

Keynote Speaker and Panel Discussion



Dina Habib Powell will deliver our keynote address on investing in entrepreneurs and growth-oriented businesses for economic recovery.

As a managing partner and director of global corporate engagement at Goldman Sachs, Ms. Powell is leading the firm's

10,000 Businesses initiative – a partnership with community colleges to foster the growth of businesses through intensive training. This \$500 million endeavor is co-chaired by Goldman Sachs CEO Lloyd Blankfein, Michael Porter of the Harvard Business School, and investor Warren Buffett.

Following Ms. Powell's address, we will host a panel of Upper Shore business leaders who have successfully positioned their companies for growth and competitiveness. Invited panelists include:

Richard Bernstein

CEO, LWRC International, Cambridge

Marilyn Blandford

President, Miltec UV, Stevensville

Alan Stein

President, Tanglewood Conservatories, Denton

Robert Storey

President, Vapotherm, Inc., Stevensville (moderator)

The 2011 Conference promises to be the strongest and most beneficial program of its type ever assembled for the Upper Shore.

Join us and be part of the action!

Conference Information

The fees to attend the 2011 USMBC Annual Conference are as follows:

USMBC Member Organizations

First attendee: \$75

Each additional attendee: \$50

Non-Member Organizations

First attendee: \$100

Each additional attendee: \$50

Continental breakfast and lunch provided

Social hour following the event with open bar and refreshments

To register for the 2011 USMBC Annual Conference, call Leanne Allen at 410-827-7744 or visit www.usmbc.org/conference.

Conference Sponsorship Opportunities

The USMBC is offering a limited number of Conference sponsorships and exhibitor opportunities. Sponsorships include company recognition at the Conference, signage, and exhibit opportunities. For more details on sponsorship benefits, exhibitor opportunities and pricing, contact Jackie Potter at 410-827-7744 or jpotter@chesapeake.edu.

USMBC
BRIDGE TO OPPORTUNITY

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You're Invited!

2011

Upper Shore Manufacturing
& Business Council

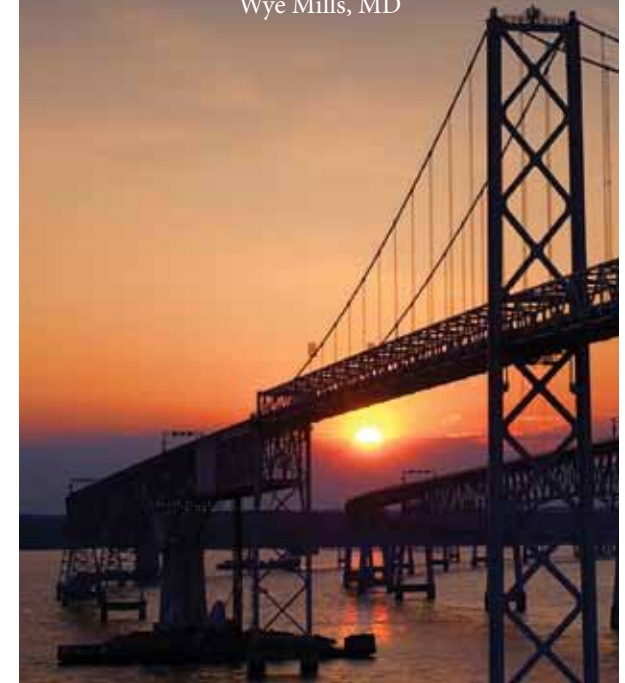
ANNUAL CONFERENCE

*"Investing in Growth-Oriented Businesses
for Economic Recovery and Long-Term Success"*

Wednesday, May 18, 2011

8:00 – 5:30 pm

CHESAPEAKE COLLEGE
Wye Mills, MD



We invite you to the USMBC's
2011 Annual Conference –
the premier business event for
companies and organizations located
in and near the Upper Shore region.

This year's Conference theme is *Investing in Growth-Oriented Businesses for Economic Recovery and Long-Term Success*. The focus is on helping you learn about the resources you can access to build and grow your business – including financial support, quality control and personnel development – while interfacing with fellow regional leaders.

The Conference offers a selection of presentations and roundtables divided into three “tracks” – business development, human resources, and education. Attendees may attend sessions across all three tracks.

These information-packed sessions will feature nationally known experts and organizations, giving you the opportunity to hear from leading specialists without having to travel off the Shore or outside the state.

CONFERENCE SESSIONS

Business Track

Funding and financing resources for all stages of company growth and development.

Outlining the types of funding and financing available to businesses in all stages of development. From micro-enterprise funding, angel investors and bank financing to raising equity capital, what's out there, and what's appropriate for start-ups, small firms, expanding companies, and those wanting to go public? Learn from the experts.

Panelists: *F. Winfield ‘Win’ Trice*, President & CEO, CNB, Centreville

Joseph E. Morse, JD, Chairman Emeritus, Maryland Capital Enterprises, Inc.

John May, Managing Partner, New Vantage Group, Vienna, VA

Mike Ward, Partner, QuestMark Partners, Baltimore

Christopher College, Managing Director, Stifel Nicolaus Weisel, Baltimore

QA/QC and Quality System Requirements – Cutting through the clutter to build a strong quality organization.

Learn about trends in quality management and what is now being required for companies wishing to do business domestically and internationally. We'll cover ISO 9001 and ISO 13485, as well as other ways companies can incorporate systematic quality measures to meet increased customer demands for accountability.

Speaker: *Steffens Smith*, Manufacturing Consultant, Chesapeake College

“Intrapreneurs” – Fostering the entrepreneurial spirit within the company or organization.

Learn how to identify and nurture “intrapreneurs” to be a major source of innovation inside your company. How best to manage and motivate them will be key aspects of this session.

Speaker: *Steven P. Woods*, DM, MA, Assistant Professor, University of Baltimore and CEO, Workforce Metrics, Owings Mills

HUMAN RESOURCES TRACK

Human Resources: A view from the top.

What do senior company leaders want from their HR departments? In this informative session, we get the “real-deal” explanation from a seasoned former CEO of a leading Upper Shore manufacturing company.

Speaker: *E. M. ‘Woody’ Miller*, PhD, CEO, MaTech, Inc. and past CEO of Celeste Industries, Inc.

The “nuts and bolts” of HR compliance.

What are the fundamental compliance requirements for companies? We'll get the scoop from a recognized authority on labor standards. The session will also include a compliance checklist and an overview of the resources needed to set up an HR office.

Speakers: *Stefan Marculewicz*, Esq., Littler Mendelson, Washington, DC
Gail Collins, Principal, Collins Consulting

Effective communications across the generations.

How is rapid change in communications affecting the ways employees interact in the business world? In this session, we explore the issues that every HR manager needs to understand to ensure proper, professional conduct inside and outside the organization.

Speaker: *Jack Smalley*, SPHR, Express Employment Professionals. Oklahoma City, OK

Education Track

Race to the Top Federal/State Initiative

What does the *Race to the Top* initiative mean for educators and businesses? In this session, we learn how this program – one of just twelve in the nation – is being used to prepare high school graduates for the working world and to be productive employees from their first day on the job.

Speaker: *Lyle Patzkowsky*, Program Director, Maryland State Department of Education, Baltimore

Cultivating an inquisitive, entrepreneurial spirit in students.

The MSDE's Career & Technology Education initiative is doing more than just focusing on curriculum. It is preparing students to enter the workforce with an understanding of what it means to be entrepreneurial. Find out how in this informative session.

Speaker: *William Nottage*, Division of Career & College Readiness, Maryland State Department of Education, Baltimore

Chamber Roundtable: County education initiatives.

We will hear from the education committees of county chambers of commerce in the Upper Shore region. What are their programs ... what's working successfully?

Participants: Caroline, Dorchester, Kent, Queen Anne's, Talbot Chamber of Commerce representatives