



# 2018 SMALL BUSINESS SYMPOSIUM

## SYMPOSIUM REGISTRATION INFORMATION:

Mention the MDOT DBE Symposium for the special room rate of \$75.00. The deadline to reserve your hotel room at the special rate is September 30, 2018.

There is no fee to register for this conference.

Please register at the following link for the conference

<https://www.eventbrite.com/e/mdot-disadvantaged-business-enterprise-dbe-small-business-symposium-tickets-47548929127>

If you have any questions, please call the Office of Business Development at 517-373-2377.

### Sunday, October 21, 2018

5:00 pm to 6:30 pm	<b>Early Bird Registration</b>
6:00 pm to 8:00 pm	<b>DBE Small Business Networking Dinner</b>

### Monday, October 22, 2018

8:00 am	<b>Registration Opens</b>
8:00 am	<b>Breakfast</b>
9:00 am – 9:10 am	<b>Welcome</b> – Lisa Thompson, MDOT Office of Business Development Administrator
9:10 am – 9:20 am	<b>FHWA Update</b> – Arnita Furgason (confirmed)
9:20 am – 10:50 am	<b>Multi-Generational Session</b> – Sunny Watson (confirmed)

<b>Concurrent Workshops</b>  11:00 am – 12:30 pm	<b>Consultant Consultant Roundtable</b> – Mike Meddaugh (confirmed)  This session is designed for engineering and design consultant firms to discuss aspects of working with MDOT (i.e. prequalification, teaming, RFP submissions, scoring, etc.)
	<b>Construction Construction Field Services Update</b> – Adam Strong, Jason Clark, Chris Roe, John Wilkerson and Stu Laakso (confirmed)  This workshop will provide information regarding MDOT’s new Project PDF & Model Delivery Pilot Projects, ProjectWise, Co-Sign, Prompt Pay, Subcontracts and LCP Tracker.
	<b>Partnering Where and How to Surf for Contract Opportunities</b> – Cassi Miller, Procurement Specialist and Craig Terrill, Communication Representative (confirmed)

	<p>The Procurement Technical Assistance Center (PTAC) will share websites to search and how. The waves of contract opportunities will be easier to handle as the representative share information about their services, tips and how to surf websites in your industry. This session includes the State of Michigan Department of Technology Management and Budget (DTMB) system, Sigma. A lot of information revealing opportunities within your industry.</p> <p><b>Professional Development</b>  <b>Finding Your Stress Factors</b> – Kelly Hynes (confirmed)</p> <p>This session will help people identify their stress factors and teach them how to manage those factors in and outside the work place.</p>
<p>12:30 – 1:00 pm</p> <p>1:00 – 1:30 pm</p>	<p><b>Lunch</b></p> <p><b>Keynote Address:</b>  <b>4 Secrets to Becoming a S.T.A.R. – How to Attain Success in Your Personal and Professional Life</b> – Niel Ihde, Life IQ (confirmed)</p>
<p><b>Concurrent Workshops</b></p> <p>1:45 pm – 3:15 pm</p>	<p><b>Contracting</b>  <b>DBE Pre-Certification and Construction Prequalification Overview</b> – Tonya Doyle-Bicy and Heather Stinson (confirmed)</p> <p>This panel discussion will provide information on how to get DBE certified and prequalified, along with adding new work categories.</p> <p><b>Construction</b>  <b>Trucking Roundtable</b> – Alexander Transport, AJAX Paving, and Haynes Trucking (confirmed)</p> <p>This session will provide an opportunity for DBE and non-DBE trucking firms to have an open dialogue with prime contractors and MDOT representatives, as a means of creating better understanding of the needs and issues impacting trucking on MDOT projects.</p> <p><b>Partnering</b>  <b>MDOT and More!</b> – Grand Rapids Community College, MDOT North Region, MDOT Superior Region, MDOT Southwest Region, MDOT University Region, MDOT Bay Region, MDOT Grand Region, and Grand Valley State University (confirmed)</p> <p>Meet representatives from MDOT Regions, local agencies and Grand Rapids Community College. You will hear about opportunities from construction to non-traditional projects. Bring your industry partners and friends.</p> <p><b>Professional Development</b>  <b>Creating Your First List of 500 Prospects</b> – Jansey Rodriguez (confirmed)</p> <p>In this session, you will hear about Jansey’s experiences in the marketing field and he will provide you tools to help you with future marketing transactions. After this session you will feel confident, knowing who you are, and how to get to know your customers.</p>
<p>3:15 pm – 5:00 pm</p>	<p><b>Matchmaker / Networking</b></p> <p>Grand Rapids Community College, MDOT North Region, MDOT Superior Region, MDOT Southwest Region, MDOT University Region, MDOT Bay Region, MDOT Grand Region, Grand Valley State University, Cassie Miller, Lansing Community College, and Central Michigan University. (confirmed)</p> <p>We have a Match! This opportunity provides one-to-one networking opportunities with service agencies, municipalities, universities, MDOT representatives and others, matching their spend to your products or services. This is a great networking opportunity. Bring plenty of business cards to network what a great way to end the symposium.</p>