

Sacramento Agenda

Time	Topic	Speakers
8:15 – 9:00	Registration and Networking	
9:00 – 9:20	Opening Remarks	<ul style="list-style-type: none"> • Marty Keller, Deputy Director, Governor’s Office of Economic Development
9:20 – 10:20	Panel 1 – Selling to the Government <u>Moderator:</u> Eric Mandell , Purchasing Manager, Procurement Division, CA Department of General Services	<ul style="list-style-type: none"> • Kevin Aria, Small Business Liaison, California Department of Consumer Affairs • Robert Beamer, DVBE Outreach Coordinator, Veterans Services Div. • Lori Falkenstrom, Senior Business Specialist, General Services Administration • Michelle Stratton, Deputy for Small Business, US Army Corps of Engineers • Wayne Whitley, Procurement Services, Sacramento Housing Redevelopment Agency
10:20 – 10:30	Break	
10:30 – 11:30	Panel 2– Selling to Big Business <u>Moderator:</u> Brian Tippens , Supplier Diversity Manager, Hewlett Packard	<u>Panelists:</u> <ul style="list-style-type: none"> • Ron Mitchell, DBIA, General Superintendent, Hensel Phelps Construction Co. • Carol Rice, Small Business Liaison, Aerojet <p>More speakers yet to be added!</p>
11:30 – 11:50	Where do we go from here? Charting a New Course	<ul style="list-style-type: none"> • Kristin Johnson, State Chair, California Small Business Development Centers
11:50 - 12:00	Lunch Program Intro Small Business Administration Update	<ul style="list-style-type: none"> • Marty Keller, Deputy Director, Governor’s Office of Economic Development • Jim Bryant, Acting District Director, Small Business Administration, Sacramento

12:15– 12:30	The California Small Business Loan Guarantee Program / Capital Access Program	• Merrill Stevens , <i>Manager, Small Business Loan Guarantee Program, California Business, Transportation and Housing Agency</i>
12:30 – 1:00	American Express Open Teaming USA	• Don Gonneville , <i>Owner, Gonneville, Inc</i>
1:00 – 2:30	Break out sessions -SBDC Small Business Analysis and Counseling -Resource booths open -Roundtable discussions – Meet the Experts (3) 30 minutes sessions (rotations)	Group A – Sign up for counseling, visit resource area, networking Group B – Meet the Experts (3 -30 minute sessions)
2:30- 4:00	Break out sessions -SBDC Small Business Analysis and Counseling -Resource booths open -Roundtable discussions – Meet the Experts (3) 30 minutes sessions (rotations)	Group B – Sign up for counseling, visit resource area, networking Group A – Meet the Experts (3 -30 minute sessions)