



2016 Calendar of Events

May 2 – 7, 2016

Small Business Week of Eastern Missouri, Inc.

Start. Thrive. Grow.



LEFT TO RIGHT: Front Row: Venkat Pulumati, NVision IT, LLC; Andres Benavides & Claudia Barona, LIFEPAK, LLC; Dennis Melton, District Director, SBA; Small Business Week Chair Darcella Craven, Veterans Business Resource Center Director; Christina Bennett (Not Shown Nathan Bennett), Hendl's Restaurant; Joshua Frank, RSM Federal Back Row: Barry & Denny Foster, Main & Mill Brewing Co.; David Bailey, Baileys' Restaurants; E. Michael Pruett (Not Shown Russell D. Odegard), Dynalabs, LLC; Jesse Stricker, Intek Corporation; Chris Robinson, R3 Coaching; Jeffery W. Kelley, Chameleon Integrated Services; Michael Sloan, Hermann Wurst Haus



LEFT TO RIGHT: Tommy L. Davis Jr., TD4 Electrical, LLC; Julia Escandon, Susan Bursak & Irina Bursak, AW Health Care

Thank You to our Donors!

GOLD LEVEL:

Midwest Regional Bank
Mike Martin Media
Response Targeted Marketing
St. Louis Small Business Monthly
St. Louis Business Journal
Women's Journals

SILVER LEVEL:

U.S. Bank

BRONZE LEVEL:

Bank of Washington
BMO Harris
Commerce Bank
Electro Image, LLC
Midland States Bank
Purk & Associates, PC
St. Louis Development Corporation

BUSINESS SUPPORTERS:

Ameren
EDC Small Business Finance
Justine PETERSEN
Regions Bank
SCORE
St. Louis Economic Development Partnership
St. Louis Regional Chamber
The Bank of Missouri
The Business Networking Calendar
UMB Bank
Weiss Attorneys at Law, P.C.

2016 Small Business Week Winners

Small Business Person of the Year

David Bailey – Owner, Baileys' Restaurant

Entrepreneurial Success of the Year

Russell Odegard & E. Michael Pruett, Co-Founders/Managing Partners, Dynalabs, LLC

8 (a) Graduate Small Business Owner of the Year

Jeff Kelly – CEO/Co-Owner, Chameleon Integrated Service

Women-Owned Small Business of the Year

Julia Escondon, Irna Bursak, Susan Bursak – Co-Owners, AW Healthcare

Minority-Owned Small Business of the Year

Tommy Davis, Jr. – President, TD4 Electrical

Veteran-Owned Small Business of the Year

Joshua Frank – Owner, RSM Federal

Family-Owned Small Business of the Year

Nathan & Christina Bennet – Owners, Hendel's Restaurant

Small Business Exporter of the Year

Jessie Stricker – President, Intek Corporation

Rural-Owned Small Business of the Year

Michael Sloan - President/Owner, Hermann Wurst Haus

Home-Based Small Business of the Year

Chris Robinson – Founder, R3 Coaching

Technology Small Business of the Year

Venkat Pulumati – Founder, NVision IT, LLC

Immigrant-Owned Small Business of the Year

Andres Benavides & Claudia Barona - Co-Founders/Co-Owners, Lifepack, LLC

Start-Up Small Business of the Year

Denny Foster, Co-Owner - Barry Foster, Co-Owner & Brewmaster, Main & Mill Brewing

Related Events Around Small Business Week

Pre-Events:

Saint Louis Community College at Florissant Valley Presents Business Plan Competition and Seminar

Students of Saint Louis Community College Compete Locally for Top Business Start Up

Date: Thursday, April 28, 2016

Sponsor: Saint Louis Community College-Florissant Valley About Club

Location: Florissant Valley, Business Department, 3400 Pershall Road, St. Louis, MO 63135

Time: 1:00pm- 4:00pm

RSVP Required: No

How to Fund Your Vision

In this workshop you will learn how to fund your business, incorporate your business, when legal representation is needed, and how the use of technology works for your business. Refreshments provided and certificates provided for workshop attendance.

Date: Friday, April 29, 2016

Sponsor: Saint Louis Community College-Florissant Valley and North County Incorporated

Location: Florissant Valley Campus – Emerson Lobby

Time: 9:00pm- 2:00pm

RSVP Required: Call (314) 513-4559 or email: lwesthoff@stlcc.edu or (314) 513-4568 or email ekraja@stlcc.edu

Post-Event:

AAIM 4th Annual Leadership Conference 2016

3 Keynote Speakers - 10 Breakout Session - 3 Tracks

Date: Tuesday, May 17, 2016

Sponsor: AAIM Employers Association

Location: Sheraton Westport Chalet Hotel, Saint Louis, MO

Time: 7am- 4pm
RSVP: <http://www.aaimea.org/AAIM-Leadership-conference/Registration.aspx> or (314) 968-5360

Cost: \$0

Business Expo Exhibition Space

Expo Space is available to all SBA Small Business winners; and available to sponsors on a first-come, first-served basis.

For Expo space availability and registration, contact: Dave Smith, UMB Bank, 636-485-4683, David.smith@umb.com.

Small Business

Please make reservations for these events by following the RSVP instructions shown

MONDAY, MAY 2, 2016

SESSION 1: Small Business Lenders Award Luncheon

Sponsor: SBA and Small Business Week of Eastern MO

Location: Hilton Frontenac Hotel, 1335 S. Lindbergh Blvd. St. Louis, MO 63131

Time: 11:00am-1:30pm

Cost: \$50

RSVP: sbwem.org

SESSION 2: The New Frontier of Online Small Business Lending

Join Justine Petersen and the Small Business Minority Panel for a discussion of exploring and understanding the various online platforms now available for small business lending. City of Saint Louis Treasurer Tishaura Jones will also share the pros and cons of "internet lending"

Sponsor: Justine Petersen and the Small Business Majority

Location: Justine Petersen, 1023 N Grand Blvd., St. Louis, MO 63106

Time: 3:00pm-4:30pm

Cost: \$0
RSVP: ggondolfi@justinepetersen.org (314) 533-2411, x132

TUESDAY, MAY 3

SESSION 3: Small Business Matchmaking Event

Sponsor: SBA

Location: St. Louis County Library Grant's View Branch Meeting Room 1 9700 Musick Rd. St. Louis, MO 63123

Time: 9:30 am-12pm

Cost: \$0

RSVP: Not Required

SESSION 4: Business Succession Planning:

Sponsor: Stratus Financial Group
Guardian Life Insurance
Park Avenue Securities

Location: Stratus Financial Group 1716 Hidden Creek Ct. Suite 250

Time: Town and Country, MO 63131 9:00 to 11:00 AM

RSVP: James_Tatum@glic.com 314-283-5564

Cost: \$0 - Free Parking

Every business regardless of revenue, assets, number of owners or their ages should have a business succession plan. Join us for a continental breakfast to learn why this is important for you now, and what strategy might be best for your individual business. Accountants attending will receive 2 Hours of CPE Credits

SESSION 5: So You Think You Want to be an Entrepreneur

Sponsor: Small Business Development Center – University of MO St. Louis Ext

Location: St. Louis County Library 1640 S. Lindbergh Blvd St. Louis, MO 63131

Time: 9am- 12pm

RSVP Required: No

SESSION 6: SBA Loans: Financing Your Small Business

Sponsor: SBA

Location: St. Louis County Library HQ Auditorium 1640 S. Lindbergh St. Louis, MO 63131

Time: 2:00 pm-4:00 pm

Cost: \$0

RSVP: Not Required

SESSION 7: How to Finance a Small Business

Sponsor: Hispanic Chamber of Commerce

Partners: International Institute and US Bank

Location: Hispanic Chamber of Commerce 3611 S. Grand, Suite 105 St. Louis, MO 63118

Time: 3:00pm-5:00pm

RSVP: hccstl.com, (314) 664-4432

For further information contact: Vanessa Garcia, Asst Director vgarcia@hccstl.com

Week 2016 EVENTS

after each individually listed session. Reservations by Friday, April 29, 2016. For information or registration go to www.sbwem.org.

WEDNESDAY, MAY 4

SESSION 8: Local Resources and Profitable Strategies for Exporting

Sponsor: World Trade Center – St. Louis
Location: World Trade Center St. Louis, 7733 Forsyth Blvd, Suite 2200, St. Louis, MO 63105
Time: 8:30am- 10am
RSVP: worldtradecenter-stl.com
Cost: \$20

SESSION 9: Small Business 8(a) Program Overview

Sponsor: SBA District Office/ Gary Alexander
Location: RAY Federal Building SBA Suite 10.103, St. Louis, MO 63101
Time: 10:00am – 11:30am
RSVP Required: No
Cost: \$0

SESSION 10: Boots to Business Reboot

Sponsor: SBA District Office/Angie Wells
Location: HIVE 44
1710-1730 Fenpark Drive, Fenton, MO 63026
Time: 8:00am – 3:00pm
RSVP Required: Yes <http://boots2business.org/Reboot-Choose2DayCourse>
Cost: \$0 (Lunch Provided)

SESSION 11: Small Business Week Reception

Sponsor: NAWBO
Location: Nadoz Cafe
12 The Boulevard
Richmond Heights, MO 63117
Time: 4:30pm – 7pm
RSVP: Yes – www.nawbostl.org
Cost: \$40

SESSION 12: Legal and Ethical Issues for Start-ups

Sponsor: SCORE
Location: Webster University, Walker School of Business, East Academic Hall, 545 Garden Avenue, Webster Groves, MO 63119 Room 138
Time: 6:00pm-9:00pm
RSVP Required: Yes
Cost: Pre Registration Fee \$35-\$45 at the Door - www.score.org

SESSION 13: Take your Business to the Next Level for Women Business Owners

Sponsor: Microsoft
Location: Microsoft Store at Saint Louis Galleria
Time: 8:30am-10:30am
RSVP required: www.microsoftstore.com/stlouis
Contact (if desired): trina.claggett@microsoft.com

THURSDAY, MAY 5, 2016

SESSION 14: Coffee and Credit!

Join Reliance Bank for open discussion on small business lending.
Sponsor: Reliance Bank
Location: The Grove Branch, 4301 Manchester Avenue, St. Louis, MO 63110
Time: 8:30am-10am
RSVP Required: Yes – Cevans@reliancebankstl.com or (314) 227-6410
Cost: \$0

SESSION 15: SBA Awards Luncheon Annual SBA Exhibit Gala Networking

Sponsor: SBA and Small Business Week of Eastern MO
Location: Hilton Frontenac Hotel
1335 S. Lindbergh Blvd.
St. Louis, MO 63131
Time: 11am-1:00pm Awards Ceremony
RSVP: Yes – www.sbwem.org
Cost: \$50

Exhibit Expo

Time: 10am-4pm
Limited number of exhibit tables are available. For more information, (314) 569-0076, info@sbmon.com

SESSION 16: How to Use LinkedIn to Grow Your Business

Sponsor: RESPONSE! Target Marketing-Speaker Barry Coziah
Location: Response Target Marketing
1800 Lafayette Avenue,
St. Louis, MO 63104
Time: 5pm-6pm
RSVP Required: No

SESSION 17: Take your Business to the Next Level for Veteran Business Owners

Sponsor: Microsoft
Location: Microsoft Store at Saint Louis Galleria
Time: 6pm-8pm
RSVP required: www.microsoftstore.com/stlouis
Contact (if desired): trina.claggett@microsoft.com

FRIDAY, MAY 6, 2016

SESSION 18: Coffee and Credit!

Join Reliance Bank for open discussion on small business lending.
Sponsor: Reliance Bank
Location: 10301 Clayton Road, Frontenac, MO 63131
Time: 8:30am- 10am
RSVP Required: Yes – Cevans@reliancebankstl.com or (314) 227-6410
Cost: \$0

SESSION 19: Take your Business to the Next Level for Minority Business Owners

Sponsor: Microsoft
Location: Microsoft Store at Saint Louis Galleria
Time: 8:30am-10:30am
RSVP required: www.microsoftstore.com/stlouis
Contact (if desired): trina.claggett@microsoft.com

SATURDAY, MAY 7, 2016

SESSION 20: How to Start and Manage Your Own Business

Sponsor: SCORE
Location: Webster University, Walker School of Business, East Academic Hall, 545 Garden Ave. Webster Groves, MO 63119 Room 202
Time: 8:15am-3pm
RSVP: Pre-Registration Fee \$60 / \$70 at the Door - www.score.org

SESSION 21: 7 Worst Website Mistakes, Avoiding Them and Creating a Powerful Presence Online

Sponsor: RESPONSE! Target Marketing-Speaker Barry Coziah
Location: Response Target Marketing-1800 Lafayette Avenue, St. Louis, MO 63104
Time: 10am- 11am
RSVP Required: No

S&W
sbwem.org

RESERVATIONS BY FRIDAY, APRIL 29, 2016

Online Reservations available at www.sbwem.org

Please see specific RSVP instructions listed after each Session.

NAME	COMPANY	
ADDRESS		
CITY	STATE	ZIP
PHONE	FAX	
NAME(S) YOU WANT TO APPEAR ON BADGE		

Session	Date	Description	Cost	#People	Total
Session 1	Mon., May 2	Small Business Lenders Awards Luncheon	\$50	_____	_____
Session 11	Wed., May 4	NAWBO Happy Hour to Honor Winners	\$40	_____	_____
Session 15	Thurs., May 6	SBA Awards Luncheon	\$50	_____	_____
Session 15	Thurs., May 6	Annual Exhibit Gala Networking	\$0	_____	_____

If session is not listed above, please see RSVP information shown after each session on the inside of this brochure.

For multiple registrants, please attach a separate sheet. List each name individually, grouped by event. No refunds for cancellations less than three business days prior to event. PROGRAMS SUBJECT TO CHANGE.



For Credit Card Payments

Online reservations at www.sbwem.org

For Check Payments

Send your check with a completed copy of this form by Friday, April 29, 2016 to: Lisa Tiffany, Treasurer, Small Business Week EM, Midland States Bank, 2341 Hwy. K, O'Fallon, MO 63368.

Make check payable to:
Small Business Week of Eastern Missouri, Inc.

Additional registration forms may be found at www.sbwem.org and/or www.sba.gov/mo/stlouis.

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For information or registration go to: www.sbwem.org