CONVERGE!

Transform Your Business Journey

Everyone is welcome here!

Weds, Oct 21 · 8:30a–3:45p · Kitsap Conference Center, Bremerton

Grab a coffee and find your seat — we begin at 9:00 AM

Sponsored by

KITSAP CREDIT UNION

PSE PUGET SOUND ENERGY

Presented by

KITSAP ECONOMIC DEVELOPMENT ALLIANCE

In partnership with

Matchstick Lab

A Conference for Everyone!

Say hello to the people at your table — the answer is already in the room.







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TODAY'S PROGRAM

One Day, Three Ways to Grow

9:00 AM

BIPOC Business Forum Morning

Morning keynote, Access to Capital panel, Reverse Pitch and the BE$T Program

12:30 PM

Lunch Keynote

Main Street Owner's Manual: Some Assembly Required, then an AI tools icebreaker

1:30 PM

Matchstick Lab Accelerator Afternoon

Practical sessions on efficiency, storytelling and protecting your bottom line

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MORNING KEYNOTE · 9:05 AM

The Power of Connection

Samantha Le

President and CEO
Seattle Southside Chamber of Commerce

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AGENDA

BIPOC Business Forum Morning

Time	Session	Speaker
9:00 AM	Welcome	KEDA
9:05 AM	Morning Keynote: The Power of Connection	Samantha Le, South Seattle Chamber of Commerce
9:40 AM	Panel: Access to Capital	Moderator: Melissa Tanno, Kitsap SBDC Participants: Sara Brown, Kitsap Credit Union Andy Leikin, Liberty Bank
10:10 AM	Preview OWMBE Convening	Lawrence Garrett, 828 Group
10:20 AM	Break · Resource Tables in the Event Hall	
10:30 AM	Reverse Pitch	Olympic College, Western Washington University, Kitsap Small Business Development Center and others
11:00 AM	The BE$T Program	Jon King & Angelica Yanten Winter

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ACCESS TO CAPITAL

BIPOC BUSINESS FORUM · 9:40 AM



Melissa Tanno
Kitsap Small Business Development Center



Andy Leikin
Chief Credit Officer
Liberty Bank



Sara Brown
Business Development Officer
Kitsap Credit Union

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BIPOC BUSINESS FORUM · 10:10 AM

OWMBE CONVENING

Regional Equity Advocacy Laboratory & OMWBE Convening

Lawrence Garrett

Chief Impact Officer
828 Flow

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OMWBE VISIBILITY INITIATIVE

Listening to Businesses
Building Awareness
Expanding Opportunity

828 Consulting and the Washington State
Office of Minority and Women's Business Enterprises

AGENDA

1. The 828 Consulting Model
2. Understanding OMWBE
3. Contract Scope and Deliverables
4. 828 Implementation Plan
5. The Larger Opportunity
6. Immediate Next Steps



EIGHT TWENTY EIGHT

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WHO IS OMWBE?

The Washington State Office of Minority and Women's Business Enterprises supports greater equity and participation in public contracting.

- **Certifies** eligible minority and women-owned businesses
- Supports **supplier diversity** across Washington State
- Helps businesses **access** information and public contracting opportunities
- Provides agencies and contracting officers with **tools** to identify certified businesses
- Promotes **equitable participation** in government procurement
- Strengthens the **visibility** of minority and women-owned businesses



Expanding access to public contracting opportunities.

EIGHT TWENTY EIGHT

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SCOPE OF THE 828 CONSULTING ENGAGEMENT

The current contract focuses on the assessment phase of the 828 Consulting methodology.



1 Six Convening and Listening Sessions

Conduct sessions across Washington State with current and potential OMWBE businesses.

2 Stakeholder and Partner Feedback and Data Mapping

Capture business needs, awareness, challenges, contracting experiences, and regional differences from current and potential OMWBE businesses and partners.

3 Summary Report with Recommendations

Identify themes, barriers, opportunities, and recommended next steps.

4 OMWBE Report-Out Session

Present findings and recommendations to OMWBE leadership.

5 Participant Summary Sharing

Share the summary with participants to support transparency, fairness, and accountability.

EIGHT TWENTY EIGHT

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Completion Date: June 30, 2027

OMWBE VISIBILITY INITIATIVE

Expanding **visibility**, building **awareness**, and connecting businesses to **opportunities** across Washington State.



OUR OBJECTIVES

1. **Increase awareness** of OMWBE resources and services.
2. **Expand outreach** to diverse and underserved business communities.
3. **Improve access** to certification, training, and contracting opportunities.
4. **Strengthen engagement** with stakeholders and partner organizations.
5. **Measure impact** through data-driven strategies and continuous improvement.

RAISE AWARENESS

Promote OMWBE resources and success stories to build trust and recognition.

DRIVE ENGAGEMENT

Connect with diverse businesses through targeted outreach and community partnerships.

EXPAND OPPORTUNITIES

Link businesses to certification, training, mentorship, and public contracting opportunities.

BUILD PARTNERSHIPS

Collaborate with agencies, primes, and organizations to strengthen the ecosystem.

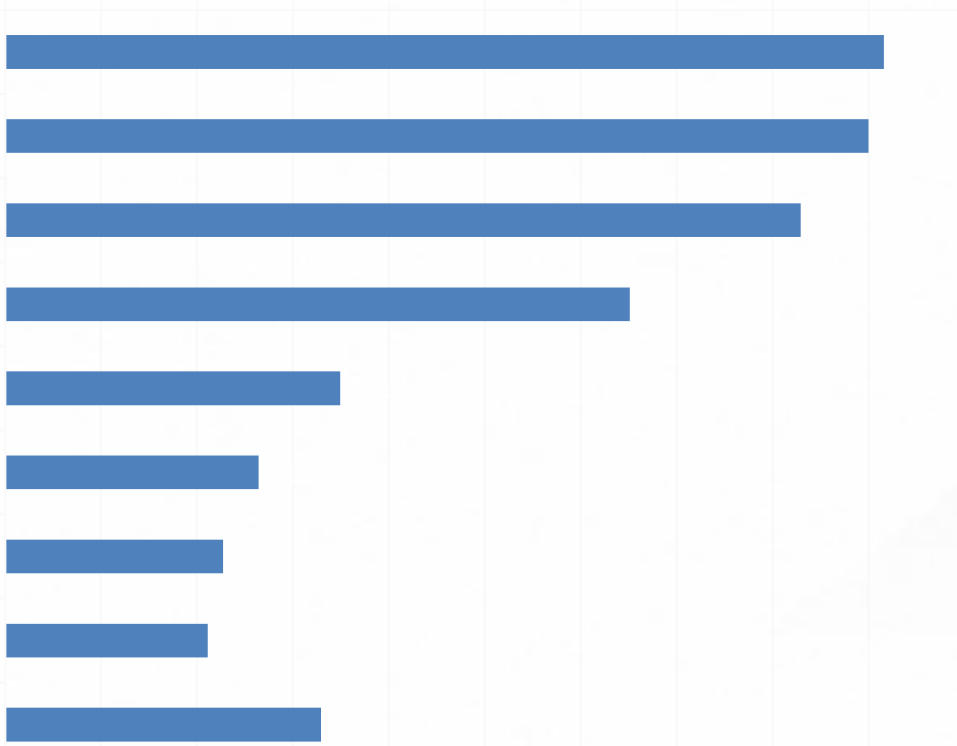
MEASURE IMPACT

Use data and feedback to track progress and continually improve our strategies.

EIGHT TWENTY EIGHT

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OMWBE Certified Businesses by Industry



EIGHT TWENTY EIGHT
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OMWBE Convening Sessions
Tentative Regional Roadmap



CONFIRMED SESSIONS

AUGUST 28, 2026	King, Pierce, North Thurston, and South Snohomish
OCTOBER 28, 2026	Kitsap, Mason, Thurston, Jefferson, Grays Harbor, and Clallam

TENTATIVE SESSIONS

FEBRUARY 25, 2027	Clark, Cowlitz, Lewis, Pacific, Wahkiakum, and Skamania
MARCH 25, 2027	Snohomish, Skagit, Whatcom, Chelan, Okanogan, Douglas, and North King
MAY 18, 2027	Yakima, Klickitat, Benton, Kittitas, Grant, Lewis, and Douglas, Franklin
JUNE 24, 2027	Spokane, Ferry, Stevens, Adams, Whatcom, Garfield, Columbia, Walla Walla, Asotin, and Pend Oreille

Please note: Dates are tentative unless otherwise confirmed.

EIGHT TWENTY EIGHT

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EIGHT TWENTY EIGHT
CONSULTING

JOIN
THE REAL
THE REGIONAL EQUITY ADVOCACY LABORATORY



REAL CONVERSATION ● REAL ACCESS ● REAL CHANGE

A collaborative space to connect, learn, and take action for a more inclusive, equitable, and thriving Washington.

Join community leaders, businesses, and changemakers for meaningful dialogue and strategies that create measurable impact.

EVENT 1

OMWBE
2ND CONVENING SESSION

Continuing the conversation and strengthening connections to support minority and women-owned businesses across Washington.

&

EVENT 2

THE REAL
REGIONAL EQUITY ADVOCACY LABORATORY

A space to address equity and access challenges, share solutions, and build collective opportunities.



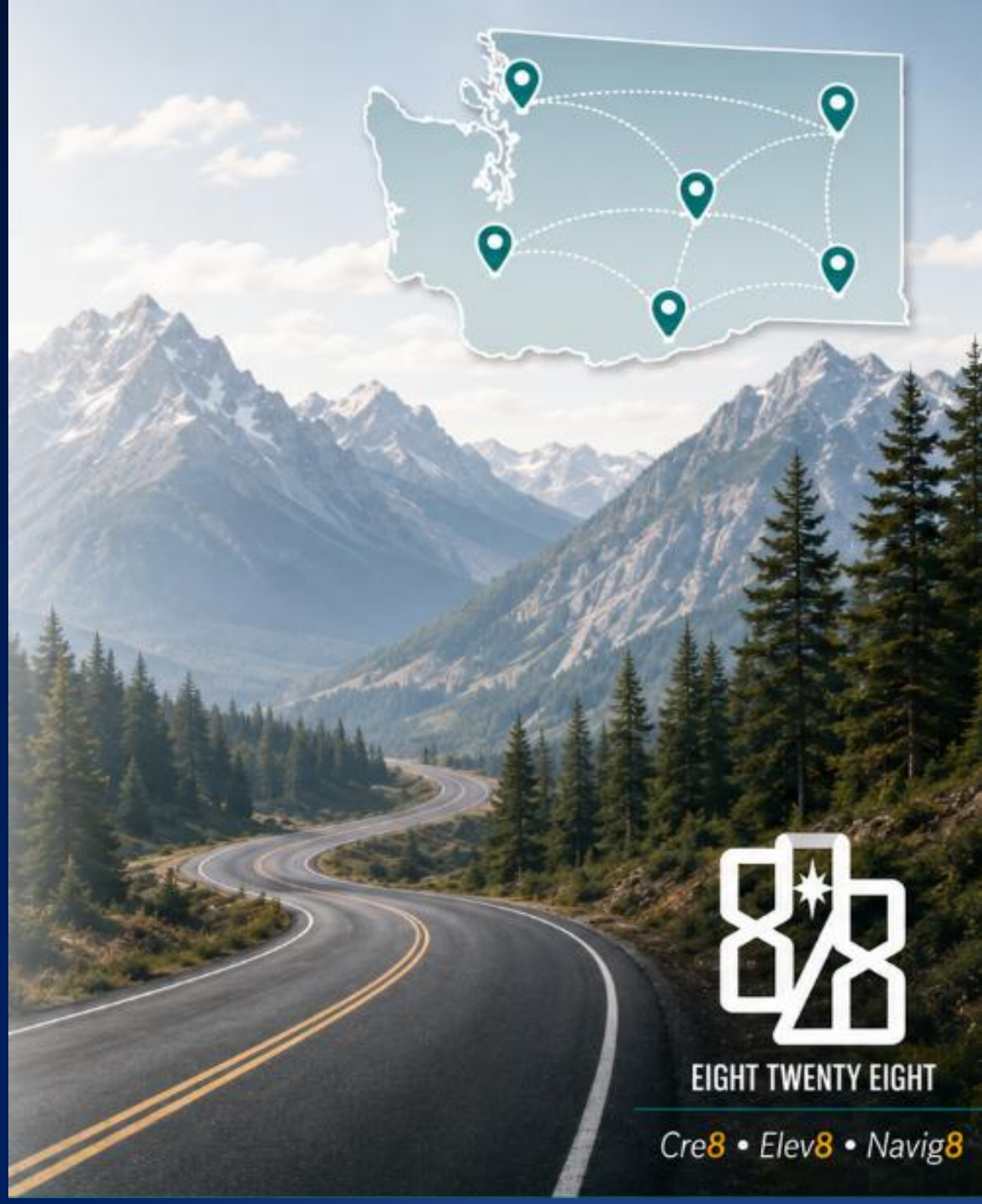
WEDNESDAY
OCTOBER 28, 2026
4:00 - 7:00 PM

KITSAP CONFERENCE CENTER - MARINA VISTA
100 Washington Avenue
Bremerton, WA 98337

REGISTER TODAY!

Limited to 50 guests
Scan the QR code to RSVP

www.828flow.com admin@828flow.com 206-446-8801



BIPOC BUSINESS FORUM · 11:00 AM

The BE$T Program

Business Education Support Training



Jon King

KCR BE$T



Angelica Yanten Winter

KCR BE$T

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KITSAP COMMUNITY RESOURCES

Creating Hope | Restoring Lives

BE$T

BUSINESS EDUCATION SUPPORT & TRAINING

www.kcr.org/business-education

Our Team

BE$T BUSINESS EDUCATION SUPPORT & TRAINING



JON KING

BE$T Instructor for English
Education & Training Manager,
Kitsap Community Resources



ANGELICA YANTEN WINTER

BE$T Instructor for Spanish
Founder, Guia Edu. & Consulting

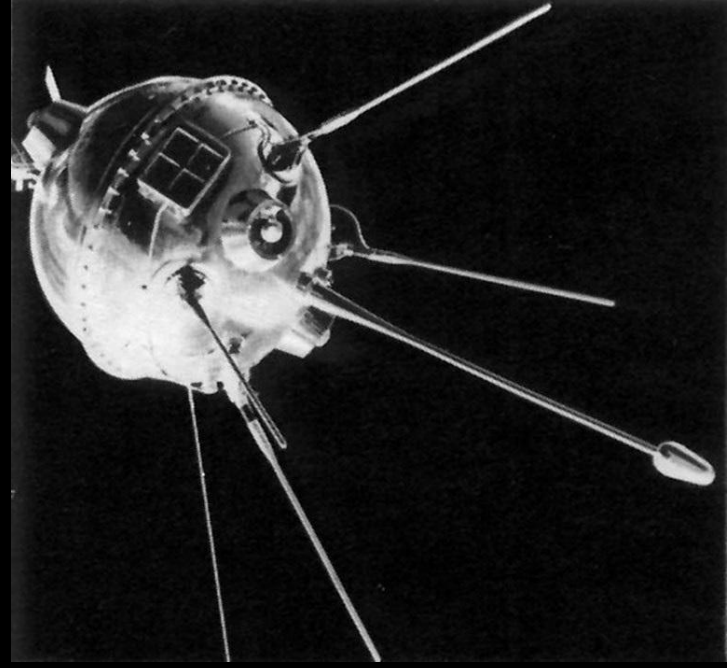

Why
BE$T?



1957 - First Earthling in space

1961 - First Human in space





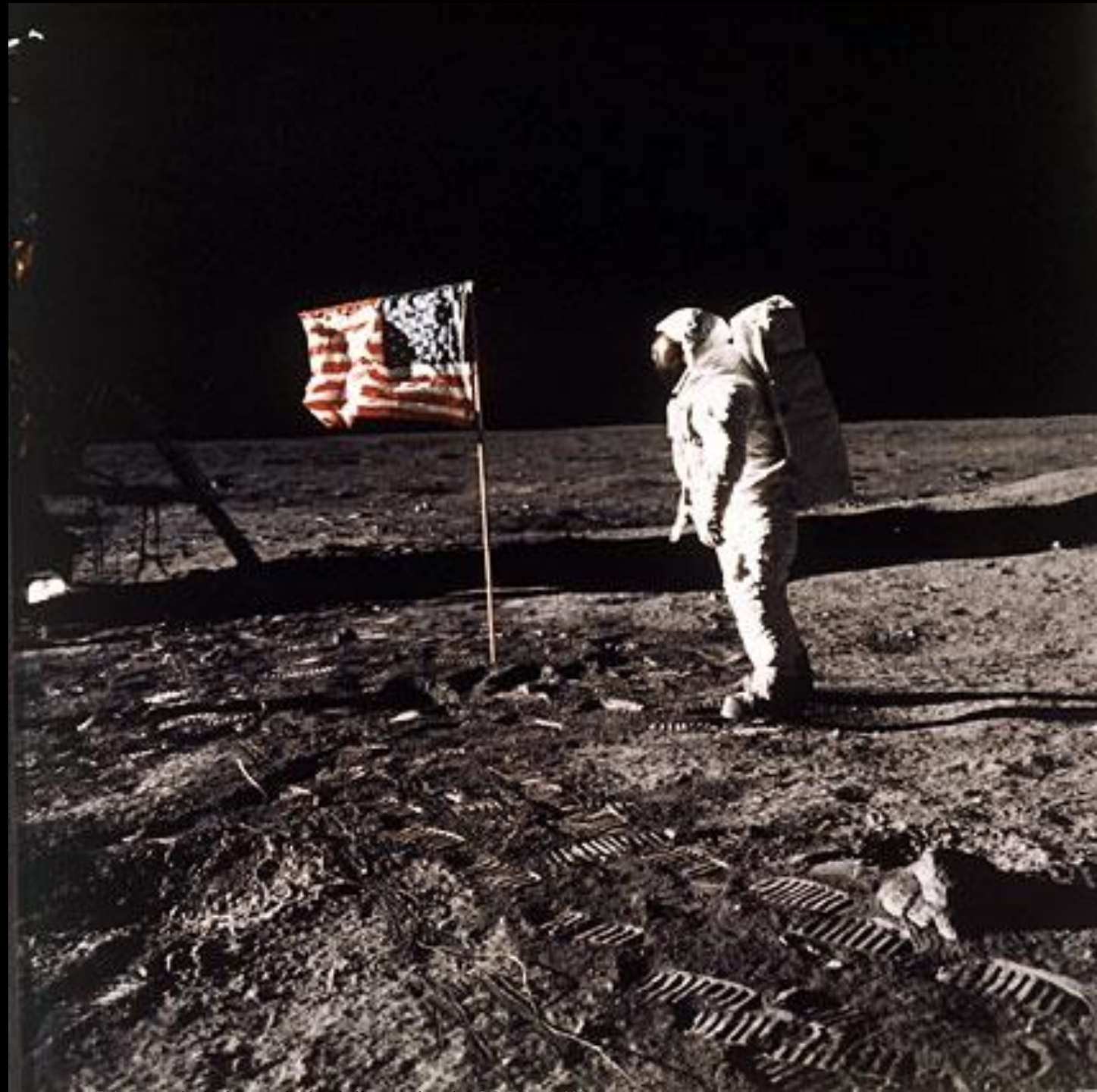
1969 -First moon landing

This Photo NC-ND

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First human to walk on the moon.

July 20, 1969




“Work ON your business,
not just IN your business”
-Michael Gerber

BE$T helps low-income and underserved entrepreneurs turn ideas into thriving businesses through **training**, **resources**, **connections**, and **ongoing support**.

- 8-week cohorts, 8 times a year
  - 4 in English and 4 in Spanish
- BE$T Business Networking Groups
  - English and Spanish
- One-on-one support
- Business Resources
  - Annual Pitch Competition
  - Small Business Grant (when available)
  - Ongoing business education
  - GK Chamber Membership
- Referrals to local partners



BE$T English Speaking Networking Group

BE$T Spanish Speaking Networking Group



The BE$T Legacy

- 25 years of service in Kitsap County.
- One of the state's longest-running entrepreneurial programs
- Accredited by the Employment Security Department of Washington.
  - Self-Employment Assistance Program
- Over 2,000 graduates in the past two decades





2nd Annual BE$T Pitch Competition

Premier Sponsor: Kitsap Credit Union

Partners:

Matchstick Lab
Greater Kitsap Chamber
Kitsap Economic Development Alliance
Small Business Development Center



BE$T BUSINESS EDUCATION SUPPORT & TRAINING



GUIDO CUADROS &
GABRIELA LOPEZ
Owners,
GUAPOS Mobile Pet Grooming



DIANA TORRES VIASUS
CEO, Innpowerment



IRMA RUBIO & JUAN ZAMBRANO
Founders, Piñatas Party
Harbor Spanish Club

GUAPOS MOBILE PET GROOMING ...we make your pets look GUAPOS!!

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Hola Harbor SPANISH CLUB CONVERSAR • CREAR • CONECTAR • CONOCER

PIÑATAS PARTY SWING, SMASH, SWEETS GO SPLASH!



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