



DECEMBER

Events Calendar

ORANGE COUNTY/INLAND EMPIRE 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

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
Friday, December 1, 2017 9:00 am to 10:00 am Pre-registration REQUIRED	Social Media Trends 2018 Webinar No fee , Register at: http://ow.ly/fZHs30grGkW Orange County Small Business Development Center, www.ocsbdc.org , 714-564-5200 Virtual Online Presentations
Monday, December 4, 2017 6:00 pm to 8:00 pm Pre-registration Recommended	The ABCs of Starting Your Own Business \$20 for non-Corona Resident, No fee for Corona Residents Register at: http://ow.ly/mnBz30grUes Inland Empire Women's Business Center, www.iewbc.org , 909.890.1242 Circle City Center, 365 North Main Street, Corona 92882

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Tuesday, December 5, 2017 9:00 am to 11:00 am Pre-registration Recommended	Loans for Your Small Business No fee , Register at: http://ow.ly/MVjr30fZYsb Inland Empire Small Business Development Center, www.iesmallbusiness.com , 909.983.0751 Hesperia Branch Library, Community Room, 9650 7 th Avenue, Hesperia 92345
Tuesday, December 5, 2017 9:00 am to 12:00 Noon Pre-registration Recommended	SBA Loans – What You Should Know Before You Apply \$35 fee if register online by 12/04, \$45 at the door, Register at: http://ow.ly/UZGx30fZZuo Orange County SCORE, https://orangecounty.score.org , 714.550.7369 National University, 3390 Harbor Blvd., Costa Mesa, CA 92626
Tuesday, December 5, 2017 10:00 am to 11:00 am Pre-registration Recommended	WEBINAR-Power of PR: Press Releases, Promotions, & Profit \$15 fee with registration online by 12/04, Register at: http://ow.ly/AM3830gpXTO Inland Empire SCORE, https://inlandempire.score.org/ , 951.652.4390 Virtual Online Presentation, Web link will be given upon registration
Wednesday, December 6, 2017 9:00 am to 11:00 am Pre-registration Recommended	Discover How To Accelerate Your Company's Profitability \$15 fee if register online by 12/5, \$25 at the door Inland Empire SCORE, https://inlandempire.score.org/ , 951.652.4390 Riverside Chamber of Commerce, 3985 University Avenue, Riverside 92501
Wednesday, December 6, 2017 11:00 am to 1:00 pm Pre-registration Recommended	WEBINAR-Insider Guide To Franchising \$15 fee with registration online by 12/05 Inland Empire SCORE, https://inlandempire.score.org/ , 951.652.4390 Virtual Online Presentation, Web link will be given upon registration
Wednesday, December 6, 2017 6:00 pm to 7:30 pm Pre-registration REQUIRED	Branding: A How-to-Analysis \$20 fee online registration only, Register at: http://ow.ly/1F9M30gg1bL Coachella Valley Women's Business Center, www.cvwbc.org , 760.345.9200 CVWBC, 77-806 Flora Road, Suite A, Palm Desert, CA 92211

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Wednesday, December 6, 2017 6:00 pm 8:30 pm Pre-registration Recommended	Create Marketing and Sales Content No fee , http://ow.ly/8tSb30gpUmx Orange County SCORE, https://orangecounty.score.org , 714.550.7369 Microsoft Store - South Coast Plaza, 3333 Bristol Street #1249 (at the theater), Costa Mesa 92626
Wednesday, December 6, 2017 6:00 pm to 8:30 pm Pre-registration REQUIRED	Start and Grow Your Online Business Today \$10 fee, Register at: http://ow.ly/tmuy30g00bW Orange County Small Business Development Center, www.ocsbdc.org , 714.564.5200 Rancho Santiago Community College District, Room 107, 2323 North Broadway, Santa Ana 92706
Thursday, December 7, 2017 7:30 am to 9:00 am Pre-registration REQUIRED	Build Your Biz & Brand Through Professional Networking: Networking is more than just professional party-going or collecting business cards; it's creating a relationship that keeps you "top of mind" with prospects, customers, vendors, and partners, presented by Liz Goodgold, Branding Expert & Speaker " <i>Red Fire Branding</i> " and OCTANe Register at: http://ow.ly/DIZP30gCSIZ For more information contact: Cameron Cline, Cameron@OCTANeOC.org , or 949.330.6565 OCTANe, www.octaneoc.org OCTANe OC, Third Floor, 65 Enterprise, Aliso Viejo, 92656
Thursday, December 7, 2017 6:00 pm to 8:00 pm Pre-registration REQUIRED	Transform Your Business Best Practices \$20 fee online registration only, Register at: http://ow.ly/STte30gg39W Coachella Valley Women's Business Center, www.cvwbc.org , 760.345.9200 CVWBC, 77-806 Flora Road, Suite A, Palm Desert, CA 92211
Thursday, December 7, 2017 6:00 pm to 9:00 pm Pre-registration Recommended	Common Legal Questions for Businesses No fee , Register at: http://ow.ly/qDQc30g1zdB Orange County SCORE, https://orangecounty.score.org , 714.550.7369 Brea Chamber of Commerce, 2 nd Floor, 1 Civic Center Circle, Brea 92821

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Monday, December 11, 2017 1:00 pm to 6:30 pm Tuesday, December 12, 2017 8:00 am to 3:00 pm Pre-registration REQUIRED	Join OCTANe at DeviceTalks West 2017: DeviceTalks West is an exclusive educational program and expo featuring today's leading medical influences and R&D leaders in Orange County. \$523.22 for single admission (full conference), Register at: http://ow.ly/O6b530gCPxv For more information contact: Cameron Cline, Cameron@OCTANeOC.org , or 949.330.6565 OCTANe, www.octaneoc.org Hilton Orange County/Costa Mesa, 3050 Bristol Street, Costa Mesa 92626
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Monday, December 11, 2017 6:00 pm to 8:45 pm Pre-registration Recommended	Digital Marketing Trends in 2018 For Small Businesses & Non-Profits No fee , Register at: http://ow.ly/ydsl30gpVbY Orange County SCORE, https://orangecounty.score.org , 714.550.7369 Orange Public Library, 407 East Chapman Avenue, Orange 92866
Tuesday, December 12, 2017 9:00 am to 11:00 am Pre-registration Recommended	How to Start a Small Business No fee , Register at: http://ow.ly/NABf30grQwK Inland Empire Small Business Development Center, www.iesmallbusiness.com , 909.983.0751 Riverside County Business Center, 1 st Floor, 3403 10 th Street, Riverside 92501
Tuesday, December 12, 2017 5:00 pm to 8:00 pm Pre-registration Recommended	Taxes Q & A Open Forum for Individuals and Businesses No fee , Registration at: http://ow.ly/Hujg30ghvYS Orange County SCORE, https://orangecounty.score.org , 714.550.7369 Placentia Library, 411 East Chapman Avenue, Placentia 92870
Tuesday, December 12, 2017 6:00 pm to 8:00 pm Pre-registration Recommended	Jumpstart Your 2018 Marketing – Plus Bonus: 2018 Marketing Checklist No fee , Register at: http://ow.ly/AMyf30ghwJu Orange County SCORE, https://orangecounty.score.org , 714.550.7369 Bellflower City Hall, 16600 Civic Center Drive, Bellflower 90706

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
<p>Tuesday, December 12, 2017 6:00 pm to 8:45 pm Pre-registration Recommended</p>	<p>Develop a Winning Business Plan No fee, Register at: http://ow.ly/6CF330g1B78 Orange County SCORE, https://orangecounty.score.org, 714.550.7369 Newport Beach Public Library, Friends Room, 1000 Avocado Avenue, Newport Beach 92660</p>
<p>Tuesday, December 12, 2017 6:00 pm to 9:00 pm Pre-registration Recommended</p>	<p>The Secrets to Buying a Franchise No fee, Register at: http://ow.ly/LnhP30ghxce Orange County SCORE, https://orangecounty.score.org, 714.550.7369 Rancho Santa Margarita Bell Tower Regional Community Center, 22232 El Paseo, Rancho Santa Margarita 92688</p>
<p>Wednesday, December 13, 2017 1:00 pm to 3:00 pm Pre-registration Recommended</p>	<p>How To Blog When You Hate To Write \$15 fee if register online by 12/12, \$25 at the door Inland Empire SCORE, https://inlandempire.score.org/, 951.652.4390 Chaffey College-Info Tech Center, 3rd Floor-Room 310, 13170 Seventh Street, Chino 91710</p>
<p>Wednesday, December 13, 2017 1:30 pm to 4:30 pm Pre-registration Recommended</p>	<p>Avoiding Employment Related Litigation \$35 if register online by 12/12, \$45 at the door, Register at: http://ow.ly/sBVG30g1BvW Orange County SCORE, www.https://orangecounty.score.org, 714.550.7369 Mission Viejo City Hall, Saddleback Room, 200 Civic Center, Mission Viejo 92691</p>
<p>Wednesday, December 13, 2017 6:00 pm to 8:30 pm Pre-registration Recommended</p>	<p>Improve Marketing with Business Intelligence No fee, Register at: http://ow.ly/Jk0y30ghtie Orange County SCORE, www.https://orangecounty.score.org, 714.550.7369 Microsoft Store – Mission Viejo, The Shops at Mission Viejo, 2nd Floor #578 (at the theater), Mission Viejo, 92691</p>

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Thursday, December 14, 2017 6:00 pm to 8:00 pm Pre-registration REQUIRED	Start Here: How to Start a Successful Small Business \$15 fee online registration only Coachella Valley Women's Business Center, www.cvwbc.org , 760.345.9200 CVWBC, 77-806 Flora Road, Suite A, Palm Desert, CA 92211
Thursday, December 14, 2017 6:00 pm to 9:00 pm Pre-registration Recommended	Buy/Sell & Valuation of a Business No fee , Register at: http://ow.ly/7QEm30g82l7 Orange County SCORE, https://orangecounty.score.org , 714.550.7369 Fullerton Public Library, 353 West Commonwealth Avenue, Fullerton 92832
Monday, December 18, 2017 10:30 am to 1:30 pm Pre-registration Recommended	Work Smarter, Not Harder – WordPress for Small Business No fee , Register at: http://ow.ly/zf7v30g82FP Orange County SCORE, https://orangecounty.score.org , 714.550.7369 Webster University, 32 Discover #250, Irvine 92618
Monday, December 18, 2017 6:00 pm to 8:00 pm Pre-registration Recommended	Writing a Winning Business Plan \$20 for non-Corona Resident, No fee for Corona Residents Inland Empire Women's Business Center, www.iewbc.org , 909.890.1242 Circle City Center, 365 North Main Street, Corona 92882
Thursday, December 21, 2017 10:30 am to 1:30 pm Pre-registration Recommended	Costing, Pricing & Breakeven No fee , Register at: http://ow.ly/l3Zh30g8tX7 Orange County SCORE, https://orangecounty.score.org , 714.550.7369 Fullerton Public Library, 353 West Commonwealth Avenue, Fullerton 92832
Thursday, December 21, 2017 6:00 pm to 8:00 pm Pre-registration Recommended	The EZ Way to Write a Business Plan No fee , Register at: http://ow.ly/Lmil30g9Wnq Orange County SCORE, https://orangecounty.score.org , 714.550.7369 Digital Media Center, 1300 South Bristol, Santa Ana 92704

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
<p>Thursday, December 21, 2017 6:00 pm to 9:00 pm Pre-registration Recommended</p>	<p>Branding & Website Strategy for Your Organization No fee, Register at: http://ow.ly/Uo2p30ghuTq Orange County SCORE, https://orangecounty.score.org, 714.550.7369 Clifton C. Miller Community Center, 300 Centennial Way, Tustin 92780</p>
GOVERNMENT CONTRACTING	
DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
<p>Friday, December 1, 2017 9:00 am to 11:30 am Pre-registration REQUIRED</p>	<p>Small Business Certifications – How does my business become certified? Join this interactive workshop that will discuss the benefits, eligibility requirements, and how to get started on certifications for state, and local governments. No fee, Register at: http://ow.ly/RoFC30gKOEL San Diego Community College – PTAC, www.ptac-sandiego.org, 619.216-6671 San Diego Mesa College Mesa Commons, Room MC211, 7250 Mesa College Drive, San Diego 92111</p>
<p>Thursday, December 7, 2017 9:00 am to 11:00 am Pre-registration REQUIRED</p>	<p>Vendor Information Day: 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: http://olb.ocgov.com/business/vid or 714.871.3100 For more information use this link: http://olb.ocgov.com County Procurement Office, Building A, 2nd Floor, Conference Room B, 1300 South Grand Avenue Santa Ana, CA 92705</p>

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
<p>Thursday, December 7, 2017 9:00 am to 11:30 am Pre-registration REQUIRED</p>	<p>Are You Ready for Government Contracting? This interactive workshop will help you evaluate your business; educate you on government contract process and requirements. The course is designed for individuals with minimal understanding of government contracting. Topics: Basic government contracting requirements, Conducting initial market research, Vendor registrations, Federal, State & Local certifications, Marketing tools and the next steps. No fee, Register at: http://ow.ly/XRwy30gKPkb San Diego Community College – PTAC, www.ptac-sandiego.org, 619.216-6671 SDCOC, 880 National City Blvd., Suite 7100, National City, 91950</p>
<p>Thursday, December 14, 2017 8:30 am to 10:00 am Pre-registration REQUIRED</p>	<p>8(a) Application Workshop: A business development program created to help small disadvantaged businesses compete in the American economy and access the federal procurement market. No fee, Register at http://ow.ly/x0TS30gBMZv SBA Orange County/Inland Empire District Office, www.sba.gov/ca/santa, 714.550.7420 Orange County/Inland Empire District Office, Training Room, 5 Hutton Centre Drive, Suite 900, Santa Ana 92707</p>
<p>Thursday, December 14, 2017 10:15 am to 11:30 am Pre-registration REQUIRED</p>	<p>HUBZone, and WOSB Application Workshop: 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. No fee, Register at http://ow.ly/x0TS30gBMZv SBA Orange County/Inland Empire District Office, www.sba.gov/ca/santa, 714.550.7420 Orange County/Inland Empire District, Training Room, 5 Hutton Centre Drive, Suite 900, Santa Ana 92707</p>

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
<p>Wednesday, December 21, 2017 9:30 am to 11:00 am Pre-registration REQUIRED</p>	<p>8(a), HUBZone, and WOSB Informational Webinar 8(a) – A business development program created to help small disadvantaged businesses compete in the American economy and access the federal procurement market. HUBZone Program - The SBA’s HUBZone program helps small businesses in urban and rural communities gain preferential access to federal procurement opportunities. WOSB Program - 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. No fee, Register at http://ow.ly/CYTA30gBN4e Virtual Online Presentation</p>
INTERNATIONAL TRADE	
DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
<p>Friday, December 1, 2017 1:00 pm to 4:30 pm Pre-registration REQUIRED</p>	<p>Export University – Advanced Workshop Series: 16 session series pertaining to the topics of getting your business into the global market held on Fridays starting July 28th to December 1st. Session 10 Export Plan & Panel Discussion No fee, Register at: http://ow.ly/AnjK30bOckc For more information contact Jean Coronel, jcornel@portla.org Los Angeles Area Chamber of Commerce, 350 South Bixel Street, Los Angeles 90071</p>
<p>Tuesday, December 5, 2017 8:00 am to 10:00 am Pre-registration REQUIRED</p>	<p>Grant Money to Kickstart your Export Sales – Compete, Win, and Grow Your Business through Exporting: This is a CA STEP Grant program partially funded by the U.S. Small Business Administration. Learn how the Small Business Development Center (SBDC) and the Export-Import Bank of the United States (EXIM) can assist you in expanding your company’s global sales and reducing financial risk, presented by OCSBDC in partnership with EXIM Bank, Greater Irvine Chamber of Commerce and Orange County CITD No fee, Register at: http://ow.ly/V8Mh30gBLZd Orange County Small Business Development Center, www.ocsbdc.org, 714.564.5200 Greater Irvine Chamber of Commerce, 36 Executive Park, Irvine 92614</p>

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

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Wednesday, January 31, 2018 11:00 am to 12:30 pm Pre-registration REQUIRED	Webinar - 2018 Labor Law Update: Governor Jerry Brown signed more than 800 new bills into law in October of 2017. Many of these new laws significantly impact employers, including: Changes to California's minimum wage and other wage & hour impacts, The expansion of parental leaves of absence to employers with 20 employees, Measures limiting information employers can ask job applicant about salary and criminal history, New requirements for mandatory sexual harassment preventions training, and Practical tips on how to apply the changes to your business. \$129 for non- members, No fee for members Register at: http://ow.ly/W1gs30gg0iV California Employer Association, www.employers.org Online Virtual Presentation

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 Orange County/Inland Empire 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 or to see all that the SBA has to offer small businesses view the national website at 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, 760-408-0049.

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.

O. C. Mentoring Site: 714-550-7369, 3631 South Harbor Blvd, Suite 225, Santa Ana 92704 – www.score114csm@gmail.com
O. C. Administration 714-550-7369; 5 Hutton Centre Drive, Suite 900, Santa Ana 92707 – www.orangecounty.score.org
COACHELLA VALLEY: 760-773-6507; 43-100 Cook Street, Suite 104, Palm Desert 92211 – www.scorecv.org
RIVERSIDE COUNTY: 951-652-4390; 11801 Pierce Street, 2nd Floor, Riverside 92505 – <https://inlandempire.score.org>
SAN BERNARDINO COUNTY: Call your local Chamber of Commerce or <https://inlandempire.score.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
Outreach Center 951-781-2345; 3780 Market Street, Riverside, 92501 – www.iesmallbusiness.com
COACHELLA VALLEY: 760-863-2529; 44-199 Monroe Street, Suite B, Indio, CA 92201 – www.cvsmallbusiness.com
ORANGE COUNTY: 714-564-5200; 2323 North Broadway, Suite 201, Santa Ana 92706 – www.ocsbdc.com
O. C. HISPANIC CHAMBER LAUNCHPAD (OCTANE) 714-953-4289; 2130 East 4th Street, Suite 160, Santa Ana, 92705 – www.ochcc.com
TRITECH 949-330-6565; 65 Enterprise, Aliso Viejo 92656 – www.octaneoc.org
(TECHNOLOGY): 949-734-5635; “The Cove” at UCI, 5141 California Avenue, Suite 200, Irvine 92617
951-571-6480; 1650 Spruce Street, Suite 500, Riverside 92507 – www.tritechsbdc.com
HiTech/HiGrowth Only **Satellite Office:** 152 East Sixth Street, Corona 92879 - 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.socalvbc.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
INLAND EMPIRE: 909-890-1242; 3780 Market Street, Riverside 92501 – www.iewbc.org
Second Location: 909-890-1242; 1003 Cooley Drive, Suite 109, Colton 92324 - 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
RIVERSIDE COUNTY: 951-571-6443; 14745 Riverside Drive, Riverside 92518 – 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/>

San Diego PTAC Contracting Opportunity Center - Provides a variety of government contracting services to business, 619-216-6671; 880 National City Blvd., Suite 7100, National City, 91950 – www.ptac-sandiego.gov

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

On-Line Resources:

SBA's Official Website:

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

National SCORE Website:

www.score.org – Information on the SCORE organization and access to online counseling

National SCORE Hispanic Website:

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 – 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.