

Fresno Agenda

Time	Topic	Speakers
8:15 – 9:00	Registration and Networking	
9:00 – 9:20	<p>Opening Remarks</p> <p>Welcome</p>	<p>Marty Keller, Governor’s Office of Economic Development</p> <p>Diane Howerton, UC Merced SBDC Regional Network</p> <p>Hon. Ashley Swearingin, City of Fresno</p>
9:20 – 10:20	Panel 1 – Selling to the Government	<p><u>Panelists</u></p> <p>Chuck Ashman, Business Matchmaking (Moderator)</p> <p>Lori Falkenstrom, General Services Administration</p> <p>Eric Mandell, Department of General Services</p> <p>Kevin Childers, Department of Motor Vehicles</p> <p>Jason MacDonald, City of Fresno</p>
10:20 – 10:30	Break	
10:30 – 11:30	Panel 2– Selling to Big Business	<p><u>Panelists</u></p> <p>Mike Dozier, Community and Economic Development, California State University, Fresno (Moderator)</p> <p>Al Tyler, Staples</p> <p>Col. Don Gonneville, Gonneville & Associates</p>
11:30 – 11:50	Where do we go from here? Charting a New Course	Kristin Johnson, Small Business Development Center
11:50 – 12:00	Lunch Program Intro	Marty Keller, Governor’s Office of Economic Development

<p>12:00 – 1:00</p>	<p>Prepare for the Worst, Plan for the Best: Disaster Preparedness and Recovery for Small Businesses</p>	<p>Donna Childs, Childs Capital LLC</p>
<p>1:00 – 2:30</p>	<p>Break out sessions -SBDC Small Business Analysis and Counseling -Resource booths open -Roundtable discussions – Meet the Experts (3) 30 minutes sessions (rotations)</p>	<p>Group A – Counseling: SBDC, SBA Group B – Local Resources:</p>
<p>2:30- 4:00</p>	<p>Break out sessions -SBDC Small Business Analysis and Counseling -Resource booths open -Roundtable discussions – Meet the Experts (3) 30 minutes sessions (rotations)</p>	<p>Group B – Sign up for counseling, visit resource area, networking Group A – Meet the Experts (3 -30 minute sessions)</p>