

# SAME Midwest Small Business Expo 2017

For Construction, A/E, Environmental and Related Trades / Services

**March 29 - 30, 2017**

**Hilton Chicago/Northbrook, Northbrook, IL**



## AGENDA

### March 29, 2017

7:30 – 9:00am SAME Lake Michigan Post Executive Board Meeting - Boardroom

8:00am REGISTRATION and BOOTH SET UP – **SPONSORED BY MICHELS**  
CONTINENTAL BREAKFAST – **SPONSORED BY ALDRIDGE ELECTRIC**

9:30am - Noon WORKSHOPS

#### **TRACK ONE – Oak Room SPONSORED BY TAPCO**

9:30am ALL Small Mentor Protégé Program presented by David Rose, Managing Partner, Rose Consulting Law

10:30am **EXHIBITOR BREAK SPONSORED BY BLINDERMAN CONSTRUCTION & EUROFINS**

11:00am Requests for Equitable Adjustments and Claims and Protests presented by David Rose, Managing Partner, Rose Consulting Law

#### **TRACK TWO – Hickory Room SPONSORED BY WOOLPERT**

9:30am Healthy Organizations – Managing Change presented by Emma Kowalenko, President, Kowalenko Consulting Group Inc.

10:30am **EXHIBITOR BREAK SPONSORED BY BLINDERMAN CONSTRUCTION & EUROFINS**

11:00am AFSOC Osprey: A Case Study in Resilient Design presented by Melissa Meade, PE, Senior Fire Protection Engineer, Woolpert

NOON

LUNCH

1:00pm

**ROUNDTABLE SIGN UP – ELM ROOM**

1:30pm – 5:00pm WORKSHOPS

**TRACK ONE – Oak Room SPONSORED BY TAPCO**

1:30pm Regulatory Update: Changes in the Small Business Regulations – the Year in Review presented by David Rose, Managing Partner, Rose Consulting Law

2:20pm **EXHIBITOR BREAK SPONSORED BY BLINDERMAN CONSTRUCTION & EUROFINS**

2:45pm Subcontracts and Proposals presented by David Rose, Managing Partner, Rose Consulting Law

3:45pm **EXHIBITOR BREAK SPONSORED BY BLINDERMAN CONSTRUCTION & EUROFINS**

4:10pm Teaming and Joint Ventures presented by David Rose, Managing Partner, Rose Consulting Law

**TRACK TWO– Hickory Room SPONSORED BY WOOLPERT**

1:30pm Capture Strategy presented by Suzanne Ferris, Business Development, HGA Architects & Engineers

2:20pm **EXHIBITOR BREAK SPONSORED BY BLINDERMAN CONSTRUCTION**

2:45pm Market Research using Federal Procurement Data System (FPDS-NG) presented by Marc Violante, Director of Federal Market Strategies, Wisconsin Procurement Institute

3:45pm **EXHIBITOR BREAK SPONSORED BY BLINDERMAN CONSTRUCTION**

4:10pm Contract Documentation – Start to Finish presented by Carol Murphy, Business Development Specialist, Wisconsin Procurement Institute

5:00pm – 7:00pm

**RECEPTION (in Exhibit Area)**

**SPONSORED BY SIEMENS**

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## March 30, 2017

## AGENDA

- 8:00am REGISTRATION AND BOOTH SETUP – **SPONSORED BY MICHELS**
- CONTINENTAL BREAKFAST Exhibit Area – Willow and Pine Rooms
- 7:30am – 11:30am **ROUNDTABLE SIGN UP – ELM ROOM**
- 8:30am WELCOME by SAME Leadership, Conference Hosts, Sponsors and Exhibitors
- 9:00am INDUSTRY PANEL
- 9:45am GOVERNMENT AGENCY PANEL
- 10:30am EXHIBITOR BREAK **SPONSORED BY MICHELS**
- 11:00am UPDATE FROM GENERAL SERVICES ADMINISTRATION, PUBLIC BUILDING SERVICES (PBS) presented by Robert P. Theel, FAIA, Chief Architect, Great Lakes Region GSA, Director, Design & Construction Division
- 11:30am LEGISLATIVE AND REGULATORY UPDATE FROM THE US SBA presented by Eric Ness, District Director Wisconsin and Acting Region V Administrator and Janis Kaiser, Procurement Center Representative Region V
- 12:00pm – 1:10pm LUNCH with GUEST SPEAKERS
- **ROOM CHANGEOVER for ROUNDTABLES** ----
- 1:30pm Roundtable Briefings with Government Agencies, Prime Contractors and Resource providers - Oak and Hickory Rooms
- 2:30pm BREAK **SPONSORED BY MICHELS**
- 2:45pm Roundtable Briefings continue
- 4:15pm END OF PROGRAM