

CSU Monterey Bay  
 Sixth Street – University Center  
 Seaside, CA 93955  
 Thursday, August 5, 2010

# PROGRAM



# The Governor's 2010 Small Business Conference Comes To You



presented by:  in partnership with:



Time	Topic	Speakers
9:00am	Welcome & "Why We're Here"	<b>Marty Keller</b> , Deputy Director, Governor's Office of Economic Development  <b>Dianne Harrison</b> , President, California State University Monterey Bay
9:15 am – 10:30 am	<b>Panel 1 – Introduction to Selling to Government Agencies</b>  <u>Moderator:</u> <b>Eric Mandell</b> , Purchasing Manager, Procurement Division, CA Department of General Services	<u>Panelists:</u> <ul style="list-style-type: none"> <li>• <b>Robert Beamer</b>, DVBE Outreach Coordinator, Veterans Services Div.</li> <li>• <b>Bill Cone</b>, U.S. General Services Administration</li> <li>• <b>Ann Danko</b>, Business Management, District 5, CalTrans</li> <li>• <b>Michael R. Derr</b>, Contracts/Purchasing Officer, County of Monterey</li> <li>• <b>Joe Ochab</b>, U.S. Environmental Protection Agency, Region 9</li> <li>• <b>Pamela Mondrey</b>, Procurement Analyst, U.S. Department of Veterans Affairs</li> </ul>
10:30 am – 11:30 am	<b>Panel 2 – Introduction to Selling the Private Sector</b>  <u>Moderator:</u> <b>Chuck Ashman</b> , Executive Producer, Business Matchmaking	<u>Panelists:</u> <ul style="list-style-type: none"> <li>• <b>Ken Hilderbrand</b>, Supplier Diversity Manager, Lockheed Martin</li> <li>• <b>Bruce Hungate</b>, Director of Procurement, Chiquita</li> <li>• <b>Ron Mitchell</b>, Hensel Phelps Construction</li> </ul>
11:30 am – 12:15 pm	<b>Panel 3 – "Been There, Done That." Keys to Small Business Success</b>  <u>Moderator:</u> <b>Teresa Thomae</b> , Director, Central Coast SBDC at Cabrillo College	<u>Panelists:</u> <ul style="list-style-type: none"> <li>• <b>John Dunbar</b>, CEO, Golden State Framers</li> <li>• <b>Don Gonneville</b>, Gonneville &amp; Associates</li> <li>• <b>Michelle Myhre</b>, Operations and Quality Administrator, R.M. Machining</li> </ul>
12:15 pm – 1:30pm	<b>Luncheon Address – "Where Do We Go From Here?"</b>  <b>SBA "Subcontractor Of The Year" Award</b>	<ul style="list-style-type: none"> <li>• <b>Kristin Johnson</b>, State Chair, California Small Business Development Centers</li> <li>• <b>Joel Ayala</b>, Director, Governor's Office of Economic Development</li> <li>• <b>Jim Gambardella</b>, Lender Relations Specialist, Fresno District, Small Business Association</li> <li>• <b>Hans Uslar</b>, Assistant Director, Plans &amp; Public Works, City of Monterey</li> </ul>
1:30 pm – 3:30 pm	<b>BREAKOUT SESSIONS</b> <b>** Please refer to the schedule you received upon check-in.**</b>  <b>Disaster Prevention and Preparedness</b>  <b>SBDC Counseling (Plenary Room)</b>	<b>Procurement in the Round: Four 30 minute sessions</b> <i>See attached schedule for table designations</i>  <ul style="list-style-type: none"> <li>• <b>Larry Hajduk</b>, Sales and Marketing Manager, Hewlett Packard</li> <li>• <b>Sydney Reed</b>, Planner, Monterey County</li> </ul>
3:30 pm – 4:00 pm	<b>Closing Remarks and Giveaway</b>  "Next Steps" with the SBDC	

*Schedule for meetings to be picked up upon registration check in.*