



# Financing Your Future: Finding the Funding for Economic Growth

## AGENDA

- 8:30 a.m. – 9:00 a.m. **Registration and Continental Breakfast**
- 9:00 a.m. – 9:15 a.m. **Welcome & Introductions**  
Paul Kimmell, Board Chairman, INP Board of Directors
- 9:15 a.m.-10:00 a.m. **Funding Forecast for 2012: Trends, Tips & Techniques**  
Renee Bourque, President  
Bright Star Consultants  
Clinton, WA
- 10:00 a.m.-10:15 a.m. Break
- 10:15 a.m.-11:00 a.m. **Bring on the Bucks: Accessing Federal Funding**  
Calvin Goings, Regional Administrator  
Small Business Administration  
Seattle, WA  
  
Margaret Hair, Business Program Specialist  
USDA  
Coeur d'Alene, Idaho
- 11:00 a.m.-11:45 a.m. **Show Me the Money: Leveraging State & Local Resources**  
Christine Frei, Executive Director  
Clearwater EDA (CEDA)  
Lewiston, ID  
  
Terry Lawhead, Business Development Manager  
Washington Department of Commerce  
Spokane, WA
- 11:45 a.m.-12:15 p.m. **Digging for Dollars:  
Strategies for Chamber and EDC Survival**  
Robin Toth, VP Business Development  
Greater Spokane Incorporated  
Spokane, WA
- 12:15 p.m.-2:15 p.m. **Lunch, Hometown Awards & Keynote Presentation**  
*The Sterling Story*  
Ezra Eckhardt, President & Chief Operating Officer  
Sterling Savings Bank  
Spokane, WA
- 2:15pm **Concluding Remarks**

*Want to learn more about finding funding? See Bonus Session information below!*

**Inland Northwest Partners  
2011 Winter Meeting**

**Wednesday  
November 16, 2011**

**Spokane Club  
1002 West Riverside  
Spokane, WA 99201**

### FOUNDING INVESTOR

Avista Corporation

### MAJOR INVESTORS

Alaska Airlines/Horizon Air  
City of Post Falls  
Gritman Medical Center  
Hill & Knowlton  
Idaho National Laboratory  
Sterling Savings Bank  
Washington State  
Department of Commerce

### CONTRIBUTING INVESTORS

Bank of America  
Garco Construction  
Greenstone Corporation  
Hotstart  
Inland Northwest Health Services  
Inland Power and Light Co.  
Kootenai Electric Cooperative  
Nez Perce Tribal Enterprises  
The Spokesman-Review  
Washington State University  
Washington Trust Bank

### EVENT SPONSOR:

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**Cost:** \$40 for INP members; \$60 for non-members (cancellations with refunds will be accepted through November 11).

**To Register:** Just fill out the form below and mail it, along with your pre-payment to INP, PO Box 164, Liberty Lake, WA 99019 or register online at [www.inwp.org](http://www.inwp.org).

**For more information:** Call (509) 495-4064 or check out our web site ([www.inwp.org](http://www.inwp.org)).

**Accommodations:** Spokane Club, 1002 W. Riverside, Spokane, WA (509-838-8511) –\$100.00

**Directions to Spokane Club:** From 1-90, as you approach downtown Spokane, take the Lincoln/Monroe St. exit. Proceed north on Lincoln for ½ mile. Turn left on Riverside Avenue. Stay on Riverside and cross Monroe (first street). Spokane Club is at the corner of Monroe and Riverside.

**Parking:** Parking is available one block west and one block south of the Spokane Club, directly behind Our Lady of Lourdes Cathedral Catholic Church. Also, the River Park Square Parking garage is 2 blocks from the Spokane Club (after exiting onto Lincoln St., stay in the middle lane and proceed through the light at Main St. into the garage). Both garages charge for parking.

**Bonus Session:** Grant Writers Edge-Techniques to Get Funded • Nov. 17, 2011 • 9:00am-3:30pm • \$95.00  
Post Falls City Hall •408 N. Spokane St. •Post Falls, ID 83854 •More details:[www.brightstarconsultants.com](http://www.brightstarconsultants.com)

Name: \_\_\_\_\_

Organization: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone Number: \_\_\_\_\_ Email Address: \_\_\_\_\_

Number of people attending & names: \_\_\_\_\_

Amount Enclosed \$ \_\_\_\_\_ Special Dietary Request \_\_\_\_\_

Please send this form and prepayment to INP, P.O. Box 164, Liberty Lake, WA 99019

