

2019 State Training Conference Program

The Hotel Ithaca

April 29 - May 2, 2019

AMERICA'S
SBDC
NEW YORK



Working *together*
for Small Business

<http://nyssbdc.org/stafftraining/home.html>

AGENDA

MONDAY—April 29, 2019

12—3pm	Conference Registration <i>Hotel Ithaca Lobby</i>
3—8pm	How to Pitch Presentation, Team Meetings & Dinner <i>Coltivare</i>

TUESDAY—April 30, 2019

7—9am	Breakfast				
8—8:45am	Strategic Plan Team Competition <i>Hotel Ithaca: Grand Ballroom</i>				
Session 1 9—10:15am	Government Programs Roundtable <i>Hotel Ithaca: Owasco Room</i>	Answers for New Advisors <i>Hotel Ithaca: Skaneateles Room</i>	Giving Great Workshops <i>Coltivare: Ballroom A</i>	How to Promote Your Center <i>Coltivare: Ballroom B</i>	Best Practices HR Roundtable with SUNY & CUNY <i>Hotel Ithaca: Grand Ballroom</i>
10:15—10:30am	Break				
Session 2 10:30—11:45am	Understanding Credit <i>Hotel Ithaca: Owasco Room</i>	Building Your Network <i>Hotel Ithaca: Skaneateles</i>	The ABC's of Starting a Food Business: What You Need to Know in Less Than 2800 Words <i>Coltivare: Ballroom A</i>	Tools for Financial Analysis—Using Excel <i>Coltivare: Ballroom B</i>	Building Strong Work Relationships <i>Hotel Ithaca: Grand Ballroom</i>
12—1pm	Lunch & MQS Competition <i>Hotel Ithaca: Grand Ballroom</i>				
1—2pm	Keynote Speaker: Nick Nickitas, Founder & CEO, Rosie <i>Hotel Ithaca: Grand Ballroom</i>				
2—2:15pm	Move to Field Trip Locations / Board Buses				
2:15—5pm	Director's Meeting <i>Hotel Ithaca: Owasco Room</i>	Field Trips with Teams			
5—6pm	Free Time				
6—9pm	Client Award Reception and Banquet Keynote Speaker: Dr. Harvey Stenger, President, Binghamton University <i>Hotel Ithaca: Grand Ballroom</i>				

WEDNESDAY—May 1, 2019

7—9am	Breakfast				
8—8:45am	Entreskills Team Competition <i>Hotel Ithaca: Grand Ballroom</i>				
Session 3 9—10:15am	DiSC 1 <i>Hotel Ithaca: Owasco Room</i>	Creating Great Projections <i>Hotel Ithaca: Skaneateles</i>	Designing Great Marketing Material <i>Coltivare: Ballroom A</i>	Using Excel to Build a Small Business Toolkit <i>Coltivare: Ballroom B</i>	How to Avoid HR Blunders <i>Hotel Ithaca: Grand Ballroom</i>
10:15—10:30am	Break				
Session 4 10:30—11:45am	DiSC 2 <i>Hotel Ithaca: Owasco</i>	Conducting a 360 Review <i>Hotel Ithaca: Skaneateles</i>	Time Management <i>Coltivare: Ballroom A</i>	Valuing a Business <i>Coltivare: Ballroom B</i>	Lenders and Economic Developers Roundtable <i>Hotel Ithaca: Grand Ballroom</i>
12—1pm	Lunch & “Who Do You Call?” <i>Hotel Ithaca: Grand Ballroom</i>				
1—2pm	Keynote Speaker: Adam Mather, CEO & Co-Founder, Ursa Space Systems <i>Hotel Ithaca: Grand Ballroom</i>				
Session 5 2:15—3:30pm	DiSC 3 <i>Hotel Ithaca: Owasco</i>	Packaging a Loan Like A Pro <i>Hotel Ithaca: Skaneateles</i>	How to Research Market Trends <i>Coltivare: Ballroom A</i>	Succession Planning <i>Coltivare: Ballroom B</i>	Annual Administrative Meeting <i>Hotel Ithaca: Grand Ballroom</i>
3:30—4:30pm	Free Time				
4:30—6pm	Finger Lakes Beverage Reception <i>Hotel Ithaca: North Ballroom</i>				
6—9pm	Staff Award Banquet Keynote Speaker: Brian Goldstein, State Director, NYSBDC <i>Hotel Ithaca: Grand Ballroom</i>				

THURSDAY—May 2, 2019

7—9am	Breakfast <i>Hotel Ithaca: Grand Ballroom</i>
9—12pm	Betterfin Team Innovation Pitch Competition <i>Hotel Ithaca: Grand Ballroom</i>
12—1pm	Lunch <i>Hotel Ithaca: Grand Ballroom</i>

MANY THANKS TO OUR SPONSORS FOR THEIR GENEROUS SUPPORT

Innovation Award Sponsor



Gold Sponsors

KeyBank



CORNING



Make Decisions. Take Action.



Silver Sponsors



Bronze Sponsors



Banquet Sponsors



Vendor Sponsors

