

Workshops presented
in cooperation with:



SCORE®
Counselors to
America's Small
Business



**United States
Export Assistance
Center**



**U.S. Small Business
Administration**



St. Charles City-County Library District

Your Answer Place

FREE SMALL BUSINESS WORKSHOP SERIES

Sponsored by the St. Charles City-County Library District

All programs will be held from 6:00 - 8:00 p.m. at the
St. Charles City-County Library District Nonprofit Development Center
425 Spencer Road, St. Peters 63376

Registration is required. To register call 636 441-0794.

Wednesday, June 11 -- Management Assistance

Successfully managing a business requires specific management skills, in addition to knowledge of key business practices. During this program presenters will talk about:

- Developing leadership traits, and decision-making & employee management skills
- Marketing basics
- Setting prices
- Filing business taxes
- Legal considerations
- Forecasting for future growth
- Financing options

Wednesday, August 13 -- Business Opportunities

Federal, state and local governments spend more than \$500 billion annually on products and services. They are looking for what you have; quality products at competitive prices from responsible small business suppliers. Learn about:

- Higher risk Venture Capital Loans for small companies
- How to manage the risk of "betting the company" on a single government contract
- Government sub-contractor opportunities for area small businesses
- How to make knowledgeable decisions as you expand operations
- Putting a management system in place
- Assistance for small, disadvantaged, and women-owned firms in identifying and obtaining government contracts

Each workshop features many of these business experts!

- **Economic Development Center St. Charles County (EDC)**
Mark Diliberto, Senior Vice-President of the EDC in St. Charles County . To contact Mark call 636 441-6880 or mdiliberto@edcsc.org
- **U.S. Small Business Administration (SBA)**
Bob Newman, Senior Area A-++anager for SBA in Northeastern Missouri. To contact Bob call 314 539-6600 ext. 262 or robert.newman@sba.gov
- **Missouri Procurement Technical Assistance Center (MO PTAC)**
Rich Fyke, Director of the Eastern Region MO PTAC Program in St. Louis, Missouri. To contact Rich call 314 621-7280 or fyker@missouri.edu
- **Missouri Small Business Development Center**
Ron Mueller, 25 years commercial lending experience, employed by the University of Missouri Extension & operates the Missouri Small Business Development Center in the St. Charles County area. To contact Ron call 636 928-7724 or rmueller@edcstcharlescounty.com
- **United States Export Assistance Center (USEAC)**
John Blum, International Finance Specialist representing the SBA located at the USEAC in St. Louis, Missouri. To contact John call 314 425-3304 or john.blum@mail.doc.gov
- **Service Corp of Retired Executives (SCORE)**
Rajiv Gupta, Chairman of SCORE St. Louis Chapter 21 has over 30 years experience working in the U.S., Europe and Asia. To reach a SCORE counselor call 314 539-6600 ext. 242 or go to <http://www.stlscore.org>
- **Larry Parker Business Development Center of Grace Hill**
Lynn Steele, Director of Economic Development at the Larry Parker Business Development Center for the last 10 years. To contact Lynn call 314 584-6841 or lynnes@gracehill.org
- **For information contact:**
Trevor Rees, St. Charles City-County Library District Business/ Public Management Information Resource Manager, & Workshop Coordinator
Call 636 441-0794 ext. 1444 or trees@stchlibrary.org