



12th Annual Volk Field - Fort McCoy Small Business Conference

June 19 – 20, 2018
Building 905, Fort McCoy, WI

June 19, 2018

AGENDA

8:00am **Base Entry**

8:30am **Registration and refreshments**

Exhibitor Set-up

9:30am **Welcome and Introductions**

9:45am **Base Briefings from Ft. McCoy and Volk Field Leadership**

Michael L. Modawell, Business Development and Strategic Engagement Specialist, US Army Fort McCoy

Colonel David W. May, Commander, Volk Field Air National Guard Base

10:30am **Business Briefings**

International Trade – *Elizabeth Laxague, International Trade Specialist, Milwaukee U.S. Export Assistance Center, U.S. Commercial Service Wisconsin, Milwaukee, WI*

Demographics, Workforce and Economic Trends – *William Brockmiller, Labor Market Economist, WI Department of Workforce Development, La Crosse, WI*

Update on Federal Contracting in Wisconsin – *Aina Vilumsons, CEO, Wisconsin Procurement Institute (WPI), Milwaukee, WI*

The ONE Key Cyber Security Element is Your Human Factor! – *Dane Deutsch, President, DCS Netlink, Rice Lake, WI*

Noon **LUNCH with Guest Speaker**

James Kerlin, CEO, Beyond Vision

Jacob Schwanz, National Account Manager, Bentley Worldwide Packaging Risk Management – Lisa Taylor, President, Strategic Partnership

WORKSHOPS – TRACK ONE AND TWO

TRACK ONE

1:30pm **Doing More with Less** - *Ronald A. Thomas, MS, UW-Stout Manufacturing Outreach Center / Discovery Center, Menomonie, WI*



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2:00pm **Five Strategies to Position Your Company for Success** – Anne Hlavacka, Director, SBDC La-Crosse

June 19, 2018 - CONTINUED

2:30pm **BREAK – NETWORK AND VISIT WITH EXHIBITORS**

3:00pm **Mastering Difficult Negotiations** – Carol Murphy, Business Development Specialist, Wisconsin Procurement Institute (WPI), Milwaukee, WI

3:45pm **Trends in Marketing and Social Media** – Steve Peterson, Economic Development Coordinator, Monroe County

5:00pm **On Base Reception – sponsored by Bentley World Packaging**

7:00pm **End of Day**

TRACK TWO

1:30pm **Briefing from US Transportation Command (USTRANSCOM)** – Suzanne Mudd – Yarber, Director, Small Business Programs, Scott AFB, IL

2:30pm **BREAK – NETWORK AND VISIT WITH EXHIBITORS**

3:00pm **Update and Briefing of Ft. McCoy Construction Projects** – Steve Bailey, Department of the Army, Fort McCoy

3:45pm **Overview of State and Local Government Contracting** – Carol Murphy, Business Development Specialist and Steve Makovec, Government Contract Specialist, Wisconsin Procurement Institute (WPI)

5:00pm **On Base Reception – sponsored by Bentley World Packaging**

7:00pm **End of Day**

June 20, 2018

AGENDA

7:00am **Base Entry**

7:30am **Registration and refreshments**

Exhibitor Set-up

8:30am **Welcome and Introductions** – Terry Whipple, Executive Director, Juneau County Economic Development Corporation (JCEDC), Camp Douglas, WI

9:15am **Update from the US Small Business Administration (SBA)** – Eric Ness, Wisconsin District Director, US Small Business Administration Madison / Milwaukee, WI



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9:30am **Update from the Wisconsin Economic Development Corporation (WEDC)** – *Barb LeMue, VP Business and Community Development, Madison, WI*

9:50am **BREAK – NETWORK AND VISIT WITH EXHIBITORS**

June 20, 2018 - CONTINUED

10:15am **Opportunities with US Transportation Command (USTRANSCOM)** – *Suzanne Mudd – Yarber, Director, Small Business Programs, Scott AFB, IL*

10:30am **Government Agency Panel and Discussion**

11:15am **Mentoring Panel and Discussions**

11:50am **Are you Having an Issue with State Government? – Give me a Call** - *Nancy Mistele, Director, Department of Administration, Office of Business Development*

Noon LUNCH – with guest speakers and recognition announcement

- *AbilityOne and BSC – Gisele O’leary, BSC Beyond Vision and Ken Maciejewski, Opportunities Inc.*
- *Recognition of Capability Statement Award Winners*

1:15pm **ONE ON ONE meetings with Government and Industry Buyers**

3:30pm **Last meeting**

4:00pm **End of Program**