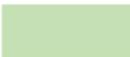




<b>2019 OHIO SBDC TRAININGS</b> <b>October 1, 2018—September 30, 2019</b> <b>(Trainings as of 6/25/2019)</b>				
Title of Training	Trainer	Strategic Goal	Mode of Delivery	Date(s)
IPP	Isaac Molnar AG	Enrich Services	Statewide	November 14
EPA	Dan Sowry	Enrich Services	Statewide	November 14
Secretary of State	Allison DeSantis	Enrich Services	Statewide	November 14
BWC	Tim McDermott	Enrich Services	Statewide	November 14
ESOP	Roy Messing KENT	Enrich Services	Statewide	November 15
Franchise Ownership	Ted Fireman FranNet	Enrich Services	Statewide	November 15
GrowthWheel	GrowthWheel Team	Enrich Services	In-Class	April 2-3
IBISWorld	Devin Heffernan	Enrich Services	Webinar	April 5
IBISWorld Overview (Encore)	Devin Heffernan	Enrich Services	Webinar	April 30
Business Valuations	Shields: Shields, Blice	Max.Econ.Impact	Statewide	November 14
Access to Capital: 7A Loans	Fred Crispin UMSB	Max.Econ.Impact	Statewide	November 15
Center IC Help Section	Center Dynamics	Max.Econ.Impact	Webinar	Ongoing
Center IC Overview recorded webinar for New Advisors	Center Dynamics	Max.Econ.Impact	Webinar	Pre-Orientation Ongoing
Center IC Overview for New Advisors – Event listing and Publishing	Center Dynamics	Max.Econ.Impact	Webinar	Pre-Orientation Ongoing
Impact Collection & Compliance	Jim Laipply	Max.Econ.Impact	Webinar	December
Ethics: Can I Do That?	Susan Willeke	Strengthen Team	Statewide	November 14
Listening to Understand	Barbara Allen	Strengthen Team	Statewide	November 14
Emotional Intelligence	Barbara Allen	Strengthen Team	Statewide	November 14
State Star Panel: Best Practices	SBDC State Stars	Strengthen Team	Statewide	November 15
<b>ORIENTATION</b>	Lead Ctr. Staff	Strengthen Team	In-Class	February 27
Center IC Overview	Jay Mulligan	Strengthen Team	Webinar	April 17
Business Model	Dan Griffith	Enhance Visibility	Statewide	November 14

### OHIO SBDC STRATEGIC GOALS

	Enrich the Quality of Services
	Maximize Economic Impact
	Strengthen Our Team
	Enhance Visibility