

Small Business Development Day

Workshop Schedule

7:30 - 8:00	Registration & Check-in				
8:00 - 8:30	Welcome				
Workshop Start Times	How To Do Business With The Government	New Business Enterprise / How To Start A Business	Management/Marketing	Business Finance/ Incentives	Specialty Trades
8:30 - 9:15	How To Do Business With Caltrans Caltrans	What You Need to Know About Federal Tax and Your New Business - IRS	Merchandising Your Retail Business to Generate Sales Small Business Administration	What Banks Are Looking For: Profit versus Cash Flow Bank of the Sierra	Shipping Options For Small Businesses USPS
9:30 - 10:15	How To Do Business With The City Using The DBE Program City of Fresno	Business Plan Development SBDC Small Business Administration	Recordkeeping for Small Business Self-Employed Individuals IRS	Free Dollars To Train Your Workers Employment Training Panel (Barry Worthington)	What I Should Know About Exporting US Depart of Commerce
10:30 - 11:15	How To Do Business With The State CA Department of General Services	Succession Planning: Making Sure Your Family Business Survives George Vozikis, PhD, Fresno State	Extreme Marketing: How to Attract New Business & Generate Sales Melanie Warner-Kennedy	Micro Financing Opportunities through Fresno CDFI Blong Lee, Fresno CDFI	Green Business Practice & Sustainability SBDC
11:30 - 12:15	What You Should Know About Doing Business With Federal Government & SBA Small Business Administration	Complying with Business Income Tax and Sales / Use Tax Franchise Tax Board State Board of Equalization	Surviving The Economic Downturn: Why Most Small Businesses Fail (And How To Avoid Being One of Them) Pamela Hutton	How To Make Use Of The Enterprise/Empowerment/ MRZ Tax Credits City of Fresno (Angela Vasquez) Economic Dev. Corp.	Do's & Don'ts About Opening and Managing A Restaurant Strategic Restaurants
12:15 - 1:15	Lunch / Vendor Booth Visitation				
1:15 - 2:00	Bonding: Do I Need It? Linda Madden, CalTrans	What You Need To Know About Starting A Senior Day Care Nancy Altschuler	Beyond Satisfaction! Nancy Avera	Managing the Financial Aspect of Your Business George Smith, CEcD	Shipping Options For Small Businesses USPS
2:15 - 3:00	How To Do Business With The City Using The DBE Program City of Fresno	Buying and Managing a Franchise Business Strategic Restaurants	Keep Your Business Out of Court Paul J. Bauer	What Banks Are Looking For: Profit versus Cash Flow Bank of the Sierra	What Do I Need To Start A Business in the Filming Industry John Kelly Greg Amaro (Cine-Look)
3:15 - 4:00	How To Do Business With The State CA Department of General Services	Business Plan Development SBDC Small Business Administration	Web-based Marketing James Collier	Micro Financing Opportunities through Fresno CDFI Fresno CDFI	What I Should Know About Exporting US Depart of Commerce
4:15 - 5:00	What You Should Know About Doing Business With Federal Government & SBA Small Business Administration	Complying with Business Income Tax and Sales / Use Tax Franchise Tax Board State Board of Equalization	Surviving The Economic Downturn: Why Most Small Businesses Fail (And How To Avoid Being One of Them) Pamela Hutton	How To Make Use Of The Enterprise/Empowerment/ MRZ Tax Credits City of Fresno (Angela Vasquez) Economic Dev. Corp. (Emerson Estrada)	Green Business Practice & Sustainability SBDC

*subject to change