



How do I take my successful business to the next level? Can I do business with the government? Am I ready to develop a company benefits plan?

These and many other questions will be answered at this unique, high-energy business event designed specifically for the woman business owner.

Each attendee will be given the opportunity to have 10-minute private introductions with an opportunity to schedule follow-up appointments to discuss SPECIFIC BUSINESS NEEDS with up to 40 specialists from a wide variety of sources including lending institutions, government procurement, benefit coordinators, unique funding sources and more!

Be Sure to Save the Date!

Agenda – Morning Session

8:00 am – Registration & Appointment Scheduling
8:30 am – Welcome & Networking
9:00 am – One-on-one appointments begin
11:30 am – Event Concludes

Agenda – Afternoon Session

1:00 pm – Registration & Appointment Scheduling
1:30 pm – Welcome & Networking
2:00 pm – One-on-one appointments begin
4:30 pm – Event Concludes

Thursday, September 27, 2007
2 sessions available
8:00 - 11:30 am OR 1:00 - 4:30 pm
Techsolve
6705 Steger Drive
Cincinnati, Ohio

Registration for “SBA’s Key Business Resources for Women” is available online at: www.swcoptac.org or contact UC-SBDC @ 513-556-2073.

Cost of this event will be \$30

Thank you for your interest in the upcoming Key Business Resources for Women Event on September 27th.

Here's an idea of what to expect the day of the event. When you register, you will be given the opportunity to sign up with the Business Specialists and Successful Women Business Owners to discuss your specific business needs. You will be given 10 minutes to meet with your Specialist. Near the end of your time there will be a "two minute warning"! You will have two minutes to exchange contact information and make a follow up appointment if necessary before your 10 minutes are up.

In addition, there will be the following breakout sessions available the date of the event.

1. Sandra Vogel, eWomenNetwork, will conduct a session on "Accelerate your Networking". She will also facilitate the Networking with all the participants & business specialists.
2. The Cincinnati USA Regional Chamber Partnership will have a Session on "Maximizing Your Chamber Benefits."
3. Premier Supporters will also have display tables to visit.

We promise a high energy fun filled day! There will be Door Prizes! Hope to see you there. ***Continental Breakfast & Afternoon Snacks provided by Edibles & Such.***

DIRECTIONS TO TECHSOLVE CAN BE FOUND AT: www.techsolve.org/map_to_techsolve.html.

Bonnie L. Deer,
SBA - Business Development Specialist

Here's a list of the Business Specialists which will be available that day at ***ONE TIME! & ONE PLACE!*** Will you be there? -***Please continue to check back for updates.***

DOING BUSINESS WITH THE GOVERNMENT:

SWCO Procurement Technical Assistance Center (PTAC)
Candice Charlton, Procurement Specialist – Cinn.
SWCO PTAC is a non-profit resource center assisting small businesses in successfully marketing their goods and services to federal, state, and local governments.

EMTEC/SWCO-PTAC
Jayne Homsher, Manager, Government Programs
EMTEC is a non-profit, member based organization serving Ohio that develops business and technology strategies. EMTEC sponsors, coordinates, and manages collaborative technology projects and programs leading to commercialization or new business.

SBA 8a Representative (Federal Procurement)
Eugene Grant, SBA Economic Dev. Specialist
The mission of the 8(a) Business Development Program is to provide assistance to socially and economically disadvantaged business persons to ensure the opportunity to participate in obtaining Federal Government Contracts

Hamilton County Office of Small Business Development
Bernice L. Walker, Esq., Director
The mission of the office is to build mutually beneficial relationships between Hamilton County and small businesses by serving as a resource to businesses interested in providing goods and/or services to Hamilton County Departments reporting to the Board of County Commissioners. Additional responsibilities include planning and conducting education seminars, etc. in relation to small business matters.

City of Cincinnati, Contract Compliance
Theresa Stark, Compliance Specialist
The Small Business Enterprise (SBE) Program provides small business certification to assist in meeting the City's total contracting goals. Additionally workshops, seminars, and certification assistance are provided to increase the Hamilton County business community contracting possibilities

Cincinnati Public Schools-Supplier Diversity

Pamela Mullins, Manager

The Cincinnati Public School District purchases a wide variety of services, and equipment. The Supplier Diversity Program is their effort to expand the opportunities for minority owned, female-owned and small businesses to participate in this process.

Defense Supply Center

**Dave Pattee, SBA Liaison
SBA Procurement Analyst**

The Small Business Program at the DSC offers a Business Counseling Center, Small Business Utilization Presentations, Training, Opportunity Seminars and Subcontracting Opportunities. Also learn how to get connected with the DoD Electronic Mall to increase your Defense business.

Wright Patterson Air Force Base-Procurement

**Tom W. Krusemark, Procurement Center Representative
US Small Business Administration**

Tom serves as a small business liaison, counsels, and provides procurement advice to all DoD entities on Wright Patterson AFB, OH, Department of Energy and Environmental Protection Agencies in Cincinnati.

Surety Bonding

E. Wayne Sloan, Commercial Business Specialist

Unlock the mysteries of bonding by learning the ABC's of construction bonding. What is a Surety Bond? How do Surety Bonds Work? What are the three basic types of contract surety bonds? What is the prequalification process? Can the SBA assist in obtaining a Surety Bond?

WBE CERTIFICATION:

Certification – Women Business Enterprise

**Curt Caffey, Director of Development
Women's Business Enterprise National Council
(WBENC)**

WBENC is dedicated to advancing the success of certified women's business enterprises. WBENC certifies businesses as women-owned & controlled-then provides information on these companies to purchasing managers through an Internet Database (WBENCLINK).

Certified Women Business Owner

**Sandra Ambrose, Vice President
ESJ Enterprises, Inc.**

ESJ Enterprise is a Transport Company that is a Certified Women Business Enterprise. Sandra can assist you with the Certification Process to show how to grow your WBE by being Certified.

SHOW ME THE MONEY!

SBA Programs & Services

**Bonnie L. Deer, Business Development Specialist
Women Business Owners Representative**

The SBA can provide assistance to access capital from \$5,000.00 to \$10,000,000.00. Bonnie will also help Women Business Owners link to the resources available to take their business to the next level.

Lender

**Julie Coyne, Vice President
National City Bank**

Getting Approved! Know the rules before you start the loan process. Meet with Julie to find out exactly what documentation the bank requires and how the bank's decision is made based on information provided. Real Estate Lender (504 Loan Program)

Angela Howard, Loan Officer

Horizon Certified Development Company

The 504 Loan Program supports small business growth and helps communities through business expansion & job creation. The 504 loan program provides long-term, fixed-rate financing for the acquisition and/or improvement for real estate and equipment.

Credit Counselor

**Mary Hurlburt, Director of Community Services
Consumer Credit Counseling Services**

Do you know your credit score? How does it impact your access to capital? What steps can you take to improve your score? Mary knows the answers to these and other questions!

Microlenders

**Michael Leahr, Business Coach/Loan Officer
Greater Cincinnati Microenterprise Initiative (GCMI)**

GCMI is a micro-lending and small business support program designed to help individuals start or expand a business. GCMI will help set goals and determine whether your business can achieve them.

Katie Burba, Branch Manager

**Kathleen Nunlist, Assistant Vice President
Huntington Bank**

SBA Quick Express makes it easier than ever to apply for small business loans. Competitive rates for term loans or lines of credit up to \$25,000.00, little or no paperwork, quick approval and speedy access to funds make this an ideal option for brand new or well-established small businesses.

Alternative Financing

**Lindsay Barnes, Business Development
Greystone Commercial Services, LP**

Specializing in a broad array of factoring and asset based working capital solutions. They have the financial resources to offer creative, flexible alternatives to provide working capital, credit and financial management services that allow you to maximize your potential.

**NAVIGATORS FOR YOUR SPECIFIC BUSINESS
CHALLENGES**

Business Counselors

Mary Jane Good, Chairperson

SCORE – Counselors to America's Small Business

Through in depth counseling & training SCORE volunteers help prospective and established small business owners and managers identify problems, determine causes and find solutions. Best Part it's "free"! The Cincinnati Score Chapter was the #1 SCORE Chapter in the nation in 2005 and first runner up in 2006!

**Rea N. Waldon, Ph.D., Director
Economic Empowerment Center
Urban League of Greater Cincinnati**

Their goal is to provide the necessary management skills that will enable minority entrepreneurs to take advantage of new business opportunities for financing that will lead to high level of business growth.

**Suzanne LaChapelle
President, The Women's Circuit
President, LaChapelle Design**

The Women's Circuit supports the business community by promoting the need for women in technology through mentoring and outreach programs. Suzanne also has experience in design, interactive strategy, email marketing and integrating online and offline branding.

**Peggy Stookey, President
Legacy Connection, LLC**

Peggy is an entrepreneur that takes her vocation to heart! She uses an entrepreneurial approach when working with transition clients and a legacy approach when guiding the success of entrepreneurs. She also founded The Legacy Community to support the development of legacy-conscious business builders. If you're a potential entrepreneur, active small business owners, and/or one of their resources, you need to check it out!

Small Business Development Centers (SBDC's)

**Gloria Parker, Certified Business Advisor
UC-Small Business Development Center**

Provides management assistance to small business start-ups and to established small businesses. Services are offered through free and confidential one-on-one consultations, low cost workshops, courses and conferences.

Ohio Statewide Minority Business Enterprise Center

Provides technical and management assistance to minority entrepreneurs with the goal of increasing marketplace opportunities domestic and international.

Small Business Incubators/Business Centers

**Mary Myers, Business Coach
Hamilton County Business Center (HCBC)**

HCBC is a nationally recognized business incubation program that helps Greater Cincinnati entrepreneurs launch and build successful companies. HCBC is a mixed use, technology focused incubation program that caters to those entrepreneurs who are starting up and innovative and scalable businesses. Both tradition and technology businesses are welcome at HCBC

**Linda M. Moore, Director
Ohio Small Business Development Center (SBDC)
At BizTech Center**

The BizTech Center is Butler County's business incubator. The Ohio SBDC is located at the BizTech Center provides assistance to small business, whether new or existing. Services are offered through free and confidential one-on-one consultations, providing technical assistance, low cost workshops, as well as information on and guidance in business plan development and loan packaging.

**Wayne Hicks, Director
Cincinnati Business Incubator (CBI)**

The niche of CBI is small & emerging businesses in the architecture, engineering and construction related industries, but the door's open to all. CBI is the only local business incubator that focuses on the needs of small Empowerment Zone and Women Owned Businesses.

International Trade

**Marcia Brandstandt, Director U.S. Commercial Service-
Cincinnati, US Department of Commerce**

The historic mission of the Department is to foster, promote, and develop the foreign and domestic commerce. The U.S. Commercial Service is the international trade promotion unit of the federal government. Located n U.S. Embassies & Consulates in over 80 countries,

Accountant

Linda Tracy Gill, CPA

TransAct – the dynamics of good business

Good business is about maximizing time, money and other assets. Aside from practical hands-on accounting and tax expertise for business and personal matters, TransAct clients receive knowledgeable guidance on the best use of their assets and insights on managing their risk.

(Available from 8:00 a.m-11:00 a.m. & 2:00p.m.-4:30 p.m.)

Marketing

Priscilla Sloan, Lead Designer

Perfect As a Rose Marketing Communications

Perfect as a Rose is an EDGE Certified WBE that specializes in advertising, commercial art, graphic art & design, marketing communications, signs, branding, & web design.

**Chris Ascolese, Assistant Director
EMTEC Small Business Development Center**

Ask Chris about **eVantage**. eVantage provides an organized approach to creating a working internet plan to launch your business into the world of e-commerce. EMTEC SBDC assists with business and technology strategies to accelerate new technology to market.

Media Communication

**Linda Wright, President
Wright Communications**

Company mission is to help organizations utilize the power of all aspects of media to communicate your message to the public in general and to targeted audiences.

IT Consulting

**Theresa Ball is the President
Tactix Consulting Group**

Theresa founded the company in 1993 which provides both IT Consulting Services and Training & Education Services. Theresa is also a counselor with SCORE in Cincinnati and provides business assistance in many different areas including sales plans and general business operations

DEVELOPING COMPANY BENEFITS

Human Resources

**Julie Ellison, Account Executive
Benefit Resources, Inc.**

In addition to brokering for our clients a wide variety of employee benefits, Benefit Resources assist in solving client

problems and reconciling claims. Benefit Resources will also provide compliance assistance, human resources and benefits education for employers.

**Worker's Compensation
Donna Guenther, Business Consultant
Bureau of Worker's Compensation**

The Bureau provides benefits to workers or their families for death, injuries, or occupational disease sustained in the course of employment.

**HOW DID THEY BECOME SUCCESSFUL? –
INSPIRATIONAL WOMEN BUSINESS OWNERS**

**Gail Billings, President/ Owner
Edibles & Such**

Gail has always been "our caterer of choice" and is our caterer today. In the business for over 24 years, she has genuine culinary skills and an accomplished list of loyal and dedicated customers. Recently an honoree of the 2007 Leasing Women in the Service Industry for her relentless efforts to satisfy catering needs and her special attention to customer service.

**Kathy Latham, President/Owner
Frontline National LLC**

Kathy's business is a medical recruitment firm doing business with the military facilities, prisons both state and federal, hospital chains and other types of difficult recruitment needs. She is a great example of how to take what you do best and turn that into a highly successful business in a short amount of time. Her revenues are now in the Millions!

**Barbara J. Howell, President/CEO
Tamsah Enterprises, LLC**

Barbara is the 2007 Small Business Person of the Year for the SBA's Columbus District Office. If you talk to Barbara she will find she has the ability to constantly reinvent herself to become successful. She has been able to utilize resources of PTAC and the 8a Certification program to grow her company to the Millions! Tamsah Enterprises is a renovation, modernization and service company working on Military Basis.

**MAXIMIZING YOUR CHAMBER BENEFITS:
Cincinnati USA Regional Chamber of Commerce
African American Chamber of Commerce
Hispanic Chamber of Commerce
Clermont Chamber of commerce
Over the Rhine Chamber of Commerce**

The Chambers will discuss their numerous services, including business retention and attraction, programs and events, member benefits to improve member's bottom line, solutions to workforce challenges and more to create and sustain a positive business climate for our community.

ACCELERATE YOUR NETWORKING!

Sandra Vogel, Executive Managing Director, Cincinnati

Get some power in your networking opportunities. Learn some do's and don'ts. Craft an appealing elevator speech and turn up your business power. We guarantee you will be part of a lively discussion and powerful networking exchange.

KEY BUSINESS RESOURCES FOR WOMEN SUPPORTERS:

Presented by:
Small Business Administration
UC Small Business Development Center

Premier Supporters:
Cincinnati Regional USA Chamber & Partners:
African American Chamber
Cincinnati Business Incubator
Clermont Chamber of Commerce
Hispanic Chamber
Over the Rhine Chamber
TechSolve
EMTEC/PTAC
Women Business Enterprise Council
National City Bank
PNC Bank

SBA Partners
SCORE
eWomen Network
Eventurous
Ohio Statewide Minority Business Enterprise Center
Huntington Bank
Greystone Commercial Services
The Women's Circuit
Hamilton County Development Company
City of Cincinnati
TransAct
G.E. Credit Union

Local Contributors
Cincinnati Urban League
River Hills Bank