



National Black MBA Association Philadelphia Chapter  
*presents*

**2016 Entrepreneur Summit: “Sustaining Minority Owned Business Growth into the Future”**

Drexel University - Gerri C. LeBow Hall  
3220 Market Street  
Philadelphia

**Entrepreneur Summit Goal:**

To create and nurture an enduring business educational process that serves to be a catalyst for creating sustainable growth and longevity for black entrepreneurs who start businesses or who have existing businesses in Philadelphia and surrounding areas.

**AGENDA**

**Opening Remarks**

**10:00 AM to 10:45 AM**

**Drexel University Representative (TBA)  
Sonja Burrus, NBMBAA Philadelphia Chapter  
Chairman of the Board, NBMBAA, Inc. (TBA)**

**General Session**

**10:45 AM to 11:15 AM**

**The State of Minority Owned Businesses Operating in Philadelphia**

Mr. Harold Epps, Director of Commerce City of Philadelphia

**Lunch Session**

**11:30 AM to 1:00 PM**

**The Roundtable Discussions: Black Business Owners**

Listen to successful entrepreneurs discuss how they got started, obtained financing, entered the marketplace, interacted with suppliers, overcome barriers and manage customers. How has being an entrepreneur impacted upon their family life and personal health issues? Where do they see the Future going for them and what new barriers are lurking for their businesses. Listen to their wise advice!

**PANEL MODERATOR**

Elva Bankins-Baxter , President Bankins Consulting Inc.

**PANELISTS**

Patricia Claybrook, President/CEO Jidan Cleaning  
Karla Trotman, Executive Vice President Electro Soft Inc.  
Michael K. Pearson, President Union Packaging LLC  
Angelo Perryman, President/CEO Perryman Building and Construction Services



**Join two of the following discussions! One at either 1:00 PM to 2:15 PM and/or 2:30 PM to 3:45 PM**

**Marketing, Selling and Customer Service Excellence**

How should you market and sell your products or services? Does your personality and behavior complement your ability to sell? Do you have a web site that supports your business image and promotes your products? What is Social Media? What are best practices for providing “Excellent Customer Service”? What is on your business cards? What is your Target Market and what are Channels of Distribution?

**PANEL MODERATOR**

Bryan Smith, Consultant Blacksmith Consulting LLC

**PANELISTS**

Phoebe Coles, Partner & Vice President Community Marketing Concepts

Bernard Wright, President BDJ Ventures, LLC

George Liles, President National Sales Network (NSN) Sr. Account Manager Emmis-NY Radio

**Obtaining Financing to Start, Operate and Grow Your Business**

Where do I go to seek real financing opportunities? What are creative methods to obtain funding? How can I obtain funding for cash flow? What does money cost? What do lenders want from me in order to get a loan? What is my pitch? Where is the capital dollars for my growth plan?

**PANEL MODERATOR**

Franne McNeal, Business Advisor

Goldman Sach's 10,000 Small Businesses Initiatives at Community College of Philadelphia

**PANELISTS**

Jack Wilson, Owner & Principal Liquid Capital of Greater Philadelphia

Colette deChalus Lee, Lender Relations Specialist U.S. Small Business Administration

Pamela Rich-Wheeler, Executive Director The Business Center for Entrepreneurship and Social Services

Ron Dutton, Vice President Business Banking Manager-Delaware Valley South Wells Fargo Bank

Wanda Speight, Senior Vice President Financial Services PIDC

**Supplier Diversity - PNC**

Building and maintaining relationships with a diverse supplier base is imperative for PNC as diverse suppliers increase our supply chain competitiveness, grow our customer base and provide PNC an advantage while bidding on new business opportunities. All Business Professionals, Students, Small Business Owners & Entrepreneurs from all Industries should attend!

Helmut McIntosh, VP Branch Manager

African American Employee Business Resource

Group Supplier Diversity at PNC

**How To Do Business with the City of Philadelphia**

LaShawnda N. Tompkins, MBA

Director of Special Projects

Office of Economic Opportunity (OEO) City of Philadelphia