



2015 MED WEEK

MINORITY ENTERPRISE DEVELOPMENT WEEK

NOVEMBER 2 - 6

SCHEDULE

Monday 11.02

Tuesday 11.03

Wednesday 11.04

Thursday 11.05

Friday 11.06

Host Organization(s): MORE, NAWBO, Office of Contract Compliance

What: *Seminar: How to Bid*

Seminar Speaker: Andre Woods, Buyer for Shelby County Schools

When: Monday, November 2, 2015
9:30am – 11:00am

Where: Renaissance Business Center – Free Parking Available
555 Beale Street (Training Room)

Seminar Details: Learn how to do business with Shelby County Schools as well as avoiding common bidding mistakes

Contact Person: Leslie Smith at Leslie.Smith@memphistn.gov or 901 544-1847

Host Organization(s): Black Business Association (BBA)

What: *Seminar: The Power of Social Media Marketing*

Seminar Speaker: Larry Clark Jr., Technical Consultant, GTECH

When: Monday, November 2, 2015
11:30am – 12:30am

Where: Renaissance Business Center
555 Beale Street (Training Room)
Free Parking Available

Seminar Details: The seminar will cover the value of social media and the profitable impact it can have on your business.

Contact Person: Ricky Tucker at rixinternational@msn.com or 901 526-9300





2015 MED WEEK

MINORITY ENTERPRISE DEVELOPMENT WEEK

NOVEMBER 2 - 6

SCHEDULE

Monday 11.02

Tuesday 11.03

Wednesday 11.04

Thursday 11.05

Friday 11.06

Host Organization(s): Tennessee Small Business Development Center, Renaissance Business Center

What: *Seminar: Where's the Money? Access to Capital & Credit Assistance*

Seminar Speakers: Rhonda Brown – *City of Memphis, Renaissance Business Center*
 Jerome Gentry – *LiftFund*
 Shaun Norris – *Pathway Lending*
 Tracey Buckley – *Community Lift*
 Jim Church – *Hope Credit Union*
 Shaun Bullock - *TSBDC*

When: **Tuesday, November 3, 2015**
9:30am – 11:00am

Where: Renaissance Business Center – Free Parking Available
 555 Beale Street (Conference Room)

Seminar Details: Access to capital information, credit assistance and information on how to prepare for a lender.

Contact Person: Rhonda Brown at rhonda.brown@memphistn.gov and/or Lakisha Smith 901 526-9300

Host Organization(s): Memphis Area Minority Contracts Association, Office of Contract Compliance

What: *Lunch & Learn: You Won the Bid*

Seminar Speaker: Mary Bright, Esq., Contract Compliance Officer, City of Memphis

When: **Tuesday, November 3, 2015**
11:30am – 12:30pm

Where: Renaissance Business Center – Free Parking Available
 555 Beale Street (Training Room)

Seminar Details: This workshop is a comprehensive overview of prime contractor and subcontractor responsibilities on city-funded projects. Participants will learn about the City's requirements in relation to the City's Equal Business Opportunity including laws and regulations surrounding the program. In addition, the workshop will discuss matters such as contract clauses, documentation requirements, common mistakes, best practices and new technologies.

Contact Person: MAMCA Office - 901 636-6210





2015 MED WEEK

MINORITY ENTERPRISE DEVELOPMENT WEEK

NOVEMBER 2 - 6

SCHEDULE

Monday 11.02

Tuesday 11.03

Wednesday 11.04

Thursday 11.05

Friday 11.06

Host Organization(s): The MMBC Continuum

What: *Seminar: The Power of Partnerships: The Business Case for Joint Venture Collaboration*

Seminar Speakers: Benjamin Gomes-Casseres, *Professor, Brandeis International Business School, Former Economist at the World Bank*
 JW Gibson, *The Premier Group*
 Gayle Rose, *EVS*
 Winston Gipson, *Gipson Mechanical Contractors, Inc.*

When: **Wednesday, November 4, 2015**
8:00am – 11:00am

Where: Memphis Bioworks Conference Center
 20 Dudley St., First Floor
 Free parking is available at the Bioworks Garage at the corner of Union Avenue and Dudley Street

Seminar Details: Joint Venture (JV) partnership can be a powerful driver of business growth with the proper amount of planning and management. This seminar will discuss joint venture benefits & precautions, strategy development, deal structuring examples, and JV partner selection.

Contact Person: Vertanya Allen at vallen@mmbc-memphis.org or 901 525-6512

Host Organization(s): EPIcenter

What: *Lunch & Learn: I Have an Idea...What's Next?*

Seminar Speaker: Leslie Lynn Smith, *President, EPIcenter*

When: **Wednesday, November 4, 2015**
11:30am – 1:00pm (Lunch will be served)

Where: Memphis Bioworks Conference Center
 20 Dudley St., First Floor
 Free parking is available at the Bioworks Garage at the corner of Union Avenue and Dudley Street

Seminar Details: You have an idea for a product or a business, but you aren't sure where to begin. Leslie Lynn Smith, president of EPIcenter, will take you through the start-up process, the steps to take to form a business, what to know and consider beforehand, and the resources and partners in Memphis that can help you make it happen.

Contact Person: Jessica Taveau at jtaveau@memphisbioworks.org or 901-866-1435





2015 MED WEEK

MINORITY ENTERPRISE DEVELOPMENT WEEK

NOVEMBER 2 - 6

SCHEDULE

Monday 11.02

Tuesday 11.03

Wednesday 11.04

Thursday 11.05

Friday 11.06

Host Organization(s): The MMBC Continuum's Corporate Resource Committee

What: *Symposium: Elevate Your Business: Establishing Competitive Strategies & Sustainable Connections*

Seminar Speaker: Corporate Procurement Representatives

When: Thursday, November 5, 2015
8:00am – 12:30pm

Where: Benjamin L. Hooks Central Library
Free Parking Available
3030 Poplar Avenue
(Conference Rooms – B & C)

Seminar Details: Communicate the importance of establishing competitive strategies to elevate minority and women-owned businesses.

Contact Person: Doris Gordon at
dgordon@mmbc-memphis.org or
901 525-6512

Host Organization(s): Black Business Association (BBA) of Memphis

What: *Seminar: Overview and The 10 Biggest Challenges Facing Small Businesses*

Seminar Speaker: Ricky Tucker, Director of Business Services, BBA

When: Thursday, November 5, 2015
12:30pm – 1:30pm

Where: Benjamin L. Hooks Central Library
Free Parking Available
3030 Poplar Avenue
(Conference Room – C)

Seminar Details: Inform Small Business Owners of the Top 10 "Universal" Challenges Small Businesses encounter.

Contact Person: Ricky Tucker at rixinternational@msn.com or
901 526-9300



2015 MED WEEK

MINORITY ENTERPRISE DEVELOPMENT WEEK

NOVEMBER 2 - 6

SCHEDULE

Monday 11.02

Tuesday 11.03

Wednesday 11.04

Thursday 11.05

Friday 11.06

Host Organization(s): The MMBC Continuum

What: *Robert R. Church Awards Luncheon*

Seminar Speaker: Karmetria Dunham Burton, *General Manager, Supplier Diversity, Delta Air Lines*

When: **Friday, November 6, 2015**
11:30am – Reception
12:00pm – Awards Luncheon

Where: Holiday Inn University
Free Parking Available
3700 Central Avenue (Grand Ballroom)

Seminar Details Keynote Speaker and Awards Ceremony

Contact Person: Doris Gordon at
dgordon@mmbc-memphis.org
or 901 525-6512

Keynote Speaker:



Karmetria Dunham Burton
General Manager, Supplier Diversity
Delta Air Lines