

# January - March Workshops



# 2016 Calendar



## JANUARY

21

### Sole Proprietor, LLC, or Corp? Choosing the Right Business Structure

This workshop is designed to help you make an informed decision about which legal business entity is best for your business. We will discuss the differences between a sole proprietorship, LLC, S-Corp, and C-Corp.

As a result, you will understand the practical and legal implications of each type!

*Speaker: Terry Doherty, Doherty Law Firm, P.C.*

Fee: \$ 10.00

11:30 AM to 1:00 PM

SBDC (1675 Garden of the Gods Rd. Ste. 1017)

**Attendee Demographic: Start-Up Assistance**

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### PTAC Panel Series: DCAA/Cost Accounting

Accounting Compliance as a Contracting Growth Strategy – Defense Contract Audit Agency (DCAA) and Beyond – Panel will discuss the requirements related to DCAA compliance in federal government contracting. Learn when it is required, how to prepare, and the ramifications of not being ready when DCAA comes calling.

*Panelists include: Vicki DeLeon – Defense Contract Audit Agency – Branch Manager*

*Mike Anderson – ReliAscent – DCAA Subject Matter Expert, DTimmons – Sherman & Howard*

*Small Business Representative Government Contracting Officer*  
FREE

8:00 AM to 9:30 AM

Participating Partners: National Defense Industrial Association, Pikes Peak SBDC, Pikes Peak Workforce Center

Pikes Peak Regional Development Center  
2880 International Circle, Colorado Springs

**Attendee Demographic: Government Contracting**

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### Basics of Bookkeeping: Part 1

This workshop is designed for the entrepreneur with little or no experience in business accounting, and is taught by a local CPA, Paul DuMond. The workshop will cover functions of record keeping: cash versus accrual systems; recording transactions; revenue, expenses, and depreciations; and accounts payable and receivable. This seminar is great for both small business owners and business assistants in charge of financial transactions and record-keeping.

*Speaker: Paul DuMond, CPA, Beyond the Box Bookkeeping LLC*

Fee: \$10

8:30 AM- 12:00 PM

SBDC (1675 Garden of the Gods Rd, Ste. 1019)

**Attendee Demographic: Existing Business**

## FEBRUARY

11

### Boot Camp: Steps to Owning Your Business

Taking the first step to starting your business can be difficult! This workshop will be a realistic starting point for all budding entrepreneurs. The hour and a half workshop will be PACKED and FAST PACED. At the end, you will have a good feel for the level of effort and commitment it will take to make your business successful. If you're serious about starting a business, you don't want to miss this workshop. This will be a Lunch 'n Learn...Feel free to bring your lunch!!

*Speaker: Steve Imke, Small Business Specialist*

Fee: \$15.00

11:30 AM to 1:00 PM

SBDC (1675 Garden of the Gods Rd. Ste. 1017)

**Attendee Demographic: Start-up Assistance**

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### Digital Marketing Series: Websites & Blogging

Websites are central to your business online marketing strategy. Join us for this hands-on workshop on driving leads with a well-structured website. The session will also cover blogging as a means to gain visibility, increase credibility in your industry, and drive leads to your business.

*Speaker: Lauren Hug, Founder of HugSpeak*

Fee: \$10.00

9:00 AM to 12:00 PM

Ent Credit Union (7350 Campus Dr.)

**Attendee Demographic: Existing Business**



# January - March 2016 Workshops

## FEBRUARY (cont.)

18

### Southern Colorado Construction Forum

Hear from the movers and shakers of government construction. What are the projects planned for the next year? Which large companies are going to compete for them and how does a smaller company get on the team? You will get all the answers to these questions and more. Agencies represented will be US Army Corps of Engineers, City of Colorado Springs, El Paso County, Connect2Dot and more!

*Speaker: Presenters Include: City of Colorado Springs, El Paso County, Core of Engineers, Connect2Dot, Sherman & Howard and many more!*

Fee: \$10.00

8:00 AM to 12:00 PM

SBDC (1675 Garden of the Gods Rd. Ste. 1017)

**Attendee Demographic: Construction Industry**

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### PTAC Panel Series: Highlighting the Mentor/Protege Program

The Mentor-Protégé program is designed to motivate and encourage large-business prime contractor firms to provide mutually beneficial developmental assistance to small business. Overall program goals include: a. improve the performance of contracts and subcontracts, b. foster the establishment of long-term business relationships between large prime contractors and small business subcontractors, and c. strengthen subcontracting opportunities and accomplishments. The program can help grow existing small businesses, but it is not without significant challenges and hurdles to ensure success. Encourage any company that has considered exploring this program to attend what is sure to be a very informative session!

FREE

7:30 AM to 9:00 AM

Work Force Center

Pikes Peak Regional Development Center

2880 International Circle, Colorado Springs

**Attendee Demographic: Existing Small and Large Business**

25

### Guided Business Plan: Business Plan in a Day

During this workshop, we will begin the task of putting together a very basic strategic plan that will act as a roadmap to building your business plan. Would you begin to build a 43 story skyscraper without a blueprint? Then ask yourself this, what does your business look like three to five years from now? These methodical steps are the beginning of a process that will enable you to move forward with purpose, passion, and precision; profitability will present itself when you have followed your own direction. The nicest thing about not planning is that failure comes as a complete surprise and is not preceded by a period of worry and depression! Join us to begin the process of strategically mapping your business through a simplified business plan that you can then continue to build upon. This workshop is for both start up and existing businesses!

*Speaker: TBD*

Fee: \$15.00

9:00 AM to 12:00 PM

SBDC (1675 Garden of the Gods Rd. Ste. 1017)

**Attendee Demographic: Start-Up assistance**

## MARCH

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### Digital Marketing Series: Facebook

A strategy to drive leads for business should involve a Facebook component. Why? 700 million active users makes it an attractive platform for business. Finding people who believe what you believe in a cost-efficient way is key. Join us for this session on content curation, ad-build and targeting on Facebook. Please note this is a mid-level course – businesses should already have an active Facebook business page.

*Speaker: Lauren Hug, Founder of HugSpeak*

Fee: \$10.00

9:00 AM to 12:00 PM

Ent Credit Union (7350 Campus Dr.)

**Attendee Demographic: Existing Business**



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