

Registration information:



Held at the DoubleTree by Hilton – 5801 Southfield Freeway, Detroit, MI 48228

You can contact the hotel at 313-982-3983/1-800-222-8733 or email at mimi.sion@hilton.com and mention the code **DBE** for the special room rate of \$136.00. You may also visit the following link to register:

https://doubletree.hilton.com/en/dt/groups/personalized/D/DTTDBDT-DBE-20200322/index.jhtml?WT.mc_id=POG

The deadline to reserve your hotel room at the special rate is March 10, 2020. There is no fee to register for this conference.

**Accommodations can be made for persons with disabilities and limited English-speaking ability. Large print materials, auxiliary aids, or the services of interpreters, signers, or readers are available upon request. Please call 517-241-7462 to make a request at least seven days before the conference.*

If you have any questions, please call the Office of Business Development (OBD) at 313-965-2350.

Monday, March 23, 2020

1:00 - 5:00 pm	Early bird registration
2:00 - 2:45 pm	“How to Fish for Dollar\$” Description: Moderated panel of southeast Michigan municipalities, and state and federal agencies discussing upcoming opportunities.
3:00 - 5:00 pm	“Nothing but Business” Vendor Fair Description: Vendors will include government & local municipalities, service providers, suppliers, associations, and other small businesses to help small businesses develop and grow.
3:30 - 5:00 pm	“Perfect Pitch” Description: Present before a small panel of experts to help perfect your pitch. Three good elevator pitches will be selected to present before the full conference on Tuesday.
4:00 - 5:00 pm	Legislative update - MDOT’s Director Paul Ajegba facilitating Description: The attending legislators are TBD.
5:15 - 8:00 pm	DBE Small Business Development Conference Networking & Matchmaking Reception

Tuesday, March 24, 2020

7:00 am - 12:00 pm	Registration			
8:00 am	Michigan Disadvantaged Business Enterprise (MUCP) breakfast Description: This breakfast is for certified DBEs and Prime Contractors and will showcase a DBE and Prime Contractor panel sharing their success stories.			
9:30 am	Welcome to the 40th Annual DBE Small Business Development Conference from MDOT leadership, Region Engineers, and FHWA leadership			
9:45 am	“Where do Those Dollar\$ Come from and Where do Those Dollar\$ Go?” – MDOT’s Chief Administrative Officer, Laura Mester			
10:00 am	“How Did They Get Those Dollar\$?” Description: Moderated panel of Prime Contractors, DBEs, and other small businesses share their struggles and successes with working together, getting the bid, and developing their businesses. Moderated by MDOT’s Chief Operations Officer, Tony Kratofil			
11:00 am	OJT & BEP Acknowledgements & Graduations			
12:00 pm	Lunch Keynote speaker: TBD Description: TBD			
1:00 pm	Perfect Pitch Finalists			
Concurrent sessions: 1:30 - 2:30 pm	Engineering/Surveying Consultants:	Professional Development:	Business Growth:	MDOT Construction Updates:
	“How to Win the Job” Presenter: TBD Description: TDB	“Business Succession Planning” Presenter: TDB Description: What a business succession plan is, who needs one, and why.	“DBE Certification” Presenter: TDB Description: Why to get certified as a DBE, who can file, where to file, how long the process takes, and how to maintain your certification.	“What’s Happening Locally” Presenter: Metro Region Engineer, Kim Avery Description: Hear about MDOT updates, bridge/interstate projects, local partner projects, and more. This will be an interactive session with representatives working on I94, I75, and the Gordie Howe International Bridge.
	OJT Summit		Trucking roundtable	
3:00 pm	Conference closing			