



2012 DBE/Small Business Development Conference

The Michigan Department of Transportation (MDOT) is pleased to invite you to attend the 32nd Annual DBE/Small Business Development Conference. It will be held at the Marriott Hotel in Pontiac, Michigan, on March 26th and March 27th.

A conference registration form is included in this packet, as well as information and directions to the host hotel. To register on-line, please go to: <http://2012dbeconference.eventbrite.com>. **We will need a registration form for each attendee.** You also have the option of completing the form and either e-mailing it to Connie Durham at durhamc@michigan.gov or faxing the completed form to Connie at 517-335-6859.

You should also make your hotel reservations as soon as possible. To receive the special conference rate at the Marriott, you must reference the “*MDOT DBE/Small Business Development Conference*”.

Contact Connie Durham at 517-373-2377 or at our toll-free number (1-866-323-1264) if you have questions. We look forward to receiving your registration form and seeing you at this year’s conference.

Sincerely,
The Planning Committee

Attachments

Registration Form
32nd Annual Disadvantaged Business Enterprise (DBE)
Small Business Development Conference
March 26-27, 2012

Sponsored by the Michigan Department of Transportation (MDOT)
 Business Development Program

Please complete one form per attendee:

I am a: (Please Check One)	DBE		Prime Contractor		MDOT Employee		Other	
Company Name:								
Company Address:								
City, State, Zip:								
Phone Number:								
Fax Number:								
E-Mail Address:								
Name of Attendee: (one form per attendee)								
I plan to attend the Sunday Welcome Gathering	Yes _____			No _____				
I plan to attend breakfast	Yes _____			No _____				
Monday	Yes _____			No _____				
Tuesday	Yes _____			No _____				
I plan to attend the conference March 25th	Yes _____			No _____				
I plan to attend the conference March 26th	Yes _____			No _____				
I plan to attend the Mix and Mingle Reception Monday, March 26th	Yes _____			No _____				
I plan on staying at the Pontiac Marriott Hotel	Yes _____			No _____				
I am interested in having a Vendor Table for my Company/Organization If you check yes, we will send you more information	Yes _____			No _____				
Early Bird Registration – registered by Feb. 17th (check only one)	Spec Book _____			Road Atlas _____				

Marriott Hotel
 3600 Centerpoint Parkway
 Pontiac, MI 48341
 Toll-Free: 1-800-228-9290

There is no cost to attend this conference, so register early. Registration deadline is Friday, March 9th
Early Bird Registration: Register by Friday, February 17th, and receive a 2012 MDOT Specification Book or
 a Rand McNally Road Atlas. Choose one (one per company)

Go to: <http://2012dbeconference.eventbrite.com> to register.
 As an alternative, complete this form and e-mail to durhamc@michigan.gov or fax to 517-335-6859.

The conference schedule is subject to change

AGENDA

DBE/Small Business Development Conference Breakout Session Descriptions Attached

Sunday, March 25, 2012	
5:00 pm to 7:00 pm	Early Registration Starts
6:00 pm to 8:00 pm	Welcome Gathering – All registrants welcome to attend
Monday, March 26, 2012	
7:00 am to 4:00 pm	Registration
7:00 am to 8:00 am	Breakfast
8:00 am to 8:15 am	Welcome and Conference Overview – Dr. Patricia Collins, Administrator, Office of Business Development
8:15 am to 8:45 am	Keynote Address: Russell Jorgenson, Administrator, FHWA, Michigan Division Office Mr. Jorgenson will provide an update on the efforts of the Federal Highway Administration (FHWA), Michigan Division, and how their efforts relate to Michigan transportation issues.
8:45 am to 10:00 am	Keynote Address: Dr. Lynn Wooten, University of Michigan, School of Business Michigan businesses are becoming more age diverse. Younger individuals are coming into the workforce, middle aged individuals are reluctant to change jobs, and older workers are delaying retirement. This keynote address will focus on these trends and how to make the most of these personnel dynamics.
Concurrent Workshops 10:15am to 11:30am	Green Jobs Initiatives in Michigan
	The Portable Office
	MDOT Overhead Rate Requirements for Construction Firms, Trucking Firms, and Service Consultants
	Effectively Managing Your Contracts
	Emerging MDOT Construction Issues
11:45 am – 1:15 pm	Luncheon Keynote Address – Gregory C. Johnson, Chief Operations Officer, MDOT Mr. Johnson will provide an overview of key developments and initiatives within MDOT.
Concurrent Workshops 1:30 pm – 2:45 pm	Turning Lemons into Lemonade
	MDOT's Prompt Pay Procedure
	MDOT's Design-Build Projects
	Public Relations – Understanding Its Value To Your Company.
	Emerging MDOT Service Contracting Issues
3:00 pm – 4:00 pm	General Session –Mark E. Peters, U.S. Department of Transportation, Office of Inspector General Mr. Peters will discuss his role and experience detecting and preventing DBE fraud on state transportation contracts.
4:00 pm – 6:00 pm	Vendor Fair
6:00 pm	Mix and Mingle Reception

Tuesday, March 27, 2012

7:00 am – 12:00 pm	Registration
7:00 am - 8:15 am	Breakfast
8:15 am – 9:15 am	Welcome and Conference Overview: Dr. Patricia Collins, Administrator, MDOT Business Development Program
9:30 am – 10:15 am	Panel Discussion: Obtaining Bonding and Financing A panel of experts will provide information about options for obtaining bonding and financing.
9:15 am - 10:00 am	Keynote Address: Melanie Bergeron, Chief Executive Officer, Two Men and A Truck Ms. Bergeron will share the inspirational story of how her company grew from a small local business to a large national corporation.
Concurrent Workshops 10:30 am - 11:45 am	21 st Century – Methods for Protecting Confidentiality
	Making a Profit in Lean Times
	Wage Rate Issues for Truckers
	How to Get a State of Michigan Contract
	Workforce Development Issues
12:00 pm - 1:30 pm	Luncheon Keynote Address: Warren Whitlock (invited), Associate Director, FHWA - Office of Civil Rights The Federal Highway Administration is undergoing many changes from approving national budgets to new federal initiatives. Mr. Whitlock will discuss activities at the federal level that could impact your business.
1:30 pm	Closing Comments: Dr. Patricia Collins, Administrator, Office of Business Development

2012 DBE/Small Business Development Conference

Session Descriptions

Monday, March 26, 2012
10:15 a.m. to 11:30 a.m.

Green Jobs Initiatives in Michigan

Michigan is becoming a major State for green jobs initiatives. This session will provide information about Michigan activities and contracting opportunities in this expanding industry.

The Portable Office

This session will cover how small business owners can effectively run their business when they are in the field overseeing projects, bids, etc.

MDOT Overhead Rate Requirements for Construction Firms, Trucking Firms, and Service Consultants

This session will cover MDOT requirements for construction and service firms and how to comply with these requirements, as well as how truckers can better manage their overhead costs.

Effectively Managing Your Contracts

Contracts and subcontracts, regardless of the industry, can be complicated. This session will provide information about what to look for before signing a contract, and how to manage it once it's signed.

Emerging MDOT Construction Issues

This session will include an open discussion about MDOT's current contracting processes as well as other areas of interest to construction firms seeking MDOT contracts.

Monday, March 26, 2012
1:30 p.m. to 2:45 p.m.

Turning Lemons into Lemonade

In today's business environment a good business deal, agreement, or opportunity can turn out to be less than expected. This session will cover ways you can turn a negative situation into a positive opportunity.

MDOT's Prompt Pay Procedure

This session will cover contractor requirements for complying with MDOT's newly implemented prompt pay process.

MDOT's Design-Build Projects

This session will provide an update on current MDOT initiatives, how these projects work and how to get a design-build contract or subcontract with MDOT.

Public Relations – Understanding Its Value To Your Company

This session will cover the benefits of public relations as a business development tool.

Emerging MDOT Service Contracting Issues

This session will include an open discussion about MDOT's current contracting process, as well as other areas of interest to architectural and engineering firms seeking MDOT contracts.

Tuesday, March 27, 2012
10:30 a.m. to 11:45 p.m.

21st Century – Methods for Protecting Confidentiality

If a customer or employee is a victim of identity theft as a result of personal information collected by a business, the businesses is required to provide information that assists the victim. This session provides practical advice on how to protect personal and corporate information against I.D. theft as well as prevent security breaches in computer systems.

Making a Profit in Lean Times

This session will cover how to make a profit in spite of competition and a weak economy.

Wage Rate Issues for Truckers

This session will discuss MDOT's prevailing wage requirements and other requirements truckers must comply with when working on MDOT projects.

How to Get a State of Michigan Contract

Many Michigan Departments, other than MDOT, provide contracting opportunities. This session will cover contract opportunities with the Department of Corrections, Department of Management and Budget, (IT, facilities, etc.), and other State of Michigan Departments.

Workforce Development Issues

MDOT has been working with various community groups, and private and public organizations on workforce development and contract issues. This session will provide an update on their activities.

ALL CONFERENCE ATTENDEES ARE RESPONSIBLE FOR
MAKING THEIR OWN HOTEL ACCOMMODATIONS.

Rates at the Marriott are \$94.00 per night when you mention
“MDOT Business Development Conference.”

For Reservations Contact:

Marriott Hotel
Detroit Pontiac at Centerpoint
3600 Centerpoint Parkway
Pontiac, MI 48341
Toll-Free: 1-800-228-9290

