



# DECEMBER

## Events Calendar

SANTA ANA DISTRICT OFFICE

Serving Orange, Riverside, and San Bernardino Counties

5 Hutton Centre Drive, Santa Ana, CA 92707 714.550.7420

SBA District Website: [www.sba.gov/ca/santa](http://www.sba.gov/ca/santa)

This calendar has four sections: General Events, Government Contracting Events, International Trade Events and Other Federal & Local Government, Trade, and Small Business Organization Events

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
<p><b>Thursday, December 1, 2016</b> 7:30 am to 9:30 am Pre-registration <b>REQUIRED</b></p>	<p><b>Data Security – Landscape for Small to Mid-Sized Businesses in Orange County:</b> Cyber threats, asset protection, and reducing legal exposure are just a few of the reasons that data security is critical to risk management for businesses of all sizes heading into 2017. Establishing and implementing a simple yet scalable information security program is vital and attainable for growing companies. Join us to discuss tips, tricks, and traps for making this process manageable and successful. \$50 for non-members, <b>No Cost</b> for members, Register at: <a href="http://bit.ly/2gocl83">http://bit.ly/2gocl83</a> OCTANe, <a href="http://www.octaneoc.org">www.octaneoc.org</a>, 949.330.6565 The Pacific Club, 4110 MacArthur Blvd., Newport Beach, CA 92660</p>

<b>Thursday, December 1, 2016</b> 11:00 am to 1:00 pm Pre-registration <b>REQUIRED</b>	<b>Financial Fitness</b> <i>No Cost</i> , Register at: <a href="http://bit.ly/2fl9MJw">http://bit.ly/2fl9MJw</a> Coachella Valley Women's Business Center, <a href="http://www.cvwbc.org">www.cvwbc.org</a> , 760.345.9200 Palm Desert Public Library, 73300 Fred Waring Drive, Palm Desert, CA 92260
<b>DATE/TIME</b>	<b>EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION</b>
<b>Thursday, December 1, 2016</b> 6:00 pm to 8:00 pm Pre-registration Recommended	<b>Build It, Achieve It - Tools for Creating Your Vision Board</b> <i>No Cost</i> Inland Empire Women's Business Center, <a href="http://www.iewbc.org">www.iewbc.org</a> , 909.890.2412 Fontana Community Senior Center, 16710 Ceres Avenue, Fontana, CA 92335
<b>Saturday, December 3, 2016</b> 10:00 am to 3:00 pm Pre-registration <b>REQUIRED</b>	<b>QuickBooks Quick Start: An Intensive One-Day Workshop</b> \$60 online registration, Register at: <a href="http://bit.ly/2fAumbL">http://bit.ly/2fAumbL</a> Coachella Valley Women's Business Center, <a href="http://www.cvwbc.org">www.cvwbc.org</a> , 760.345.9200 Coachella Valley WBC, 77806 Flora Road, Suite A, Palm Desert, CA 92211
<b>Monday, December 5, 2016</b> 1:30 pm to 3:00 pm Pre-registration Recommended	<b>How to Make Tax Deposits &amp; File a Return to Report Your Payroll Taxes</b> <i>No Cost</i> , Register at: <a href="http://bit.ly/2eUTwQ2">http://bit.ly/2eUTwQ2</a> Orange County SCORE, <a href="http://www.score114.org">www.score114.org</a> , 714.550.7369 Fullerton Public Library, 353 West Commonwealth Avenue, Fullerton CA 92832
<b>Monday, December 5, 2016</b> 6:00 pm to 8:00 pm Pre-registration Recommended	<b>ABCs of Starting Your Own Business</b> \$20 for non-Corona Residents, <i>No Cost</i> for Corona Residents Inland Empire Women's Business Center, <a href="http://www.iewbc.org">www.iewbc.org</a> , 909.890.2412 Corona Innovation Center at the Corona Civic Auditorium, 815 West 6 <sup>th</sup> Street, Suite 145, Corona, CA 92882
<b>Tuesday, December 6, 2016</b> 9:00 am to 11:30 am Pre-registration	<b>Incorporating Your Small Business</b> <i>No Cost</i> , Register at: <a href="http://bit.ly/2escvAl">http://bit.ly/2escvAl</a> Inland Empire Small Business Development Center, <a href="http://www.iesmallbusiness.com">www.iesmallbusiness.com</a> , 909.983.0751

Recommended	Hesperia Branch Library, Community Room, 9650 7th Avenue, Hesperia, CA 92345
<b>Tuesday, December 6, 2016</b> 1:00 pm to 2:00 pm Pre-registration <b>REQUIRED</b>	<b>Productivity, Saving Money, and Collaboration – Take a Holistic View of Your Team’s Workflow Webinar:</b> Get a handle on the major tools available inside Office 365, presented by SBA, Santa Ana District Office and Microsoft <i>No Cost</i> , Register at: <a href="http://ow.ly/qhn1305Zcne">http://ow.ly/qhn1305Zcne</a> For more information contact Sheree Coates at <a href="mailto:sheree.coates@sba.gov">sheree.coates@sba.gov</a>
<b>DATE/TIME</b>	<b>EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION</b>
<b>Tuesday, December 6, 2016</b> 5:30 pm to 7:30 pm Pre-registration Recommended	<b>Public Relations + Social Media= Marketing Success!</b> \$20 if register online at <a href="http://bit.ly/2f4GZYF">http://bit.ly/2f4GZYF</a> by 12/05, \$25 at the door Coachella Valley Women’s Business Center, <a href="http://www.cvwbc.org">www.cvwbc.org</a> , 760.345.9200 Indio Workforce Development Center, 44199 Monroe Street, Indio, CA 92201
<b>Tuesday, December 6, 2016</b> 6:00 pm to 8:00 pm Pre-registration Recommended	<b>Open for Business in Chino</b> <i>No Cost</i> , Register at: <a href="http://bit.ly/2f5F740">http://bit.ly/2f5F740</a> Inland Empire Small Business Development Center, <a href="http://www.iesmallbusiness.com">www.iesmallbusiness.com</a> , 909.983.0751 Carolyn Owen Community Center, 2 <sup>nd</sup> Floor, 13201 Central Avenue, Chino, CA 91710
<b>Tuesday, December 6, 2016</b> 6:00 pm to 8:00 pm Pre-registration <b>REQUIRED</b>	<b>Should You Start a Nonprofit?</b> \$20 Inland Empire Women’s Business Center, <a href="http://www.iewbc.org">www.iewbc.org</a> , 909.890.2412 Inland Empire WBC – Riverside Office, 3780 Market Street, Riverside, CA 92501
<b>Tuesday, December 6, 2016</b> 6:00 pm to 9:00 pm Pre-registration Recommended	<b>How to Market Like a Media Machine</b> <i>No Cost</i> , Register at: <a href="http://bit.ly/2e1pNGn">http://bit.ly/2e1pNGn</a> Orange County SCORE, <a href="http://www.score114.org">www.score114.org</a> , 714.550.7369 Garden Grove Community Center, Room B, 11300 Stanford Avenue, Garden Grove, CA 92840
<b>Tuesday, December 6, 2016</b>	<b>So You Think You Want to Be a Consultant?</b>

6:00 pm to 9:00 pm Pre-registration Recommended	<b>No Cost</b> , Register at: <a href="http://bit.ly/2efHiQI">http://bit.ly/2efHiQI</a> Orange County SCORE, <a href="http://www.score114.org">www.score114.org</a> , 714.550.7369 National University, 3390 Harbor Blvd., Costa Mesa, CA 92626
<b>Tuesday, December 6, 2016</b> 6:00 pm to 9:30 pm Pre-registration <b>REQUIRED</b>	<b>Facebook Pages + Email Marketing in Spanish:</b> Dar de alta una pagina de Facebook para recibir likes, Como promover tus Emails con Facebook Ads, Requisitos: Laptop y Cuenta de Constant Contact. N Tablets. <b>No Cost</b> , Register at: <a href="http://conta.cc/2fSIIIJ">http://conta.cc/2fSIIIJ</a> Coachella Valley SCORE, <a href="http://www.scorecv.org">www.scorecv.org</a> , 760.773.6507 For more information contact Armando Ehrenzweig at <a href="mailto:armando@gogetinmotion.com">armando@gogetinmotion.com</a> CV SCORE Office, 43-100 Cook Street, Suite 104, Palm Desert, CA 92211
<b>DATE/TIME</b>	<b>EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION</b>
<b>Wednesday, December 7, 2016</b> 1:30 pm to 3:00 pm Pre-registration Recommended	<b>How to Make Tax Deposits &amp; File a Return to Report Your Payroll Taxes</b> <b>No Cost</b> , Register at: <a href="http://bit.ly/2dPU3AJ">http://bit.ly/2dPU3AJ</a> Orange County SCORE, <a href="http://www.score114.org">www.score114.org</a> , 714.550.7369 Mission Viejo City Hall, Saddleback Room, 200 Civic Center, Mission Viejo, CA 92691
<b>Wednesday, December 7, 2016</b> 2:30 pm to 5:00 pm Pre-registration <b>REQUIRED</b>	<b>Small Business Jump-Start</b> \$10, Register at: <a href="http://bit.ly/2erZuH2">http://bit.ly/2erZuH2</a> Orange County Small Business Development Center, <a href="http://www.ocsbdc.org">www.ocsbdc.org</a> , 714.564.5200 Norman P. Murray Center, Jacaranda B, 24932 Veterans Way, Mission Viejo, Ca 92692
<b>Wednesday, December 7, 2016</b> 6:00 pm to 9:00 pm Pre-registration Recommended	<b>Costing, Pricing &amp; Breakeven</b> <b>No Cost</b> , Register at: <a href="http://bit.ly/2dPU3AJ">http://bit.ly/2dPU3AJ</a> Orange County SCORE, <a href="http://www.score114.org">www.score114.org</a> , 714.550.7369 Orange County Hispanic Chamber of Commerce, 2130 East 4 <sup>th</sup> Street, #180, Santa Ana, CA 92705
<b>Thursday, December 8, 2016</b> 11:00 am to 1:00 pm	<b>WEBINAR-Content Curation-Enhancing Your Website</b> \$15 if register online by 12/07

Pre-registration Recommended	Inland Empire SCORE, <a href="https://inlandempire.score.org">https://inlandempire.score.org</a> , 951.652.4390 Web link will be given upon registration
<b>Thursday, December 8, 2016</b> 5:30 pm to 7:30 pm Pre-registration Recommended	<b>Customer Service: Your Business Success Skills</b> \$20 if register online at <a href="http://bit.ly/2fZRnBP">http://bit.ly/2fZRnBP</a> by 12/07, \$25 at the door Coachella Valley Women's Business Center, <a href="http://www.cvwbc.org">www.cvwbc.org</a> , 760-345-9200 Indio Workforce Development Center, 44199 Monroe Street, Indio, CA 92201
<b>Friday, December 9, 2016</b> 9:00 am to 11:00 am Pre-registration Recommended	<b>Pricing For Profitability</b> \$15 if register online by 12/08, \$25 at the door Inland Empire SCORE, <a href="https://inlandempire.score.org">https://inlandempire.score.org</a> , 951.652.4390 Moreno Valley Conference & Recreation Center, 14075 Frederick Street, Moreno Valley, CA 92553
<b>DATE/TIME</b>	<b>EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION</b>
<b>Friday, December 9, 2016</b> 9:00 am to 11:00 am Pre-registration Recommended	<b>Social Media Videos-Effective Marketing</b> \$15 if register online by 12/08, \$25 at the door Inland Empire SCORE, <a href="https://inlandempire.score.org">https://inlandempire.score.org</a> , 951.652.4390 Corona Chamber of Commerce, 904 East 6 <sup>th</sup> Street, Corona, CA 92879
<b>Monday, December 12, 2016</b> 6:00 pm to 9:00 pm Pre-registration Recommended	<b>Power of the Inbox-Plus- Key Email Marketing Trends that Produce Results</b> <b>No Cost</b> , \$3.00 Parking for 4 hours, Register at: <a href="http://bit.ly/2eKmuSd">http://bit.ly/2eKmuSd</a> Orange County SCORE, <a href="http://www.score114.org">www.score114.org</a> , 714.550.7369 Chapman University, 549 West Palm, #101, Orange, CA 92868
<b>Monday, December 12, 2016</b> 6:00 pm to 9:00 pm Pre-registration Recommended	<b>Secrets To Buying A Franchise</b> <b>No Cost</b> , Register at: <a href="http://bit.ly/2f9SAth">http://bit.ly/2f9SAth</a> Orange County SCORE, <a href="http://www.score114.org">www.score114.org</a> , 714.550.7369 Orange Public Library, 407 East Chapman Avenue, Orange, CA 92866

<b>Tuesday, December 13, 2016</b> 9:00 am to 11:00 am Pre-registration Recommended	<b>Understanding Your Financial Statements</b> \$15 if register online by 12/12, \$25 at the door Inland Empire SCORE, <a href="https://inlandempire.score.org">https://inlandempire.score.org</a> , 951.652.4390 Redlands City Hall, 35 Cajon Street, Redlands, CA 92373
<b>Tuesday, December 13, 2016</b> 11:00 am to 1:00 pm Pre-registration Recommended	<b>WEBINAR-Working On Your Business</b> \$15 if register online by 12/12 Inland Empire SCORE, <a href="https://inlandempire.score.org">https://inlandempire.score.org</a> , 951.652.4390 Web link will be given upon registration
<b>Tuesday, December 13, 2016</b> 3:00 pm to 5:00 pm Pre-registration Recommended	<b>Time Management</b> <b>No Cost</b> Inland Empire Women's Business Center, <a href="http://www.iewbc.org">www.iewbc.org</a> , 909.890.2412 Highgrove Public Library, 530 Center Sreet, Riverside, CA 92507
<b>DATE/TIME</b>	<b>EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION</b>
<b>Tuesday, December 13, 2016</b> 5:30 pm to 8:30 pm Pre-registration Recommended	<b>Branding &amp; Website Strategy for Your Organization</b> <b>No Cost</b> , Register at: <a href="http://bit.ly/2fc2P1M">http://bit.ly/2fc2P1M</a> Orange County SCORE, <a href="http://www.score114.org">www.score114.org</a> , 714.550.7369 Huntington Beach Central Library, Maddy Room, 7111 Talbert Avenue, Huntington Beach, CA 92648
<b>Tuesday, December 13, 2016</b> 6:00 pm to 7:00 pm Pre-registration <b>REQUIRED</b>	<b>Webinar: Linked In: Are you Linked Out?</b> \$10, register online at: <a href="http://bit.ly/2f8vfb1">http://bit.ly/2f8vfb1</a> Coachella Valley Women's Business Center, <a href="http://www.cvwbc.org">www.cvwbc.org</a> , 760-345-9200 Online Event
<b>Tuesday, December 13, 2016</b>	<b>Grow Your Business With Email &amp; Social Media Marketing</b>

6:00 pm to 9:00 pm Pre-registration Recommended	<b>No Cost</b> , Register at: <a href="http://bit.ly/2eOBEFK">http://bit.ly/2eOBEFK</a> Orange County SCORE, <a href="http://www.score114.org">www.score114.org</a> , 714-550-7369 Rancho Santa Margarita Bell Tower Regional Community Center., 22232 El Paseo, Rancho Santa Margarita, CA 92688
<b>Wednesday, December 14, 2016</b> 5:30 pm to 7:30 pm Pre-registration Recommended	<b>Business Basics: Starting Out Right!</b> \$15 if register online by 12/13, \$20 at the door Coachella Valley Women's Business Center, <a href="http://www.cvwbc.org">www.cvwbc.org</a> , 760-345-9200 Coachella Valley WBC, 77806 Flora Road, Suite A, Palm Desert, CA 92211
<b>Wednesday, December 14, 2016</b> 6:00 pm to 8:30 pm Pre-registration Recommended	<b>How to Perfect the Elevator Pitch and Win More Business</b> <b>No Cost</b> , Register at: <a href="http://bit.ly/2fc9Akm">http://bit.ly/2fc9Akm</a> Orange County SCORE, <a href="http://www.score114.org">www.score114.org</a> , 714.550.7369 Yorba Lind Public Library, 18181 Imperial Highway, Yorba Linda, CA 92886
<b>Wednesday, December 14, 2016</b> 6:00 pm to 8:45 pm Pre-registration Recommended	<b>Jumpstart Your Dreams! How to Start a Business in 10 EZ Steps</b> <b>No Cost</b> , Register at: <a href="http://bit.ly/2eKKaWD">http://bit.ly/2eKKaWD</a> Orange County SCORE, <a href="http://www.score114.org">www.score114.org</a> , 714.550.7369 Newport Beach Public Library, Friends Room, 1000 Avocado Avenue, Newport Beach, CA 92660
<b>DATE/TIME</b>	<b>EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION</b>
<b>Thursday, December 15, 2016</b> 11:00 am to 1:00 pm Pre-registration Recommended	<b>WEBINAR-Online Lending-Changing The Way We Do Business</b> <b>No Cost</b> , need to register online by 12/14 Inland Empire SCORE, <a href="https://inlandempire.score.org">https://inlandempire.score.org</a> , 951.652.4390 Web link will be given upon registration
<b>Thursday, December 15, 2016</b> 6:00 pm to 9:00 pm Pre-registration Recommended	<b>Simple Strategies for Event Marketing &amp; Creating Emails that Rock</b> <b>No Cost</b> , Register at: <a href="http://bit.ly/2egeNCN">http://bit.ly/2egeNCN</a> Orange County SCORE, <a href="http://www.score114.org">www.score114.org</a> , 714.550.7369 La Palma Community Center, Royal Palm Room, 7821 Walker Street, La Palma, CA 90623

<b>Thursday, December 15, 2016</b> 6:00 pm to 9:00 pm Pre-registration Recommended	<b>The Power of the Inbox – Tips &amp; Tricks for Successful Email Marketing</b> <b>No Cost</b> , Register at: <a href="http://bit.ly/2egeNCN">http://bit.ly/2egeNCN</a> Orange County SCORE, <a href="http://www.score114.org">www.score114.org</a> , 714.550.7369 Fullerton Public Library, 353 West Commonwealth Avenue, Fullerton, CA 92832
<b>Monday, December 19, 2016</b> 10:30 am to 1:30 pm Pre-registration Recommended	<b>The Road to Business Credit!</b> <b>No Cost</b> , Register at: <a href="http://bit.ly/2f1nRz6">http://bit.ly/2f1nRz6</a> Orange County SCORE, <a href="http://www.score114.org">www.score114.org</a> , 714.550.7369 Webster University, 32 Discovery, #250, Irvine, CA 92618
<b>Thursday, December 22, 2016</b> 10:30 am to 1:30 pm Pre-registration Recommended	<b>Develop a Winning Business Plan</b> <b>No Cost</b> , Register at: <a href="http://bit.ly/2eMRweC">http://bit.ly/2eMRweC</a> Orange County SCORE, <a href="http://www.score114.org">www.score114.org</a> , 714.550.7369 Fullerton Public Library, 353 West Commonwealth Avenue, Fullerton, CA 92832
<b>Wednesday, December 21, 2016</b> 8:00 am to 9:00 am Pre-registration Recommended	<b>“Murrieta-area Business Roundtable”</b> : The Roundtable brings company owners and local business resources together for an invigorating exchange of information, ideas and insights, meeting every third Wednesday, presented by Inland Empire SCORE and City of Murrieta <b>No Cost</b> , Register at: <a href="https://inlandempire.score.org/node/147895">https://inlandempire.score.org/node/147895</a> For more information contact Michael Fisher at <a href="mailto:mfisher682@yahoo.com">mfisher682@yahoo.com</a> Inland Empire SCORE, <a href="http://inlandempire.score.org">http://inlandempire.score.org</a> , 951.652.4390 Murrieta Innovation Center, 26442 Beckman Court, Murrieta, CA 92562
<b>DATE/TIME</b>	<b>EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION</b>
<b>Thursday, December 22, 2016</b> 6:00 pm to 9:00 pm Pre-registration Recommended	<b>Common Legal Questions For Businesses</b> <b>No Cost</b> , Register at: <a href="http://bit.ly/2fvvLRt">http://bit.ly/2fvvLRt</a> Orange County SCORE, <a href="http://www.score114.org">www.score114.org</a> , 714-550-7369 Digital Media Center, 1300 South Bristol, Santa Ana, CA 92704
<b>Wednesday, December 28, 2016</b>	<b>WEBINAR-Online Lending-Changing The Way We Do Business</b>



1:00 pm to 3:00 pm Pre-registration Recommended	<b>No Cost</b> , need to register online by 12/27 Inland Empire SCORE, <a href="https://inlandempire.score.org">https://inlandempire.score.org</a> , 951.652.4390 Web link will be given upon registration
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## UPCOMING EVENTS

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
<b>Thursday, January 12, 2017</b> 6:00 pm to 8:30 pm Pre-registration <b>REQUIRED</b>	<b>The Art and Science of Creating a Successful Business</b> \$25, Register at: <a href="http://bit.ly/2e67PiK">http://bit.ly/2e67PiK</a> Orange County Small Business Development Center, <a href="http://www.ocsbdc.org">www.ocsbdc.org</a> , 714.564.5200 Norman P. Murray Center, Jacaranda B, 24932 Veterans Way, Mission Viejo, Ca 92692

## GOVERNMENT CONTRACTING

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
<b>Wednesday, December 7, 2016</b> 8:00 am to 9:30 am Pre-registration <b>REQUIRED</b>	<b>Building Teaming Agreements:</b> “Contractor team arrangement” means an arrangement in which two or more companies form a partnership or joint venture to act as its subcontractors under a specified Government contract or acquisition program <b>No Cost</b> , Register at: <a href="http://bit.ly/2dB6R2k">http://bit.ly/2dB6R2k</a> Procurement Technical Assistance Center (PTAC), <a href="http://www.rccdpac.com">www.rccdpac.com</a> , 951.571.6442 PAC RCCD Office of Economic Development, 152 East Sixth Street, Corona, CA 92879

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
<b>Wednesday, December 7, 2016</b> 10:00 am to 11:30 am Pre-registration <b>REQUIRED</b>	<b>Marketing to the Federal Government:</b> Market research is conducted by the government to help the government find qualified private sector businesses. Market research is a mandate by the Federal Acquisition (FAR) and is a useful tool for the government to locate small businesses. <b>No Cost</b> , Register at: <a href="http://bit.ly/2cO9b4p">http://bit.ly/2cO9b4p</a>

	Procurement Technical Assistance Center (PTAC), <a href="http://www.rccdpc.com">www.rccdpc.com</a> , 951.571.6442 PAC RCCD Office of Economic Development, 152 East Sixth Street, Corona, CA 92879
<b>Thursday, December 15, 2016</b> 8:30 am to 10:00 am Pre-registration <b>REQUIRED</b>	<b>8(a) Application Workshop</b> – A business development program created to help small disadvantaged businesses compete in the American economy and access the federal procurement market. <b>No Cost</b> , Register at: <a href="http://bit.ly/2fT9Kdn">http://bit.ly/2fT9Kdn</a> SBA Santa Ana District Office, <a href="http://www.sba.gov/ca/santa">www.sba.gov/ca/santa</a> , 714.550.7420 The SBA Santa Ana District Office, Training Room, 5 Hutton Centre Drive, Suite 900, Santa Ana, CA 92707
<b>Thursday, December 15, 2016</b> 10:15 am to 11:30 am Pre-registration <b>REQUIRED</b>	<b>HUBZone, and WOSB Application Workshop</b> – The SBA’s HUBZone program helps small businesses in urban and rural communities gain preferential access to federal procurement opportunities. The SBA’s WOSB program is designed to help more women owned small businesses to win federal contracts by providing a level playing field for WOSBs to compete. <b>No Cost</b> , Register at: <a href="http://bit.ly/2fT9Kdn">http://bit.ly/2fT9Kdn</a> The SBA Santa Ana District Office, Training Room, 5 Hutton Centre Drive, Suite 900, Santa Ana, CA 92707
<b>Thursday, December 22, 2016</b> 9:30 am to 11:00 am Pre-registration <b>REQUIRED</b>	<b>8(a), HUBZone, and WOSB Informational Webinar</b> <b>8(a)</b> – A business development program created to help small disadvantaged businesses compete in the American economy and access the federal procurement market. <b>HUBZone Program</b> - The SBA’s HUBZone program helps small businesses in urban and rural communities gain preferential access to federal procurement opportunities. <b>WOSB Program</b> - The SBA’s WOSB program is designed to help more women owned small businesses to win federal contracts by providing a level playing field for WOSBs to compete. <b>No Cost</b> , Register at: <a href="http://bit.ly/2f9XRyk">http://bit.ly/2f9XRyk</a> Santa Ana District Office, <a href="http://www.sba.gov/ca/santa">www.sba.gov/ca/santa</a> , 714.550.7420

## INTERNATIONAL TRADE

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
No Events this Month	

**OTHER FEDERAL & LOCAL GOVERNMENT, TRADE, AND SMALL BUSINESS ORGANIZATION EVENTS**

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
<p><b>Thursday, December 1, 2016</b>            9:00 am to 11:00 am            Pre-registration  <b>REQUIRED</b></p>	<p><b>Vendor Information Day:</b> These sessions are designed to provide prospective vendors information on how to do business with the County and to answer questions regarding the County of Orange purchasing processes.            RSVP at: <a href="http://olb.ocgov.com/business/vid">http://olb.ocgov.com/business/vid</a> or 714.871.3100            For more information use this link: <a href="http://olb.ocgov.com">http://olb.ocgov.com</a>            North Orange County Chamber – Fullerton Chamber of Commerce, <a href="http://www.nocchamber.com">www.nocchamber.com</a>            County Procurement Office, Building A, 2<sup>nd</sup> Floor, Conference Room B, 1300 South Grand Avenue            Santa Ana, CA 92705</p>
<p><b>Thursday, December 1, 2016</b>            11:30 am to 1:00 pm            Pre-registration  <b>REQUIRED</b></p>	<p><b>Lunch with Friends:</b> Networking group to provide a low cost, effective organization in which businesses can build relationships with one another and provide leads.  <b>No Cost</b>, Register at: <a href="http://bit.ly/2faDPEG">http://bit.ly/2faDPEG</a>            Corona Chamber of Commerce, <a href="http://www.mychamber.org">www.mychamber.org</a>, 951.737.3350            Rodrigo’s Mexican Grill, 150 West Parkridge Avenue, Corona, CA 92880</p>

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
<p><b>Thursdays, December 1, 8, 15, 22 and 29, 2016</b>  11:30 am to 1:00 pm  Pre-registration  Recommended</p>	<p><b>Irvine Builds Businesses Live Webinars – Best Practices for Small Business:</b> The Irvine Chamber offers a robust series of <i>no cost</i>, online webinars to help businesses grow and prosper, explore new markets and strategies and navigate the world of trade and export. Initiated several years ago, these webinars now serve the interests of hundreds of member and non-member businesses every year. Interactive by design, participants are encouraged to ask their questions, share their comments and engage with the facilitator and the speaker(s) during the webinar.  <b>No Cost</b>, Register at: <a href="http://www.irvinecondev.com/webinars/">http://www.irvinecondev.com/webinars/</a>  Irvine Chamber of Commerce, <a href="http://www.irvinebuildsbusinesses.com">http://www.irvinebuildsbusinesses.com</a>, 949.660.9112  Contact Pepper Russell, <a href="mailto:prussell@irvinechamber.com">prussell@irvinechamber.com</a>  Irvine Chamber of Commerce, 36 Executive Park, Suite 100, Irvine, CA 92614</p>
<p><b>Saturdays, December 3, 10, 15, 24, and 31, 2016</b>  9:00 am to 12:00 Noon  Pre-registration  Not Required</p>	<p><b>Kasual Koffee:</b> Informal opportunity to pitch an idea, network with others, demo a product and complimentary coffee!  City of Murrieta, <a href="http://www.murrieta.org">www.murrieta.org</a>, 951-304-2489  For more information contact <a href="mailto:bizevents@murrieta.org">bizevents@murrieta.org</a>, 951.461.6091  Murrieta Innovation Center, 26442 Beckman Court, Murrieta, CA 92562</p>
<p><b>Tuesday, December 6, 2016</b>  5:30 pm to 7:30 pm  Pre-registration  <b>REQUIRED</b></p>	<p><b>Emerging Professional After Hours Networking Event:</b> An evening of building valuable business relationships and exchanging leads  \$ 20 for non-members, \$10 for members  For more information contact Jessica Welch, <a href="mailto:execasst@irvinechamber.com">execasst@irvinechamber.com</a>, 949.660.9112 x 115  Irvine Chamber of Commerce, <a href="http://www.irvinebuildsbusinesses.com">http://www.irvinebuildsbusinesses.com</a>, 949.660.9112  Twenty Eight Restaurant, 19530 Jamboree Road, Irvine, CA 92612</p>
<p><b>Wednesday, December 7, 2016</b>  9:00 am to 11:30 pm  Pre-registration  <b>REQUIRED</b></p>	<p><b>How Leaders Become Super Heroes:</b> We will identify the five competencies and behaviors that propel leaders to the Super Hero status, hosted by the City of Corona  <b>No Cost</b>, Register at: <a href="http://bit.ly/2ekRdXH">http://bit.ly/2ekRdXH</a>  Corona Chamber of Commerce, <a href="http://www.mychamber.org">www.mychamber.org</a>, 951.737.3350</p>

	City of Corona, 400 South Vicentia, Corona, CA 92882
<b>DATE/TIME</b>	<b>EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION</b>
<b>Wednesday, December 7, 2016</b> 11:30 am to 1:00 pm Pre-registration <b>REQUIRED</b>	<b>Women's Leadership Luncheon:</b> HR-Discover What Business Owners Need to Know to Stay Compliant, presented by Vakita Poindexter and the Corona Chamber \$30 for non-members if pay by 12/02, \$20 for members if pay by 12/02 Register at: <a href="http://bit.ly/2eYS5jj">http://bit.ly/2eYS5jj</a> Corona Chamber of Commerce, <a href="http://www.mychamber.org">www.mychamber.org</a> , 951.737.3350 The Sizzler, 1461 Rimpau Avenue, Corona, CA 92879
<b>Wednesday, December 14, 2016</b> 11:30 am to 1:00 pm Pre-registration <b>REQUIRED</b>	<b>Networking Opportunity Luncheon:</b> Meet second Wednesday of the month \$45 for non-members, \$25 for members Register at: <a href="http://dev.irvinechamber.com/events/details/networkers-luncheon-09-14-2016-5513">http://dev.irvinechamber.com/events/details/networkers-luncheon-09-14-2016-5513</a> Irvine Chamber of Commerce, <a href="http://dev.irvinechamber.com/events">http://dev.irvinechamber.com/events</a> , 949.660.9112 For more information contact Jessica Welch, <a href="mailto:execasst@irvinechamber.com">execasst@irvinechamber.com</a> , 949.660.9112 x 115 Del Frisco Restaurant, 772 Spectrum Center Drive, Irvine, CA 92618
<b>Thursday, December 15, 2016</b> 1:30 pm to 3:00 pm Pre-registration <b>REQUIRED</b>	<b>California Competes Tax Credit Workshop:</b> The California Competes Tax Credit (CCTC) is an income tax credit available to businesses that want to locate in California or stay and grow in California. Any business can apply for the CCTC and there are no geographic or sector-specific restrictions that impact eligibility. In addition, twenty-five percent of the total credits available each fiscal year are specifically reserved for small businesses. The next application period begins January 2, 2017 and closes January 23, 2017. Go to <a href="http://calcompetes.ca.gov">calcompetes.ca.gov</a> or <a href="http://bit.ly/2f1GgLp">http://bit.ly/2f1GgLp</a> to apply. <b>No Cost</b> , <a href="http://bit.ly/2f7Buga">http://bit.ly/2f7Buga</a> City of Murrieta, <a href="http://www.murrieta.org">www.murrieta.org</a> , 951-304-2489 Murrieta City Hall, Council Chambers, 1 Town Square, Murrieta, CA 92562

<p><b>Monday, December 19, 2016</b>  9:00 am to 12:00 Noon  Pre-registration  <b>REQUIRED</b></p>	<p><b>Doing Business With the Veteran Affairs (VA) – 4 Steps to Verification &amp; CVE Document</b>  <b>Rationale:</b> Third of four sessions for Veteran Owen Business or start up on how to get Verification and Re-Verification with the Veteran Affairs, presented by Southwest Veterans’ Business Resource Center  <i>No Cost</i>, Register at: <a href="http://bit.ly/2dO8BBg">http://bit.ly/2dO8BBg</a>  For more information contact Albert R. Renteria at <a href="mailto:arenteria@swvbrc.org">arenteria@swvbrc.org</a>  Training conducted at 41593 Winchester Road, Suite 112, Temecula, CA 92590</p>
<p><b>DATE/TIME</b></p>	<p><b>EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION</b></p>
<p><b>Monday, December 19, 2016</b>  9:00 am to 12:00 Noon  Pre-registration  <b>REQUIRED</b></p>	<p><b>Doing Business With the Veteran Affairs (VA) – VA Counselors &amp; Procurement Readiness</b>  <b>Updated:</b> Final sessions for Veteran Owen Business or start up on how to get Verification and Re-Verification with the Veteran Affairs, presented by Southwest Veterans’ Business Resource Center  <i>No Cost</i>, Register at: <a href="http://bit.ly/2dO8BBg">http://bit.ly/2dO8BBg</a>  For more information contact Albert R. Renteria at <a href="mailto:arenteria@swvbrc.org">arenteria@swvbrc.org</a>  Training conducted at 41593 Winchester Road, Suite 112, Temecula, CA 92590</p>
<p><b>Wednesday, December 21, 2016</b>  11:30 am to 1:00 pm  Pre-registration  <b>REQUIRED</b></p>	<p><b>Lunch and Learn at Corona Chamber:</b> Bobby Spiegel shares “The Corona Chamber of Commerce How We Can Help You” with guest speakers Mr. Bo Lowe and Mr. Greg Keel  <i>No Cost</i>, Register at: <a href="http://bit.ly/2f7Buga">http://bit.ly/2f7Buga</a>  Corona Chamber of Commerce, <a href="http://www.mychamber.org">www.mychamber.org</a>, 951.737.3350  Corona CoC, Conference Room, 904 East Sixth Street, Corona, CA 92879</p>
<p><b>Wednesday, February 15, 2017</b>  9:00 am to 6:00 pm  Pre-registration  <b>REQUIRED</b></p>	<p><b>6<sup>th</sup> Annual Business Summit – Where Businesses Connect, Secure Contracts, and Create Jobs:</b> To assist Veterans and other small businesses’ owners in meeting directly with State County and Federal business with Buying power. Get your first Major Supplier Sale or Contract, presented by Southwest Veterans’ Business Resource Center  <i>No Cost</i>, Register at: <a href="http://bit.ly/2espeTI">http://bit.ly/2espeTI</a>  For more information contact Albert R. Renteria at <a href="mailto:arenteria@swvbrc.org">arenteria@swvbrc.org</a>  Moreno Valley Conference and Recreation Center, 14075 Frederick Street, Moreno Valley, CA 92553</p>


The U.S. Small Business Administration plays a vital role in enabling America’s entrepreneurs to start, grow and succeed. Through our wide array of services - loan guarantees, assistance for small businesses in federal contracting, and business counseling – the SBA has helped millions of individuals start and grow their small businesses. The Santa Ana District monthly Management Training Calendar is one of those services. This calendar provides information on co-sponsored business workshops, expos, and conferences provided by our Resource Partners, other government agencies, local government agencies, and business organizations in the counties of Orange, Riverside and San Bernardino. Events pertaining to the small business community from non-cosponsored events are listed in the section called Other Events. Visit the Santa Ana District Office website at [www.sba.gov/ca/santa](http://www.sba.gov/ca/santa) or to see all that the SBA has to offer small businesses view the national website at [www.sba.gov](http://www.sba.gov). A list of U.S. Small Business Administration resources is on the next page.

**New: SBA's Coachella Valley Satellite Office – 43-100 Cook Street, Suite 104, Palm Desert 92211; Natalie Orta, Sr. Area Manager – [natalie.orta@sba.gov](mailto:natalie.orta@sba.gov)**

**SBA Partners and Small Business Resources:**

**SCORE “Counselors To America’s Small Business”**- Provide FREE one-on-one business mentoring, monthly low-cost pre-business seminars, various workshops, and problem-solving assistance for start-ups and those already in business.

**ORANGE COUNTY:** 714-550-7369; 5 Hutton Centre Drive, Suite 900, Santa Ana 92707 – [www.score114.org](http://www.score114.org)

**SCORE Women’s Business Site:** [www.score.org/women](http://www.score.org/women)

**SCORE Women’s Business Blog:** <http://womensblog.score.org>

**COACHELLA VALLEY:** 760-773-6507; 43-100 Cook Street, Suite 104, Palm Desert 92211 – [www.scorecv.org](http://www.scorecv.org)

**RIVERSIDE COUNTY:** 951-652-4390; 11801 Pierce Street, 2<sup>nd</sup> Floor, Riverside 92505 – [www.iescore503.org](http://www.iescore503.org)

**SAN BERNARDINO COUNTY:** Call your local Chamber of Commerce or <https://inlandempire.score.org> or [www.score114.org](http://www.score114.org)



**Small Business Development Centers (SBDC)** – Provide training, consulting and technical assistance in all aspects of small business management. For further information contact the SBDC in your area.

**INLAND EMPIRE:**

Outreach Center 909-983-5005; 603 North Euclid, Ontario 91762 – [www.iesmallbusiness.com](http://www.iesmallbusiness.com)

Outreach Center 951-781-2345; 3780 Market Street, Riverside, 92501 – [www.iesmallbusiness.com](http://www.iesmallbusiness.com)

**COACHELLA VALLEY:** 760-863-2529; 44-199 Monroe Street, Suite B, Indio, CA 92201 – [www.cvsmallbusiness.com](http://www.cvsmallbusiness.com)

**ORANGE COUNTY:** 714-564-5200; 2323 North Broadway, Suite 201, Santa Ana 92706 – [www.ocsbdc.com](http://www.ocsbdc.com)

**O. C. HISPANIC CHAMBER** 714-953-4289; 2130 East 4<sup>th</sup> Street, Suite 160, Santa Ana, 92705 – [www.ochcc.com](http://www.ochcc.com)

**LAUNCHPAD (OCTANE)** 949-330-6565; 65 Enterprise, Aliso Viejo 92656 – [www.octaneoc.org](http://www.octaneoc.org)

**TRITECH** 949-734-5635; “The Cove” at UCI, 5141 California Avenue, Suite 200, Irvine 92617

**(TECHNOLOGY):** 951-571-6480; 1650 Spruce Street, Suite 500, Riverside 92507 – [www.tritechsbdc.com](http://www.tritechsbdc.com)

**HiTech/HiGrowth Only** **Satellite Office:** 152 East Sixth Street, Corona 92879 - [www.tritechsbdc.com](http://www.tritechsbdc.com)

**(Call Riverside office to schedule appointments)**

**Southern California Veteran Business Outreach Center (VBOC)**– Provides entrepreneurial development services: Training, Counseling mentoring, and referrals for eligible veterans owning or considering starting a small business.

**Services All of Southern Calif.** 760-795-8739; 2075 Las Palmas Drive, Carlsbad 92011 – [www.socalvbo.com](http://www.socalvbo.com)

**Women’s Business Center (WBC)** - Provide business counseling, workshops and mentoring events for start-up and existing women-owned business.

**COACHELLA VALLEY:** 760-345-9200; 77-806 Flora Road, Suite A, Palm Desert 92211 – [www.cvwbc.org](http://www.cvwbc.org)

**INLAND EMPIRE:** 909-890-1242; 3780 Market Street, Riverside 92501 – [www.iewbc.org](http://www.iewbc.org)

**Second Location:** 909-890-1242; 1003 Cooley Drive, Suite 109 92324 - [www.iewbc.org](http://www.iewbc.org)

**SBA Partners and Small Business Resources continued:**

**California Centers for International Trade Development (CITD)** - Provide counseling, financing, and market information for new to export and ready to export companies.

**ORANGE COUNTY:** 714-564-5415; 2323 North Broadway, Suite 328-3, Santa Ana 92706 – [www.OrangeCountyCitd.com](http://www.OrangeCountyCitd.com)

**RIVERSIDE COUNTY:** 951-571-6443; 14745 Riverside Drive, Riverside 92518 – [www.citd.org](http://www.citd.org)

**Procurement Assistance Center (RCCD)** – Provides a variety of government contracting services to business, 951-571-6442; 152 Sixth Street, Corona, 92879 - <http://rccdpac.com/>

**U.S. Commercial Service** – Provide counseling, financing, and market information for new to export and ready to export companies through SCORE, SBA, and the Department of Commerce. For further information call 949-660-1688 – [www.trade.gov/cs](http://www.trade.gov/cs)

**On-Line Resources:**

**SBA’s Official Website:**

[www.sba.gov](http://www.sba.gov) – General information on SBA programs and services with links to local and outside resources.

**Santa Ana District Office’s Official website:**

[www.sba.gov/ca/santa](http://www.sba.gov/ca/santa)

**National SCORE Website:**

[www.score.org](http://www.score.org) – Information on the SCORE organization and access to online counseling

**National SCORE Hispanic Website:**

[www.score.org/hispanic.html](http://www.score.org/hispanic.html) - Information on the SCORE organization and access to online counseling in Spanish

**Santa Ana District Small Business Resource Guide:**

[www.smallbusiness3.com](http://www.smallbusiness3.com) – Guide includes a brief summary of SBA programs and local contact numbers for resources

**SBA’s programs and services are extended to the public on a nondiscriminatory basis. Reasonable arrangements for person with disabilities will be made, if requested at least two weeks in advance. Contact the U.S. Small Business Administration, Santa Ana District Office at 714-550-7420.**