**WEDNESDAY, May 18, 2022**

**General Session I**

**Welcome, New Member Orientation and Annual Meeting of IESBGA**
Keli Krueger-Huhra, IESBGA President

*Video link:*  [https://youtu.be/yTqf6XzU_tE](https://youtu.be/yTqf6XzU_tE)

**Session I Workshops**

1) **Access to Capital**
   Mary Tritsis, Senior Director of Community Lending, Allies for Community Business

   *Video link:*  [https://youtu.be/hVq0HvU1myk](https://youtu.be/hVq0HvU1myk)

2) **Overview of SBDC Net: Your Partner for Client Success**
   Matthew Jackson, Director, SBDC National Information Clearinghouse (SBDCNet)

   *Video link:*  [https://youtu.be/CpXzXp9x8NM](https://youtu.be/CpXzXp9x8NM)

3) **OFAC 101 and Overview of Sanctions**
   Tami Dixon, Enforcement Officer, Office of Foreign Assets Control (OFAC) Enforcement Division

   *Recording was not allowed.*

4) **Building Relationships in Government Contracting**
   Cheryl Berkemann, PTAC Advisor, Illinois PTAC at Western Illinois University and Theresa Ebeler, Center Director, Illinois PTAC at Western Illinois University

   *Video link:*  [https://youtu.be/2Mx3MIMKw3o](https://youtu.be/2Mx3MIMKw3o)

**Session II Workshops**

1) **Intellectual Property Basics and Helpful Resources**
   Crystal Hammond, Primary Patent Examiner, United States Patent and Trademark Office

   *Video link:*  [https://youtu.be/5cRkc4r8c3M](https://youtu.be/5cRkc4r8c3M)
WEDNESDAY, May 18, 2022
Session II continued

2) Basic Neoserra Entries/Usage
Jenny Malloy, Data Integrity Manager, Illinois Small Business Development Center and Ericka White, Assistant State Director, Illinois Small Business Development Center

Video link: https://youtu.be/uy24dDvM34w

3) Global Supply Chain Crisis—An Industry In Chaos
Paul Jarzombek, President and CEO, LR International Inc.

Video link: https://youtu.be/yngliF3EVgQ

4) Illinois Procurement Bulletin for Public Institutions of Higher Education
Kayci Puckett, Director, IPHEC, University of Illinois and Jodi Wright, Bulletin Manager, University of Illinois

Video link: https://youtu.be/VGpjQ9KDAVQ

Thursday, May 19, 2022
Session III Workshops

1) How Tech Will Shape Small Business Support and Access to Resources
David Ponraj, CEO, Economic Impact Catalyst

Video link: https://youtu.be/vVNrlgnwLsk

2) Get Your Local Business on Google Search and Maps Train-the-Trainer Session
Randi Penfil, Google-Supported Trainer, Google

Video link: https://youtu.be/deEk1d1bLbo

3) Advising Clients on Entering Southeast Asia: identifying challenges, opportunities and creating long-term success in Southeast Asia
John Dwyer, Managing Director, Peregrine Management International LLC and Jim Ryan, International Trade Specialist, Illinois SBDC ITC at Bradley University

Video link: https://youtu.be/NhW8iZrsvnw

4) HZ Early Engagement Initiative (HZ EEI)
Takeisha ‘Kei’ Hodge, Program Manager of Certification and Outreach, and Angela ‘Angie’ Wells, Business Opportunity Specialist (BOS), SBA/HUBZone Program

Video link: https://youtu.be/C4X-TDxRlLw
Thursday, May 19, 2022

Session IV Workshops

1. **Introduction to SBA Programs**
   Charles White, Lender Relations Specialist, Small Business Administration and Robert Esquivel, Supervisory Lender relations Specialist, U.S. Small Business Administration
   
   **Video link:**  [https://youtu.be/yCmI7jXJk](https://youtu.be/yCmI7jXJk)

2. **What Every Entrepreneur (and their Advisors) Should Know About Personal Credit**
   Rick Lowitz, Co-CEO, Working Credit NFP and Kristin Schell, Chief Program Officer, Working Credit NFP
   
   **Video link:**  [https://youtu.be/KMLokH1hWKY](https://youtu.be/KMLokH1hWKY)

3. **Doing Business with Multi-lateral Development Banks (MDBs)**
   Janelle Santerre Weyek, Senior Commercial Officer and Commercial Representative to the EBRD, International Trade Administration, U.S. Department of Commerce and Andrey Piroozgar, International Trade Specialist and Global Technology Deputy Team Leader, International Trade Administration, U.S. Department of Commerce
   
   **Video link:**  [https://youtu.be/sFrfjTWkOT0](https://youtu.be/sFrfjTWkOT0)

4. **PTAC Roundtable**
   Moderator, Darryl Thomas
   
   **Video link:**  [https://youtu.be/2wjvRId9pJQ](https://youtu.be/2wjvRId9pJQ)

**GENERAL SESSION II**

Bret Behrens, WCIA 3 Sports Director and Susan Burton, Artist

**Video link:**

Session V Workshops

1. **Winning the Talent War: Keys to Attract and Retain in Today’s Tough Market**
   Michelle Arentz, Owner, Lazarus Learning LLC
   
   **Video link:**  [https://youtu.be/QPXQxADP4co](https://youtu.be/QPXQxADP4co)

2. **How SBDC’s and Chambers Work Together To Help Small Businesses**
   Jo Ann Di Maggio May, Director, Illinois SBDC for the Metro East at SIUE
   
   **Video link:**  [https://youtu.be/TQczm3VR7Bs](https://youtu.be/TQczm3VR7Bs)
Thursday, May 19, 2022
Session V Workshops continued

3) Building an International Sales Network
Ernie Watts, President, Trinity Resource Consulting and
Zach Selch, CEO, Global Sales Mentor

Video link: https://youtu.be/1EcHDyuDEec

4) Getting Up to Speed on State Procurement
Dave Littrell, Alex Wilson, Andrew Shackelford and Kassandra Wilkin
Chief Procurement Office for General Services

Video link: https://youtu.be/za8SgOrrCzE

Session VI Workshop

1) Getting the Most out of Neoserra
Jenny Malloy, Data Integrity Manager, Illinois Small Business Development Center and
Ericka White, Assistant State Director, Illinois Small Business Development Center

Video link: https://youtu.be/k4Z8SBUar5U

2) Advising Artists and Creatives
Amy Lambert, Executive Director, Illinois SBDC at the Starved Rock Country Alliance

Video link: https://youtu.be/Ew_XPx2MWI

3) ITC-OTI Roundtable
Moderator, Jim Foley

Video link: https://youtu.be/NlcqHRH1cCU

4) Demystifying the Public Contractor Eligibility Process
Ebonie S. Davis, Public Contracts Unit Administrator, Illinois Department of Human Rights

Video link: https://youtu.be/PacFjqi0qOM

Friday, May 20, 2022

Video link:

GENERAL SESSION III: GrowthWheel

GENERAL SESSION IV: IESBGA Program Excellence Award, Cert & ReCert

GENERAL SESSION V: Cross-Selling Network Resources

GENERAL SESSION VI: Agency Updates