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Congress of the United States

House of Representatives

A Ninth District Conference for Small Business

Building Our Local Economy in a Global World

AGENDA

9:30 A.M. **Welcome and Opening Remarks**
Congressman Rick Boucher

9:45 A.M. **Launching New or Growing Existing Small Businesses**

Getting Started: How to Build a Small Business

Sandy Rafliff, Business Services Manager, Virginia Department of Business Assistance

Planning for Success: How to Develop a Business Plan

David Shanks, Director, Small Business Development Center

Training for Success: How to Build a Business to Survive Long-Term

Becky Nave, Senior Business Trainer, Community and Economic Development Programs, People Incorporated

10:45 A.M. **Financial Assistance for Small Businesses**

Federal Government Financing Options and Assistance from the American Recovery and Reinvestment Act

L. Ford Scott, Lender Relations Specialist, U. S. Small Business Administration

Craig Barbrow, Rural Business Specialist, U. S. Department of Agriculture

State Government Financing Options

Mary Jo Sisson-Vaughan, Project Finance Manager, Virginia Small Business Financing Authority

Private Investment Options

Dawn DeHart, Senior Vice President, Virginia Community Capital

Reducing Federal Tax Liability and Available Tax Credits for Small Business

Loren Johnson, Senior Tax Consultant, Internal Revenue Service

12:00 P.M. **Expanding Markets for Southwest Virginia Businesses**

Preparing Southwest Virginia Businesses for the Global Market

George Hiller, Manager, International Business Development, Southwest Virginia Higher Education Center

Marketing Virginia's Products Worldwide

Diane Thomas, International Trade Manager, Virginia Economic Development Partnership

Exporting ABC's

Judy Kornfeld, Senior International Trade Specialist, U. S. Department of Commerce

12:30 P.M. **Doing Business With Federal and State Governments**

How to Successfully Compete for Federal Contracts

Glenda Calver, Director, Procurement Technical Assistance Center

How to Successfully Compete for State Contracts

Richard Sliwoski, Director, Virginia Department of General Services

1:00 P.M. **Adjourn**