

Every year I host conferences and workshops for residents, businesses, and communities in the Ninth Congressional District. Past conference topics have included boosting educational attainment in our region, increasing opportunities for Southwest Virginia's farming families, enhancing telecommunications in our communities, and a variety of other subjects of considerable common interest. There is no charge for attendance at these conferences. For further information or to register to attend a conference, please call my Abingdon office at 276-628-1145.

Ninth District Small Business Conference: Building Our Local Economy in a Global Market

Monday, July 19, 2010

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[Conference Agenda](#)

[Welcome and Opening Remarks](#)

Launching New or Growing Existing Small Businesses

- **[Getting Started: How to Build a Small Business](#)** by Sandy Ratliff, Business Services Manager, Virginia Department of Business Assistance

- [Planning for Success: How to Develop a Business Plan](#) by David Shanks, Director, Small Business Development Center
- [Training for Success: How to Build a Business to Survive Long-Term](#) by Becky Nave, Senior Business Trainer, Community and Economic Development Programs, People Incorporated

Financial Assistance for Small Businesses

- **Federal Government Financing Options and Assistance from the Recovery Act**

□□□□□□□□□□□□□□ [L. Scott Ford, Lender Relations Specialist, U.S. Small Business Administration](#)

[Craig Barbrow, Rural Business Specialist, U.S. Department of Agriculture](#)

- [State Government Financing Options](#) by Mary Jo Sisson-Vaughan, Project Finance Manager, Virginia Small Business Financing Authority
- [Private Investing Options](#) by Dawn DeHart, Senior Vice President, Virginia Community Capital
- [Reducing Federal Tax Liability and Available Tax Credits for Small Business](#) by Loren Johnson, Senior Tax Consultant, Internal Revenue Service

Expanding Markets for Southwest Virginia Businesses

- [Preparing Southwest Virginia Businesses for the Global Market](#) by George Hiller,

Manager, International Business Development, Southwest Virginia Higher Education Center

- [Marketing Virginia's Products Worldwide](#) by Diane Thomas, International Trade Manager, Virginia Economic Development Partnership

- [Exporting ABC's](#) by Judy Kornfeld, Senior International Trade Specialist, U.S. Department of Commerce

Doing Business with Federal and State Governments

- [How to Successfully Compete for Federal Contracts](#) by Glenda Carver, Director, Procurement Technical Assistance Center

- [How to Successfully Compete for State Contracts](#) by Richard Sliwoski, Director, Virginia Department of General Services