2012 Kansas Business Matchmaker
August 14, 2012
WSU Metropolitan Complex
5015 E. 29th Street North, Wichita, KS 67220

8:00 – 8:30AM Registration & Exhibitors Walk Through

8:30 – 9:00AM Welcome: Roger Lowe Auditorium
MODERATOR: Wayne Bell, SBA Wichita District Director
Opening Remarks: Mayor Carl Brewer, City of Wichita
Greetings from Congressman Mike Pompeo: Toni Porter, District Director

9:00 – 11:45AM One-on-One Matchmaking Sessions: Room 180

9:00 – 9:45AM Concurrent Workshops
Room 132 Business Finance Options (SBA/Network KS/USDA)
Room 138 IRS Tax Incentives for Small Businesses (IRS)
Room 137 Five Steps to Export Success (KWTC)
Room 130 Generational Characteristics and Workforce Challenges for Business (WSU)

9:55 – 10:40AM Concurrent Workshops
Room 130 Competing for Government Contracts (Heartland PTAC)
Room 138 Understanding the Affordable Care Act (HHS & Univ. of GA)
Room 137 Grant & Resource Opportunities from the State of Kansas (KWTC)
Room 132 Innovation/SBIR/Success Stories/Diversification (WSU)

10:50 – 11:45AM Advanced Manufacturing Panel: Roger Lowe Auditorium

11:45 – 12:30PM Networking Lunch

12:30 – 1:20PM Keynote Address
Pat Brown-Dixon, SBA Regional Administrator
WSU President Bardo
Mr. Ruffin of The Ruffin Companies, Keynote Address

1:30 – 4:20PM One-on-One Matchmaking Sessions: Room 180

1:30 – 2:20PM Concurrent Workshops
Room 132 Business Finance Options (SBA/Network KS/USDA)
Room 130 No Cost Solutions for Your Workforce Development (WA)
Room 138 Exporter Success Story (Global Parts Aero, KWTC)
Room 137 Competing for Government Contracts (Heartland PTAC)

2:30 – 3:20PM Aerospace Purchasing Panel: Roger Lowe Auditorium

3:30 – 4:20PM Concurrent Workshops
Room 132 Navigating City, County and Government Purchasing
Room 130 Social Media and Web Marketing for 2013 (SCORE and KSBDC)
Room 138 Finding Export Sales Prospects & Networks (KWTC)

4:30PM Matchmaker End