

## ***JobsOhio Ohio Site Inventory Program (OSIP) Launched!***



JobsOhio and Dayton Development Coalition are excited to inform you that details on the Ohio Site Inventory Program (OSIP) are now available on the JobsOhio website. Final program guidelines have been posted, with a program start date of July 1, 2020. An online Pre-Vet form is also now live, which should be submitted by a lead applicant who is interested in being considered for this competitive grant/loan program.

When evaluating pre-vet form submissions, development project opportunities will be prioritized based on their ability to produce in-demand inventory. JobsOhio will be looking for projects that will create real estate with proven data-based demand, capable of meeting the needs of high economic impact projects, primarily with respect to potential for near-term job creation and capital investment. For full details on OSIP, please visit [www.jobsohio.com/osip](http://www.jobsohio.com/osip).

For questions or additional information, please reach out to [Matt Shimp](#) or [Julie Sullivan](#).

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# OEDA Dateline Newsletter

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## [HB168/BFPD Informational Webinar](#)

*Jun 24, 2020 09:33 am*

Join a discussion, hosted by the Greater Ohio Policy Center (GOPC), to learn about the recently passed HB168, which establishes the bona fide purchaser defense (BFPD) into Ohio law. The establishment of the BFPD into Ohio law better aligns Ohio law with federal standards, and aims to encourage the redevelopment of lightly contaminated brownfield sites.

## [In Case You Missed It: Connect with](#)

## [OEDA Social Media](#)

*Jun 23, 2020 03:27 pm*

In between our email newsletters and event updates, be sure to go follow OEDA's new and updated social media channels to ensure you stay up-to-date with our events, economic development news, and other communications!

## First Choice Packaging Investing

### \$1.6M, Adding New Jobs in Fremont

*Jun 17, 2020 10:23 am*

Fremont- Sandusky County, Ohio – First Choice Packaging has announced plans to create at least 9 new jobs and invest approximately \$1.6 million into its 1501 W. State Street facility in Fremont. The company plans to purchase a new automated thermoformer, install a new roof, and make infrastructure improvements to their 290,000 square-foot building to accommodate the new equipment.

## Champaign Economic Partnership

### Aids Businesses in COVID Recovery

*Jun 17, 2020 10:15 am*

The Champaign Economic Partnership (CEP), the economic development agency of Champaign County, has been supporting businesses in two ways to help them reopen and recover from the COVID-19 pandemic. With the support of the Champaign County Board of Commissioners, the CEP has awarded a total of \$54,265.15 to 24 small Champaign County businesses through the COVID-19 Champaign County Small Business Emergency Grant Fund. And the CEP is partnering with the Champaign County Chamber of Commerce to form the Champaign County Economic Recovery Task Force.

# Young Professionals' Feedback Incorporated into Uptown Cincinnati Development Plans

*Jun 17, 2020 10:06 am*

At the beginning of the 2019-2020 academic year, Uptown Consortium, Inc. (UCI) established its Talent Kitchen Cabinet (TKC), a collection of students and young professionals, to provide feedback on plans, designs and programming for UCI's development efforts at the intersection of Martin Luther King Drive and Reading Road in Uptown Cincinnati.

# OhioSE, JobsOhio Network Partner for Southern and Eastern Ohio, Launches New Website

*Jun 15, 2020 11:23 am*

Ohio Southeast Economic Development (OhioSE), the JobsOhio Network Partner for twenty-five counties in southern and eastern Ohio, recently announced the launch of OhioSE.com, a new website to serve companies considering expanding or locating in the region. The responsive website is an important component in the transformation of the brand from APEG to OhioSE.

# 2020 OEDA BR&E and Workforce & Talent Courses to Go On Line

*Jun 04, 2020 09:13 am*

OEDA has announced that the next two Core Courses ---- Business Retention and Expansion and the NEW Workforce and Talent Courses ---- be conducted live On-Line.

## **Recent Articles:**

[Saull Law & Title to open branch in Downtown Tiffin](#)

[FAQs Regarding Voluntary Disclosure](#)

[Ohio's Positioned for a Strong Future](#)

[Virtual Panels Provide Guidance for Cincinnati Small Businesses](#)

[Harrison CIC Creates Downtown Business COVID-19 Loan Program](#)



## PPP Application Deadline Extended to August 8

Last night the Senate voted to extend the application deadline for the PPP loans to August 8. This is great news for small businesses; it gives additional time to evaluate your needs.

Remember there have been some changes to the Program with the June 5th passing of the Paycheck Protection Program Flexibility Act . Here are the highlights of the changes:

- Extends the covered period for forgiveness from 8 weeks after the date of loan disbursement to 24 weeks after the date of disbursement.
  - Borrowers who have already received PPP loans retain the 8 week option.
- Lowers the amount payroll costs required for loan forgiveness from 75% to 60%.
- Provides a safe harbor from reductions in loan forgiveness when business is unable to maintain full-time equivalent employees due to a reduction in business activity when:
  - Business activity has been reduced because of compliance with guidance issued between March 1 and December 31 2020
  - Guidance is related to worker or customer safety requirements relating to COVID-19
  - **AND** guidance has been issued by the Secretary of HHS, the Director of the CDC, or OSHA
- Provides a safe harbor from reductions in loan forgiveness based on reductions in full-time equivalent employees, to provide protections for borrowers that are both unable to:
  - Rehire individuals who were employees of the borrower on February 15, 2020
  - **AND** unable to hire similarly qualified employees for unfilled positions by December 31, 2020
- Increases the maturity to 5 years for loans approved on or after June 5, 2020
- Extends the deferral period to the date SBA remits the borrower's loan amount to the lender

## Impact of Diversity



### Workforce Diversity

- Brings variety of perspectives and skills
- Faster problem solving
- Increased creativity
- Improves company reputation
- Reduces employee turnover
- Increases profits



### Supplier Diversity

- Promotes Innovation
- Provides multiple procurement channels
- Drives up competition, drives down prices
- Displays company's commitment to community
- Allows access to different networks



### Customer Diversity

- Creates business value and reduces risk
- Creates cash flow security
- Attracts more customers
- Fosters creativity and innovation
- Aids in growth

## Small Business Assistance

Don't forget that SBDC counselors are available and eager to assist your small business navigate the Covid-19 crisis. Some areas we can help are:



### EFFICIENCY

Can you streamline your processes & save time/money?



### RESTAURANT MGT

Do you need strategies to increase profits?



### MARKETING PLAN

Do you need to reach customers in a different way?



### CASH FLOW MGT

Where can you make improvements in money management?



### WORKFORCE MGT

Do you need to update policies & procedures?



### CHAIN SUPPLY

Do you need to find ways around bottlenecks?



### EXPORT HELP

Can you manage suppliers & quality with travel restrictions?



### ONLINE SALES

Can you increase revenues by adding eCommerce?

- Mark Lankford - [mlankford@tecd Dayton.com](mailto:mlankford@tecd Dayton.com)
- LeKeisha Grant - [lgrant@tecd Dayton.com](mailto:lgrant@tecd Dayton.com)
- Kathy Markshlek (exports) - [kmarshlek@tecd Dayton.com](mailto:kmarshlek@tecd Dayton.com)

- Kim Woodbury - [kwoodbury@tecd Dayton.com](mailto:kwoodbury@tecd Dayton.com)
- Cindi Green - [cgreen@tecd Dayton.com](mailto:cgreen@tecd Dayton.com)

**937-281-0118**

MAKE AN APPOINTMENT

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## Upcoming Webinars

### QUICKBOOKS ONLINE TRAINING SERIES

**July 8**

Overview of QuickBooks Online

[REGISTER](#)

**July 15**

Sales Center in QuickBooks Online

[REGISTER](#)

**July 22**

Vendor Center in QuickBooks Online

[REGISTER](#)

**July 29**

Banking Center in QuickBooks Online

[REGISTER](#)

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### BUSINESS COMMUNICATIONS

**July 14**

Meaningful Communication Catalysts

[REGISTER](#)







**Ann Riegle Crichton**  
Chapter Chair

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

**The Pros and Cons of #WFH (Work From Home)**

Like many of you, Dayton SCORE chapter volunteers are mostly working from home now, doing workshops, meetings and mentoring via Zoom or over the phone. We hope to someday soon be able to be "in-person" again, at least part of the time.

But I am seeing lots of press about companies moving to virtual offices and leaving workers at home full-time. There are pros- shorter commute, safety in isolation, child care solutions. But there are also cons- the emotional toll of isolation, lack of mental and physical space to concentrate, too many distractions.

**I'd be interested in YOUR unique perspectives on #WFH:**

- How has it changed your business model?
- How has it changed your life?

**Dayton Business Journal recently featured [this author's perspective](#). I think she sums it up pretty well. Stay safe!**

**Accounting and Tax Workshop for Entrepreneurs**

**Tuesday, July 21 8:00 to 9:30 a.m. via Zoom**

In this workshop, Alice Msachi, CPA will discuss topics that have tax implications on your business such as choice of business entity, accounting systems, the difference between contractors and employees, and payroll tax requirements

**ZOOM link will be sent as part of registration confirmation**

**[REGISTRATION](#)**

## Email Marketing Masterclass and Capturing Customer Success Stories

**Thursday, July 30 8:00 to 9:30 a.m. via Zoom**

Andrea Haschart, a local copywriter, will share how to use emails and case studies to increase sales and grow your business. You'll learn the five essentials you need to start an email list, ideas to grow your list, and some do's and don'ts. Andrea will also explain what a case study is, how to write one, and different ways you can use them to sell products and services.

**ZOOM link will be sent as part of registration confirmation**

[REGISTRATION](#)

## Small Business Resilience Hub COURAGE TO ADAPT. STRENGTH TO SUCCEED.



Small business owners are resilient and can power through this challenging time, with SCORE by their side. Visit the [Small Business Resilience Hub](#) for our latest training, resources and mentoring opportunities.

VISIT THE HUB



### COVID-19: Business Lessons Learned

These are difficult times for a small business. Usual ways of gaining and conducting business have been upended. What have we learned, so far, from this experience to apply in our business going forward? [Read these insightful tips.](#)



### COVID-19 Federal Tax Relief for Small Businesses

The federal government has introduced several forms of tax relief for small businesses in the 2020 calendar year. Don't miss out on changes that could impact your taxes. [Read the article.](#)



### Startup Roadmap

Don't let anything keep you from starting your dream. The Startup Roadmap sponsored by FedEx will help guide your journey, outlining each step of starting a business with expert insight and resources on the most difficult tasks. [Get started.](#)

## UPCOMING WEBINARS



### How To Protect & Grow the Value of Your Business During a Pandemic

**July 2 | 11 AM ET**

Understand the value of your business today, and how to take advantage of the opportunities that exist to protect and grow your business value.

[REGISTER](#)

## Productize - Steps for Turning Your Service Into a Product

July 9 | 2 PM ET

**Sponsored by MassMutual.** Service companies have been among the worst hit by this pandemic. Learn the simple steps to "productize your service" and meet the immediate need of consumers.

REGISTER



## Connect with Customers and Manage Your Business Remotely

July 16 | 1 PM ET

**Sponsored by Grow with Google.** With the right tools and communication plan, you can build long lasting connections with your clients and customers, from any location.

REGISTER

## Prepare to Persevere - The Future of Technology & Business

July 21 | 2 PM ET

Discover the latest trends in technology and their effect on businesses. Find out about new opportunities and where venture capitalists are focusing their investments.

REGISTER





### 3 Tips to Publish Your Website With Confidence

July 30 | 1 PM ET

Sponsored by Constant Contact.

Tangible takeaways to get your website up and running with the essential pages you need to get yourself online.

REGISTER

## SCORE SUCCESS STORY

*"SCORE has opened our eyes to the benefits of going into a partnership and educated us on reasons many partnerships succeed or fail. They also helped us identify areas of strength and weakness in our business model and provided us with guidance to help scale our business." - Rich Neal/Tariq Farr, Owners*



Learn how SCORE mentors helped Advanced Behavior Treatment succeed. Need advice for your business? [Find a SCORE mentor today.](#)

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

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

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

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University of Dayton  
**Center for  
Leadership**

### *The Best Leaders Never Stop Learning*

The University of Dayton Center for Leadership makes it easy for your organization to develop its current and future leaders with our comprehensive leadership certificate programs. Each program is structured to develop their confidence and leadership skills. Whether your employee is moving into a front line supervisor or a senior leadership role, we offer leadership certificate programs to meet them where they are and develop them to where you need them to be in the future.

#### **Next cohorts start August 5 and October 7**

This six-month (10 class) certificate program is ideal for new or experienced supervisors or individuals preparing for a leadership role. [Apply now](#) for this program that focuses on such critical topics as:

- Understanding Leadership & Team Development
- Going From Peer to Supervisor
- Navigating Difficult Conversations
- Communication Skills for Leaders
- Time Management & Personal Productivity
- Coaching & Evaluating Performance
- Effective Decision Making
- Leading Change at the First Level

For a complete schedule and course descriptions visit: [Supervisory Leadership Certificate](#)

#### **Next cohort starts July 9**

This six-month (12 class) certificate program is ideal for women who are already leading and want to take their leadership skills to the next level. [Apply now](#) for this program that focuses on such critical topics as:

- Navigating Your Identity: Who You Are is How You Lead
- High-Impact Communication
- Managing Conflict and Difficult Conversations: Know Your Triggers
- Designing Your Best Life: Create

- for Women Leaders
- Developing Your Positional and Personal Power
  - Dismantling the Double Bind

- Your Personal Career Map
- Leadership & Work-Life Integration: The Hustle without the Burnout
  - Unleashing Your Inner Negotiator

For a complete schedule and course descriptions visit: [Women Lead. Certificate](#)

### **Next cohort starts August 13**

This twelve-month (17 class) certificate program is ideal for top performers and current managers who are ready for a senior leadership role. [Apply now](#) for this program that focuses on such critical topics as:

- Creating a Great Culture
- Coaching For Performance
- Operations Management
- Business Simulation
- Leading Change
- Executive Effectiveness
- Finance for Non-Financial Managers
- Strategic Management

For a complete schedule and course descriptions visit: [Emerging Leader Certificate](#)

If you are interested in learning more about any of these certificate programs at the University of Dayton Center for Leadership, contact April Mescher at 937-229-2446 or [amescher1@udayton.edu](mailto:amescher1@udayton.edu).