



**2016 SMALL
BUSINESS
DEVELOPMENT
CONFERENCE**

Go to: <http://2016dbconference.eventbrite.com> to register.

Sunday, March 20, 2016

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| 5:00 pm to 6:30 pm | Early Bird Registration – early opportunity to review the final agenda and conference activities |
| 6:00 pm to 8:00 pm | Informal Opportunity to Network |

Monday, March 21, 2016

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| 8:00 am | Registration Opens |
| 8:00 am | Breakfast |
| 9:00 am – 9:10 am | Welcome – Lisa Thompson, MDOT Office of Business Development Administrator |
| 9:10 am – 9:25 am | Federal Highway Administration Update: To Be Announced |
| 9:25 am – 10:10 am | Transportation Funding Update: Mark Van Port Fleet, MDOT Chief Operations Officer and Laura Mester, MDOT Chief Administrative Officer |

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| Concurrent Workshops 10:30 am – 12:00 pm | Consultant Request for Proposal Consulting – I-94: Lessons Learned |
| | Construction Construction Administration Update |
| | Partnering Procurement Opportunities with non-State Agencies |
| | General Federal and State Employment Tax Planning |

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| 12:00 pm – 2:00 pm | Luncheon and BEP Graduation Federal Highway DBE Program Specialist Overview: Arnita Furgason, FHWA Keynote Address: DeAndre Carter (invited) |
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| Concurrent Workshops 2:15 pm – 3:45 pm | Consultant Consultant Roundtable |
| | Construction Office of Business Development Update |
| | Partnering Procurement Opportunities with State Agencies |
| | General Essential Tools in Building Your Business |
| 4:00 pm – 5:30 pm | Vendor Fair A great opportunity to promote your business and network with other conference attendees. |
| 5:30 pm – 8:00 pm | Conference Networking Reception |
| Tuesday, March 22, 2016 | |
| 8:00 am | Registration Open |
| 8:00 am | Breakfast |
| 9:00 am – 9:15 am | Opening Comments - Lisa Thompson |
| 9:15 am – 10:15 am | General Session Workforce Development Panel |
| Concurrent Workshops 10:30 am – 12:00 pm | Consultant Project Management Innovation |
| | Construction Contractor Labor Shortage Outlook |
| | Partnering Benefits of Associations |
| | General When, Where and How to use Google |
| 12:00 pm – 2:00 pm | Luncheon and OJT Graduation Keynote Address: Karen Goins (confirmed), <i>Persevering Through the Noise</i> |