

SMALL BUSINESS - *The Spirit of Indiana*

The 41st annual celebration of Indiana Small Business Week will be held June 6 – 12, 2004. This celebration is an opportunity for all of us to acknowledge with pride and gratitude the contributions made by the Indiana small business community to our nation's economic growth and quality of life.

We will also thank the advocates of small business – those individuals and organizations who are constant champions of Indiana small businesses. They provide business counseling, training and financing for our entrepreneurs. Advocates help small businesses by offering guidance and by providing the encouragement our entrepreneurs need to achieve their goals.

North West

SBA IN YOUR NEIGHBORHOOD

Tuesday, June 8 1:00 pm - 3:00 pm
NW Indiana MBOC, 504 Broadway, Suite 337, Gary

This program will present information on SBA financial and business development resources.

SPONSOR(S): NW Indiana MBOC
COST: FREE **RESERVATIONS: 219-881-4997**

SBA IN YOUR NEIGHBORHOOD

Wednesday, June 9 1:00 pm - 4:00 pm
SBDC, 2646 Highway Ave, Highland

This program will present information on SBA financial and business development resources.

SPONSOR(S): NW Indiana SBDC
COST: FREE **RESERVATIONS: 219-838-0176**

SBA IN YOUR NEIGHBORHOOD

Thursday, June 10 1:00 pm - 4:00 pm
SBDC, 6100 Southport Rd, Portage

This program will present information on SBA financial and business development resources.

SPONSOR(S): NW Indiana SBDC
COST: FREE **RESERVATIONS: 219-762-1696**

QUICKBOOKS

Friday, June 11 8:30 am - 12:00 noon
South Bend SBDC, 401 E Colfax Ave, Suite 120,
South Bend

This 2-part, 8-hour class will improve your use of this software in an accountant facilitated, hands-on environment. Topics included are working with inventory & customers, processing sales and purchases, using payroll, & performing EOM tasks.

SPONSOR(S): South Bend SBDC
COST: \$125 **RESERVATIONS: 574-282-4350**

WEB DESIGN

Friday, June 11 9:00 am - 3:00 pm
2646 Highway Avenue, Highland

Design your own small business website.

SPONSOR(S): NW Indiana SBDC
COST: \$25 **RESERVATIONS: 219-838-0176**

SBA - YOUR SMALL BUSINESS RESOURCE

Friday, June 11 11:30 am - 1:30 pm
Veterans of Foreign Wars Post, 1511 South Heaton
St, Knox

This program will present information on SBA financial and business development resources.

SPONSOR(S): Starke Co Chamber of Commerce
COST: \$8/meal **RESERVATIONS: 574-772-0896**

North East

FOCUS ON FORT WAYNE/MAYOR'S PROCLAMATION

Tuesday, June 8 9:00 am - 9:30 am
City-County Building, 1 Main St, Fort Wayne

Join the Mayor as he proclaims Small Business Week in Fort Wayne.

SPONSOR(S): City of Ft Wayne, SCORE, FWWB,
Greater Ft Wayne Chamber of Commerce
COST: FREE **RESERVATIONS: Not required**

BUSINESS BASICS & BEYOND WORKSHOP

Tuesday, June 8 9:30 am - 12:00 noon
City-County Building, 1 Main St, Fort Wayne

Business Basics & Beyond will focus on business basics, such as writing business plans, legalities and start-up concerns.

SPONSOR(S): City of Ft Wayne, SCORE, FWWB,
Greater Ft Wayne Chamber of Commerce
COST: FREE **RESERVATIONS: Not required**

FOCUS ON FORT WAYNE/BUSINESS RESOURCE TABLES

Tuesday, June 8 12:30 pm - 2:00 pm
City-County Building, 1 Main St, Fort Wayne

Business Basics Information Resource Tables

SPONSOR(S): City of Ft Wayne, SCORE, FWWB,
Greater Ft Wayne Chamber of Commerce
COST: FREE **RESERVATIONS: Not required**

BUSINESS BASICS & BEYOND WORKSHOP (repeat)

Tuesday, June 8 2:30 pm - 5:00 pm
City-County Building, 1 Main St, Fort Wayne

Business Basics & Beyond will focus on business basics, such as writing business plans, legalities and start-up concerns.

SPONSOR(S): City of Ft Wayne, SCORE, FWWB,
Greater Ft Wayne Chamber of Commerce
COST: FREE **RESERVATIONS: Not required**

SHOW ME THE MONEY WORKSHOP

Wednesday, June 9 9:30 am - 12:00 noon
City-County Building, 1 Main St, Fort Wayne

Show me the Money will focus on financial alternatives for businesses.

SPONSOR(S): City of Ft Wayne, SCORE, FWWB,
Greater Ft Wayne Chamber of Commerce
COST: FREE **RESERVATIONS: Not required**

FOCUS ON FORT WAYNE/BUSINESS RESOURCE TABLES

Wednesday, June 9 12:30 pm - 2:00 pm
City-County Building, 1 Main St, Fort Wayne

Financial Assistance Information Resource Tables

SPONSOR(S): City of Ft Wayne, SCORE, FWWB,
Greater Ft Wayne Chamber of Commerce
COST: FREE **RESERVATIONS: Not required**

SHOW ME THE MONEY WORKSHOP (repeat)

Wednesday, June 9 2:30 pm - 5:00 pm
City-County Building, 1 Main St, Fort Wayne

Show me the Money will focus on financial alternatives for businesses.

SPONSOR(S): City of Ft Wayne, SCORE, FWWB,
Greater Ft Wayne Chamber of Commerce
COST: FREE **RESERVATIONS: Not required**

MARKET TO SELL WORKSHOP

Thursday, June 10 9:30am - 12:00 noon
City-County Building, 1 Main St, Fort Wayne

Market to Sell will provide information related to marketing techniques, selling to the government, and import/export opportunities.

SPONSOR(S): City of Ft Wayne, SCORE, FWWB,
Greater Ft Wayne Chamber of Commerce
COST: FREE **RESERVATIONS: Not required**

FOCUS ON FORT WAYNE/BUSINESS RESOURCE TABLES

Thursday, June 10 12:30 pm - 2:00 pm
City-County Building,
1 Main St, Fort Wayne

Marketing/Networking Information Resource Tables

SPONSOR(S): City of Ft Wayne, SCORE, FWWB,
Greater Ft Wayne Chamber of Commerce
COST: FREE **RESERVATIONS: Not required**

MARKET TO SELL WORKSHOP (repeat)

Thursday, June 10 2:30 pm - 5:00 pm
City-County Building, 1 Main St, Fort Wayne

Market to Sell will provide information related to marketing techniques, selling to the government, and import/export opportunities.

SPONSOR(S): City of Ft Wayne, SCORE, FWWB,
Greater Ft Wayne Chamber of Commerce
COST: FREE **RESERVATIONS: Not required**

FOCUS ON FORT WAYNE/OASIS @ 5

Thursday, June 10 5:00 pm - 7:00 pm
City-County Building, 1 Main St, Fort Wayne

Business Showcase and Networking

SPONSOR(S): City of Ft Wayne, SCORE, FWWB,
Greater Ft Wayne Chamber of Commerce
COST: FREE **RESERVATIONS: Not required**

South East

SBA - YOUR SMALL BUSINESS RESOURCE

Tuesday, June 8 10:00 am - 12:00 noon
Connersville Chamber of Commerce, 504 Central Ave, Connersville

This program will present information on SBA financial and business development resources.

SPONSOR(S): Connersville/Fayette Co Chamber of Commerce
COST: FREE **RESERVATIONS: Not required**

SBA - YOUR SMALL BUSINESS RESOURCE

Tuesday, June 8 2:00 pm - 4:00 pm
Batesville City Hall, 132 South Main St, Batesville

This program will present information on SBA financial and business development resources.

SPONSOR(S): IN DOC, Southeastern IN SBDC
COST: FREE **RESERVATIONS: Not required**

SBA - YOUR SMALL BUSINESS RESOURCE

Wednesday, June 9 8:00 am - 10:00 am
South Central Indiana SBDC, 501 Morton St, Bloomington

This program will present information on SBA financial and business development resources.

SPONSOR(S): South Central IN SBDC
COST: FREE **RESERVATIONS: Not required**

SBA - YOUR SMALL BUSINESS RESOURCE

Wednesday, June 9 2:00 pm - 4:00 pm
Paoli Chamber of Commerce, 210 SW Court, Paoli

This program will present information on SBA financial and business development resources.

SPONSOR(S): Paoli Chamber of Commerce
COST: FREE **RESERVATIONS: Not required**

SBA - YOUR SMALL BUSINESS RESOURCE

Wednesday, June 9 6:30 pm - 8:30 pm
Career Resource Center, 246 East Main St, Nashville

This program will present information on SBA financial and business development resources.

SPONSOR(S): Nashville Chamber of Commerce
COST: FREE **RESERVATIONS: Not required**

SBA - YOUR SMALL BUSINESS RESOURCE

Thursday, June 10 9:00 am - 11:00 am
Columbus City Hall, 123 Washington St, Columbus

This program will present information on SBA financial and business development resources.

SPONSOR(S): Mayor's office
COST: FREE **RESERVATIONS: Not required**

SBA - YOUR SMALL BUSINESS RESOURCE

Thursday, June 10 3:00 pm - 5:00 pm
New Albany Chamber of Commerce, 4100 Charlestown Rd, New Albany

This program will present information on SBA financial and business development resources.

SPONSOR(S): Southern IN SBDC
COST: FREE **RESERVATIONS: Not required**

ACTIVEPLANS BUSINESS PLANNING WORKSHOP

Thursday, June 10 3:00 pm - 5:00 pm
South Central Indiana SBDC, 501 Morton St, Bloomington

A workshop which includes the program, account set-up, and step-by-step guidance to building your Business Plan.

SPONSOR(S): South Central IN SBDC
COST: \$69.95 **RESERVATIONS: 812-339-8937**

SBA - YOUR SMALL BUSINESS RESOURCE

Friday, June 11 10:00 am - 12:00 noon
Chamber of Commerce, 555 Eads Pkwy, Lawrenceburg

This program will present information on SBA financial and business development resources.

SPONSOR(S): Dearborn Co Chamber of Commerce
COST: FREE **RESERVATIONS: Not required**

South West

SMALL BUSINESS OPEN HOUSE

Monday, June 7 2:00 pm - 4:00 pm
100 N.W. Second Street, Suite 100, Evansville

Open house proclaiming Small Business Week. SBDC and other service providers offer information to the public.

SPONSOR(S): Southwestern IN SBDC
COST: FREE **RESERVATIONS: 812-425-7232**

UNEMPLOYMENT INSURANCE

Tuesday, June 8 9:00 am - 11:00 am
100 N.W. Second Street, Suite 100, Evansville

Learn about unemployment insurance.

SPONSOR(S): Southwestern IN SBDC
COST: \$10 **RESERVATIONS: 812-425-7232**

SMALL BUSINESS CELEBRATION/LOAN PROGRAMS

Tuesday, June 8 9:00 am - 11:00 am
Vincennes City Hall, 201 Vigo St, Vincennes

Join the Mayor as he proclaims Small Business Week in Vincennes. The president of the Knox County Chamber of Commerce will speak about the chamber's resources. Also, an SBA representative will conduct a program on SBA's programs and services.

SPONSOR(S): Knox County Chamber of Commerce, Mayor's Office
COST: FREE **RESERVATIONS: 812-882-6440**

PROBABILITY FOR SUCCESS WORKSHOP

Tuesday, June 8 5:30 pm - 8:30 pm
100 N.W. Second Street, Suite 100, Evansville

Determine the feasibility of your ideas before launching into a new venture. A local banker will discuss what it takes to get financing for starting-up.

SPONSOR(S): Southwestern IN SBDC
COST: \$20 **RESERVATIONS: 812-425-7232**

SMALL BUSINESS LOAN CLINIC

Wednesday, June 9 9:00 am - 11:00 am
100 N.W. Second Street, Suite 100, Evansville

Learn about the various small business financing programs offered by the U. S. Small Business Administration.

SPONSOR(S): Southwestern IN SBDC, Integra Bank
COST: FREE **RESERVATIONS: 812-425-7232**

FRANNET WORKSHOP

Wednesday, June 9 2:00 pm - 4:00 pm
100 N.W. Second Street, Suite 100, Evansville

What is Franchising? Learn about: Myths about Franchising - Pro & Con; costs associated with Franchising; types of Franchises and how to investigate a Franchise.

SPONSOR(S): Southwestern IN SBDC
COST: \$10 **RESERVATIONS: 812-425-7232**

MBE/WBE COUNTY & CITY BUSINESS CERTIFICATION WORKSHOP

Thursday, June 10 10:00 am - 12:00 noon
100 N.W. Second Street, Suite 100, Evansville

Learn what it takes to become a certified MBE/WBE business on the County and City level.

SPONSOR(S): Southwestern IN SBDC
COST: \$10 **RESERVATIONS: 812-425-7232**

INTRODUCTION TO SBA & CERTIFICATION WORKSHOP

Thursday, June 10 1:00 pm - 3:00 pm
Putnam Co Public Library,
103 East Poplar St, Greencastle

The Mayor will proclaim SBW and the President of the Greater Greencastle Chamber of Commerce will speak about the Chamber's resources. The SBA will discuss SBA's Programs & Services, and a Certification Workshop on the SBA 8(a), SDB, HUBZone & CCR.

SPONSOR(S): Putnam Co Public Library, Greater Greencastle Chamber of Commerce, City of Greencastle
COST: FREE **RESERVATIONS: 765-653-4517**

SBDC SPONSORING CNN

Friday, June 11 7:30 am - 9:30 am
100 N.W. Second Street, Suite 100, Evansville

Learn how to "Make Networking" work for you.

SPONSOR(S): Southwestern IN SBDC
COST: FREE **RESERVATIONS: Not required**

STARTING A SMALL BUSINESS/ASSISTING AN EXISTING BUSINESS

Friday, June 11 1:00 pm - 3:00 pm
Vigo Co Public Library,
One Library Square, Terre Haute

Learn about SBA's programs and services and attend SCORE's training on Starting a Business.

SPONSOR(S): Chamber of Commerce, Mayor's Office, Greater Wabash Valley SCORE
COST: FREE **RESERVATIONS: 812-232-2391**

Central/North Central

INDIANA SMALL BUSINESS WEEK AWARDS LUNCHEON

Monday, June 7 11:30 am - 1:30 pm
12156 North Meridian St, Carmel

Awards to be presented include, Person of the Year, Exporter of the Year, Young Entrepreneur of the Year, Family-Owned Small Business of the Year, Minority Small Business of the Year and Journalist of the Year.

SPONSOR(S): SBA Lenders
COST: \$35

RESERVATIONS BY June 4: 317-226-7272

INTRODUCTION TO FINANCIAL STATEMENTS

Tuesday, June 8 11:00 am - 1:00 pm
2126 N. Meridian St, Indianapolis

Introduction to basic accounting principles and terminology. Overview of balance sheet and income statement, with plenty of time for questions and answers.

SPONSOR(S): SBA
COST: FREE

RESERVATIONS BY June 4: 317-226-7272

SMALL BUSINESS TALK @ THE ROTARY

Tuesday, June 8 12:00 pm
Kokomo Country Club, 1801 Country Club Rd,
Kokomo

Presentation of SBA Programs and Services, including information on SBA financing, business counseling and training programs.

SPONSOR(S): Rotary, SBDC
COST: \$10/meal **INFORMATION: 765-454-7922**

UNDERSTANDING FINANCIAL STATEMENTS

Wednesday, June 9 11:00 am - 1:00 pm
2126 N. Meridian St, Indianapolis

Introduction to ratio analysis. A sample business start-up accounting case and analysis.

SPONSOR(S): SBA
COST: FREE

RESERVATIONS BY June 4: 317-226-7272

Planeacion Basica de Negocios (en español)

Miercoels 9 de junio 4:00 pm - 6:00 pm
2126 N. Meridian St, Indianapolis

Esta presentación es en español y proevee un repaso general del contenido de un buen plan para negocios.

Patrocinado por Central Indiana SBDC
SIN COSTO

Reserve su lugar antes del 4 de junio al (317) 226 7272

DEVELOPING STRATEGIES FOR GROWING YOUR BUSINESS

Thursday, June 10 7:45 am - 12:00 noon
Christel DeHaan Fine Arts Center, University of Indianapolis Campus, Indianapolis

Interactive forum featuring a panel of five local CEO's who will share insights into how they have led their companies to outstanding levels of growth and success.

SPONSOR(S): National City Bank of Indiana, University of Indianapolis, SCORE, IA Group
COST: \$89

RESERVATIONS BY June 4: 317-271-8967

PURCHASING A BUSINESS OR FRANCHISE

Thursday, June 10 10:00 am - 1:00 pm
2126 N. Meridian St, Indianapolis

Before you invest, in a franchise, or business opportunity, there are things you should consider. Learn how to analysis & value existing business opportunities, including franchising. An attorney, CPA & business broker will help to answer your questions.

SPONSOR(S): SBA
COST: FREE

RESERVATIONS BY June 4: 317-226-7272

OWNING A HOME-BASED BUSINESS

Friday, June 11 11:00 am - 1:00 pm
2126 N. Meridian St, Indianapolis

Attend this workshop and learn about issues relating to starting and maintaining a home based business.

SPONSOR(S): SBA
COST: FREE

RESERVATIONS BY June 4: 317-226-7272



**SBA Resource Partners
Counseling and Assistance**

**SCORE- Counselors to America's Small
Businesses**

Anderson SCORE
765-642-0264

Bloomington SCORE
812-339-8937

Columbus SCORE
812-379-4457

Elkhart SCORE
574-293-1531

Evansville SCORE
812-426-6144

Fort Wayne SCORE
260-422-2601

Greater Madison SCORE
812-265-3135

Indianapolis SCORE
317-226-7264

Kokomo SCORE
765-457-5301

Logansport SCORE
574-753-6388

Marion SCORE
765-668-5421

New Albany SCORE
812-944-9678

Northwest SCORE
219-462-1105

South Bend SCORE
574-282-4350

Terre Haute SCORE
812-231-6763

**SMALL BUSINESS DEVELOPMENT
CENTERS**

Central Indiana SBDC
Indianapolis - 317-233-7232

East Central Indiana SBDC
Richmond - 765-962-2887

Elkhart Satellite
Elkhart - 547-293-1531

Greater Lafayette Area SBDC
Lafayette - 765-496-6491

ISU/Wabash Valley SBDC
Terre Haute - 812-237-7676

North Central Indiana SBDC
Kokomo - 765-454-7922

Northeast Indiana SBDC
Fort Wayne - 260-426-0040

Northwest Indiana SBDC
Portage - 219-762-1696

South Bend Area SBDC
South Bend - 574-282-4350

South Central Indiana SBDC
Bloomington - 812-339-8937

Southeastern Indiana SBDC
Madison - 812-265-3127

Southern Indiana SBDC
New Albany - 812-945-0054

Southwestern Indiana SBDC
Evansville - 812-425-7232

**Women's Business Center: Women's
Enterprise/Fort Wayne Women's Bureau**
(www.womensbureau.com)
Fort Wayne, Indiana (260) 424-7977

**INDIANA
SMALL BUSINESS
WEEK 2004
CELEBRATION**

**CALENDAR
of
EVENTS**

JUNE 6 to JUNE 12, 2004

U.S. Small Business Administration



Indiana District Office
429 N. Pennsylvania Street, Suite 100
Indianapolis, IN 46204
(317) 226-7272
<http://www.sba.gov/in/>