

Agenda

8:30 – 9 a.m.	Registration/Continental Breakfast
Opening Ceremony 9 – 10 a.m.	<p>Speakers:</p> <ul style="list-style-type: none"> • Rob Denson, President, DMACC • Robert Brownell, Board of Supervisors, Polk County Iowa • Carlos Rios, IES Co-Chair, President and Lead Executive Director, Immigrant Rights Network of Iowa • Marta Codina, Regional Banking Area President, Western Iowa Retail Division, Wells Fargo <p>Keynote: Lt. Governor Adam Gregg</p> <p>Master of Ceremony: Vinh Nguyen, ELL Community Outreach Program Supervisor, Des Moines Public Schools</p>

Awards Luncheon 12:30 – 2:15 p.m.	<p>Award Honorees:</p> <ul style="list-style-type: none"> • Immigrant Entrepreneurs Leadership Award: Esaie Toinger • Outstanding Immigrant Business Award: Robbie Cabral • Karen Evans Immigrant Champion Award: Neil MacNaughton • Immigrant Spirit Award: Rowena Crosbie <p>Keynote: Timothy Regan, Vice President, Hampton Products International</p> <p>Master of Ceremony: Jannay Towne, Reporter/Anchor, WHO TV-13</p>
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	Morning Workshops Session I 10 – 11 a.m.	Morning Workshops Session II 11:15 a.m. – 12:15 p.m.
Room A Learn the Basics (Spanish)	3D Tax Planning to Save Tax (English & Spanish) Planificación fiscal para ahorrar taxes Ying Sa & Carlos Rios	Avoid Legal Trouble - Learn Important Legal Tips for Business Owners (English & Spanish) Aprenda consejos legales importantes para dueños de negocios Kim Baer
Room B International Trade & Acquisition	Expanding Sales in Global Markets Patricia Cook	Buying and Selling Your Business (English & Spanish) Don Nguyen
Room C Human Resources	HR Risk Management and Recruiting Brenda LaMarche	What It Takes to Have Every Employee Fully Engaged Mike Wagner
Room D Starting Your Business	Critical Business Taxes & Licensing Requirements (English & Spanish) Impuestos críticos en los negocios y requisitos para la licencia Luis Ordeñana-Choez	Top Issues to Consider When Starting Your Business (English & Spanish) Situaciones mas comunes cuando comienza su negocio Carlos Rios & Daniel Rios
Room E Growing Your Business	Budgeting Your Business Growth Patrick R. Owens	Obtaining Bank Financing Rudy Fors
Room F Building Your Brand	Building Your Brand for Business Success Christina Moffatt	How to Create a Great Business Adam Steen
Room G Hands on Training	Dream Builder: Business Planning Tool Michelle Bartusek	Using Social Media for Profit Leng Vong Reiff

	Afternoon Workshops 2:30 – 3:30 p.m.	Underwriting Exposed Competition 3:30 – 5:30 p.m.
Room A Learn the Basics (Spanish)	Marketing Your Business to the Next Step (English and Spanish) Haga crecer su negocio mediante el mercadeo Amelia Lobo & Carlos Rios	<p>Learning How Bankers Make Business Loan Lending Decision</p> <p>Judges:</p> <ol style="list-style-type: none"> 1. Amelia Lobo, Assistant Director, Major Gifts, Grinnell College 2. Craig Downs, President & Senior Loan Administrator, Iowa Foundation for Microenterprise & Community Vitality 3. Belma Jusufovic, Business Banking Manager and VP, Wells Fargo 4. Amy Kuhlars, Program Manager & Network Builder at IA SourceLink and Iowa Economic Development <p>Keynote: Robbie Cabral, Founder and CEO, BenjiLock</p> <p>MC: Marta Codina</p> <p>Finalists:</p> <ol style="list-style-type: none"> 1. Kavar Ramos, Tortilla Factory 2. Gumaro de Avila, Cleaning Service 3. RadMila Abram, Art and Equine Assisted Therapy for Immigrant Women <p>2017 Underwriting Exposed Winner update: Claudia Schabel, Schabel Solutions</p>
Room B International Trade & Acquisition	Going Global: How Your Bank Can Help You Expand Your Business Internationally Tony Braida & Abhineu Mathema	
Room C Human Resources	Employee Accountability: Talking about the Tough Stuff Katie Stull	
Room D Starting Your Business	Taxpayer Rights and the Office of the Taxpayer Advocate Justin Axelrod	
Room E Growing Your Business	Legal Consideration for Immigrant Entrepreneurs Samantha Wagner & Alex Kornya	
Room F Building Your Brand	How to Sell Anything to Anyone Koda Snyder	
Room G Hands on Training	Small Business Finance - Excel Monica Parra	