“THE FIRST ANNUAL DIVERSE AND SMALL BUSINESS CONTRACTING WITH PUBLIC ENTITIES FORUM”

Tuesday, March 8, 2012
7:30 am – 8:00 am
Registration & Continental Breakfast
8:00 am – 8:10 am
Introductions – SBA District Director, Jim O’Neal
8:10 am – 8:50 am
How to do Business with the Utilities
Joan Kerr, PG&E Director of Supplier Diversity and Supplier Development

Workshop 1  8:50 am – 9:35 am – SBDC “Money Matters - Reading Business Financials”
* Understanding your Financial Statements - What story do they tell?
* Strategic Cash Flow Planning - Make every dollar work for you!

Workshop 2  9:35 am – 10:25 am – SCORE “Contracting by the Numbers”
* Factors to Consider in a Contract and Pricing for the Bottom Line
* Accounting Requirements for Fixed Price and Cost Plus Contracts

Break      10:25 am – 10:40 am

Workshop 3  10:40 am – 11:25 am - SBA “Broadening your Business Base”
* When are you ready for contracting with public entities?
* How do you position your business for new opportunities?

Closing Remarks 11:25 am – 11:40 am – SBA & PG&E

Networking Break 11:40 am – 12:00 pm