

A Bridge to Success

Learn how to secure customers, contracts and capital.

Sponsors: ► Office of Westchester County Executive Robert P. Astorino ► The Business Council of Westchester Urban Tusk Community Strategies ► Law Office of Richard St. Paul, Esq., PLLC
The Westchester County Association



Bakers at Yonkers-based Greyston Bakery, the country's leading social enterprise.

Monday, August 11

Doors Open: 9:30 a.m.

Seminar: 10 a.m. – 12:30 p.m.

**Yonkers Riverfront Library
Community Room A**

1 Larkin Plaza, Yonkers, NY

- No fee to attend
- Space is limited
- Refreshments provided

RSVP today!

Abridgetoabridge@gmail.com

For more information contact:

Mark McLean (914) 384-1895

Walk away with the tools to grow your business.

You should attend if you are:

- A minority or woman-owned business
- Interested in doing business with Westchester County, state and federal agencies, or local corporations.
- Ready to secure the capital to launch or expand your business
- Looking to hire minority or women employees or contractors

KEYNOTE SPEAKER:

Mr. Mike Brady

President and CEO, Greyston Bakery

SMALL BUSINESS SPOTLIGHT PANEL:

Ms. Dorothy Aguiar

Owner, Apple Maintenance Services, Inc.

Mr. John Rubbo, Mr. Nick Califano and Ms. Jackie Rubbo

Management Team, Yonkers Brewing Company

Featuring **Hon. Mike Spano**, Yonkers Mayor,
Mr. Kevin J. Plunkett, Westchester Deputy County Executive
and a full program including business experts.

(See program on back)



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Robert P. Astorino
Westchester County Executive

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A Bridge to Success Workshop Agenda

9:30 - 10:00 AM	Guest Registration & Networking
10:00 – 10:05 AM	Welcome The Honorable Mayor Mike Spano Mayor of Yonkers
10:05 – 10:10 AM	Greetings Mr. Kevin J. Plunkett Westchester Deputy County Executive
10:10 – 10:15 AM	Program Overview Mr. Mark McLean and Mr. Richard St. Paul, emcees
10:15 - 10:25 AM	Keynote Speaker Mr. Mike Brady President and CEO, Greyston Bakery
10:25 – 10:45 AM	Small Business Spotlight Panel Ms. Dorothy Aguiar Owner, Apple Maintenance Services, Inc. Mr. John Rubbo, Mr. Nick Califano and Ms. Jackie Rubbo Management Team, Yonkers Brewing Company
10:45 - 10:50 AM	Westchester County Business Owner Support Programs Mr. Jim Coleman Minority and Women Business Enterprise Liaison, Westchester County
10:50 – 11:00 AM	Earned Media Brand Building Ms. Britta Vander Linden Communications Specialist, Office of County Executive Astorino
11:00 – 11:10 PM	Westchester Blueprint Accelerator Network Ms. Marissa Brett President, The Westchester County Association
11:10 - 11:25 AM	Business Planning & Management Mr. Glenn Shell Chairman, SCORE of Westchester Ms. Anne Janiak Executive Director, Women's Enterprise Development Center
11:25 – 11:35 PM	Building Relationships and Results Mr. John Ravitz, Executive Vice President/COO The Business Council of Westchester
11:35 - 11:45 PM	Doing Business with the Federal Government as a Certified MWBE Ms. Liz Kallen, PTAC Procurement Counselor
11:45 – 12:00 PM	Securing Capital for Growth and Success Ms. Kim Jacobs Executive Director, Community Capital New York Ms. Tamara Underwood Vice President, New York Business Development Corporation
12:00 – 12:20 PM	One-Stop Employment Center Resources Mr. Donovan Beckford Executive Director, Westchester Putnam One-Stop Employment Center
12:20 – 12:30 PM	Workshop Wrap Up and Adjournment