



APPENDIX C

Indochina Resource Action Center

1118 Twenty Second Street, N.W., Suite 300 • Washington, D.C. 20037 • (202) 223-8866

**AN ECONOMIC DEVELOPMENT PROJECT
FOR SOUTHEAST ASIAN REFUGEE COMMUNITIES
IN THE DELAWARE VALLEY**

Final Report

submitted to

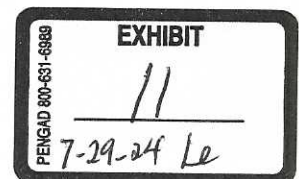
THE GLENMEDE TRUST COMPANY

by

INDOCHINA RESOURCE ACTION CENTER

November 1986

**Le Xuan Khoa
President**



**SMALL BUSINESS SEMINAR
HOW TO START, OPERATE AND EXPAND A SMALL BUSINESS
WORKSHOP II**

Date Saturday, May 10, 1986

Admission: FREE, Space is limited,
so please come early!
Parking: Parking on premise: \$1.

Time: 12:30 to 5:30 p.m.

Location: Sheraton University City
36th and Chestnut Street
Phila., PA 19104
(215) 387-8000

Who Might Attend: All people
interested in opening,
expanding, or running a
successful small business.

PROGRAM

- 12:30 P.M. * REGISTRATION
- 1:00 P.M. * INTRODUCTION OF PROGRAM: Mr. Diem Nguyen Son
* WELCOMING REMARKS: Mr. Chai Hang, President, Indochinese
Mutual Assistance Association.
* MODERATOR: Dr. Khoa Le Xuan, Executive Director
Indochina Resource Action, Center, Washington, D.C.

SPEAKERS

- 1:15 P.M. * Marketing and Promotion for a Small Business:
Mr. Walter Chandler, Senior Vice President, Business
Planning Development, W.K. Gray Associates, Inc.
- 2:00 P.M. * Small Business Insurance: How to Obtain Maximum
Protection at a Minimum Cost: Mr. Lien Vo, Insurance
Consultant, Nationwide Insurance Company.
- 2:45 P.M. * BREAK
- 3:00 P.M. * How to Establish and Successful Run a Seven-Eleven Store:
Mr. An Luu, Owner-Manager Seven-Eleven Store, Washington,
D.C.
- 3:45 P.M. * How to Establish and Successfully Run a Commercial
Cleaning Service Business: Mrs. Tuan Mai, Owner and
President.
- 4:30 P.M. * QUESTIONS AND ANSWERS.
- 5:00 P.M. * ADJOURNMENT

PRESENTED IN COOPERATION WITH

The Small Business Administration, Philadelphia District Office
Small Business Action Center, Harrisburg, PA
Vietnamese Chamber of Commerce of Greater Philadelphia
Philadelphia City Wide Development Corporation
Indochina Resource Action Center

FOR FURTHER INFORMATION, PLEASE CONTACT:

Dr. Hung M. Chu, Director, Small Business Development Center,
Department of Business Administration, West Chester University,
(215) 436-2649/Day (215) 696-3682/Evening

LIST OF TRAINERS/SPEAKERS

(May 3, 10, 17, and October 4, 1986)

1. Mr. Luu An, Owner/Manager, Seven-Eleven Store, Washington D.C.
2. Mr. Dao Trinh Binh, Vice-President, Indochinese American Council
3. Dr. Vuong Huu Cap, President, Vietnamese Chamber of Commerce of Greater Philadelphia
4. Mr. Walter Chandler, Senior Vice-President, W. K. Gray Associates, Inc.
5. Dr. Hung Manh Chu, Director, Small Business Development Center, West Chester University
6. Mr. William Dooner, Pennsylvania Credit Union League
7. Mr. Benjamin Gilbert, Assistant Vice-President, P.S.F.S.
8. Mr. Chai Hang, President, Indochinese Mutual Assistance Association
9. Mr. Nguyen Bich Hue, Former Minister of Finance, Republic of Vietnam; Stockbroker, American Investors of Pittsburgh, Inc.
10. Mr. Tran Van Hue, Owner, Vinh Hoa Restaurant
11. Dr. Le Xuan Khoa, President, Indochina Resource Action Center
12. Mr. Vo Lien, Insurance Consultant, Nationwide Insurance Company
13. Ms. Mary Betts Moore, Director, Technical Assistance, Institute of Studies of Civic Values
14. Mr. Nguyen Ngoc Nam, Investment Specialist, Meridian Bank
15. Mr. Ron Noll, CPA; President, Noll & Co., Inc.
16. Mr. John O'Brien, Esquire, John O'Brien & Associates
17. Mr. Daniel M. Sossaman, Economic Development Specialist, S.B.A.
18. Mr. Dean Rosencranz, President, Philadelphia Commercial Development Corp.