



2002 Chapter of the year

The SCORE REPORTER

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January 2005

ANNUAL AWARDS LUNCHEON

The December chapter meeting and Annual Awards Luncheon was held at Champps Restaurant in Centerville.

The following service awards and certificates were presented.

JohnHouston - 5 Year Service Award and pin.

Bill Gauntt -10 Year Service Award and pin.

Crystal Phillips – 10 year Service Award and pin.

Crystal Phillips – Emeritus Certificate

George Mahfouz – 15 Year Service Award and pin

George Mahfouz – Emeritus Certificate

Steven Heller announced at the end of the meeting that he would resign from SCORE after many years of service. We will miss his services.

Distinguished Service Awards, For exemplary dedication to service to the following:

Steven Heller – through client counseling and counselor education

Gordon Callihan – perfect attendance at chapter meetings and conducting 12 workshops in 2004

Bob Halstead – 20 days of counseling in 2004, and providing technical support to establish the chapter Internet web site.

John Spoor – 20 days of counseling in 2004

Arnold Sandness – 20 days of counseling in 2004 and raising \$10,300 in donations from the Dayton Business community. (This award was presented to Arnold last month)

Wally Nugent – perfect attendance at chapter meetings, and 21 days of counseling in 2004

Ron Footer – 26 days of counseling in 2005

Next meeting

January 19th 10:00 – Conference room – Federal building. See you there. The guest speaker is **Ms. Heather Gambrell** of **Huntington Bank** who will speak about banking services for small businesses



Loans and Assistance for Returning Veterans

Members of the US Armed Forces, National Guard or Reserves that either own a small business or are employed by one may be eligible for help from the SBA

For additional information on this program and other programs offered to veterans and reservists by the SBA, visit sba.gov/reservists

EDMIS

SCORE anticipates an online data collection system will be available for testing by all chapters in late spring.

SCORE Clients will be given the ability to enter their information directly through the Internet, thus lessening the workload on chapters and increasing the accuracy of the data supplied to

EDMIS (Entrepreneurial Development Management Information System) This system will be free to all chapters. While it was not stated in the information release this will probably allow us to enter 641A'S on line. EDMIS is required as part of being a SBA resource partners.

Technology notes

Brief 10.03 has been updated to include license and permit information for Montgomery, Greene, Clark and Miami Counties. The City of Dayton is also included. Additional briefs will be

updated in the next month. We will keep you informed.

Member list. There is a new form of our list of members on our website. We changed to format to make it easier to read.

Thoughts on 2005

January is traditionally a time of year when we indulge in some light hearted self-assessment, and based upon these observations of ourselves; resolve to improve our situation or performance in some way. As SCORE counselors we should resolve to always keep our focus on our clients' needs. Also, professionalism and the quality of

service we provide is the responsibility of each member, and we should be constantly examining every aspect of our operations and ask ourselves:

"Does this provide a benefit to our clients?"

"Can it be improved upon?"

"Does it meet my standards as a professional?"

Best wishes for 2005. John Houston

There is much room for improvement and I hope that by taking action this year, next year's resolutions will be easier to bear.

New Office Hours

New office hours are implemented with immediate effect. The office will now be open from 10:00AM to 3:00 PM. We hope that the new hours will help ease office attendance

during the winter months, and hopefully encourage more members to schedule days of counseling. The office hours will be reviewed again in the summer.



Scheduled Counseling

Due to some recent misunderstandings we are implementing a program of notifying counselors of the days on which they have signed up for counseling duties. Brenda will mail a post card to each counselor informing them of the day(s) that they have signed up for counseling. If for

some reason a counselor cannot keep their appointment as scheduled, it is incumbent upon that counselor to contact a replacement counselor to stand in for that day. In cases of emergency, Brenda will help in contacting a replacement counselor.

Notification of Absence

It would be appreciated if members would notify Brenda when they are traveling out of town, or will be unavailable for several days. This will eliminate the frustration of trying to contact

members when in fact they are not at home. Thank you for your cooperation. A telephone call or e-mail will suffice.

Startup Tips

According to Dave Gasper, a local entrepreneur and winner of the Ernst and Young "1988 Entrepreneur of the Year" award, many small businesses fail because they do not pay close attention to cash flow, sales, marketing and business controls while they are in the startup mode. Mr. Gasper adds:

5 Most Common Reasons Startups Fail.

- Poor management of capital
- Lack of customers
- Lack of proper market planning
- Poor delivery of initial product
- Overextending their resources beyond their capital capabilities

Jerry Haass

Mr. Jerry Haass, previous Dayton SCORE chairperson, passed away on Saturday, January 8, 2005. Mr. Haass was featured in the Middletown newspaper last summer as a survivor of D-Day.

Technology Committee Meeting

The Committee met on January 10th to review the content of our website. We will make several small changes. None will be major.

Education Committee

Reminder The next all day seminar will be held on February 26th at Sinclair College. Please mention the seminar to your counseling clients.

Activity Report for December 2004					
Counselor	New 641	Follow-on	Close out	New Email	Follow-on Email
Clark Beck				4	4
Gordon Callihan	1			1	2
Alan Cornish	2				
Roger Doty	4		2		
Ron Footer	5		1		
William Gaunt	2				
Sam Hagens			1		
Bob Halstead	4			4	6
Wally Nugent	6			2	2
Arnold Sandness				3	
Hy Schooley	4				
Lee Senne	1				
Emerson Shank	4				
John Spoor	1				

Officers and Committees for 2004-2005

Executive Committee		Operating Committees	
Chair	John Houston	Education & Training	Wally Nugent
1st Vice Chair	Wally Nugent	Finance & Administration	Hy Schooley
2nd Vice Chair	Hy Schooley	Human Resources	Walter Klank
Secretary	Alan Cornish	Marketing	Bob Leibold
Treasurer	Don Hoke	Technology Committee	Bob Halstead
District Director	Arnold Sandness	Women's Advisory Committee	Cher Bell

SOME OF THIS RIVER LORE SEEMS QUESTIONABLE...

Two tugboat captains, who were close friends, would always cry "Aye!" and blow their whistles when they passed each other. A new crewman was puzzled by this and asked his boat's mate, "What did they do that for?" The mate replied, You mean you've never heard of, "an aye for an aye and a toot for a toot?"