- Others (see text field entitled "Additional Information on Eligibility" for clarification)**
- Nonprofits having a 501(c)(3) status with the IRS, other than institutions of higher education**
- Private institutions of higher education**
- Nonprofits that do not have a 501(c)(3) status with the IRS, other than institutions of higher education**
- City or township governments**
- County governments**

Applications are due by June 12. [www.grants.gov](http://www.grants.gov).

Hello all,

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

**May 30, 2017** – The Dayton Minority Business Assistance Center (MBAC) will be hosting **Business Orientation** in Dayton. This FREE workshop will provide an overview of business management and assistance services, financial and bonding resources, and regional contracting opportunities. For more information and to register, please call 937-333-1030.

**May 31, 2017** – The SBDC at the Clermont County Chamber of Commerce will be hosting **Sunrise Series: Coffee & Capital** in Cincinnati. This FREE workshop will educate attendees on trends in small business banking and the small business loan market, as well as the products and services offered. To register, please visit [here](#).

**May 31-June 1, 2017** – Serving Logistics will be hosting the **Columbus Logistics Conference** in Columbus. This premier event will include a variety of experts covering various topics on international trade such as classification, NAFTA/EU, compliance, accounting, purchase orders, legal updates, and more! To learn more and to register, please visit [here](#).

**June 1, 2017** – The Dayton Business Journal will be hosting **The Resurgence of Downtown Dayton** in Dayton. This event will highlight the intricacies of redevelopment, the obstacles that still exists, the many successes of the plan, and the opportunities for business and private investors. To register, please visit [here](#).

**June 1, 2017** – The SBDC at Ohio University will be hosting **Accounting 101** in Marietta. This FREE session will educate attendees on the basics of accounting and understanding business finance. To register, please email [sbdc@ohio.edu](mailto:sbdc@ohio.edu) or call 740-597-1460.

**June 2, 2017** – The SBDC at Ohio University will be hosting **Intro to Web Design** in Athens. This FREE event will educate attendees on the items to consider when creating a web site, as well as taking a look at different programs available to assist with web site creation. To register, please visit [here](#).

**June 5, 2017** – The Small Business Administration (SBA) will be hosting **Understanding Working Capital in Your Small Business** in Hillsboro. This FREE event will educate small businesses on the various programs the SBA offers and how to utilize them. To register, please contact [Glenn Clevenger](#) at 513-684-2814 ext. 205.

**June 6, 2017** – The SBDC at Rhodes State College will be hosting **Cybersecurity and Small Business** in Wapakoneta. This FREE workshop will educate attendees on the importance of protecting and preparing for a cyber attack. To register, please visit [here](#).

**June 6, 2017** – The Springfield SBDC will be hosting **Everything you Wanted to Know About Business Finance (but were too afraid to ask)** in Springfield. This FREE event will educate attendees about the various types of financing available to business owners, the 4 Cs of business borrowing, preparing for the loan officer review, and more! To register, please visit [here](#).

**June 6, 2017** – Cultivate will be hosting **Assuring Resilience in a World of Cyber Crime** in Grove City. This FREE workshop will educate attendees on the impact of a digital loss, who is the adversary, a basic model to prevent attacks, and what to do when prevention fails. To register, please visit [here](#).

**June 6, 2017** – The Dayton Minority Business Assistance Center (MBAC) will be hosting **Business Orientation** in Dayton. This FREE workshop will provide an overview of business management and assistance services, financial and bonding resources, and regional contracting opportunities. For more information and to register, please call 937-333-1030.

**June 7, 2017** – Women 4 Technology, PNC Women Connect, and LexisNexis Women Connected will be hosting **Building Inclusive and Collaborative Cultures** in Dayton. This FREE event will feature Ben Callahan of Sparkbox and Founder of the Build Right workshop series. To register, please visit [here](#).

**June 8, 2017** – The SBA's Office of International Trade will be hosting the **2<sup>nd</sup> Annual Midwest SBA Export Lenders' Roundtable** in Chicago, IL. This FREE event will offer the international trade and export finance community a day of discussion and networking with peers and SBA's leader in international trade finance. To register, please visit [here](#).

**June 8, 2017** – Confluence will be hosting **Get the LEAD Out and Confluence Connects** in Cincinnati. This workshop will take an in depth look at lead contamination challenges in the region with top level representatives from regional utilities, the US EPA Office of Water, research labs, and legislators. To register, please visit [here](#).

**June 8, 2017** – DaytonDefense and DRMA will be hosting **Exploring Business Opportunities with WPAFB, Defense Contractors, and Dayton Region Manufacturers** in Dayton. This event will bring together Base leaders, contractors, and DRMA members to discuss increased collaboration on opportunities where non-traditional approaches and new sources are required. To register, please visit [here](#).

**June 9, 2017** – Cultivate will be hosting a **Non-Technical Founders Guide to Building Software** in Grove City. As part of their monthly *Lunch and Launch Series*, this session will feature Ryan McManus of ContentVia who will share the things to be aware of as a technical team is built out and drive towards a successful launch. To register, please visit [here](#).

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

**June 13, 2017** – The China Resource Network and LehmanBrown will be hosting **China's Business Environment and Tax System** in Columbus. This half-day seminar will cover a variety of topics including business and tax climate, labor costs, regulatory issues, VAT, and sales strategies. To learn more and to register, please visit [here](#).

**June 13, 2017** – The Dayton Minority Business Assistance Center (MBAC) will be hosting **Business Orientation** in Dayton. This FREE workshop will provide an overview of business management and assistance services, financial and bonding resources, and regional contracting opportunities. For more information and to register, please call 937-333-1030.

**June 13, 2017** – Cultivate will be hosting **Selling Your Idea** in Grove City. As part of their *Lunch and Learn Series*, this FREE event will feature Pamela Springer, President & CEO of Oris Intel who will walk through the process of identifying a problem in the marketplace and developing a product to solve the problem. To register, please visit [here](#).

**June 13, 2017** – The SBDC at Ohio University will be hosting **Elements of Business: Money Management** in Cambridge. This FREE workshop will educate attendees on the importance of managing their finances for business success. To register, please email [sbdc@ohio.edu](mailto:sbdc@ohio.edu) or call 740-597-1460.

**June 13, 2017** – FASTLANE, the Dayton Better Business Bureau, and the Women in Business Network (WiBN) will be hosting **Principles of Negotiation: How to Get What You Want** in Dayton. This workshop will help alter the attitudes of women toward negotiation by redefining the term and mastering the basic principles. To register, please visit [here](#).

**June 14, 2017** – The Ohio SBDC Export Assistance Network at Wright State will be hosting **China: Managing Risks and Expanding Export Opportunities** in Cincinnati. This event will address topics such as tax, pricing, compliance with Chinese standards, cultural considerations, and commercial opportunities. To register, please visit [here](#).

**June 14, 2017** – Dayton SCORE and the SBA will be hosting **Elements of Business: Access to Capital – Part 2** in Dayton. This FREE workshop will provide experts from banks, credit unions, and non-standard funding sources which provide alternate sources of capital at varying levels of expense. To register, please visit [here](#).

**June 14, 2017** – Porter Wright will be hosting **Data Breach for Employers** in Columbus. This workshop will educate attendees on the best practices for employers to address potential issues early, including how to properly train employees to protect sensitive data. To register, please visit [here](#).

**June 15, 2017** – The Wright State Patent & Trademark Resource Center will be hosting **Advanced Patent Research** in Dayton. This FREE workshop will cover patent family information (using INPADOC), Cooperative Patent Classification (CPC) system, and foreign patent research databases (EPO, JPO, and SIPO). To register, please visit [here](#).

**June 15, 2017** – The New Albany Chamber of Commerce will be hosting a **C-Suite Speaker Series Luncheon** in New Albany. This series brings CEOs, CFOs, COOs, and other C-Suite level executives from leading companies in central Ohio to speak and engage with members of the New Albany business community. To register, please visit [here](#).

**June 16, 2017** – FASTLANE will be hosting **Lean Six Sigma Green Belt Training Course** in Dayton. This FREE session will provide an overview of this unique 15 day-15 week program in which participants will learn how to successfully solve complex business issues and complete a real project for their business. For more information and to register, please visit [here](#).

**June 20, 2017** – Columbus SCORE will be hosting **Employee Lifecycle: Interviewing, Hiring, and What Comes Next** in Dublin. This FREE event will educate attendees on various topics such as Federal laws, progressive discipline, legal matters, risky hiring practices, and implementation. To register, please visit [here](#).

**June 20, 2017** – The Dayton Minority Business Assistance Center (MBAC) will be hosting **Business Orientation** in Dayton. This FREE workshop will provide an overview of business management and assistance services, financial and bonding resources, and regional contracting opportunities. For more information and to register, please call 937-333-1030.

**June 20, 2017** – Clark Schaeffer Hackett and Fiducia Management Consultants will be hosting **Doing Business in New China: 7 Mistakes to Avoid** in West Chester. This FREE event will cover a variety of topics including the current state of the Chinese economy, tax issues, transfer pricing, and more! To register, please visit [here](#).

**June 20 and 27, 2017** – The SBDC at Ohio University will be hosting **Profit Mastery** in Lancaster. This FREE two-day workshop will provide unparalleled financial management and business planning education and resources to attendees. To register, please visit [here](#).

**June 23, 2017** – The SBDC at the Urban League of Greater Cincinnati and the SBA will be hosting **Small Business Series: Access to Capital** in Cincinnati. This FREE session will introduce attendees to the lending community, the requirements they look for when lending, and SBA programs. To register, please visit [here](#).

**June 23, 2017** – The Greater Cincinnati Chinese Chamber of Commerce will be hosting **How to Protect Your Business in China** in Cincinnati. This seminar will cover a variety of topics including choosing a good Chinese partner, identifying your IP assets that need protection, structuring your China deal, and more! To register, please visit [here](#).

**June 27, 2017** – The Dayton Minority Business Assistance Center (MBAC) will be hosting **Business Orientation** in Dayton. This FREE workshop will provide an overview of business management and assistance services, financial and bonding resources, and regional contracting opportunities. For more information and to register, please call 937-333-1030.

**June 27, 2017** – The SBDC at Ohio University will be hosting **Accounting 101** in Cambridge. This FREE session will educate attendees on the basics of accounting and understanding business finance. To register, please email [sbdc@ohio.edu](mailto:sbdc@ohio.edu) or call 740-597-1460.

**June 28, 2017** – Cincinnati SCORE will be hosting **Employee Lifecycle: Interviewing, Hiring, and What Comes Next** in Cincinnati. This FREE event will educate attendees on various topics such as Federal laws, progressive discipline, legal matters, risky hiring practices, and implementation. To register, please visit [here](#).

**June 28, 2017** – Sinclair Workforce Development will be hosting **Multi-Cultural Communications** in Dayton. As part of the *Sinclair Sunrise* Series, this workshop will provide insight into making diversity a key ingredient to growing a strong and inclusive organization. To register, please visit [here](#).

**June 29, 2017** – The Columbus Council on World Affairs will be hosting **Global Fluency Training** in Columbus. This training session reveals a comprehensive framework for understanding how cultures differ in order to ensure sustainable cross-cultural acumen. This session will highlight Somalia, Bhutan/Nepal, and Mexico. To register, please visit [here](#).

**June 29, 2017** – Columbus SCORE will be hosting **Retail Basics: How to Create a Successful Retail and E-Commerce Business** in Westerville. This seminar is an interactive program tailored to answer questions pertaining to online, brick & mortar, and other retail-oriented selling. To register, please visit [here](#).

**June 30, 2017** – The SBDC at Ohio University will be hosting **Intro to Web Design** in Marietta. This FREE event will educate attendees on the items to consider when creating a web site, as well as taking a look at different programs available to assist with web site creation. To register, please visit [sbdc@ohio.edu](mailto:sbdc@ohio.edu) or call 740-597-1460.

### **Office of Economic Opportunity (OEO)**

*Program for Investment in Micro-Entrepreneurs (PRIME) Grant is now open!*

SBA has issued Program Announcement No. PRIME-2017-01 to fund training and technical assistance for disadvantaged entrepreneurs and to build the capacity of organizations to provide training and technical assistance. The grant opportunity is now available [here](#) on grants.gov. **Completed applications must be submitted through grants.gov no later than June 16, 2017.** Please spread the word within your districts to



eligible entities, letting them know of the possibility of gaining bonus points for their applications. Any questions about this Program Announcement should be directed to [prime@sba.gov](mailto:prime@sba.gov).

### **FY17 FAST Applications Now Open**

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

**The application period will close June 20, 2017.**

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

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

[SBA's Office of Investment and Innovation](#) administers the FAST program according to [United States Code \(15 USC 657d\)](#).

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

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

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

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

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

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

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

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

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

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

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

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

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

## USDA Rural Development Business & Cooperative Programs

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

- Removal of the U.S. Citizenship requirement for companies wanting to use the B&I loan guarantee to increase employment in rural areas. The applicant company will need to demonstrate the loan funds will remain in the United States and will be invested in the rural community to create and retain employment opportunities.
- Owner subordinated debt may be included as equity provided the debt was established in exchange for cash and the debt remains in the company for the life of the guaranteed loan. This change can help applicants meet the minimum tangible balance sheet equity requirements of the program. Minimum tangible balance sheet equity for an existing business is 10% while a startup business is 20%. All financial statements must be prepared according to Generally Accepted Accounting Principles.



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

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

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

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

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

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

Alexander Kohls

U.S. Small Business Administration (SBA)

Dayton Senior Area Manager

District International Trade Officer

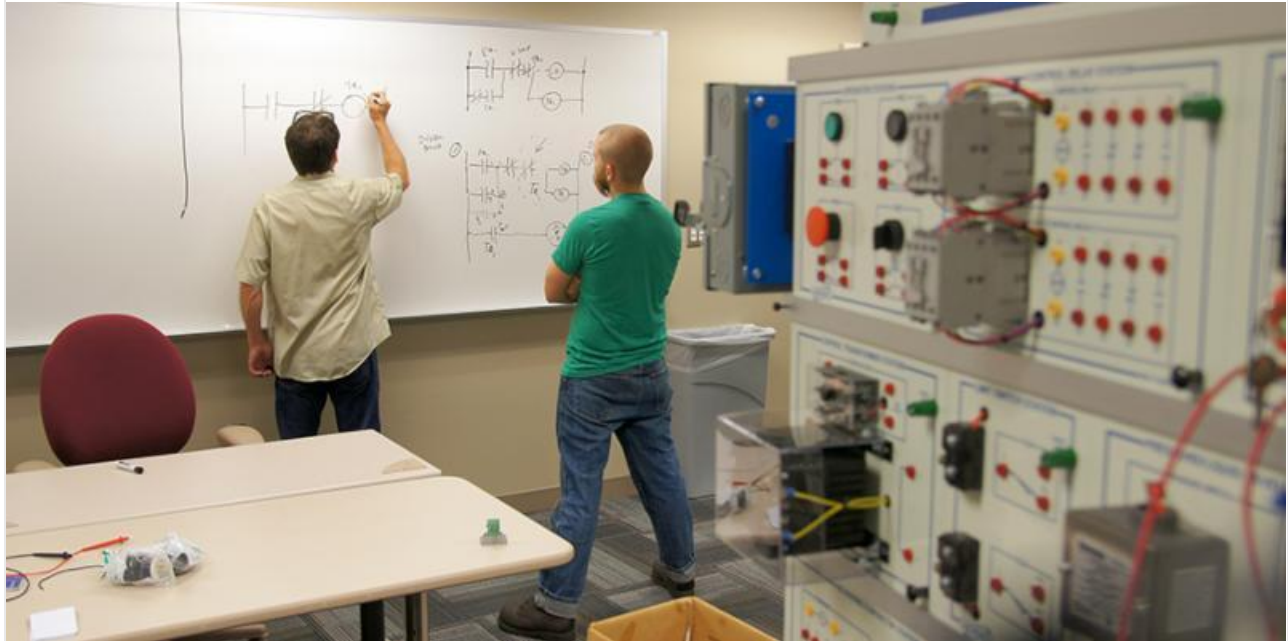
200 West 2<sup>nd</sup> Street

Office 400

Dayton, OH 45402

[Alexander.Kohls@sba.gov](mailto:Alexander.Kohls@sba.gov)

614-633-6372



**Do you have employees who need to enhance their industrial maintenance skills?**

# **SkillsTrac Industrial Maintenance Training**

**Available at the Dayton Campus,  
Courseview Campus in Mason,  
and Preble County Manufacturing Lab**

Sinclair's SkillsTrac Industrial Maintenance program prepares you with the skills needed to maintain, troubleshoot and repair automation and process systems and components.

The program is made up of multiple levels, which grow in complexity with each successive level. **Green** and **Yellow** levels focus on foundations of industrial maintenance, **Red** Level begins training in Industrial Controls and Programmable Logic Controllers and **Blue** Level builds provides in-depth training in Automation Systems, Robotics and Motion Control.

**There's no waiting for classes to start, as the program is not tied to a traditional semester schedule. Through online/hybrid delivery, students can maintain their work schedule and receive training simultaneously.**

The program consists of course content, taught mostly in an online format, and hands-on validation lab content, taught in one of our advanced training labs.

**Contact us and enroll your employees today!**

### **BLUE LEVEL**

Automation Systems Certificate  
(134 hrs)  
Process Control Certificate  
(72 hrs)

### **RED LEVEL**

Industrial Controls and PLCs Certificate  
(94 hrs)

### **YELLOW LEVEL**

Industrial Electricity Certificate  
Industrial Fluid Power Certificate  
(Total 124 hrs)

### **GREEN LEVEL**

Maintenance Fundamentals Certificate  
Industrial Mechanics Certificate  
(Total 150 hrs)

Connect with us



U.S. COMMERCIAL SERVICE

# DISCOVER GLOBAL MARKETS

BUSINESS FORUM SERIES **2017**

**EUROPE & BEYOND**

CLEVELAND, OH • SEPTEMBER 18–20



## The U.S. Department of Commerce's Flagship Event Series for U.S. Exporters

DISCOVER GLOBAL MARKETS features a dynamic mix of keynote speakers, sector-specific breakout sessions, *ask the experts* and OEM panels, and one-on-one meetings with our U.S. Commercial Diplomats from across the region—as well as plenty of time for networking.

In just over two days, attendees of DISCOVER GLOBAL MARKETS: *U.S. Manufacturers to Europe & Beyond* can uncover new exporting opportunities, learn from seasoned exporters, and connect with hundreds of new contacts. The conference will benefit all U.S. exporters, with specific tracks for:

- **Advanced Manufacturing**
- **Aerospace**
- **Automotive**

### Some of the confirmed speakers to date:

- Airbus
- America Makes
- Autodesk
- Center for Automotive Research
- General Electric
- Lightweight Innovations for Tomorrow
- Local Motors
- McKinsey Global Institute
- Michigan Aerospace Manufacturers Association
- Ohio Aerospace Institute
- Parker Aerospace
- Pratt & Whitney
- Rockwell Automation
- Siemens PLM Software

### Who Should Attend

- CEOs and company presidents
- International sales executives
- Export service providers
- Marketing and sales managers

## Agenda & Registration

[bit.ly/DGMCleveland](http://bit.ly/DGMCleveland)

### Event Dates

September 18–20, 2017

### Location

Westin Cleveland Downtown  
777 St. Clair Avenue NE  
Cleveland, Ohio 44114

### Cost

\$325 until June 30, 2017

### Contact

Susan Whitney  
(216) 522-4755  
[susan.whitney@trade.gov](mailto:susan.whitney@trade.gov)

Elizabeth Laxague  
(414) 336-1953  
[elizabeth.laxague@trade.gov](mailto:elizabeth.laxague@trade.gov)



Connecting you to global markets.

