



Oakland is OPEN FOR BUSINESS

A WORKSHOP
& TABLETOP
EXHIBITS



Check Out the
Free, High-Quality
Services Available
to Help Your
Business Thrive

WED 9 AUG
2 – 4 PM

**Oakland County
Executive Office Building
Conference Center**
2100 Pontiac Lake Road
Building 41W | Waterford, MI

Dear Oakland County Business Owners:

You are invited to explore the services Oakland County offers to help your business grow and thrive!

We have organized this event to respond to many questions from our business community, including how to become a bidder to do business with the County and to provide an overview of the County's free business services and resources.

Business owners, entrepreneurs, vendors, suppliers and contractors can:

- ✓ Learn how to become a registered vendor with Oakland County
- ✓ Access the One Stop Shop Business Center's powerful business tools, classes and data
- ✓ Explore business financing options
- ✓ Connect with Oakland County Michigan Works! offices for hiring and training options

The Oakland County Board of Commissioners is partnering with the Department of Economic Development & Community Affairs and Purchasing to bring you this "executive summary" event. **Don't miss this opportunity to be smarter than your competitors.**

With best wishes for your continued success,

Michael J. Gingell, Chairman
Oakland County Board of Commissioners

Register Today

[AdvantageOakland.
EventBrite.com](https://AdvantageOakland.EventBrite.com)

COST: FREE
Advance registration
is requested.

This event is for:
Business Owners
Entrepreneurs
Vendors
Suppliers
Contractors

The logo for the Oakland County Michigan Economic Development & Community Affairs. It features a stylized green tree icon on the left, followed by the word "OAKLAND" in large, bold, black capital letters. Below "OAKLAND" is "COUNTY MICHIGAN" in a smaller, black, sans-serif font. At the bottom, "ECONOMIC DEVELOPMENT & COMMUNITY AFFAIRS" is written in a very small, black, sans-serif font.

L. BROOKS PATTERSON
OAKLAND COUNTY EXECUTIVE

Agenda

Wednesday | August 9, 2017

2:00 PM **Registration**

2:30 **Welcome**
Janet Jackson, *Oakland County Commissioner*
Michael Spisz, *Oakland County Commissioner*

2:35 **Purchasing and Bid Process**
Scott Guzzy, *Purchasing Administrator* and
Joan Daniels, *Buyer II, Purchasing Department*
Learn how to do business with Oakland County and become a registered bidder with the Michigan Inter-Governmental Trade Network (MITN). Find out how vendors are notified about new bid opportunities. Purchasing is responsible for the acquisition of goods and services in excess of \$100 million annually.

2:50 **Business Counseling and Data**
Greg Doyle, *Supervisor, One Stop Shop Business Center*
Discover how Oakland County business owners can access powerful business tools, data analysis and business services leading to long-term business success. Whether you're starting your business, experiencing growing pains or ready to take your business to the next level, the One Stop Shop is ready for you. Access experienced, skilled and successful business counselors who work with small for-profit businesses and advanced technology companies.

3:00 **Financing for Equipment and Expansion**
Kevin Congdon, *Loan and Finance Officer, Financial Services*
Finance your business through the Oakland County Business Finance Corporation, Economic Development Corporation and the CED® Loan Program. Whether you are a start-up business, manufacturer or 501(c)(3), you have resources available to you. Gain a better understanding of the Small Business Administration's (SBA) 504 Loan Program for qualified small and medium size businesses.

3:10 **Talent Recruitment and Development**
Jennifer Llewellyn, *Manager, Workforce Development*
You will be surprised to learn how much is available to your business through the eight Oakland County Michigan Works! offices. Professionals help you recruit and retain talent, provide training support and give you access to labor market information.

3:20 **Q&A and Tabletop Exhibits**

4:00 PM **Close**
Gary McGillivray, *Oakland County Commissioner*

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Questions? Contact:
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(248) 858-4078



**Demonstration on
how to register your
business with Oakland
Business Connect to
increase your visibility
statewide.**

OakGov.com

#OaklandCounty

