

OVERVIEW

The California Association for Microenterprise Opportunity launched the first year of our Individualized Training Program in January 2009 and is now offering opportunities for the training and professional development resources provided below:

CAMEO is particularly supportive of both executive growth and organizational capacity building. We invite you to review these offerings and application procedures and then revert to CAMEO with your request to attend training or coursework that best meets your individual / organization needs:

REGIONAL TRAINING ORGANIZATIONS

San Diego Area – Non Profit Management Solutions

Examples (feel free to suggest additional courses):

Course Name	Class Dates
Advocacy: A Critical Component for Effective Nonprofits	10/13/2009
Becoming Effective Board Members: Roles & Responsibilities	9/22/2009 11/12/2009
Building Boards that Work: Developing Strong Board Leadership	9/15/2009 11/17/2009
Coaching Skills for Managers: Advanced	10/20/2009
Organizational Culture: What It Is & How It Can Work For You	10/22/2009
The Art of Schmoozing	11/17/2009
The Next Generation of Management (ELTT)	10/23/2009

View Non Profit Management Solutions' website for complete listing

<http://www.npsolutions.org/workshops/cat-overview-comp.asp?id=6>

Los Angeles Area – Center for Non Profit Management

Examples (feel free to suggest additional courses):

[Outsourcing Your Office: Staying Focused on the Mission with Fewer Resources](#)

Wednesday, October 28, 2009 / 9:30 am - 12:30 pm

[How to Read a Financial Statement](#)

Thursday, September 24, 2009 / 3:30 pm - 6:30 pm

[Nonprofit Financial Basics](#)

Thursday, December 10, 2009 / 9:30 am - 12:30 pm

[Finding and Using Census Data on the Internet](#)

Tuesday, August 18, 2009 / 1:00 pm - 5:00 pm

[Nonprofit Mergers From A Legal Perspective](#)

Wednesday, October 14, 2009 / 9:30 am - 12:30 pm

[Web 2.0: Social Media for Nonprofits](#)

Monday, August 17, 2009 / 9:30 am - 12:30 pm

[New Thinking For The "New Normal"](#)

Wednesday, November 18, 2009 / 9:30 am - 12:30 pm

[How to Excel in Supervision](#)

Tuesday, December 8, 2009 / 9:30 am - 4:00 pm

View Center for Non Profit Management's website for complete course listing

<http://www.cnmsocal.org/training/seminars/seminars-by-category.html>

San Francisco Bay Area – Compasspoint

Examples (feel free to suggest additional courses):

Executive Transitions Management	09/23/2009
From Managing Change to Leading Change	09/28/2009
Thriving as an Executive Director: The CompassPoint Leadership Seminar	10/02/2009 - 12/04/2009
Introduction to Coaching Skills for Managers and Leaders	10/19/2009
Successful Project Management	10/21/2009
Creating and Running a Successful Volunteer Program	11/20/2009
Time Management with Mission in Mind	12/18/2009
Executive Director 101: Management Training for New Nonprofit Executive Directors	01/27/2010 - 01/29/2010

View Compasspoint's website for complete course listing:

<https://www.compasspoint.org/onevent/classes.php>

Upstate CA & Sierra Region

Center for Economic Development Workshops, various counties

"2009 Economic & Demographic Workshops: Understanding Your Local Economy"

Summary: Information will be presented on economic and demographic information including: current state, national and local conditions; housing market conditions; forecasts of economic recovery, long-term population and income growth; local economic base industries; economic growth potential through the implementation of broadband services; and his current study on renewable energy. Dr. Gallo will answer questions specifically related to your county and encourages active participation. The Center for Economic Development and our Economic and Demographic Profiles will be the basis for these discussions as it relates to each county. Each participant will receive a County Profile. A light breakfast will be provided.

<http://www.cedcal.com/workshops/>

2009 Economic & Demographic Workshops - \$65.00

CONFERENCES AND SPECIALIZED TRAINING PROGRAMS

California Resources & Training (CARAT)

CARAT is a private non-profit founded in 1994 to integrate and build the capacity of the technical assistance industry in California. As a statewide initiative, CARAT's focus has been on enhancing the quality of technical assistance throughout California. CARAT's intent is to assist in building capacity and encourage and stimulate partnerships between lending institutions and technical assistance providers.

CAMEO supports the CARAT initiative. The Technical Assistance Capacity-Building Program (TACP) is a practical and instructionally rigorous training program for the staff members of small business development organizations. It consists of two curricula, one for executive leaders and one for program staff. These curricula help directors, managers, and business advisors to build the capacity of their organizations, provide consistent, high quality services to entrepreneurs and small business owners, and make a meaningful, lasting impact on these business clients.

www.caratnet.org

Grantwriting USA – Grant Management Class

<http://www.grantwritingusa.com/events/manage/sacca1009m.html>

September 28th & 29th – Las Vegas NV

October 14 & 15, Rancho Cordova CA

Program Fee: \$595.00

Harvard Executive Training Program, Cambridge MA

Leadership for the 21st Century: Chaos, Conflict and Courage

<http://ksgexecprogram.harvard.edu/Programs/l21/overview.aspx>

Program Sessions: October 18, 2009 - October 23, 2009

January 24, 2010 - January 29, 2010

April 11, 2010 - April 16, 2010

Program Fee: \$6,300

Milken Institute, State of the State Conference, California's Road to Recovery
Beverly Hilton, Los Angeles

Milken Institute's annual conference brings together California's leading lawmakers, senior business executives, investors, academic experts, journalists and other decision makers for an extraordinary day of discussion, debate, and analysis about the state's future.

<http://www.milkeninstitute.org/events/events.taf?eventid=SOS09&cat=SOS&id=280&function=detail>

October 20, Los Angeles CA
Conference Fee: \$450

CARC&DC Fall 2009 Conference

California Association of Resource Conservation & Development Councils

Conference offers an array of presenters who will provide inter-connected perspectives on issues important to resource managers, community leaders, policy makers etc.

<http://www.cedcal.com/carc-dc-conference/>

October 21-23, Nevada City CA
Conference Fee: \$195

National Association of Gov't Guaranteed Lenders – Annual Conference on Small Business Lending – The ROAD to RE(dis)COVERY –

The road to recovery is long and contains bumps and curves along the way, but as the economy levels out, small business lenders are rediscovering a commitment to SBA's programs. As interest in the 7(a) program revives, critical issues remain for discussion and resolution. NAGGL's 25th Anniversary Conference offers quality information on the legislative and program topics that impact your institution as it travels the road to re(dis)covery.

<http://www.naggl.org/Content/NavigationMenu/TrainingEvents/Conferences/Conferences.htm>

October 26-28 Phoenix AZ
Conference Fee \$795.00 (Member Fee)

The United States Association for Small Business & Entrepreneurship

The annual USASBE conference is one of the premier gatherings of entrepreneurship scholars and educators in the world. It is also a great place to learn of best practices in entrepreneurship education and program development, with recognition given annually to the model academic programs, pedagogy, and outreach efforts in the United States.

<http://usasbe.org/conference/2010>

January 14-17 2010, Nashville Tennessee
Conference Fee \$400 (Member Fee)

<http://usasbe.org/conference/2010/>

PURPOSE OF INDIVIDUALIZED TRAINING PROGRAM

In our attempt to support specialized training programs that will serve diverse membership, no matter how different or similar their needs may be, CAMEO has raised funds that will be used

to partially defray trainings, workshops and events that help develop leadership and improve operations of our member organizations.

As our field continues to grow, we would like to support our members by offering them the opportunity to attend the events and receive the training that they feel best meets the need of each of their respective organizations.

FUNDING

The total collective award to organizations will not exceed \$25,000 in 2009. Our goal is to offer 25-30 individualized training opportunities for the 12 month period. If there is a possibility that extra funding may become available, our members will be notified upon confirmation.

APPLICATION PROCESS

The application process will be as follows:

January 6, 2009

Application process opens

Each organization must send in a separate application for each training they would like to attend. Please send in applications at least 1 month before the training is offered. January scholarships will be an exception. Organizations can send in their scholarship application to CAMEO and register for their training. If selected by CAMEO to receive a scholarship to attend a January training, we will reimburse you for your registration cost.

Email your complete applications to:
senglish@microbiz.org

CRITERIA

The applying organization must be an active CAMEO member (2009 dues paid in full) providing small business technical assistance and/or microloans to small business owners in California. For purposes of this program, technical assistance and micro lending may include the following services:

- Business Management Training
- Business Planning
- Access to Capital
- Business Basics
- Financial Literacy Training
- One on One Consulting and Mentoring

Members are welcome to apply to as many training opportunities as they like in the 12 month period but no more than two awards will be granted to one single organization / location in 2009. If selected, CAMEO will partially defray the direct costs associated with travel and training, however members are also expected to invest in this opportunity.

Members are also welcome to submit an application for a specialized training or conference that is *not* on this list if the program or training is specifically relevant to the organization.

REVIEW PROCESS

Applications of member organizations located in and providing services in California will be considered.

Each training will have its own application process. Application period closes 15 days before the training is offered.

Funding decisions will be based upon:

Demonstrated interest and need in taking the training

Willingness to communicate with CAMEO after the training has been completed to share your experience

For the more competitive trainings for which we receive a larger number of applications we will also be looking into:

Demonstrated ability to deliver effective technical assistance programs and microloan services that will increase the development of low-income, minority, disabled and women business owners

Organization's history of providing measurable, effective technical assistance and/or microloan programs in their community

Current experience and skills of the management team and program staff

Ability of the organization to accurately collect project data on effectiveness of programs and clients served

APPLICATION

In a 1 page document answer the following questions:

- Name of training you would like to attend.
- How do you think this training will help you better serve your clients and/or your office team?
- What specifically do you hope to gain from this training? Why?

In addition to this narrative include the following organizational information and staff contact completing this application:

- One paragraph introducing the organization.
- Organization's mission statement.
- Microenterprise training experience.
- Microlending experience
- Staff person's position, contact information and short description of your duties within your organization

FOR MORE INFORMATION

Please contact Shufina English, CAMEO Director of Member Programs & Operations, via email senglish@microbiz.org or you can reach her by phone at 415.348.6214.