



2024 ANNUAL SMALL BUSINESS DEVELOPMENT CONFERENCE

Location: Suburban Showplace 46100 Grand River Ave. Novi, MI 48374

There is **NO FEE to register for this conference! Registration Link:

<https://www.eventbrite.com/e/43rd-annual-small-business-development-conference-tickets-807094560557>

Attendees may book rooms through the Hyatt Place at the Suburban Collection Showplace reservations at 1-800-233-1234. Registrants should Use the Group Code: **G-MDOA** to receive the discounted group rate of

CONFERENCE AGENDA – DAY 1	
Monday March 18, 2024	
9:00 am	Registration Opens
9:55 am - 10:20am	MDOT Welcome and Federal Highway Update Lisa Thompson – Administrator – Michigan Department of Transportation Bradley C. Wieferrich, P.E. – Director – Michigan Department of Transportation Terri Slaughter - Chief Equity and Inclusion Officer – Michigan Department of Transportation Eric Purkiss - Program Development Director - Federal Highway Administration
10:20 am - 11:00 am	National Electric Vehicle Infrastructure (NEVI) Program Steve Minton, MDOT
Session # 1 Workshops 11:10 am - 12:30 pm	Understanding the Bid Letting Process, Cost Modifications and Overruns An MDOT guide to understanding Bid Letting – including how to access upcoming bids, and how to submit a proposal; additionally, what cost modifications and overruns are and how they are applied in contracting with MDOT.
	Marketing & Networking your Business This session will provide information on how to promote and network your business.
	The Benefits of Associations Discover and take advantage of the many exclusive entitlements and perks that can be acquired through several associations affiliated with MDOT.
	MDOT Office of Business Development Update An update about all new developments concerning the MDOT Office of Business Development. Topics include: Changes to the Good Faith Effort (GFE) Process, DBE Substitutions, and On the Job Training (OJT) VIP Program updates.
12:30 pm – 2:00 pm	Lunch and Keynote Speaker Funding Update: Laura Mester - Chief Financial Officer - Michigan Department of Transportation Keynote Speaker: Princess Castleberry, Breaking Bad Agreements - A panel of certified DBE firms along with risk management expert Princess Castleberry discuss the risks of entrepreneur business perceptions that are bad agreements and how to break them.
Session # 2 Workshops 2:15 pm - 3:45 pm	Michigan Infrastructure & Transportation Association (MITA) Session – Real Talk with the Primes Come, listen, and learn about MITA. Hear real talk from prime contractor members on how they engage and solicit Disadvantaged Business Enterprise (DBE) firms subcontracting opportunities on MDOT projects.
	Business Funding Hear from financial institutions on what business lending and savings products are available to certified DBE/Small Business firms.
	DBE Stakeholders Meeting (Invitation Only) Please join us for our semi-annual DBE Program Stakeholder meeting. The purpose of this meeting is to engage in discussion and develop actionable recommendations as we focus on the current and future state of the Michigan DBE program.
	Trucking Roundtable (Trucking Firms Only) This session will provide trucking contractors and vendors with guidance on how to stay compliant with the 2023 Davis-Bacon and Related Acts (DBRA) Final Rule.
	Keeping a Positive Attitude Under Pressure How not to succumb to troublesome pressures that exist in the workplace.
4:00 pm – 5:30 pm	Networking and Vendor Fair A great opportunity to promote your business and network with other conference attendees.
5:00 pm - 8:00 pm	Mix and Mingle Dinner and Reception



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CONFERENCE AGENDA – DAY 2

Tuesday March 19, 2024

8:00 am	Breakfast and Registration Opens
9:00 am - 10:15 am	MDOT Update and I-375 Presentation
9:00 am – 2:45 pm	On-the-Job-Training (OJT) Program Summit (OJT Participants Only) The summit provides an opportunity for OJT trainees to meet fellow trainees throughout Michigan, gain greater knowledge of the OJT Program, and to find out more on how MDOT can assist them, to successfully complete their course.
Session # 1 Workshops 10:30 am - 12:00 pm	How to Read MDOT Plans and Proposals This session will provide information on reading MDOT construction plans and proposals, the MDOT eProposal site and navigating MDOT's website for these resources.
	Understanding RFQ/RFP process/Proposal Writing This session will help participants to understand MDOT's processes for Request for Qualifications (RFQs) and Request for Proposals (RFPs) along with providing some key tips and components of proposal writing.
	USDOT DBE Certification and MDOT Prequalification Certification Overview Come and learn about the USDOT DBE certification and MDOT Prequalification programs. Topics include: what the requirements are, how firms are evaluated, and what the process is for applying and maintain your firms' certifications.
	Employee Engagement- Keeping It Together! How To Stay Connected In-Person and Virtually. The Art of Effective Communication.
12:00 pm – 1:30 pm	Lunch, Keynote Speaker, and OJT Graduation Keynote Speaker: Charles Marshall, <i>The Seven Powers of Success</i> Charles is the founder and president of M Power Resources, a company dedicated to providing growth resources for business and individuals.
Session # 2 Workshops 1:45 pm - 2:45 pm	The 2020 Standard Specifications for Construction (Spec) Book & MDOT Website Resources This session will provide information on Division One of the Spec Book and how to navigate MDOT's website.
	Business Etiquette The Importance of Etiquette for the Working Professional.
	Small Business/Mentor Protégé Focus Group (Design/Engineering Consulting) Let's talk about small business. This roundtable is a space to share questions, concerns, recommendations and tools for the success of MDOT's Small Business and Mentor Protégé programs.
	Legacy & Contingency Planning This presentation will offer attendees considerations and strategies for limiting the risks of contingencies that could disrupt their operations with an emphasis on proactive planning that can be implemented to ensure continued operations with minimal impacts from events that owners and managers have little control over.
2:45 pm – 3:00 pm	Conference Wrap-Up and Closing Comments

Please be advised, the exact times and topics are subject to change prior to the start of the conference



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Room Reservations at Hyatt Place at the Suburban Collection Showplace

Individual attendees can make reservations for the event directly with the Hyatt Place at the Suburban Collection Showplace reservations at [1-800-233-1234](tel:1-800-233-1234).

Reservations may also be made by logging on to: https://novi.place.hyatt.com/en/hotel/home.html?corp_id=G-MDOA

Use the **Group Code: G-MDOA** to receive your discounted group rate of **\$85.00**. Once the arrival and departure date have been entered, direct your guests to click on special rates and then enter the Group Code in the Group Code Box (make sure to include the G when entering the code).