

2009 Business Owners and Entrepreneurs Symposium

Friday, July 17, 2009

Sponsored by the Arrowhead Center, Dona Ana Community College Small Business Development Center (DACC SBDC), and the New Mexico Family Business Alliance (NMFBA)

Master of Ceremonies – Dr. Bill Glenn, Dean of Continuing Education and Workforce Development, Dona Ana Community College (DACC)

**Agenda and Speakers are Subject to Change*

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| 7:00 a.m. – 7:30 a.m. | Vendor Set-Up |
| 7:30 a.m. - 8:00 a.m. | Registration and Breakfast
Networking Opportunity |
| 8:00 a.m. - 8:15 a.m. | Opening Remarks
<i>Mr. Roy Miller, State Director, New Mexico SBDC Network</i>
<i>Mr. James M. Parker, Esq., Co-Founder, NMFBA</i>
<i>Dr. Garrey Carruthers, President, Arrowhead Center</i> |
| 8:15 a.m. – 9:15 a.m. | "Capitalizing Your Business Today: Types of Small Business Capital and Where to Find It" - Panel Discussion

<i>Panel Moderator: Mr. Fred Owensby, Director, DACC SBDC</i>
<i>Speakers:</i> <ul style="list-style-type: none">○ <i>Ms. Rosie Landin, First Light Federal Credit Union</i>○ <i>Don Panagrossi, Enchantment Land Certified Development Company</i>○ <i>Yolanda Hawkins, Accion NM</i> |
| 9:15 a.m. – 10:00 a.m. | "Valuation of Your Business" - Presentation
<i>Speaker: Paul Short, Entrepreneur in Residence, Verge Fund</i> |
| 10:00 a.m. - 10:15 a.m. | Break |
| 10:15 a.m. – 11:00 a.m. | Concurrent Breakout Sessions

Track 1: "New Mexico Business and Economic Forecast" - Presentation
<i>Speaker: Dr. Chris Erickson, Professor of Economics, New Mexico State University (NMSU)</i>

Track 2: "Cultural Issues within Family Business" - Presentation
<i>Speaker: Dr. Marilyn Mason, Owner, Mason and Associates</i> |

11:05 - 11:45 a.m.

Concurrent Breakout Sessions

Track 1: "SBA Loans and Funding Information" - Presentation

Speaker: Mr. John Woosley, Albuquerque District Director, U.S. Small Business Administration

Track 2: "Government Contracting" - Presentation

Speaker: Mr. Joseph Conway, Program Manager, El Paso Community College's Contract Opportunities Center

11:45 a.m. - 1:00 p.m.

Luncheon and Keynote Address

Introduction of Speaker: Mr. Jim Berry, Las Cruces Chamber of Commerce

Keynote Speaker: Mr. John Schoen, President, NM Family Business Alliance

1:00 p.m. - 2:15 p.m.

"Managing Business Relationships" - Panel Discussion

Panel Moderator: Dr. Kevin Boberg, CEO, Arrowhead Center

Speakers:

Senator Lee Rawson (R), Rawson, Inc. Builders Supply

Mr. Rick Jackson, Owner, American Document Services

Mr. Vince Vicaarro, Owner, Lorenzos Restaurant

Mr. Kevin Korzan, Owner, Korzan Oils

2:15p.m. – 3:00 p.m.

"How to Work Together and Stay Together"- Presentation

Speaker: Dr. Marilyn Mason, Owner, Mason and Associates

3:00 p.m. – 3:15 p.m.

Break

3:15 p.m. – 4:00 p.m.

"Organizational Behavior in Family and Small Businesses" – Presentation

Speaker: Dr. Terry Adler, Professor of Management, NMSU

4:00 p.m. – 4:45 p.m.

"Succession Planning" - Presentation

Speaker: Mr. James M. Parker, Esq., Co-Founder, NMFBA

4:45 p.m. – 5:00 p.m.

Closing Remarks

Speaker: Dr. Garrey Carruthers, President, Arrowhead Center