

**“Building, Sustaining & Growing Your Business in Today’s Economy”
 Saturday, October 11, 2008
 The Cavalier Hotel – Oceanfront- Virginia Beach**

TIME	ACTIVITY		Concurrent Sessions	REGISTRATION FEES
9:00 A.M.	Registration	3:30 – 4:30 P.M.	New Business Start Up Tools: How to Write A Business Plan – State Certifications- Marketing Tips for Success	CONFERENCE: BSMC MEMBERS - \$125 ____ or Non-Members - \$150 ____ (Fee includes Membership in Institute for 1 Year)
10:00 -10:45 A.M.	Opening Session: Initiatives to Increase Minority Business Contracts in Local Government	3:30 – 4:30 P.M.	How to Write Successful Grant Applications	SPONSORSHIPS
11:00 A.M -12:15 P.M.	General Session How to Do Business in Cities In Hampton Roads		Legislation that Impacts Minority Owned Businesses: Disparity Study - Bonding Issues	Platinum Star - \$5,000 and Over •Name on printed materials •Full page ad in Conference Program •4 Complimentary passes to Conference •Promotion of company name and logo •Listing of company on website •Option to set up display at Conference
12:30 P.M. – 2:00 P.M.	Meet/Greet Brunch			Platinum - \$3,000 •Name included on printed materials •Full page ad in Conference Program •2 Complimentary passes to Conference •Promotion of company name and logo •Listing of company on website
2:00 – 3:15 P.M.	Concurrent Sessions New Business Start Up Tools: How to Write A Business Plan – State Certifications- eVA Registration	4:45--5:30 P.M.	Business Showcase & Wrap-Up	Gold - \$2,500 •Name included on printed materials •Half page ad in Conference Program •1 Complimentary pass to Conference •Promotion of company name and logo •Name on Sponsor’s Board
	Real Estate & Development Tools: What You Need To Know	First Floor	Exhibits & State Certification Station – Get Certified on Site!	Silver - \$1,500 •Name included on printed materials •Quarter page ad in Conference Program •1 Complimentary pass to Conference •Name on Sponsor’s Board
2:00 – 3:15 P.M.	How to Sustain Your Business In Economic Downturns: Access to Capital			