

## Survival Tools For Your Contracting Business

### Who should attend?

General & Sub- Contractors, and Specialty Trades. MUST be in business.

### What are the benefits?

You will acquire tools & strategies essential to managing and sustaining a successful contracting business in a slow economy. Experts will present best-practice, hands-on exercises for: controlling costs ■ getting repeat business ■ best use of websites ■ estimating & tracking job costs for profit ■ bidding for success ■ how to find Recovery funded projects ■ list of federal agencies doing Recovery projects in your area ■ how to contract with federal and state government on existing projects ■ where to find sub-contracting opportunities ■ obtaining funding to ease cash flow ■ and managing your financials for ongoing success.

**Date:** Friday, March 26, 2010  
**Time:** 8:30am - 12:00pm  
Includes Continental Breakfast  
**Cost:** Free!  
**Place:** Chico Masonic Family Center  
1110 West East Avenue, Chico



For more information and to register,  
please call, log on or stop by:

19 Williamsburg Lane, Chico  
(530) 895-9017  
[www.bcsbdc.org](http://www.bcsbdc.org)

### Agenda

8:30am - 9:00am Registration & Continental Breakfast  
9:00am - 9:10am *Introduction*  
9:10am - 9:40am *Contracting with the State of California*  
9:40am - 10:10am *Contracting with the Federal Government*  
10:10am - 10:30am *Factoring: A Funding Option for Contractors*  
10:30am - 10:50am *Best Financial Practice, Funding/Controlling Costs*  
10:50am - 11:00am Break  
11:00am - 11:30am *Best Accounting Practices for Contractors*  
11:30am - 11:45am *Website Best Practices - Making it Work for You*  
11:45am - 12:00pm *Marketing without Dollars*

**Sophie Konowa,**  
Northeastern California SBDC at Butte College

**Bob Beamer**  
California Dept. of General Services

**Paul Tavernia**  
U.S. Small Business Administration

**Steve Ontiveros**  
Resource Business Partners, Inc.

**Ronn Van Dusen**  
SBDC Financial Consultant

**LeAnn Andrews**  
SBDC - CPA, QuickBooks Pro Advisor

**Michael Coogan**  
MC2 Design Group

**Jennifer Nelsen**  
SBDC Marketing Consultant

### Easy Registration Form

To register, please complete one form per attendee and drop off, mail or fax to:  
Butte College SBDC ~ 19 Williamsburg Lane, Chico CA 95926 ~ (530) 895-9017 (Phone) ~ (530) 566-9851(Fax)

Name \_\_\_\_\_ Business Name \_\_\_\_\_ Email \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ Zip \_\_\_\_\_ Phone \_\_\_\_\_