

FORUM AGENDA


7:00 am	Registration	6th Floor Lobby
9:00 am - 3:30 pm	Exhibit Hall - ALL DAY Networking	6th Floor
8:00 am - 8:45 am	Opening Welcome - Leslie Jones, Director, Office of Small Busi-	Ballroom 6A

Opening Panel: "Workforce Development Initiatives in Construction"

Panelists:

- ◆ Mark Wheeler, Project Labor Agreement Manager, Sound Transit
- ◆ Karen Dove, Executive Director, ANEW (Apprenticeship & Nontraditional Employment for Women)
- ◆ Nancy Locke, Director, City Purchasing and Contracting Services, City of Seattle



Speaker: WTS Representative: Jennifer Bassett-Hales, Business Development, Jacobs

	 SPECIAL TOPICS	
9:00 am - 10:00 am	"How to Market to Prime Consultants and Contractors" A workshop to share information on how small businesses can best prepare for networking, presentations, bid and proposal submittals to prime consultants and contractors. <u>Presenters:</u> <i>John Schlick, PE, Regional Manager Rail Systems, Parsons, and Cody Hix, PE, Construction Manager, Parsons.</i>	Room 607
11:00 am - Noon	"How to Go Global" A panel presentation on Small Business Exporting with information on Washington state exports and resources designed to help you answer this question: Are you export ready? <u>Presenters:</u> <i>Lee Gibbs, Regional Mgr., Export Solutions Group, U.S. SBA – Office of Int'l Trade (OIT), John Brislin, Director Seattle Regional Office, Export-Import Bank of the U.S. (EXIM Bank), Linda Lee Womack, Program Director, Tacoma Minority Business Development Agency Business Center, City of Tacoma / U.S. Department of Commerce</i>	Room 606

PANEL SESSIONS

9:00 am - 10:30 am	Government Contracting 101 - Construction Services						Rooms 603
	Moderator: Daniel Peterson, Apprenticeship Coordinator, King County						
<i>Port of Seattle Todd Rehm</i>	<i>WSDOT Jenna Fettig</i>	<i>UW Amy Engel</i>	<i>DES Roland Orr</i>	<i>City of Seattle Aleanna Kondelis</i>	<i>King County Mark Hoge</i>	<i>Sound Transit Tae-Hee Han</i>	
11:00 am - 12:30 pm	Government Contracting 101 - Architectural, Engineering & Professional Services						Rooms 603
<i>Port of Seattle Lindy Honaker</i>	<i>WSDOT TBD</i>	<i>UW Andrei Kreptul</i>	<i>DES Indra Jain</i>	<i>City of Seattle Steven Larson</i>	<i>King County Ruth Williamson</i>	<i>Sound Transit Brian Barson</i>	
1:00 pm - 2:30 pm	Government Contracting 101 - Goods & Services						Rooms 603
	Moderator: April Alexander, Contracts Manager - Procurement & Contracts, Sound Transit						
<i>Port of Seattle Rob McMartin</i>	<i>WSDOT Dave Davis</i>	<i>UW Claudia Christensen</i>	<i>DES Josh Klika</i>	<i>City of Seattle Liz Alzeer</i>	<i>King County Michelle Poste</i>	<i>Sound Transit Linda Thomas</i>	
3:30 pm	Event Closes!						

Workshops / Panel Sessions

Time / Location	Title
9:00am - 10:00am Room: <u>607</u>	 Workshop: “How to Market to Prime Consultants and Contractors” <u>Speakers:</u> John Schlick, PE, Regional Manager Rail Systems, Parsons, and Cody Hix, PE, Construction Manager, Parsons
<p>You will learn how to market your business to prime consultants and contractors who use your services. You will find out what they need, what services are sought, and how they find out about your business.</p> <p>This workshop will provide information on how businesses, particularly small businesses, can best prepare for networking, presentations, and proposal and bid submittals to prime consultants and contractors. Panel presentation followed by questions and discussion.</p>	
9:00am - 10:30am Room: <u>603</u>	Panel Discussion: Construction Services - Government Contracting 101 <u>Moderator:</u> Daniel Peterson, Apprenticeship Coordinator, King County
<p>For Construction Contractors: Come and learn about methods and approaches used to procure construction services from federal, state and local government procurement representatives.</p>	
10:00am - 10:30am Room: <u>606</u>	Workshop: Sound Transit System Expansion <u>Presenter:</u> Karen Kitsis, Director, <i>HCT Corridor Development</i> , Sound Transit
<p>Projects for High Capacity Transit: Learn about upcoming capital expansion projects for high capacity transit in the Puget Sound, including light rail, commuter rail and bus rapid transit as Sound Transit expands North, South, East and West.</p>	
10:30am - 11:30am Room: <u>607</u>	Workshop: Small Business Certification (Federal, State, County) <u>Speakers:</u> Laura Preftes, King County; Rebecca Linville, WA State Department of Enterprise Services; Lawrence Coleman, WA State Office of Minority & Women’s Business Enterprises, Jennifer Montgomery, WA State Department of Veteran Affairs
<p>Benefits of Small Business Certification: Many local, state and federal governments have set goals to spend a percentage of their procurement dollars with small, disadvantaged, veteran-owned, minority and or women-owned businesses. Certifying your business can help you to compete successfully for government contracts.</p>	
11:00am - Noon Room: <u>606</u>	 Workshop: Small Business Exporting <u>Presenters:</u> Lee Gibbs, U.S. Small Business Administration , Office of International Trade (OIT), John Brislin Director – Seattle Regional Office, Export-Import Bank of the United States , Linda Lee Womack, Program Director, Tacoma Minority Business Development Agency Business Center, City of Tacoma / U.S. Department of Commerce
<p>Explore Exporting. A workshop for small business owners who want to explore exporting. If you have a successful product or service you may be able to increase sales and profit by exporting.</p>	

Time / Location	Title
11:00am - 12:30 pm Room: <u>603</u>	PANEL Discussion: Architectural, Engineering & Professional—Government Contracting 101 <u>Moderator:</u> Andrew Larson, Contract Specialist III, King County
<p>For Consultants. Government procurement representatives will share information on the methods used to obtain architectural and engineering, and professional consulting services for their respective agencies.</p>	
1:00pm - 2:00pm Room: <u>606</u>	Workshop: Community Workforce Agreements / Project Labor Agreements <u>Joint presentation:</u> Allison Calvert, City of Seattle, Bob Zappone, King County, and Ellrol Gartrell, Sound Transit
<p>For Construction Contractors. Community Workforce Agreements, also known as Project Labor Agreements, are project-specific, pre-hire collective bargaining agreements that set out terms and conditions of employment. The purpose of a CWA is to facilitate the smooth completion of a project by allowing stakeholders to agree to ground rules and expectations before the project starts. Wages, benefits, schedules and work rules are standardized up front, and parties agree to prevent work stoppages and submit to speedy dispute-resolution procedures. Public CWAs/PLAs also focus on creating a positive community impact, with targeted hiring, training and outreach programs.</p>	
1:00pm - 2:30pm Room: <u>603</u>	PANEL Discussion: Government Contracting 101 - Goods and Services <u>Moderator:</u> April Alexander, Contracts Manager - Procurement & Contracts, Sound Transit
<p>For Vendors and Suppliers. Government procurement representatives will share information on the methods used to obtain goods and services contracts for their agencies. In addition, learn when agencies can solicit quotes without formally advertising for smaller purchases and how to identify these contracting opportunities.</p>	
1:00pm - 2:00pm Room: <u>604</u>	Workshop: Bonding for Emerging Contractors <u>Presenter:</u> Jacob Haddock, Propel Insurance
<p>Get bond ready. This workshop will provide information to help small businesses become bond ready. Becoming bondable is a challenge for many disadvantaged businesses and this workshop aims to share information that can help businesses grow by obtaining or building bonding capacity.</p>	
1:30pm - 2:30pm Room: <u>607</u>	Workshop: WMBE Monitoring and Enforcement <u>Presenter:</u> Carmen Kucinski. City of Seattle
<p>For Construction Contractors: Attend this workshop to learn about tools use to monitor contract compliance; such as: B2GNow and LCPtracker. Hear how to measure results with a structured system of accountability to monitor and enforce expenditures for WMBE firms on public works using compliance and enforcement best practices.</p>	