

Oscar Garcia, BIC Program Coordinator, 875-3286

[GarciaOs@saccounty.net](mailto:GarciaOs@saccounty.net)

Sue Johnson, Office Assistant - 875-3280

[DHA-BIC@saccounty.net](mailto:DHA-BIC@saccounty.net)

**PLEASE NOTE THE WORKSHOP LOCATION**

<p>Wednesday, June 7, 2017 9:00AM to 12:00PM</p> <p>To register, click on the button below.</p> <p><b>Register</b></p> <p><b>PLEASE NOTE THE WORKSHOP LOCATION</b></p> <p><b><i>NO COST</i></b></p>	<p><b>How to Budget &amp; Measure a Startup Business</b> Presented by: SCORE, Counselors to America's Small Business in collaboration with SETA Hillsdale Business Information Center</p> <p>Learn the importance of Financial Planning and how to use the SCORE Financial Model Template to build financial projections for your business startup. Understand the costs to startup your business, the fixed and operational expenses, sales forecast and your Startup's breakeven analysis.</p> <p>Location of event: Hillsdale Business Information Center 5655 Hillsdale Blvd., Ste. #8, Sacramento, CA 95842 Email: <a href="mailto:HillsdaleBIC@seta.net">HillsdaleBIC@seta.net</a> or call: 916-263-2942</p>
<p>Tuesday June 13, 2017 9:00AM to 11:00AM</p> <p>To register, please click on the button below</p> <p><b>Register</b></p> <p><b>PLEASE NOTE THE WORKSHOP LOCATION</b></p> <p><b><i>NO COST</i></b></p>	<p><b>How to Develop an IDEA into a Business</b> Presented by: SCORE, Counselors to America's Small Business in collaboration with Sacramento County DHA BIC and California Capital WBC</p> <p>Many people, who are thinking about starting a business, mistakenly concentrate on the wrong issues up front, and end up wasting too much time and money. SCORE will help you take the right steps in the right order. We will introduce you to a formula that all successful companies follow.</p> <p>Location of event: California Capital Women's Business Center 1792 Tribute Rd. Ste. 270, Sacramento, CA 95815 <b>Website:</b> <a href="http://cacapital.org">cacapital.org</a> or call: 916-442-1729</p>

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DHA's Core Purpose  
To Improve Lives



DHA's Core Values  
Compassion, Integrity, Trust and Innovation



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**PLEASE NOTE THE WORKSHOP LOCATION**

<p>Thursday June 22, 2017 9:00AM to 12:00PM</p> <p>To register, please click on the button below:</p> <div style="text-align: center;">  </div> <p><b>PLEASE NOTE THE WORKSHOP LOCATION</b></p> <p><b><i>NO COST</i></b></p>	<p><b>Introduction to The Business Plan</b></p> <p>Presented by: <b>SCORE</b>, Counselors to America's Small Business in collaboration with Sacramento County DHA BIC and California Capital WBC</p> <p>Topics Covered: Basic elements of a Business Plan; Choosing the right Business Plan; Critical mistakes to avoid; Why do you need a Business Plan? Valuable Resources; How to analyze your progress.</p> <p>Location of event: California Capital Women's Business Center 1792 Tribute Rd. Ste. 270, Sacramento, CA 95815 <b>Website:</b> <a href="http://www.cacapital.org">www.cacapital.org</a> or call: 916-442-1729</p>
<p>Thursday, June 29, 2017 9:00AM to 11:30AM</p> <p>To register, please click on the button below:</p> <div style="text-align: center;">  </div> <p><b>PLEASE NOTE THE WORKSHOP LOCATION</b></p> <p><b><i>NO COST</i></b></p>	<p><b>SBA Loan Readiness and Financing Options Workshop</b></p> <p>Presented by: <b>U.S. Small Business Administration</b> in collaboration with the <b>Sacramento Hispanic Chamber of Commerce</b></p> <p>What you will learn: How does a small business get money? Bank loans, are they impossible? Doing your homework before applying for a loan and who might be able to help. What Lenders are looking for in a borrower? SBA loan guarantee program overview. Tips for dealing with lenders.</p> <p>Location of event: Sacramento Hispanic Chamber of Commerce 1451 River Park Dr. Ste. 280, Sacramento, CA 95815 Phone: 916-486-7700</p> <p>Please register by email at: <a href="mailto:DHA-BIC@saccounty.net">DHA-BIC@saccounty.net</a> Or call (916) 875-3280</p>

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**PLEASE NOTE THE WORKSHOP LOCATION**

<p>Tuesday, July 11, 2017 1:00PM to 3:00PM</p> <p>To register, please click on the button below</p> <p><b>Register</b></p> <p><b>PLEASE NOTE THE WORKSHOP LOCATION</b></p> <p><b><i>NO COST</i></b></p>	<p><b>How to Develop an IDEA into a Business</b></p> <p>Presented by: SCORE, Counselors to America's Small Business in collaboration with Sacramento County DHA BIC and California Capital WBC</p> <p>Many people, who are thinking about starting a business, mistakenly concentrate on the wrong issues up front, and end up wasting too much time and money. SCORE will help you take the right steps in the right order. We will introduce you to a formula that all successful companies follow.</p> <p>Location of event: California Capital Women's Business Center 1792 Tribute Rd. Ste. 270, Sacramento, CA 95815 <b>Website:</b> <a href="http://cacapital.org">cacapital.org</a> or call: 916-442-1729</p>
<p>Tuesday, July 25, 2017 9:00AM to 1:30PM</p> <p>To register, please click on the button below</p> <p><b>Register</b></p> <p>or call 1-866-873-6083.</p> <p><b>PLEASE NOTE THE WORKSHOP LOCATION</b></p> <p><b><i>NO COST</i></b></p>	<p><b>Federal/State Basic Payroll Tax</b></p> <p>Presented by: Employment Development Department (EDD) and Internal Revenue Service (IRS)</p> <p>Attending this workshop you will learn: California payroll reporting requirements; forms, employer obligation, reporting, and payment requirements; Independent contractor reporting requirements; Electronic filing and payment requirements and options; Federal payroll reporting requirements, including Forms 940, 941, 1099, W-2, W-4, W-9, and alternative filing.</p> <p>Location of event: California Capital Women's Business Center 1792 Tribute Rd. Ste. 270, Sacramento, CA 95815 <b>Website:</b> <a href="http://cacapital.org">cacapital.org</a> or call: 916-442-1729</p> <p><a href="http://www.edd.ca.gov/Payroll_Tax_Seminars/">www.edd.ca.gov/Payroll Tax Seminars/</a></p>

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**PLEASE NOTE THE WORKSHOP LOCATION**

<p>Thursday, July 27, 2017 9:00AM to 12:00PM</p> <p>To register, please click on the button below</p> <div style="background-color: #4a7ebb; color: white; padding: 10px; text-align: center; font-weight: bold; font-size: 1.2em;">Register</div> <p><b>PLEASE NOTE THE WORKSHOP LOCATION</b></p> <p><b><u>NO COST</u></b></p>	<p><b>Fundamentals of Marketing</b></p> <p>Presented by: SCORE, Counselors to America’s Small Business in collaboration with Sacramento County DHA BIC and California Capital WBC</p> <p>Knowing how to communicate with your customers is a very big part of your business success. Attend this workshop and you will learn: Definition and Fundamentals of Market Research and Demographics; Market Analysis; Target Marketing and Segmentation; and more!</p> <p>Location of event: California Capital Women’s Business Center 1792 Tribute Rd. Ste. 270, Sacramento, CA 95815 <b>Website:</b> <a href="http://cacapital.org">cacapital.org</a> or call: 916-442-1729</p>
<p>If you are a person with a disability and in need of an accommodation to attend these seminars, please call (916) 875-3280 as soon as possible to make the appropriate arrangements.</p> <p style="text-align: center;"><b><u>Laurie Carriker</u></b> <b>Employment and Business Services Manager</b></p>	

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