



TDOT DBE Small Business Annual Meeting

*Building Relationships Today to Meet Tomorrow's Infrastructure Needs
Franklin Cool Springs Marriott, Franklin, TN*

Monday, August 8, 2022

6:30 am – 8:30 am	Marketplace Exhibitor / Vendor Move-in
7:00 am – 5:00 pm	Registration (Continental Breakfast)
8:00 am – 8:15 am	<p>Welcome & Opening Session</p> <p>Vince Malone – Director, TDOT Civil Rights Division Joi Hamilton Jones – Civil Rights Specialist, Federal Highway Administration</p>
8:15 am – 9:30 am	<p>Doing Business In Tennessee: Contracts & Procurement Opportunities for Small Businesses</p> <p>Moderator: Tanisha J Hall, AICP, TDM-CP - Fairpointe Planning Panelist: Pamela Cotham, Small Business & Diversity Outreach Office, City of Knoxville Karen Collins, Office of Equity & Community Engagement, City of Chattanooga TBD, Office of Business Assessment, City of Metro Nashville TBD, Business Diversity Development, MNAA Alan Jones, Business Diversity Office, McGhee Tyson Airport Authority Denise Richardson, Director of Purchasing, WeGo Public Transit Jessica Starling, Director, Governor's Office of Diversity Business Enterprises David Neese, Program Director, TDOT Small Business Development Program</p>
9:30 am – 9:40 am	BREAK
9:40 am – 10:55 am	<p>Opening Keynote Address</p> <p>Dr. Alice Gordon Holloway, PhD, University of Alabama, and Executive Problem Solver as CEO of Skye Connect Incorporated Understanding Your Brand: How to Market and Effectively Communicate Your Message</p>
10:55 am – 11:05 am	BREAK
11:05 am – 12:30 pm	Business Speed Networking Event (<i>Advance registration required to participate</i>)
11:45 am - 12:45 pm	BOX LUNCH
11:00 am – 6:00 pm	<p style="text-align: center;">Marketplace Hall Marketplace Hall Booth Display</p>

TDOT DBE Small Business Annual Meeting

Continued - Monday, August 8, 2022

11:00 am – 6:00 pm	Marketplace Hall Booth Walk-Thru Networking Continues	HOT TOPICS 11:15 am - 12:45 pm SBA Financial Programs: <i>Banking – Borrowing – Bonding</i> 1:30 pm – 2:15 pm TDOT AASHTOWare and Power BI Brandon Crowley , Product Owner, TDOT Information Technology Division 2:30 pm – 3:15 pm Equity In Procurement – <i>What the White House Now Requires From Each Federal Agency & How It Impacts YOU in Tennessee</i> LaTanya Channel , US SBA TN District Director 3:30 pm – 4:15 pm Walbridge - Ford Blue Oval Contracting Opportunities Chris Morgan – Walbridge, Vice President Mark McClelland – Walbridge, Group Vice President
4:00 pm – 6:00 pm		Business Networking Reception in Marketplace Hall (Beverages & light appetizers served with soft music/Door Prizes)

SESSIONS AT A GLANCE

MONDAY, AUGUST 8, 2022

Monday: 8:15 am – 9:30 am – Doing Business with TNUCP Partners in Tennessee

Central Theme: A path forward for doing business in Tennessee: Building Procurement Partners in Tennessee. Moderator will ask the panelist to identify the 3 to 5 specifics that DBEs businesses need to know to access procurement opportunities. Panelist will also be ask to tell attendees what are a few procurement opportunities or projects of interest coming up in the next 6 to 18 months. How sourcing **Procurement Opportunities** will make your certification work more effectively for your business.

Monday: 9:40 am – 10:55 am – Opening Keynote Address

Dr. Alice Gordon Holloway, PhD, University of Alabama, and CEO of Skye Connect, LLC, will explore the topic of **Understanding Your Brand: *How to Market and Effectively Communicate Your Message***. This session will focus on how to develop a networking game plan for business events. Learn new ideas and strategies to make an impact and be remembered by people that meet you.

Monday: 11:00 am – 12:30 pm – Speed Networking Description

Is your small business trying to develop relationships with large prime contractors to pursue and win TDOT projects? TDOT DBE Supportive Services team is hosting a Speed Networking event during the 2022 TDOT Annual DBE Small Business Annual Meeting.

The purpose of this event is to provide opportunities for Prime Contractors and Certified DBEs to:

1. Do targeted outreach
2. Have a quick introductory meeting
3. Learn about the services each provides
4. Schedule additional meetings after the event if a match is made

Monday Afternoon: Hot Topics in Tennessee

Central Theme: Each presentation will center on opportunities coming up or new program, services or contract opportunities available to DBE Small Businesses.

Monday: 11:15 am – 12:45 pm - SBA Financial Programs: Banking – Borrowing – Bonding

Come meet and talk with these proven Small Business Lenders:

Pinnacle Bank - Lane Rhodes

First Horizon - Shea Turner & Eric Olson

BrightBridge - Gary Moore & Paige McVity

First Bank & Trust Company - Kate Belcher

Huntington Bank - Chris Wallace

Regions Bank - Matt Matthews

Pathway Lending - Keith Hickey

American Surety Bonds Agency, Georgia - Sam Newberry

1:45 pm – 2:15 pm - TDOT AASHTOWare and Power BI

Presenter: Brandon Crowley, TDOT Information Technology Division

2:30 pm – 3:15 pm - Equity In Procurement – What the White House Now Requires from Each Federal Agency & How It Impacts YOU in Tennessee

Presenter: LaTanya Channel, US SBA TN District Director

3:30 pm – 4:15 pm - Ford Blue Oval Contracting Opportunities

Presenter: Walbridge - Chris Morgan, Vice President Mobility Group and Mark McClelland, Group Vice President-Mobility Group

Monday Evening - Business Networking Reception Come meet with peers, existing and potential customers and vendors. A variety of hot appetizers and refreshments will be available. It's all free for your enjoyment. Be ready to apply what you learned from the keynote presentation on *How to Market and Effectively Communicate Your Message* Be sure to review your networking notes!

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Building Relationships Today to Meet Tomorrow's Infrastructure Needs

Tuesday, August 9, 2022

7:00 am – 12:00 pm	Registration (Continental Breakfast)
8:00 am – 8:15 am	Welcome
8:15 am – 9:35 am	<p>General Session 1: Construction Workforce Discussion - Recruit, Hire, Train, Retain, Promote (The Great Resignation and Talent Pipeline)</p> <p>Moderator: Marshall Tabb and Teresa C. Daniel, PHR, SHRM-CP, TDOT Supportive Services Consultants</p> <p>Panelist:</p> <p>Mandy Robertson, President, Erosion Solutions, LLC Jimmie Morris, Jr., President, Morris Builder, Inc. Willie Frazier, President, A-1 Electrical Contractors, Inc. Alexzondra Fleetwood, Human Resources Director, Bell & Associates Construction, LP Kelli Kelly, Business Development & Strategy Director, Aviation/Transit, KIEWIT Infrastructure South Aron Thompson, Executive Director of Real Estate Developers (R.E.D.) Academy, Urban League of Middle Tennessee</p>
9:35 am – 9:50 am	BREAK
9:50 am – 11:30 am	<p>General Session 2: State and Local Transportation Industry Updates The Infrastructure Investment and Jobs Act/ DBE Opportunities</p> <p>Moderator: Tanisha Hall, AICP, TDM-CP –Fairpointe Planning, LLC</p> <p>Panelist:</p> <p>Steve Allen, Director, TDOT Director Strategic Investments Division Ryan Sweeney, Assistant Director of Construction, Region 2, TDOT Construction Anita Price, Civil Engineering Manager, TDOT Roadway Design Division Lee Smith, Interim Traffic Operations Division Director, TDOT Traffic Operations Kimery Grant, Transportation Manager, TDOT Local Programs Jonathan Russell, Planning Supervisor, TDOT Long Range Planning Division Daniel Pallme, Interim Director, TDOT Multimodal Transportation Resources</p>
11:30 am – 11:45 am	BREAK
11:45 am – 1:30 pm	<p>Luncheon & Civil Rights Division Bridge Awards</p> <p>TDOT DBE Program Discussion -TDOT Leadership and Stakeholders</p> <p>Moderator: Vince Malone, Director, TDOT Civil Rights Division</p> <p>Panelist:</p> <p>Butch Eley, Deputy Governor and Commissioner of TDOT Joseph Galbato, Deputy Commissioner / CFO Paul Degges, Deputy Commissioner / Chief Engineer Preston Elliott, Deputy Commissioner/ Environmental and Planning Pamela M. Kordenbrock, Division Administrator of Federal Highway Administration Kent Starwalt, Executive Vice President, Tennessee Road Builders Association</p> <p>Presentation of Civil Rights Bridge Awards DBE, PRIME and TDOT EMPLOYEE</p>
1:30 pm	Annual Meeting Ends

SESSIONS AT A GLANCE

TUESDAY, AUGUST 9, 2022

Tuesday 8:00 am - 9:45 am - General Session 1: Construction Workforce

Moderators will ask panelist to dialogue/address the importance of building workforce relationships to meet workload needs. How to Recruit, Hire, Train, Retain, and Promote in the midst of the Great Resignation, the pandemic, and an aging workforce in the construction industry.

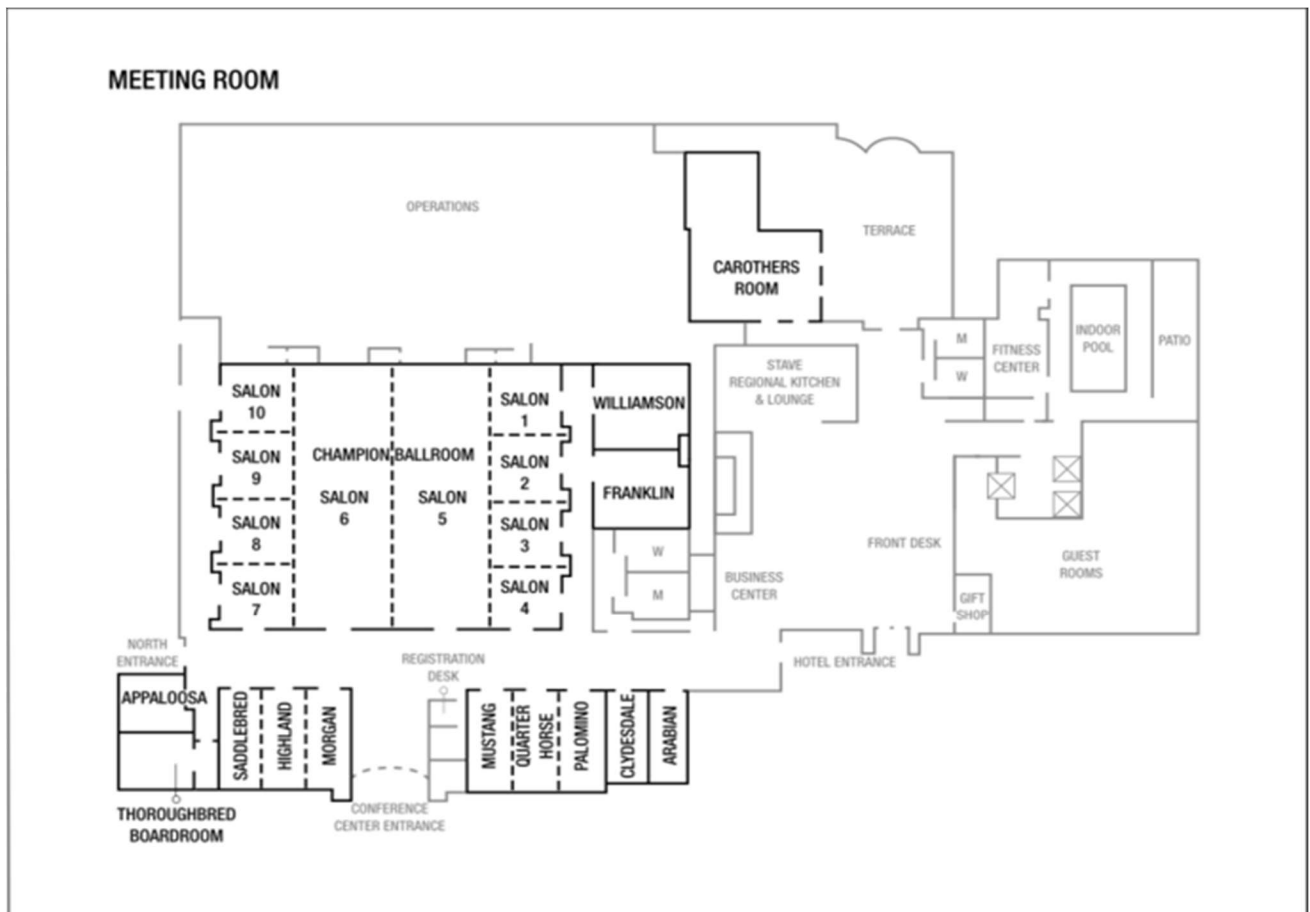
Tuesday 10:00 am - 11:30 am - General Session 2: State and Local Transportation Industry Updates and the Bipartisan Infrastructure Law and DBE Opportunities

The purpose of this discussion is to hear from different TDOT divisions about anticipated programs and funding opportunities from the Bipartisan Infrastructure Law. The goal is to make the DBEs, Small Business Owners and Prime Contractors aware of potential opportunities so they know how to position their businesses to pursue future projects.

Tuesday 11:45 am - 1:30 pm - Luncheon & Civil Rights Division Bridge Awards

Come enjoy a fantastic *Tennessee* gourmet meal with your colleagues. Listen to Butch Eley, Deputy Governor and Commissioner of Transportation, Joseph Galbato, Deputy Commissioner/ Chief Financial Officer and Paul Degges, Deputy Commissioner, Chief Engineer, Preston Elliott, Deputy Commissioner/ Environmental and Planning, Pamela M. Kordenbrock, Division Administrator of Federal Highway Administration, Kent Starwalt, Executive Vice President, Tennessee Road Builders Association. The purpose of this panel discussion is to discuss DBEs matters and small businesses get to know TDOT leaders and how best to engage with them. They will also address and share with attendees, the Department's understanding and implementation and how the new Bipartisan Infrastructure Law for Tennessee will impact you!

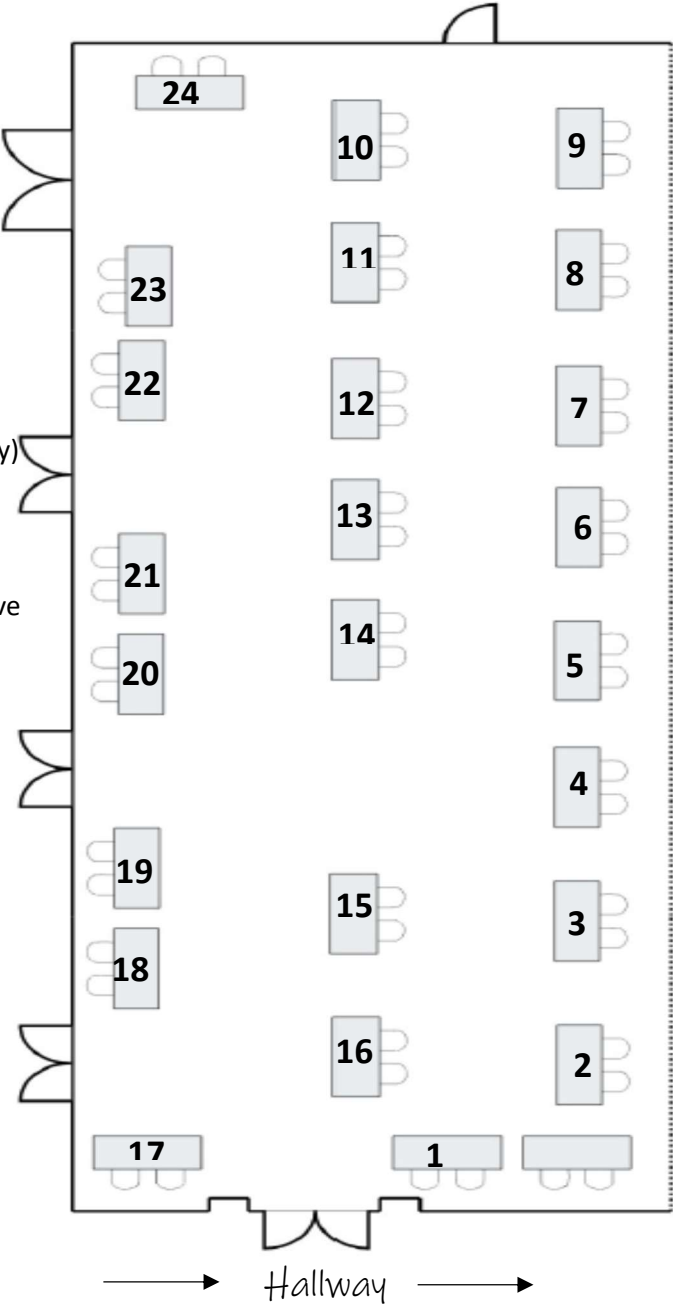
Highlight of the day, share in congratulating this year's Civil Rights Division Bridge Awardees.



Marketplace Hall Exhibitors

Salon 7 -10

1. US DOT Mid South Atlantic Region SBTRC
2. Kiewit Infrastructure South
3. Kiewit Power Delivery
4. Thompson Machinery
5. Caterpillar Financial Services Corporation
6. Stowers Machinery Corporation
7. Bell & Associates Construction LLC
8. Skye Connect LLC
9. Walbridge (Prime Contractor for Ford’s BlueOval City)
10. HNTB
11. Gresham Smith
12. W&A Engineering / Better Communities Collaborative
13. Universal Screen, Inc.
14. Urban League of Middle Tennessee
15. The C&F Company, LLC.
16. TDOT Civil Rights Division
17. Tennessee Board of Regents
18. Governor's Office of Diversity Business Enterprise
19. WeGo Public Transit / COMTO
20. US Small Business Administration
21. Metropolitan Knoxville Airport Authority
22. Nashville International Airport Authority
23. Benefits, Inc.
24. TDOT Supportive Services



Located in Salon 7 - 10

2010 -2019 TDOT CRD Bridge Builder Awardees

YEAR	DBE FIRM	PRIME CONTRACTOR	TDOT EMPLOYEE
2010	Charles H. Hill Contractors, Inc.	Simpson Bridge Company, Inc.	Wayburn Crabtree Estimating & Bid Analysis
2011	Superior Traffic Control-Memphis, Inc.	Charles Blalock & Sons, Inc.	Richard Sullivan Construction Division
2012	Booker Engineering, Inc.	Bell & Associates Construction, LP	Said EL Said Construction Division
2013	B & B Lawn Services, Inc.	Dement Construction Company, LLC.	Kristin Qualls Region 1, Construction
2014	Brighter Days & Nites, Inc.	Summers-Taylor, Inc.	Brian Egan Construction Division
2015	K.S. Ware & Associates, LLC	Bell & Associates Construction, LP	John Paul Saalwaechter Construction Division
2016	J. R. Construction Company-TN, Inc.	Lehman-Roberts Company, Inc.	Jim Currey, P.E. Aeronautics Division
2017	Tioga Environmental Consultants, LLC	Lehman-Roberts Company, Inc.	Jason Blankenship Construction Division
2018	Brighter Days & Nites, Inc.	Vulcan Construction Materials, LLC	Joe Galbato CFO/Deputy Commissioner
2019	Jerry B Young Jr, Construction Co, Inc.	Superior Traffic Control, LLC	Lisa Dunn Local Programs Office, Program Supervisor

SPONSORS:



Monday Lunch

Gresham Smith

Tote Bags, Wifi, etc
TYLER
Construction Engineers, P.C.



Door Prizes



Door Prizes



Fairpointe Planning, LLC