



2017 Calendar of Events

May 1 – 6, 2017

Small Business Week of Eastern Missouri, Inc.

Empower. Engage. Reward!

From L-R Bottom

Row 1

Angela Lorenz, Lala Salon Women Owned Small Business of the Year; Katie & Todd Geisert, Geisert's Farm to You Market, Rural Business of the Year;

Row 2

Michelle Sherod, ALL Solutions, INC, Home Base Business of the Year; Connie Nyland, Hey, Dollcakes, Startup Business of the Year.

Row 3

John Henderson, The Range St. Louis West, Veteran Owned Business of the Year; Phillip & Gina Cohen, Cohen Architectural Woodworking, Small Business of the Year.

Row 4

Marcus Solomon, BeWell Health, LLC, DBA Nasopure, Exporter Business of the Year; Maureen Brinkley, District Director, U.S. Small Business Administration Eastern District of Missouri; Darcella Craven, Small BusinessWeek Chair Person, Director of Veteran Business Resource Center.; Justin Wafe Bennett, Geodata IT, LLC, Minority Owned Business of the Year; Not Shown, Sekhar Prabhakar CEdge Software Consultants, Technology Business of the Year.

Photograph Courtesy of Missouri Athletic Club (Downtown – St. Louis)



2017 Small Business Week Winners

SMALL BUSINESS PERSON OF THE YEAR

Phillip Cohen, Founder & Owner
Cohen Architectural Woodworking

SMALL BUSINESS EXPORTER OF THE YEAR

Dr. Hana R. Solomon, M.D., Founder
BeWell Health, LIC (DBA Nasopure)

VETERAN-OWNED SMALL BUSINESS OF THE YEAR

John Henderson, Managing Partner
The Range St. Louis West

RURAL SMALL BUSINESS OF THE YEAR

Todd & Katie Geisert, Owners
Geisert's Farm to You Market

HOME BASED SMALL BUSINESS OF THE YEAR

Michelle Sherod, Founder
Accounting Legal & Logistic Solutions, Inc. (DBA All Solutions, Inc.)

MINORITY-OWNED SMALL BUSINESS OF THE YEAR

Justin W. Bennett, President & CEO
Geodata IT, LLC

WOMAN-OWNED SMALL BUSINESS OF THE YEAR

Angela Lorenz, Owner
Lalo Salon

TECHNOLOGY SMALL BUSINESS OF THE YEAR

Sekhar Prabhakar, Managing Partner & Co-founder
C-Edge Software Consultants, LLC

SMALL BUSINESS START UP OF THE YEAR

Connie Nyland, Owner
Hey, Dollcakes

Thank You to our Donors!

GOLD LEVEL:

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

BRONZE LEVEL:

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

BUSINESS SUPPORTERS:

EDC Small Business Finance
Fortune Bank
Great Southern Bank
Justine PETERSEN
SCORE
St. Louis Economic Development Partnership
The Bank of Missouri
US Bank
Veterans Business Resource Center
Weiss Attorneys at Law, P.C.

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, Daandca07@yahoo.com.

Small Business

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

MONDAY, MAY 1

Session 1: Small Business Lenders Awards Luncheon

Sponsors: Small Business Administration and Small Business Week Committee of Eastern Missouri

Location: Clayton Plaza Hotel
7750 Carondelet Ave
Clayton, MO 63105

Time: 11:00am - 1:30pm

Cost: \$50

RSVP: sbwem.org

Session 2: Fostering and Supporting Inclusion in the STL Start-up/Incubator Culture

Join Justine PETERSEN and Small Business Majority for the annual Small Business Week panel discussion. Distinguished panelists will discuss the current state of inclusion as it relates to the metro area's various start-up incubators. Success stories as well as strategies to improve inclusion will be shared. Cocktail reception immediately follows panel discussion.

Sponsors: Justine PETERSEN and Small Business Majority

Time: 3:00pm - 4:30pm

Place: Justine PETERSEN
1023 N. Grand Blvd
St. Louis, MO 63016

Cost: \$0 and free parking

RSVP: ggondolfi@justinepetersen.org

Session 3: Workshop on Patents, Trademarks, and Copyrights:

Presented by Kirk Damman; Attorney with Lewis, Rice, & Fingersh

Sponsor: SCORE

Location: Fontbonne University
6800 Wydown Boulevard
Anheuser-Busch Hall
Room 202
St. Louis, MO 63105

Time: 5:30pm - 8:30pm

Cost: \$35 online - \$40 at door pending
stlouis.score.org

RSVP: Look for the box regarding "Local Workshops".

If you have any questions or need additional information, contact:

Gary G. Deeken - Chapter Chairman (314) 471-6303

Session 4: Workshop on Quickbooks Online - Basics:

Presented by Louise Pooley, of Pooley Accounting Services

Sponsor: SCORE

Location: Fontbonne University
6800 Wydown Boulevard
Anheuser-Busch Hall
Room 203
St. Louis, MO 63105

Time: 6:00pm - 9:00pm

Cost: \$35 online - \$40 at door pending
stlouis.score.org

RSVP: Look for the box regarding "Local Workshops".

If you have any questions or need additional information, contact:

Gary G. Deeken - Chapter Chairman (314) 471-6303

TUESDAY MAY 2

Session 5: "Coffee and Credit" - an open discussion on small business lending

Sponsors: St. Louis City Comptroller Darlene Green in partnership with the Urban League of Metro St. Louis and Reliance Bank.

Location: Urban League of Metropolitan St. Louis
3701 Grandel Square
St. Louis, MO 63108

Time: 8:30am - 10:00am

Cost: Free

RSVP: cevans@reliancebankstl.com

Session 6: Women Taking Control of Their Financial Future and Have Financial Fun and Freedom

You are invited to join us for an exciting morning to learn the financial facts of a woman's life. This event is designed exclusively for woman to talk about financial concerns, have fun, and become more confident in making smart financial decisions with less stress and worry.

- Stop losing sleep over things
- Repair and restore credit
- Create a peace of mind knowing family will be taken care of
- Create a Balanced Financial Strategy

Sponsors: Connie Houlihan: MWR Life

Co-Sponsor: Gateway to Dreams - James Tatum: Stratus Financial Group

Location: Gateway to Dreams - Business Lodge
Chesterfield Mall 97A

Chesterfield, MO 63017
1st floor next to Bath and Body Works

Time: 9:00am - 11:30am.

Cost: Free

RSVP: conniehoulihan@gmail.com
314.488.5039

James Tatum, Financial Representative, The Guardian Life Insurance Company of America (Guardian), New York, NY. MWR Life and Gateway to Dreams are not subsidiaries or affiliates of Guardian. Guardian is not responsible for any content/presentation given by MWR Life or Gateway to Dreams. 2017-36652 Expr 5/2017

Session 7: SBA Loans: Financing Your Small Business

Discover financing options to start, grow and succeed with your small business.

Representatives from the US Small Business Administration, SCORE and a local bank will help you become familiar with SBA loan programs, requirements and what constitutes a successful small business loan application.

Sponsor: Small Business Administration

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

Time: 1:00pm - 3:00pm

Cost: Free - Free Parking

RSVP: thomas.daiber@sba.gov

Week 2017 EVENTS

after each individually listed session. Reservations by Thursday, April 27, 2017 (Last day to register). For information or registration go to www.sbwem.org.

Session 8: 2017 Small Business Week Matchmaking Event

This event allows small businesses the opportunity to meet with federal agencies and prime contractors to learn about potential contracting and subcontracting opportunities. The agencies and primes include: Scott AFB Air Force Installation Contracting Agency (AFICA), 763rd Specialized Contracting Squadron (SCONS), 375th Contracting Squadron, Scott AFB, USTRANSCOM, U.S. Army Corps of Engineers-Kansas City District, National Geospatial-Intelligence Agency Next NGA West Campus (N2W) program, GSA Public Buildings Service, U.S. Department of Veterans Affairs National Acquisition Center, National Park Service, Ameren, MOHELA, and MoDOT.

Sponsor: Small Business Administration

Location: St. Louis County Library Headquarters
1640 South Lindbergh Boulevard
St. Louis, MO 63131

Time: 9:30am – 12:30pm

Cost: Free

RSVP: Space is limited and registration is required so reserve your spot today! Register at <https://stlmatchmaking2017.eventbrite.com>. For additional information contact Angie Wells at 314-539-6613, angela.wells@sba.gov; or Gary Alexander at 314-539-6612, gary.alexander@sba.gov.

WEDNESDAY, MAY 3

Session 9: Gateway to Innovation Conference

Featuring: Scott G Mcnealy Co-Founder Sun Microsystems

Sponsor: Gateway to Innovation

Location: 701 Convention Plaza,
St. Louis, MO 63101,

Time: 7:00 am -6:30 pm

Cost: Early Registration \$250 & Standard Registration \$350

RSVP: <https://www.g2conference.com/>

Session 10: Local Resources and Profitable Strategies for Exporting

Sponsor: Small Business Administration

Location: RAY Federal Building SBA Suite 10.103
St. Louis, MO 63103

Time: 8:30 am -9:30 am

RSVP: larry.cresswell@sba.gov

Cost: Free

Session 11: Small Business Federal Government Contracting 8(a) Program Overview

Sponsor: Small Business Administration

Location: RAY Federal Building SBA Suite 10.103
St. Louis, MO 63101

Time: 10:00am-11:30am

Cost: Free

RSVP: gary.alexander@sba.gov

Session 12: How Having Good Credit is Essential to Achieving Financial Independence

Sponsor: New Direction Financial Solutions LLC

Location: Christian Psychological and Family Services

9390 Olive Blvd
Olivette, MO 63132

Time: 5:00PM-6:30PM

Cost: Free

RSVP: Please contact Porscha Anderson at admin@newdirectionfinancialsolutionsllc.com or (314) 503-3853 to reserve your spot today. Registration is required for this event.

SESSION 13: Navigating Business Opportunities on Federal Prevailing Wage Contracts and HUD - funded, assisted, and or insured Housing Projects and Community Services!

This session will inform and educate small businesses and construction contractors on the Federal Statutes and provisions thereof for bidding and compliance with the Federal Labor Standards on HUD- funded, assisted, and FHA-insured construction projects that trigger compliance with Federal prevailing wage requirements. Additionally, the session will cover Section 3, a provision of the Housing and Urban Development Act of 1968; designed to enhance contracting opportunities for businesses that are owned by or substantially employ low - to very - low income persons residing in the area of HUD funds that are expended for various activities.

Sponsor: United States Department of Housing & Urban Development, Region VII

Location: St. Louis City Housing Authority, 3520 Page Boulevard
St. Louis, MO 63106

Time: 1:00pm – 3:30pm

Cost: Free

RSVP: Michele.J.Green@hud.gov or 913.551.5557

Session 14: The US Postal Service and Postal Customer Council (PCC)

(PCC) are here to help small businesses understand and control mailing and shipping costs. And, we can help small businesses grow by advertising inexpensively. Attendees can join Seminars and/ or get one-on-one consultations. They can also meet and greet USPS and PCC officials and view the unveiling of a new stamp by the Postmaster.

Sponsor: The US Postal Service and Postal Customer Council

Location: St Louis Main Post Office Lobby, 1720 Market Street, St Louis MO 63155

Time: 10:00am - noon

Cost: Free

RSVP:

Session 15: From Idea to Market: How to Turn Your Product into Profit

Join SBA, Veterans Business Resource Center and EDC Business & Community Partners for a workshop on how to turn your product into profit. The workshop will be followed by demos in the Inventor Forge maker's space and networking. While this event is focused on veterans, National Guard and Reserve members and their families, anyone may attend.

Sponsor: Veterans Business Resource Center

Location: EDC Business & Community Partners
5988 Mid Rivers Mall Drive
St. Charles, Missouri 63304

Time: 2:00pm - 5:00pm

Cost: Free

RSVP: Required:
<http://www.vetbiz.com>

NAWBO Small Business Week Reception to Honor the Winners

Location: J. gilbert's WOOD-FIRED STEAKS & SEAFOOD (314) 965-4600, 17A West County Center, Des Peres, Missouri 63131

Time: 4:30 PM - 7:30 PM (Central Time)

Cost: NAWBO Members: \$30

Guests: \$35

Winners: FREE

RSVP: Registration link: <https://www.regonline.com/builder/site/?eventid=1981383>

THURSDAY, MAY 4

Session 16: Coffee and Credit – Join Reliance Bank for an open discussion on small business lending.

Sponsor: Reliance Bank

Location: 4103 Manchester Ave.
St. Louis, MO 63110

Time: 8:30am – 10:00am

Cost: Free

RSVP: Required: cevans@reliancebankstl.com

Session 17: Annual Exhibit Expo

Meet the 2017 Small Business Week winners and other small business as they display their products and services.

Sponsors: Small Business Administration and Small Business Week Committee of Eastern MO

Location: Clayton Plaza Hotel
7750 Carondelet Ave
Clayton, MO 63105

Time: 9:00am – 11:00am

RSVP: Not Required:

Cost:

Session 18: Annual Awards Luncheon

Sponsors: Small Business Administration and Small Business Week Committee of Eastern MO

Location: Clayton Plaza Hotel
7750 Carondelet Ave
Clayton, MO 63105

Time: 11:30am – 1:30pm Awards Luncheon

RSVP: www.sbwem.org

Cost: \$50

FRIDAY, MAY 5

Session 19: What Is My Business Worth?

How will a prospective buyer view your company's value? What will they look at? How can you improve the value in your company?

Sponsor:

MATSON DRISCOLL & DAMICO LLP

Location: Fox Run Golf Club

Time: 9:00am - 10:30am

Cost: Free

RSVP: cking@mdd.com
Continental Breakfast served

SATURDAY MAY 6

Session 20: How to Start and Manage Your Own Business Seminar

Includes a number of presenters speaking on topics such as marketing, technology, accounting, business formation, etc.

Sponsor: SCORE

Location: Fontbonne University
8:30am-3:00pm (includes a 1 hour lunch break)

Cost: \$60 online or \$70 at door pending

RSVP: stlouis.score.org
Look for the box regarding "Local Workshops".

If you have any questions or need additional information, contact: Gary G. Deeken - Chapter Chairman (314) 471-6303



sbwem.org

RESERVATIONS BY THURSDAY, APRIL 27, 2017 (LAST DAY TO REGISTER)

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 1	Lenders Award Luncheon	\$50	_____	_____
Session 9	Wed, May 3	Gateway to Innovation Conf.	\$250	_____	_____
Session 17	Thu, May 4	Annual Exhibit Expo	FREE	_____	_____
Session 18	Thu, May 4	Annual Awards Luncheon	\$50	_____	_____

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 Thursday, April 27, 2017 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.

* SBA's participation in this cosponsored activity is not an endorsement of the views, opinions, products or services of any cosponsor or other person or entity. All SBA programs and services are extended to the public on a nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance. Contact: Gary Alexander, gary.alexander@sba.gov. This Web site www.sbwem.org is provided as a public service. It is not an official U.S. government Web site and may contain links to non-U.S. government information. Inclusion of such links does not constitute or imply an endorsement by SBA. SBA is not responsible for the content, accuracy, relevance, timeliness or completeness of linked information. Please use caution when considering a product, service or opinion offered by a linked Web site.

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