

Exhibitors*

Oregon Business Information Center

Oregon Workers' Compensation Division

Portland Revenue Bureau

City of Portland

Internal Revenue Service

Multnomah County

Oregon OSHA

Construction Contractors Board

Preferred Worker Program

Oregon Department of Revenue

Clackamas Community College SBDC

Portland Community College SBDC

Mt. Hood Community College SBDC

Oregon Employment Department

SCORE

Women Entrepreneurs of Oregon

Small Business Administration

Wells Fargo Bank

SAIF Corporation

Palo Alto Software

... and more!

This is the 15th Annual Oregon Small Business Fair, a free event for small-business owners and those thinking about becoming small-business owners to get free counseling on topics critical to them.

Information booths will be staffed by agency representatives.

Agency and organization representatives have contributed many hours to make this fair a success. Join us at the Oregon Small Business Fair.

Questions about the fair?

Phone: 503-329-4260

Fax: 503-947-7718

E-mail: linda.e.repp@state.or.us

Visit www.oregonbizfair.org.

Come see us in Medford

Southern Oregon Business Resource Fair

Saturday, Oct. 11, 9 a.m.-2 p.m.

Phone: 541-776-6060, ext. 233

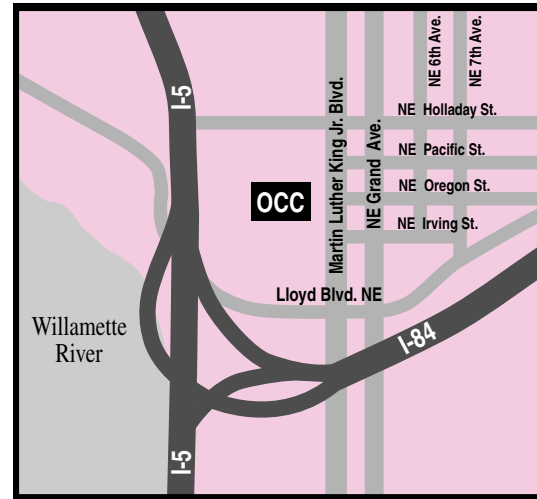
E-mail: Ainoura.Oussenbec@state.or.us

Sponsored in part by:

**WELLS
FARGO**



**STARBUCKS will be open
from 8 a.m. to 2 p.m.**



LOCATION MAP

Oregon Convention Center
777 NE Martin Luther King Jr. Blvd.
Portland, OR 97232
503-235-7575

On-site parking is available.
Maximum daily parking rate: \$8

Directions to OCC

I-5 Northbound: Take the Rose Quarter, Broadway/Weidler Street Exit (Exit 302A), turn right onto Weidler, and right onto Martin Luther King Jr. Boulevard.

I-5 Southbound: Take the Rose Quarter/City Center Exit (Exit 302A), cross Broadway, turn left onto Weidler, and right onto Martin Luther King Jr. Boulevard.

From I-84: Take the Lloyd Boulevard Exit (Exit 1), and stay on Lloyd Boulevard all the way to the convention center.

15th Annual



Information you can use

Sept. 20, 2008
Saturday
8:45 a.m.-4:30 p.m.
Classes start at 9:15 a.m.

Oregon Convention Center
777 NE Martin Luther King Jr. Blvd.
Portland, Oregon

*Sponsored by your government and
local business organizations*

FREE ADMISSION

*Subject to change

SCHEDULE OF EVENTS*

9:15 a.m.

How do I turn my dream into reality?

Considerations and options as you develop your idea for your own business.

SCORE

What business entity is best for you?

Discussion of legal entities — corporations, LLCs, partnerships, sole proprietorships — and which option is best for you.

Local lawyer

Understanding business licenses

An overview of business licenses for businesses.

Panel presentation — City of Portland and Multnomah County

Home business, home office — tax issues

Are you aware of tax issues affecting your home business? How about declaring your home business?

IRS

10:30 a.m.

Be found — getting your Web site to your customer

How to design and operate the perfect Web site.

Rob Patton

Money — how can I get it for my business?

Business loan basics and what to expect.

Panel — Local banker, Oregon Economic and Community Development Department

“Plan as you go” business plan

Learn what a business plan can do for you.

Palo Alto Software

The art of selling

How to sell yourself and the products and services of your business.

Alan Zell

11:45 a.m.

Electronic bookkeeping — what’s in it for you?

Tips on choosing the right bookkeeping software for your business.

Small Business Development Center counselor, Catherine Weesner

Obtaining and protecting your business name

Clearing confusion about business names; how to protect your business name.

Oregon Corporation Division

How to advertise your business

Let the world know you’re in business — advertise!

SCORE

The future of business

What is over the horizon that will affect your business by one of Oregon’s best-known futurists.

Dr. Thomas Jones

1 p.m.

Smart marketing

When and how to market your business.

Bob Shirk

How to get government contracts

Federal, state, and local contracts are worth millions — how to get your share.

Small Business Administration

Legal preventive medicine

Staying out of legal hot water and what to do when you’re in it.

Tom Boothe

Record keeping — shoe box accounting

Generate a monthly profit-and-loss statement by tracking your income and expenses.

Small Business Development Center, Catherine Weesner

2:15 p.m.

Selling on the Web — E-commerce

Learn the challenges of buying and selling on the Web. What does it take to be successful?

eBay, Dana Weesner

Successful networking — the key to growing your business

Create a thriving business by connecting your style, your way.

Carolyn Campbell

Selecting and working with lawyers and CPAs

What you should know before hiring a lawyer, accountant, or bookkeeper; how to get the best price.

Jay Richardson

Tips for construction contractors

What every contractor should know when operating a business.

Maria Van Fleet

3:30 p.m.

Business 101 — in Spanish Negocios 101 — en Español

How to start and run your business. Cómo comenzar y correr su negocio.

Class presented in Spanish

La clase será presentada en Español

Maria Van Fleet

Cash flow — #1 reason for business failure

Do you have enough cash to run your business? Learn the tools to help you evaluate your success and why you need cash to sustain your business.

Local CPA

Going global — buying and selling in a global market

In an age of international markets, it is important to understand the ins and outs of importing and exporting.

Tom Lowles

Taxes made easy

An overview of permits, licenses, and tax regulations for businesses.

Panel presentation — IRS, Department of Revenue, Department of Consumer and Business Services, and Employment Department

*Schedule subject to change