



**DBE Small Business Annual Meeting**

SONESTA Nashville Airport, 600 Marriott Drive, Nashville TN 3214

**ARE YOU CONTRACT READY?**

**TDOT’s \$15 Billion 10-Year Transportation Plan**

Build With Us To Modernize Tennessee’s Transportation System

**TUESDAY, AUGUST 27, 2024**

<b>7:00 am - 4:00 pm</b>	<b>Registration &amp; Continental Breakfast</b> (Exhibitor Table Setup)	
<b>8:15 am –8:30 am</b>	<b>Welcome Remarks</b> <b>David Neese</b> – Program Manager, TDOT Small Business Development Program <b>Jessica Starling</b> – Director, TDOT Civil Rights Division	
<b>8:30 am –9:10 am</b>	<b>Chris Smith</b> , Senior Surety Broker & Advisor, Anderson & Catania Surety Services, LLC	
<b>BREAK</b>		
	<b>DBE Panel Discussion: Power of Collaborating - Networking - Partnering</b> <b>Moderator: Dewayne Scott (TDS &amp; Associates, LLC)</b>	
<b>9:15 am- 10:05 am</b>	<b>Proposed Panel</b> <b>Reggie Polk</b> - Polk & Associates Construction, Inc <b>Wiley Richards &amp; Terrell Richards</b> - W & T Contracting Corporation <b>Willie Frazier</b> – A-1 Electrical Contractors, Inc.	
<b>BREAK</b>		
<b>10:10 am -11:00 am</b>	<b>Room A</b> <b>Opportunities for Contractors, Engineers and Suppliers ..... Anticipated Panel</b> • <i>TDOT Region 1 Officer</i> • <i>TDOT Region 2 Office</i> • <i>TDOT Region 3 Office</i> • <i>TDOT Region 4 Office</i>	<b>Room B</b> <b>TDOT P3 and Alternative Delivery Defined</b> • <b>Clayton Markham</b> - Dir., Alternative Contracting • <b>Bryan Ledford</b> - Exec. Director, TDOT P3 • <b>Chad Schulhauser</b> - Dir. TDOT Professional Services
	<b>BREAK</b>	
<b>11:05 am -11:55 am</b>	<b>Room A (REPEAT)</b> <b>Opportunities for Contractors, Engineers and Suppliers</b>	<b>Room B (REPEAT)</b> <b>TDOT P3 and Alternative Delivery Defined</b>
	<b>BREAK</b>	
<b>12:00 - 1:30 pm</b>	<b>CRD Awards Luncheon</b> Brief Remarks: <b>Jessica Starling</b> - TDOT Director of Civil Rights Division <b>Daniel Hinton</b> - FHWA, Tennessee Division Administrator <b>Kent Starwalt</b> - TRBA, Executive Vice President	
	Overview of the State’s 10 Year Transportation Modernization Act <b>TDOT Leadership Team</b>	
	<b>CRD Bridge Builder Awards (Prime, DBE, TDOT Employee)</b>	
<b>1:30 pm – 5:30 pm</b>	<b>Marketplace Hall and Business Networking Reception</b>	
<b>5:30 pm</b>	<b>End of Annual Meeting</b>	

## **TUESDAY, AUGUST 27, 2024**

### **Tuesday: 8:30 am – 9:10 am: Proven Steps to Increase Bonding Capacity**

**Facilitator: Chris Smith**, Senior Surety Broker & Advisor, **Anderson & Catania**. Join us for an informative session with valuable insights into the world of surety bonds. This surety bond presentation is specifically designed to help small business contractors enhance their understanding of crucial topics related to building bonding capacity and establishing strong relationships with surety bond brokers and surety bond companies.

### **Tuesday: 9:15 am – 10:05 am: Power of Collaborating - Networking - Partnering**

This session led by **Dewayne Scott**, President, CEO of TDS & Associates, Inc, will open eyes to possibilities to move both Primes and DBE Small Businesses to seriously explore and take the next steps to utilizing the Teaming & Joint Venturing model as part of their business strategy to grow sales and profits for their respective companies.

The panel will include DBE firm executives from Polk & Associates Construction, Inc., W & T Contracting Corporation, and A-1 Electrical Contractors, Inc. who will share their experiences and stories of how they made their company successful utilizing teaming, joint-venturing, and partnering.

**Tuesday 10:10 am – 11:00 am ROOM A: Where are the Opportunities for Consultant Engineers, Contractors, and Suppliers?** The purpose of this discussion is to hear from various TDOT Regional Directors about anticipated design and construction opportunities from the TDOT Build With Us Program. The goal is to make the DBEs aware of potential opportunities so they know how to position their businesses to pursue future projects.

**Tuesday 10:10 am – 11:00 am ROOM B: Overview of TDOT P3 and Alternative Contracting.** The purpose of this discussion is to make DBE and Prime Contractors aware of the procurement process of the new P3 and Alternative Contracting Methods. This session will help you understand the process of how TDOT procure services and discuss opportunities coming up or services being requested from large and small businesses.

### **Tuesday 12:00 pm - 1:30 pm - Luncheon & Civil Rights Division Bridge Awards**

Come enjoy a fantastic Tennessee meal with your colleagues. You will hear greetings from **Jessica Starling**, Director, TDOT Civil Rights Division, representatives from FHWA, TRBA and TDOT's Leadership team about accomplishments and the vision going forward for TDOT Build With Us Program. Lastly, we will share in congratulating this year's Civil Rights Division Bridge Builder Awardees.

### **Tuesday 1:30 pm –5:30 pm: Marketplace Hall and Exhibitor Showcase**

Browse 20+ exhibits and enhance your event experience with networking and relationship building in the exhibit hall. Come meet with peers, existing and potential customers, and vendors. Find out what your counterparts are doing and what tips you can learn from each other. A reception will be held in conjunction with the DBE Annual Meeting. A variety of hot appetizers will be available and it is all free for your enjoyment. Be sure to review your networking notes!