



DBE Small Business Annual Meeting

Franklin Cool Springs Marriott, Franklin, TN

GROWING YOUR BUSINESS IN THE PUBLIC INFRASTRUCTURE MARKET

DAY 1, MONDAY, AUGUST 28, 2023

6:30 am – 8:00 am	MARKETPLACE EXHIBITOR / VENDOR MOVE-IN	
7:00 am	REGISTRATION (Continental Breakfast)	
8:00 am – 8:30 am	SALON 5 WELCOME & OPENING SESSION David Neese, Program Director, Small Business Development Program Jessica Starling, Director, TDOT Civil Rights Division Victor Tyler, P.E., Tyler Construction Engineers, P.C. / Supportive Services Consultant	
8:30 am – 9:30 am	SALON 5 GENERAL SESSION 1: 5 KEY MARKETING TACTICS TO PROTECT YOUR MARGINS & IMPROVE PROFITS Presented by: Tyler Construction Engineers, P.C. / TDOT Supportive Services Program PART 1: Five Critical Elements of Marketing - Curtis Webb, Strategic Marketing Consultant PART 2: Winning More Business with a Sound Markup & Profit Strategy Victor Tyler, P.E., Construction Engineer Consultant	
9:30 am – 9:45 am	BREAK	
9:30 am - 11:30 am	SALONS 1 – 4 MARKETPLACE HALL OPENS	
11:30 am – 1:00 pm	SALON 5 LUNCH & LEARN SESSION A conversation with Shelton A. Russell - Publisher of American DBE Magazine	
1:00 pm – 4:30 pm	SALONS 1 – 4 MARKETPLACE HALL RE-OPENS (Vendor Breakdown at 5:30 pm)	Franklin Room WELLNESS IN BUSINESS / CAREER SALON Dr. Jerome Burt (15-minute session – 15 Seats each) a. 1:15 pm - 1:30 pm Wellness Session 1 b. 1:45 pm - 2:00 pm Wellness Session 2
2:15 pm - 3:15 pm	SALON 5 GENERAL SESSION 2: LEGAL TOPICS IN THE TRANSPORTATION CONSTRUCTION INDUSTRY Presented by: Jeanne Harrison , Attorney, Holland & Knight	
3:15 pm – 3:20 pm	BREAK	
3:20 pm – 4:30 pm	SALON 5 GENERAL SESSION 3: WORKFORCE CHALLENGES AND OPPORTUNITIES Presented by: Teresa Daniel , PHR, SHRM-CP, <i>Human Resources Consultant</i> Panel Members: Jimmy Morris, Jr. President, Morris Builders, Inc. Abbie Jones, PE, PLS , President, Abbie Jones Consulting Kristie Cavin , President, Roadway Solutions, LLC. Joel Silmon , Director of Workforce Development, Urban League of Middle TN	
4:30 pm – 5:30 pm	SALONS 1 - 4 BUSINESS NETWORKING MEET & GREET RECEPTION	



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DAY 2, TUESDAY, AUGUST 29, 2023

7:00 am – 11:45 am	REGISTRATION (Continental Breakfast)
8:00 am – 8:10 am	SALON 1 - 4 WELCOME David Neese, Program Director, Small Business Development Program
8:10 am - 9:20 am	SALON 1 - 4 GENERAL SESSION 4: WORK WITH US – CONSTRUCTION ACTIVITY IN TENNESSEE Moderator: Brian Egan, Director, TDOT Construction Division <ul style="list-style-type: none">CNW181- I-40 Donelson Pike (Superior Construction Company Southeast, LLC)CMGC04- Broadway Bridge (Kiewit Infrastructure South Co.)DB2101- I75/I-24 Interchange (Wright Brothers Construction Company, Inc.)
9:20am – 9:30am	BREAK
9:30 am – 10:40 am	SALON 1 - 4 GENERAL SESSION 5: EMERGING TECHNOLOGIES IN TRANSPORTATION CONSTRUCTION Moderator: Victor Tyler, P.E., Tyler Construction Engineers, P.C. / Supportive Services Consultant <ul style="list-style-type: none">Workflow Manager-<i>project management software provider</i>EARTHWORX, LLC (DBE) <i>web-based GIS Mapping and Surveying</i>
10:40 am – 10:50 am	BREAK
10:50 am – 12:00 pm	SALON 1 - 4 GENERAL SESSION 6: ELECTRIFICATION OF TRANSPORTATION ASSETS Moderator: Tanisha J. Hall, AICP, TDM-CP, President, Fairpointe Planning, LLC Panel Guests: Matt Meservy, Dir. Long Range Planning, TDOT Ryan Stanton, Sr. Project Manager - Electric Vehicle (EV) Evolution Initiative, TVA Lizzy Gaviria, Grants Analyst, TDEC Office of Energy Programs
12:00 pm – 1:30 pm	SALON 5 LUNCHEON & CIVIL RIGHTS DIVISION BRIDGE AWARDS Greetings from: Joi Hamilton-Jones, Civil Rights Specialist, District Administrator, Federal Highway Administration Butch Eley, Deputy Governor and Commissioner of Transportation TDOT Leadership Roundtable with Jessica Starling, Director, TDOT Civil Rights Division Will Reid - TDOT Deputy Commissioner and Chief Engineer Joseph Galbato, TDOT Deputy Commissioner, Chief Financial Officer Preston Elliott, TDOT Deputy Commissioner, Chief Environment and Planning Announcement from HNTB Presentation of CIVIL RIGHTS BRIDGE AWARDS DBE, PRIME, AND TDOT EMPLOYEE
2:00 pm	ANNUAL MEETING END

SESSIONS AT A GLANCE

MONDAY

8:30 AM – 9:30 AM

GENERAL SESSION 1: KEY MARKETING TACTICS TO PROTECT YOUR MARGINS & IMPROVE PROFITS

Part 1: Five Critical Elements of Marketing: Learn how to take five simple elements (which we call "The Critical Five") to turn your potential clients into long-term customers. You will find out how to best utilize each element along with the order of their importance, giving you the greatest chance to grow your business and produce more profits! Don't miss it!

Part 2: Winning More Business with a Sound Markup & Profit Strategy: Many companies operate on thin margins. Some owners are beginning to understand that there is a difference between winning work and winning *profitable* work. If that's you, this session will demonstrate what successful businesses are doing to get that profitable work and how they ensure their markups are always accurate.

9:30 AM – 11:30 AM

MARKETPLACE HALL AND EXHIBITOR SHOWCASE

Visit exhibitors and enhance your event experience with networking and relationship-building in the marketplace hall! Come engage with peers, vendors, existing and potential customers.

11:30 AM – 1:00 PM

LUNCH & LEARN SESSION

Select your lunch box, sit awhile, and visit with Mr. Shelton A. Russell, publisher of the nationally acclaimed DBE Magazine! Mr. Russell will share his experience and thoughts on starting the Magazine, highlighting DBE success stories, and providing information about the Public Construction Transportation Industry.

1:30 PM - 5:30 PM

MARKETPLACE HALL AND EXHIBITOR SHOWCASE

Visit exhibitors and enhance your event experience with networking and relationship building in the marketplace hall—round two! Come engage with peers, vendors, and existing and potential customers.

1:15 PM - 1:30 PM WELLNESS IN BUSINESS / CAREER

1:45 PM - 2:00 PM WELLNESS IN BUSINESS / CAREER

What does wellness mean for you? Dr. Jerome Burt will lead this session on fitness, nutrition, mental and emotional well-being, rehabilitation, and coaching. He will share his knowledge about his systematic process to guide, support, and motivate clients in making lasting lifestyle changes.

2:15 PM - 3:15 PM

GENERAL SESSION 2: LEGAL TOPIC ABOUT THE CONSTRUCTION INDUSTRY

This session will provide informative legal updates related to the construction industry. Attorney Jeanne Harrison's presentation will consist of excerpts from her many years of experience handling complex situations and issues with both large and small contractors in the state of Tennessee.

3:20 PM – 4:30 PM

GENERAL SESSION 3: WORKFORCE CHALLENGES AND OPPORTUNITIES

Panel discussion on workforce challenges and creating new opportunities to meet the demands of tomorrow's workforce. Moderators will ask panelists to dialogue/address the importance of building workforce relationships to meet workload needs. Panelist will also share their stories/ lessons learned and experiences on how to lead and Attract, Recruit, Hire, Train, Promote and Retain, to help build a better workforce for the construction industry.

4:30 PM – 5:30 PM

BUSINESS NETWORKING MEET & GREET RECEPTION

Find out what your colleagues are doing and exchange best practices to better your organization at this networking reception! An assortment of hot appetizers will be available, and it's all free for your enjoyment. Be sure to review your networking notes!

TUESDAY

8:10 AM - 9:20 AM

GENERAL SESSION 4: WORK WITH US – CONSTRUCTION ACTIVITY IN TENNESSEE

The purpose of this session is to present TDOT's progress on the I-40 Donelson Pike Interchange. Featuring highlights from its progressive design and build concept, this is a session you won't want to miss!

9:30 AM – 10:40 AM

GENERAL SESSION 5: EMERGING TECHNOLOGIES IN TRANSPORTATION CONSTRUCTION

This session features a panel discussion concerning the latest construction tech in use today. The panel will share the collection of innovative tools and software used during the construction phase of a project that enables them to have a competitive advantage in field construction methods, including semi-automated and automated construction equipment. Also, the panel discussion will explore how construction managers and engineers can interpret job information and performance in an easy, dynamic format for desktop and mobile searches.

10:50 AM – 12:00 PM

GENERAL SESSION 6: ELECTRIFICATION OF TRANSPORTATION ASSETS

In a panel-style discussion, you will hear updates from different Tennessee state government agencies about anticipated programs and funding opportunities from the Bipartisan Infrastructure Law. Learn about potential opportunities for your business to pursue future projects within the NEVI Program!

12:00 PM – 1:30 PM

LUNCHEON & CIVIL RIGHTS DIVISION BRIDGE AWARDS

Enjoy a fantastic *Tennessee* gourmet meal with your colleagues. Listen to Butch Eley, Deputy Governor and Commissioner of Transportation; Will Reid, TDOT Deputy Commissioner/ Chief Engineer; Joseph Galbato, Deputy Commissioner/ Chief Financial Officer; Preston Elliott, Deputy Commissioner/ Environment and Planning; and Joi Hamilton-Jones, Civil Rights Specialist/ District Administrator of Federal Highway Administration. Moderated by TDOT Civil Rights Division Director Jessica Starling, they will discuss DBE matters and how best to engage with TDOT leadership. Panelists will also address and share the Department's understanding and implementation of how the new Tennessee Build With Us Law will impact you!

The highlight of the day will be celebrating this year's Civil Rights Division Bridge Awardees.



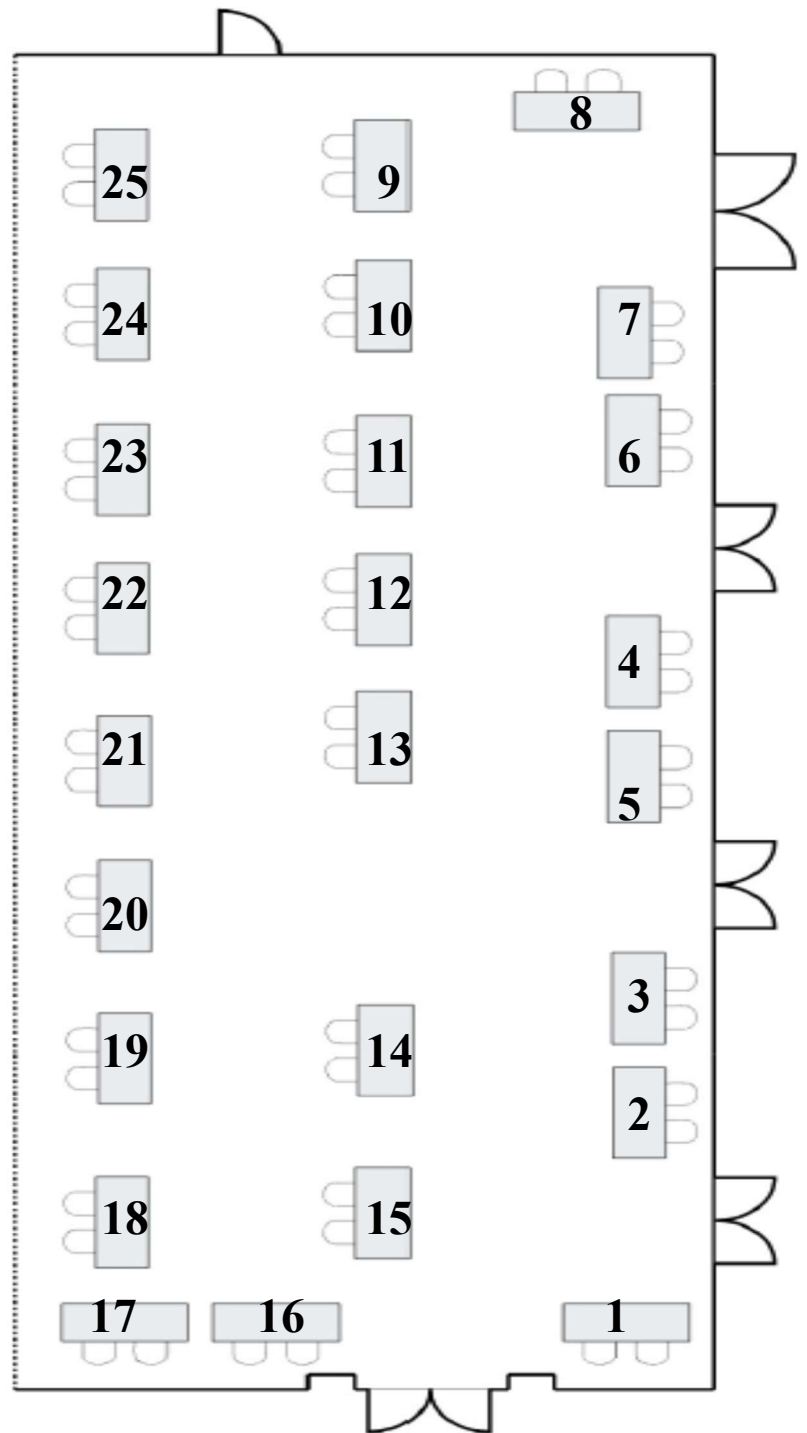
MEETING ROOM



Meeting
Registration Desk

Marketplace Hall Exhibitors Salon 1 – 4

- 1 TDOT CRD/SBDP
- 2 TN Go-DBE
- 3 WeGo / COMTO
- 4 US DOT Mid-South Atlantic Region SBTRC
- 5 Urban League of Middle TN
- 6 Tennessee Board of Regents
- 7 TN APEX Accelerator (formerly PTAC)
- 8 Small Business Administration
- 9 Earthworx, LLC
- 10 Workflow Manager
- 11 Kimley-Horn
- 12 Terrain Civil
- 13 Jerry Young & Sons Construction
- 14 The MMBC Continuum
- 15 TDOT Local Programs Office
- 16 Stower Machinery Corporation
- 17 CAT Financial
- 18 Thompson Machinery
- 19 Kiewit Power Delivery
- 20 Kiewit Infrastructure South
- 21 Cornerstone Construction, LLC & Etchmark Pavement Maintenance
- 22 Bell Construction Company
- 23 High Street Consulting Group
- 24 HNTB
- 25 Barge Design Group
- 26 Jacobs (Williamson Room)
- 27 The C & F Company (Williamson Room)
- 28 UTK Purchasing (Williamson Rm)
- 29 2mNext (Williamson Rm)



2010 -2022 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
2022	Roadway Solutions, LLC	Vulcan Construction Materials, LLC	Brandon Crowley Product Owner, TDOT Information Technology Division
2023	TBA	TBA	TBA

MEETING HOSTS



SPONSORS:

BRONZE

KIEWIT INFRASTRUCTURE SOUTH

FAIRPOINTE PLANNING

KIMLEY-HORN

AECOM

J.MERCER & ASSOCIATES, INC

TYLER CONSTRUCTION ENGINEERS, P.C.

ST WEBB & ASSOCIATES

SILVER

CAT FINANCIAL SERVICES CORPORATION

STANSELL ELECTRIC COMPANY, INC.

HIGH STREET CONSULTING GROUP

BARGE DESIGN GROUP

GOLD

KIEWIT POWER GROUP

JBYC, INC.

HDR

JERRY YOUNG & SONS TRUCKING

PLATINUM

HNTB