

# Preparing for the Upcoming 2015 Construction Season – Diversifying, Locating and Winning New Government Contracts

March 4<sup>th</sup> – Eau Claire, WI  
WisDOT Office - Main Conference Room

- 8:30 am**            **Registration & Networking**
- 9:00 am**            **Introductions Host and Sponsors**
- 9:15 am**            **The Value of your Certifications - Federal, State, Local Tribal** – Presented By: Wisconsin Procurement Institute, American Indian Chamber of Commerce and Heartland Information Research, Inc.
- 10:00 am**           **Locating Current/upcoming Regional Project Opportunities** Presented by: Wisconsin Department of Transportation
- 10:30 am**           **Break**
- 10:45 am**           **Business Development Toolbox - Federal, State, Local & Tribal Opportunities** – Presented by Wisconsin Procurement Institute, American Indian Chamber of Commerce and Heartland Information Research, Inc.
- Federal Opportunities
  - State opportunities
  - Tribal Opportunities
  - Local Opportunities
- 12:00 pm**           **Working Lunch – Financing Options for Contractors** – Presented by the U.S. Small Business Administration
- 12:45 pm**           **Contractors’ Essential Technical and Professional Capabilities** – Presented by Heartland Information Research, Inc.
- Assembling your Professional Services Team
  - Managing your Money
  - Project Management
  - Contract Management
- 3:00 pm**            **End of Program**