

Resources available to small businesses, upcoming events and partnerships the Air Force has formed to accelerate engagement with academia and the private sector. <https://bit.ly/3gf9cf5>

“Current and future opportunities available to local small businesses can be found in the areas of advanced manufacturing, artificial intelligence, automation and robotics, augmented and virtual reality, IT, professional engineering and big data.” (Luke Schultz, Director, Air Force Life Cycle Management Center's Small Business Office)

Beta.SAM

[Beta.SAM.gov](https://beta.sam.gov) is the main website companies can use to access opportunities and connect with the Air Force.

The Air Force Life Cycle Management Center - Small Business Office

AFLCMC/SB has a vision and mission to lean on small businesses to find "agile, innovative, cost-effective solutions" to continue the strength of the Air Force.

Website: <https://www.aflecmc.af.mil/SBO/>

Contact: Director, Luke Schultz

Phone: 937-904-5999

Email: aflecmc.sb.org.mailbox@us.af.mil

Air Force Research Laboratory - Small Business Office

AFRL/SB strives to increase the use of small businesses as a source for "innovative, cost-effective, customer-focused solutions to warfighter requirements and Air Force missions." The office has several programs for the development and integration of technology to the warfighter or the commercial market.

Website: <https://www.wpafb.af.mil/afrl/>

Contact: Director, Bill Harrison

Phone: 937-656-9171

Air Force Research Laboratory - Small Business Hub at 444

The Small Business Hub was created in 2014 by AFRL and Wright Brothers Institute as place for entrepreneurs, businesses, industry and governmental organizations to come together in "support of tech-driven business growth, strengthening the Air Force industrial base and commercializing technologies for new market opportunities."

Website: <https://afrlsbhub.com/>

Contact: Director, Jim Masonbrink

Phone: 937-689-0889

Air Force Material Command - Small Business Office

AFMC/SB also aims to "create and deliver strategies that bring innovative, agile and efficient small business solutions to the Air Force to fly, fight and win in air, space and cyberspace."

Website: <https://www.afmc.af.mil/About-Us/Small-Business/>

Contact: afmc.sb.workflow@us.af.mil

Phone: 937-257-3211

Ohio Business Matchmaker

Ohio Business Matchmaker is an opportunity for small businesses to meet one-on-one with federal, state and local government buyers who represent billions of dollars in upcoming contracts. The next matchmaker event will be held April 28-29 at the Nutter Center at Wright State University.

Website: <https://www.ohiobusinessmatchmaker.com/>

Contact: matchmaker@development.ohio.gov

Defense Studies Institute

Defense Studies Institute is a professional education institution that promotes understanding of the defense industry, national security issues, and the

defense contracting and acquisition process. DSI also provides insight and guidance to individuals seeking employment with the Federal civil service at military bases and with Department of Defense agencies.

Website: <https://defensestudies.net/pages/wright-patterson-afb-base-contracting-information-and-business-assistance>

Contact: President, Colonel John D. Thomas (retired)

Phone: 912-275-7836

Events

AFLCMC calendar and Air Force SBIR/STTR Pitch Days

Link: <https://afrlsbhub.com/aflcmcsbo>

Partnerships

APEX at Wright State Research Institute: Air Force Academic Partnership and Engagement Experiment (APEX) program. The five-year, \$49 million APEX project will focus on enhancing academic engagement nationwide in support of the Air Force Small Business program, National Defense Strategy and the Air Force's 2030 Strategy.

Wright Brothers Institute (WBI): WBI operates the 444 facility as part of the AFRL Small Business hub. It is a cutting-edge center for innovation and technology commercialization. WBI provides breakthrough solutions to US Air Force's most complex initiatives by leveraging resident experts, unique facilities, disruptive innovation processes and extensive networks.

The Air Force Small Business Office, on behalf of AFRL, also works with groups such as Dayton Defense; the Dayton Development Coalition; The Entrepreneurs Center; and the Dayton chapters of Women in Defense and AFCEA.



Strengthen | Educate | Advocate

News Bits

Don't miss out on getting the DRMA/Manpower 2020 **Wage and Benefit Survey** report for free (a savings of \$200 for members) – all you have to do is participate! Deadline is this FRIDAY (8/21)! More info [here](#).

We are excited to launch **DRMA Lunch & Learn webinars!** Presented over the lunch hour, this new service will bring valuable information to DRMA members with the convenience of participating from your desk, your home, or on a boat . . . as long as you have your device and internet service! [Read more](#).

Are you a manufacturer with 2 - 99 employees? You're invited to a virtual coffee break on 8/26 from 3:15 - 3:30 p.m. Grab your cup o' joe and learn how **NAM Healthcare** program can:

- Save your members' money on insurance costs
- Streamline your members' benefits communications
- Complete with larger companies' benefits packages
- Offer advanced features such as telehealth, mail-order RX, online support and phone apps
- Help attract and retain employees

[Click here](#) to register

Attend our next **Shoptalk Series** on 8/26: The Good, the Bad, and the Ugly, and the Legal Ramifications of COVID-19, sponsored by EMS. Both in-person and virtual attendance options are available. Click [here](#) to register.

Brian Beaulieu, one of the nation's most informed economists, is speaking to DRMA via a webinar on 9/11. Presented by Bank of America, Brian's topic is "The Economic Outlook Through and Beyond COVID-19." You don't want to miss this. Click [here](#) for tickets and information.

Another round of **TechCred** funding is available! Application deadline is August 31. Click [here](#) to learn more.

Select **DRMA's Workers' Comp Group Program!** Your company will save money AND support DRMA. Contact [Meridith Whitse](#) with CareWorks Comp at (614)763-7952 to enroll today.

Do you need legal consultation regarding anything from labor and employment, OSHA, real estate and more? Take advantage of your **legal services plan** offered by Bob Dunlevey and Nadia A. Lampton of Taft Law. [Click here](#) for details.

Members receive a **20% discount on OSHA training courses!** [Click here](#) to view the courses for September.

Want to **increase your brand exposure**? DRMA is currently seeking sponsorships with many opportunities to get your name in front of the DRMA audience. Contact [Melisa](#) for more information.

The **Air Force's inaugural Advanced Manufacturing Olympics** is a week of virtual collaboration, technical design challenges, speakers, and more, all focused on advanced manufacturing. Discover new technologies and insights from thought leaders across government, industry, academia, and small business. 10/20-



Calendar

Meet Ups

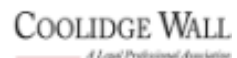
- 8/25 Workforce/HR
- 9/2 Candidate Chats
- 9/9 Candidate Chats
- 9/15 Operations

DRMA 101

- 9/2 Assoc. & Affil.
- 9/9 Manufacturers

Events

- 8/20 Warren Davidson
- 8/26 Shoptalk
- 9/11 Beaulieu
- 10/5 Golf Outing



23. Info [here](#). A [virtual pre-event](#) is happening this week, 8/12.

All About Workforce

MFG Day 2020 is moving to a virtual experience. Our MFG Day Committee is hard at work to ensure this outreach initiative continues to have impact. Read the update [here](#).

Clark State is offering manufacturers a scholarship, made available by FASTLANE, for one seat in their Fundamentals of Supervision and Management on-line course. This is a great opportunity to **upskill a new or transitioning supervisor at no cost to you!** More information: [Professional Supervisor Certification](#)

Government Relations

Last chance to register for the **Meet & Greet with Congressman Warren Davidson!** Both in-person and virtual attendance options are offered. Virtual attendance is only \$5 – don't miss this chance to hear from Warren in the comfort of your own home! Walk-ins are discouraged due to capacity limitations, so register now. [Register here](#).

Your Government Relations Committee is holding a series of virtual **Candidate Chats** leading up to the November election. On the schedule are [Desiree Tims](#) (9/2), [Niraj Antani](#) (9/9), [Mark Fogel](#) (9/16), [Shannon Freshour](#) (9/23), [Vanessa Enoch](#) (9/30), [Keith Faber](#) (10/7), [Charles Ballard](#) (10/14), [Andrea White](#) (10/21), and [Leronda Jackson](#) (10/28). Click on each name for more info and to register. Free and for members only!

Events

DRMA Events

LAST CHANCE! Meet and Greet with Congressman Warren Davidson, sponsored by the Associated Builders and Contractors and JBK Manufacturing, 8/20 from 4 to 6 p.m. Meet Warren and hear his positions on issues important to small businesses. Both in-person and virtual attendance options are offered. In person: For Manufacturer members at the Engineer's Club; \$10 per person, includes a drink ticket. Virtual: for all members; \$5 per person. Click [here](#) to register. This is a member-exclusive event.

DRMA Shoptalk Series, brought to you by the Young Professionals Committee, Wednesday, 8/26, 4 – 5:30 p.m. Attend at the Mudlick Tap House OR virtually via Zoom. Short talks by subject matter experts on hot topics, followed by an hour of peer-to-peer networking and drinks. Topic: The Good, the Bad, and the Ugly, and the Legal Ramifications of COVID-19. A panel of DRMA manufacturer members will share their experiences and lessons learned with input from experts from Employee Management Services. Sponsored by EMS. FREE admission and for members only! Please [register now](#) to reserve your spot.



Economic Outlook Through and Beyond COVID-19, a webinar by **Brian Beaulieu**, one of the nation's most informed economists; 9/11, 8:30 - 10 a.m. This is a critical time for manufacturers. Effective planning is difficult, if not impossible, in the midst of uncertainty, fear, and confusing inputs. Developing tactical and strategic plans to maximize profits and values must remain a vital objective. ITR Economics will help you by putting parameters around the uncertainty, cutting through the emotions and the noise. Presented by Bank of America. Click [here](#) for tickets and details.

[Meet Ups](#) - They are FREE and for members only. Join the conversation on these topics!

Place your
logo here.
Click to
learn how.

[COVID-19 Resources](#)

- **Workforce/HR**; 8/25 - Zoom Meeting, [Register here](#).
- **Candidate Chats - Desiree Tims**; 9/2 - Zoom Meeting, [Register here](#).
- **Candidate Chats - Niraj Antani**; 9/9 - Zoom Meeting, [Register here](#).
- **Operations**; 9/15 - Zoom Meeting, [Register here](#).

DRMA 101 – Whether you are a new member or a seasoned member, kick start your membership ROI and learn what DRMA does to help you strengthen your business. [Contact Shay](#) to sign up.

- **Associate/Affiliate Members**: 4:30 – 5:30 p.m., 9/2, Zoom Meeting
- **Manufacturer Members**: 8 - 9 a.m., 9/9, Zoom Meeting

For more information on any of our events, visit our [website](#) or contact [Melisa](#).

President's Message

Register NOW for our annual **Meet and Greet with Congressman Warren Davidson** this Thursday (8/20). In-person and virtual attendance available! Info/register [here](#).

Manufacturers: PLEASE complete DRMA/Manpower **Wage and Benefit Survey** NOW. You will get the results for FREE if you participate. This is a popular tool used by our members, but we need a bunch of you to participate to make the results statistically reliable. The link was sent to Manufacturer members by Manpower; if you need the link re-sent or if you have questions, contact [Shay](#).



You don't want to miss **Brian Beaulieu**, CEO of ITR Economics, on 9/11. We're doing this in webinar format, and he'll cut through all the confusion related to how the pandemic may or may not affect your business. AND, because it's virtual, you can have more than one person watching the webinar from a single device. AND, member attendees will have access to ITR's "goodies" for 90 days. Info/register [here](#).

I'm excited to finally offer **webinars** to members! It's a great way to offer content and value in a way that is convenient for members (eat your lunch while watching!). Take a look at our website for upcoming [events](#), and send an email to [Melisa](#) if you want information on presenting.

Take a look at the **current resumes** that have come across my desk. Click [here](#) to learn more.

Congratulations to the following DRMA members:

- **Advantic** and **TACG** for making the 2020 Inc. 5000 list of fastest growing-privately held companies in the U.S.

Editor's Note: DRMA members are always doing amazing things! If you know of a member company or an employee of a member company who deserves a shout-out, email it to info@daytonrma.org

Reminder: As a member of DRMA, each of your colleagues – from shop floor to senior management – is eligible to receive our DRMA Weekly Updates too! Forward this edition and have them [sign up](#) today



JobsOhio Inclusion Grant

The JobsOhio Inclusion Grant provides financial support for eligible projects in designated distressed communities and/or for businesses owned by underrepresented populations across the state.

Grant decisions are based on a number of project factors, including but not limited to company location, company ownership, jobs created and/or retained, and project fixed asset investment. Support is generally intended for small to medium-sized companies with eligible projects.

Eligible Projects

Companies must be engaged in JobsOhio's targeted industries and business functions. Ineligible projects include retail and other population driven businesses. Companies must meet at least one of two criteria for consideration:

1. The company is owned by an underrepresented population, including consideration of geographic location, race, ethnicity, gender, veterans and disabled. Racial or ethnic makeup includes African American, Hispanic, Alaska Natives and Pacific Islanders. Women-owned, veteran-owned and disability-owned businesses must be either certified as such or otherwise be able to verify that at least 51% of the business is owned, managed and controlled by the underrepresented population.
2. The project is located in a qualified distressed community as defined by an index score of 50 or greater by the Economic Innovation Group, Distressed Communities Index. To see if your project location is eligible for funding consideration, visit <https://www.jobsohio.com/inclusion-grant/>.

Project Definition

Projects require a commitment over time and will be defined by an appropriate combination of the following metrics: fixed asset investment, job and payroll creation, job and payroll retention, employees trained and training costs. Eligible projects that improve operational efficiency along with job retention will be considered for support.

Eligible Costs

The JobsOhio Inclusion Grant targets fixed asset investment in machinery and equipment, real estate investments including redevelopment, and training costs. The JobsOhio Inclusion Grant is reimbursement based and requires supporting documentation including proof of payment.

For additional information or to see if your project is eligible, please visit <https://www.jobsohio.com/inclusion-grant/> or contact your [JobsOhio Network Partner](#).

TechCred Program Guidelines

August 2020 Application Period

Ohio's TechCred Program gives employers the chance to upskill current and future employees in today's tech-infused economy. Employers who submit successful applications will be reimbursed up to \$2,000 per credential when current or prospective employees complete eligible technology-focused credentials.

Application and Reimbursement Process

1. Employer applies for funding during application period
2. Development Services Agency scores application and awards funding
3. Employer sponsors current or prospective employees to complete an eligible credential program
4. Current or prospective employee successfully completes the program and receives approved credential
5. Employer submits proof of completion and receives reimbursement

Employer Eligibility

Any Ohio registered employer that employs Ohio resident W-2 employees is eligible to apply. Employers of all sizes and in all industries are encouraged to apply. Only one application will be accepted per employer per application period. Agencies of the State of Ohio are not eligible to receive reimbursement.

Employer Size Classification

For the purpose of application and fund distribution, the following employer size classifications will be used:

- 1-50 Employees: Small
- 51-200 Employees: Medium
- 201+ Employees: Large

Individual Eligibility

Ohio employers may apply for reimbursement for credentialing of both current and/or prospective employees. Employers will not be required to identify specific individuals on the application for funding but will be required to identify employees who earned the approved credentials when completing the reimbursement request.

To receive reimbursement, the employer must be able to verify that credential earners are Ohio residents with a verifiable Ohio address. Individuals must be W-2 employees at the time of the reimbursement request; independent contractors or 1099 employees are not eligible for this program.

Application Scoring Criteria

Employer applications will be reviewed competitively, based on the following criteria:

- Pledged average wage increase in relation to credential cost
- Level of economic distress in employer's region and regional balance of awards
- Amount of employer contribution toward the cost of credential

Applications will be reviewed competitively; awards will **not** be made on a first-come, first-served basis.

Application Period

When the application period opens companies can apply for eligibility at TechCred.Ohio.Gov.

Information Required for Application

Applicants will be required to submit the following information:

Employer Information:

- Federal Tax ID
- Employer Name
- Supplier ID Number
- Ohio Charter Number
- Address
- Employer's Industry
- Number of Full-Time Employees in Ohio
- Employer Website Link
- Employer Point of Contact and Contact Information

Credential Information:

- Credential Selected (from approved list)
- Training Cost (if applicable)
- Certification Test Cost (if applicable)
- Total Actual Cost of Credential (Training and/or Certification Costs Combined)
- Name of Training Provider
- Type of Training Provider
- Requested Reimbursement Amount from Credential

Trainee Information:

- Number of Prospective Employees Who Will Earn Each Credential
- Number of Incumbent Employees Who Will Earn Each Credential
- Average Wage of Employees Before Earning Credential
- Projected Average Wage of Employees After Earning Credential

Award Amounts

Reimbursements will be up to \$2,000 per credential. Employers are eligible to receive up to \$30,000 per funding round.

Credential Eligibility

Credentials must meet the following requirements*:

Industry-recognized

The term “industry-recognized,” used with respect to a credential, means a credential that is sought or accepted by employers within the industry or sector involved as a recognized, preferred, or required credential for recruitment, screening, hiring, retention, or advancement purposes; and, where appropriate, is endorsed by a nationally recognized trade association or organization representing a significant part of the industry or sector.

Technology-focused

Technology credentials demonstrate the competencies necessary to succeed in an occupation that utilizes technology to develop, build, and deliver products and services. Technology credentials rely on science, technology, engineering and/or math related education, as well as technical skills, to benefit an employer dependent on the development, deployment, and investment in new and emerging technology including software development, advanced manufacturing, data analytics, cybersecurity, computer hardware and design, military applications, and other emerging fields.

Short-term

Can be completed in 12 months or less and is less than 30 credit hours or 900 clock hours.

Responsible

Where possible, online and distance-learning programs are encouraged. When in-person elements are necessary, employers and training providers must ensure they are in [compliance](#) with Ohio Department of Health and Centers for Disease Control and Prevention recommendations.

Adding Credentials to the Approved List

TechCred is designed to be responsive to the dynamic workforce needs of employers. Employers can request that additional credentials meeting the eligibility requirements identified above be added to the list of eligible credentials. When filling out the TechCred application, employers will choose “Credential Not Listed” and be prompted to provide:

- Name of Credential
- Identification of the Credential as a Certificate or Certification
- For Certificates: Number of Credit Hours or Clock Hours
- For Certifications: Certification Issuing Body
- Evidence the Competencies/Skills Taught or Measured in the Credential are Technology-Focused
- Evidence the Credential has Value Beyond the Submitting Employer and is not Exclusive to One Organization
- Link to Credential Website or Uploaded Syllabus/Brochure

Credentialing Timeline

Costs incurred by the Applicant prior to an award of eligibility and a written Agreement is done at the Applicant’s risk. All credentials must be completed by the Grant Expiration Date provided on the Agreement to be eligible for reimbursement.

Eligible Providers

The TechCred program encourages employers to partner with the training provider that will most effectively meet their needs. Eligible training providers include universities, community colleges, technical centers, and private training providers. TechCred will not reimburse employers for internal training or credentialing programs unless the same program is offered to the public and the cost is verifiable.

When conducting credentialing programs with in-person elements, training providers must ensure they are in compliance with Ohio Department of Health and Centers for Disease Control and Prevention recommendations.

Reimbursable Costs

Employers may be reimbursed for outlays covering tuition, lab fees, manuals, textbooks, and certification costs, up to \$2,000 per credential.

Reimbursement Timeline

Employers must submit documentation within six (6) weeks of an employee completing the credential to receive reimbursement. Credentials must be completed within 18 months from the date of award eligibility.

Reimbursement Process

To request reimbursement, employers that have been awarded eligibility must submit the following information at TechCred.Ohio.Gov:

Credential Documentation:

- Proof that the individual has completed the specified credential, such as a copy of the certificate or certification uploaded as a .pdf file

Cost Documentation:

- Invoices for costs incurred, which clearly identifies the cost of the credential
- Proof of payment, which may include a cancelled check, credit card statement detailing the date and the charge of the training, a copy of the company's accounting record, or an invoice showing payment with a zero balance

Credential Earner Information:

- Name (first and last)
- Email
- Last 4 Digits of Social Security Number
- Date of Birth
- County of Residence
- Wage Prior to Credential
- Wage After Credential is Earned
- Race (optional)
- Gender (optional)

Unmanned Systems Academic Summit - 2020

October 15, 2020, 11:00 a.m. - 1:00 p.m.

Sinclair College | Dayton, Ohio



National UAS Training and Certification Center

The 6th annual Unmanned Systems Academic Summit will include invited experts providing engaging presentations related to their work in unmanned systems research and development, education and training, commercialization, and technology transfer. This year's proceedings will occur online, with registered attendees gaining access to the live event for opportunities to ask questions of the speakers following each presentation. Additionally, the event will be recorded to provide the conference proceedings to both those that attended the live event and to anyone that may register following the Summit but who still wish to access the content.

Because the event is virtual this year, each registration will also include a certificate for a free [Introduction to UAS Simulation and Flying](#) lab experience, a \$30 value.

Summit participants may schedule a session at a later time for themselves, give it to someone else to enjoy, or donate it for the college to provide the experience to a local middle or high school student.

REGISTER NOW

Registration Fee: \$30

For further questions, please contact Amanda Warren at amanda.warren1@sinclair.edu or 937-512-4848.

Emcee

Dr. Jacqueline Housel, Professor of Geography/Geospatial Technology and Chair of Sociology, Geography, and Social Work, Sinclair College

List of Speakers

Mr. Nathan P. Diller, Director AFWERX

Presenting: Agility Prime: Driving Innovation to Accelerate the Commercial Market for Advanced Air Mobility Vehicles

Dr. Andrew D. Shepherd, Executive Director and Chief Scientist, Unmanned Aerial Systems, Sinclair College

Mr. Scott Koorndyk, President, The Entrepreneurs Center

Co-Presenting: Developing the Next Generation of UAS Entrepreneurs through Education, Networking, and Competition

Col. Kurt J. Carraway, USAF Ret., UAS Executive Director, Applied Aviation Research Center, Kent State University Polytechnic

Mr. Douglas Hammon, Director for Applied Research and Development, Unmanned Aerial Systems, Sinclair College

Co-Presenting: Opportunities and Processes for Small UAS Type Certification

Mr. Brad Whitby, Managing Director, National Science Foundation Center for Unmanned Aircraft Systems

Presenting: C-UAS Providing Innovative Solutions to Key Technical Challenges and Superb Training for Future Leaders in the UAS Industry

Mr. Jonathan Beck, Executive Director and PI, National Center for Autonomous Technology

Presenting: NSF Connection: Navigating the Future of Autonomous Technologies

Dr. Gregory Cruisinger, Director of Science & Communications, GeoAcuity

Presenting: Commercial Advances in Image Processing and Analytics for Agricultural Drones



MONTGOMERY
COUNTY

OFFICE OF CARES ACT



MONTGOMERY COUNTY
CARES
ABOUT SMALL BUSINESS

**COVID-19 Relief Grants are now
available for small businesses!**

- Grants of up to \$10,000
- Businesses with 50 or fewer employees
- Less than \$5 million gross annual revenue
- Must be located within Montgomery County

WWW.MCOHIOCARES.ORG

COVID-19 Resources: Business & Industry CARES Act Program

With USDA Rural Development's Business & Industry CARES Act Program, rural business and agricultural lenders can partner with USDA to help support and revitalize the economic infrastructure of rural communities impacted by the pandemic.

USDA has nearly \$1 billion in loan guarantee authority that must be used as working capital to prevent, prepare for, or respond to the effects of the coronavirus pandemic. For the first time, **agricultural producers may access this program** if they are ineligible for financing from USDA's Farm Service Agency.

If you are a small business owner or agricultural producer needing assistance to manage the impact of this economic disruption, a USDA-backed loan guarantee may be an option to secure the working capital you need to stay in operation and move forward. Please contact the local ag or business lender of your choice and ask them about a USDA Rural Development Business and Industry CARES Act loan guarantee.

If you are a lender who serves rural communities, you can access these guarantees by working with your nearest USDA Rural Development state office. Loan guarantees can be used to bolster the working capital of an ag producer, help stabilize the local food supply chain, get a small business operating again with new social-distancing precautions in place, and many other scenarios. The B&I CARES Act Program not only provides expanded eligibility for agricultural producers, but also offers a 90 percent guarantee for loans. It sets the guarantee fee at two percent, modifies collateral requirements, and extends the maximum term for working capital loans to 10 years.

Please note: This program may only be used to support rural businesses and agricultural producers that were in operation on February 15, 2020.

If you are a current B&I Program borrower needing assistance due to COVID-19

Through September 30, 2020, if you have a Business & Industry (non-CARES Act) loan guaranteed by USDA, your lender may approve up to a six-month deferral without prior approval from USDA. The Agency will also allow you to access emergency financial resources provided by the Small Business Administration without prior approval.

Learn more about our Business & Industry CARES Act Program by [visiting our program page](#) or contacting your [Rural Development State Office](#).

For the latest information on USDA Rural Development's response to COVID-19, visit rd.usda.gov/coronavirus or via Twitter [@usdaRD](https://twitter.com/usdaRD).