



# St. Mary's County Spotlight on Small Business

## Hosted by:

The St. Mary's County  
Department of Economic &  
Community Development

## When:

Thursday, May 27, 2010  
7:30 a.m. -12:30 p.m.

## Where:

Southern Maryland Higher  
Education Center  
Building II, 44219 Airport Road  
California, MD

## Event Schedule



# Event Schedule

Attire: Business Casual

**7:30 a.m.–8:30 a.m.**

## **Registration/Continental Breakfast**

Business Resource Exhibits and Networking

**8:30 a.m.–10:00 a.m.**

## **Recognition of Small Business Support Groups Program**

Welcome – Commissioner President Francis Jack Russell

Opening Remarks – Bob Schaller, Director, St. Mary's County Department of Economic & Community Development

Awards Presentation

Keynote Speaker – John Parris, CEO, Smartronix

**10:00 a.m.–10:15 a.m.**

## **Networking Break/Exhibits Open**

**10:15 a.m.–Noon**

## **Workshops**

### **Roadmap to Doing Business with the Navy Panel**

(Center Hall)

Panel includes representatives from the Small Business Development Center (SBDC); MD Procurement Technical Assistance Program (PTAP); Small Business Administration (SBA); Naval Air Systems Command (NAVAIR), Naval Inventory Control Point (NAVICP), Naval Facilities Engineering Command (NAVFAC), and Naval Supply Systems Command (NAVSUP) Offices of Small Business Programs. Moderated by: Bob Schaller, Director, Department of Economic & Community Development.

*Whether you are a defense contractor, building and general contractor (union and non-union), or office and furniture supplier, this panel will provide you the "map" to bid on government contracts. Learn how to navigate through the government contracting process and find opportunities to sell*

*your services at Naval Air Station Patuxent River, Solomons Annex, Naval Surface Warfare Center-Indian Head, and Naval Surface Warfare Center-Dahlgren.*

## **The Secrets of Using Facebook to Market Your Small Business**

(Room 135)

Speakers include Chris Ripley, Owner, Strategic Marketing Group; Stevie Long, Co-Owner, Quality Auto Body & Collision; Carol Davis, Owner/Graphic Artist, Hilltop Graphics; Cynthia DellaGatta, Economic Development Coordinator, and Rebecca Deprey, Tourism Coordinator, from St. Mary's County Department of Economic & Community Development.

*Learn how avoid the #1 mistake many small businesses make on Facebook, and how to get your business on the Facebook Page of everyone in your target market. Also learn how to set up a Page for your business, how to run events, and how to advertise on Facebook.*

**Noon–12:30 p.m.**

**Exhibits Open**

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**The event is free, but RSVP required.**

**To register, go to [www.stmarysmd.com/decd/smallbizmonth](http://www.stmarysmd.com/decd/smallbizmonth) and under the May 27 Spotlight for Small Business event, click on the link for the registration form.**

**For more information, contact Cheri Noffsinger at 301-475-4200, ext. 1400 or email [cheri.noffsinger@stmarysmd.com](mailto:cheri.noffsinger@stmarysmd.com).**

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