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Area Small Businesses Study Taxes, Insurance, Planning

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DAYTON, Ohio, January 21, 1976 -- Taxes, insurance and planning head the list of topics for the second annual Small Business Seminar to be held at the University of Dayton Saturday, January 29. Six workshops will give participants the opportunity to choose areas most relevant to their particular small business.

"We recognize that small businessmen often cannot afford full-time consultants and expensive training institutes," said Harish Tewari, an assistant professor in UD's department of business management and program director of the small business seminar. "Nevertheless, they need these services. The seminars give us the opportunity to offer them."

The program which runs from 8 a.m. to 4 p.m. will begin in Kennedy Union Ballroom with an address by John E. Cookson of the consultant faculty, NCR Education Center, who will offer his insights into the change process.

The workshops follow with a break for lunch when Anthony Stasio of the Small Business Administration in Washington, D.C. will describe government's role in promoting small business.

Three of the workshops are new in this year's format. A survey of last year's participants indicated that workshops in taxes, insurance and planning were valuable topics. Don Trentman, a partner, and Mike Hendricks, a manager for Ernst and Ernst will be the speakers for the tax workshop. Robert Sanford, an associate professor in UD's accounting department, will be panel chairman. Donald C. Neacy of Oliver Paul, Jr. and Associates will be the speaker for the insurance workshop. Luis Aranda, director of the Small Business Institute at Arizona State University will be panel chairman. Russell T. Flora, Jr., president of Process Equipment Co., Tipp City, will speak at the planning workshop. Cecil G. Boatright, Cincinnati, branch manager, Small Business Administration will be chairman.

Those topics, along with ones of financial statements and accounting records, identifying sources of capital and identification of potential customers will complete the workshop format. Jim Blain, partner, and Tom Kiss, tax manager, for Arthur Anderson and Co. will speak at the financial workshop. Willard C. Clark, chairman of UD's accounting department, will be panel chairman. John R. Peterson, assistant vice president, commercial loan department, First National Bank and Glenn Mosier, president of Leeds Financial Corp. will be speakers at the workshop on capital. Identification
of customers will be the topic covered by Bert Heckel, professor of marketing and management, Sinclair Community College.

The registration fee of $20 covers lunch, refreshments and all seminar material. Free parking will be provided in Lot B. Advance registration may be made by writing Harish Tewari, School of Business Administration at UD, 45469 and enclosing the registration fee of by calling 229-3437.

The seminar is co-sponsored by Sinclair Community College, the Small Business Administration, SCORE, Dayton Area Chamber of Commerce and the Dayton Alliance for Minority Enterprise.