



## Business Conference Schedule of Events

### Monday, July 16th

IBE Business Conference presented by KeyBank opens. Most BC events are free and open to the public; however, seating is on a first-come, first-served basis so online registration is required. Online registration is available at <http://www.indianablackexpo.com/summercelebration/events/business-employment/business-conference-registration/>

#### Mayor's Breakfast

This event includes business development, diversity highlights, award recognition and award networking.

**Keynote Speaker:** Mayor Joe Hogsett, City of Indianapolis

**Emcee:** Marc Mullins, News Anchor/Reporter and Amanda Starrantino, Evening Anchor, RTV6

**Time:** 8:30AM-10:15AM; Check-in begins at 8:00 AM

**Location:** Indiana Convention Center, Sagamore Ballroom 3-5

**Cost:** Free (Advanced Registration Required)

**Sponsors:** KeyBank, RTV6, Eli Lilly and Company, OneAmerica, Indiana Department of Transportation, Cummins Inc., Indiana University Kelley School of Business, Vectren Corporation, Indianapolis Airport Authority, Indiana State University, and AT&T

#### City of Indianapolis – Project Pipeline: Opportunities are KNOCKING... are YOU ready?

In this workshop, the City of Indianapolis, IAA, and primes will share information about several multi-million-dollar projects, including the Marion County Community Justice Complex, IndyGo's Rapid Transit System, Bottleworks District-West Elm Hotel, 16 Tech Innovation Community and MSD of Washington Township renovation plans. Come also hear about success stories and information on how to navigate being ready when opportunity knocks.

**Facilitator:** Deborah Oatts, President and Co-founder of Nubian Construction Group

**Presenters:** Paul T. Babcock, Deputy Director and Counsel, Office of Public Health and Safety, City of Indianapolis; Jarod Klaas, Sr. Director of Planning and Development, Indianapolis Airport Authority; LaTeeka Washington, Project Analyst, IndgyGo; Robert Coy, President and CEO, 16Tech Community Corporation; John Andrews, Vice President, Business Development & Marketing, Shiel Sexton; Matthew Schmitz, Project Executive, The Hagerman Group and Robin E. Winston, President, The Winston/Terrell Group

**Time:** 10:30 AM- 12:00 PM

**Location:** Indiana Convention Center, Room 232

**Sponsors:** KeyBank and RTV6

#### “Growing Your Business” – Access to Capital and Business Sustainability

Many small to mid-sized businesses are eager to compete with larger companies. Larger companies typically have more resources and a larger budget for new business ventures, therefore, allowing them an opportunity to be more successful. Every business owner, no matter the size of their company, desires to thrive and grow in their industry. Our successful and highly qualified panelists will educate participants on how to compete with larger businesses. Topics will include business opportunities in energy and emerging technologies, the status of construction workforce, and how to access capital for cash flow.

**Facilitator:** Tasha Phelps, President & CEO, Phelco Technologies, Inc.

**Panelists:** Juan Gonzalez Sr., President, Central Indiana, KeyBank; Jan Mansfield, Assistant Vice-President, KeyBank; Frank Davis, President, Circle City Rebar, LLC; Reggie Henderson, Vice President

& General Manager – Energy Solutions, Telamon; Chris Price, President, Indiana Construction Roundtable Foundation; Roosevelt Smith, CEO and Founder, ewebdata.com

**Time:** 12:30 pm- 2:00 pm

**Location:** Indiana Convention Center, Room 234

**Sponsor:** KeyBank

### **Indy Chamber's Business Model Canvas – the New Business Plan**

Not sure how to start your business plan? Don't worry about it! The Business Model Canvas will help you think through your business and keep the key points highly visible to you and your team, as well as help you communicate with mentors and investors. You will become familiar with the Canvas and learn practical techniques to think through what you're putting in the Canvas, why, and what it implies for your next steps.

**Presenter:** Jacqueline Troy, Director, Central Indiana Women's Business Center

**Time:** 2:15 pm- 3:45 pm

**Location:** Indiana Convention Center, Room 237

**Sponsors:** KeyBank and RTV6

### **Everything You Do is an Investment**

We only get one shot at this life. This workshop looks at how we spend each dollar and each minute, both professionally and personally. This workshop will help you look at the type of ROI we expect from investing our time, look at whether we are getting the desired returns, and address steps to improve. This is both a philosophical and practical look at time. How you spend it determines what you get out of it.

**Presenter:** Matt Judge, TJC Event Solutions

**Time:** 4:00 pm- 5:30 pm

**Location:** Indiana Convention Center, Room 234

**Sponsors:** KeyBank, RTV6 and IU Kelley School of Business

## **Tuesday, July 17<sup>th</sup>**

### **Business Opportunities with the State of Indiana**

Attend the State of Indiana workshop, a unique place to hear about business opportunities with various State contracting agencies! Get firsthand information and meet key decision makers from the respective government agencies. Find out about Everything AND the Kitchen Sink: INDR's Extensive Purchasing Opportunities within Indiana Department of Natural Resources (IDNR); Indiana Bureau of Motor Vehicle (BMV) has numerous contracts within BMV to share; and Indiana Department of Administration (IDOA) will tell you how to maximize, "I'm certified. Now where is My State Contract?"

**Facilitator:** Maia Siphshvili-Lee, Deputy Commissioner of the Division of Supplier Diversity

**Presenters:** Rickey Clark, Manager, Office of Public Involvement/Communications, INDOT; Sean Howard, Supportive Services Lead, INDOT; Lottie Hooyer, Executive Director of Contracts & Procurements, BMV; Chari Burke, Chief Administrative Officer, IDNR; Erin Kellam, Deputy Commissioner, IDOA; and Jon Ferguson, Executive Director of Contracts and Legislation, DOC

**Time:** 9:00 am- 10:30 am

**Location:** Indiana Convention Center, Room 232

**Sponsors:** KeyBank, RTV6 and Indiana Department of Administration

### **"Indiana Colleges and Universities: \$1 Billion Dollar Business Opportunities"**

Indiana businesses and entrepreneurs who attend this session will hear from decision makers from six Indiana State Educational Institutions (SEI). These institutions have real opportunities for qualified Indiana businesses. Hear each decision maker speak to the requirements that must be met in order to be successful in securing contracts with their respective institutions. Hear what it takes to tap into the current

of future opportunities that exist with our SEI's. Get all of your questions answered and find out who you should be approaching to do business with our colleges and universities.

**Presenters:** Rob Halter, Executive Director of Purchasing and Supplier Diversity, Indiana University; Daniel Martens, Director of Procurement Services, University of Southern Indiana; Roger Hassenzahl, Director of Purchasing Services, Ball State University; Kevin Barr, Director of Purchasing, Indiana State University; Doran Moreland, Executive Director of Statewide Diversity and Community Outreach, Ivy Tech Community College; Chris Springer, Manager, Strategic Sourcing, Purdue University

**Moderator:** Michael Babcock, Supplier Diversity Specialist, Office of Supplier Diversity Development, Purdue University

**Time:** 11:00 am- 12:30 pm

**Location:** Indiana Convention Center, Room 235

**Sponsors:** KeyBank, RTV6 and Indiana Department of Administration

### **Building Partnerships**

In today's agile environment, building long-lasting partnerships is key to building successful organizations. Partnerships align goals and create a common platform to share information from different perspectives. Creating strong partnerships create mutually beneficial relationships by increasing resources and capability; thus it drives process improvement between the participating parties. This workshop takes a deeper look at what it means to effectively create partnerships and how partnering with diverse suppliers help maintain competitive advantage.

**Presenters:** Danielle J. Vetter, Sr. Diversity Specialist, Cummins Inc.; Lisa D. Hardin, Diversity Procurement Project Manager, Cummins Inc.; and Helena E. Hutton, Diversity Procurement Director, Cummins Inc.

**Time:** 12:30 PM - 2:00 PM

**Location:** Indiana Convention Center, Room 237

**Sponsors:** Cummins Inc.

### **Governor's Awards Reception**

The Governor will present awards to recipients in the following categories: Sam Jones Trailblazer, Reverend Charles Williams Community Service, Achievement in Education, Achievement in Business, Entrepreneurship, Achievement in Health and Wellness, Achievement in Civil Rights, Community Impact, "Next Level" Youth, and Legacy.

**Keynote Speaker:** Governor Eric Holcomb

**Time:** 2:00 PM - 3:30 PM

**Location:** Indiana Convention Center, 500 Ballroom

**Cost:** Free (RSVP Required)

**Sponsors:** Indiana Family & Social Services Administration and Indiana Civil Rights Commission

### **US Housing and Urban Development and Small Business Administration (HUD/SBA) Resources Workshop – "Federal Partnerships for Entrepreneurs"**

The goal of this workshop is to connect small businesses and entrepreneurs to opportunities for federal and federal-funded contracts, including HUD field service contracts. The workshop will teach participants to utilize HUD's Section 3 and SBA's HUBZone initiatives to qualify their businesses for certain federally-funded contracts. In addition to the learning exercise, the workshop will include opportunities to interact with nontraditional small-business lenders offering loans from \$5,000 to \$100,000 and with free business advisory service providers equipped to assist small businesses and startups with a range of strategic challenges and opportunities.

**Facilitator:** John Hall, Field Office Director, U.S. Dept of Housing & Urban Development and Grant McFann, Program Management Analyst-Community Initiatives, U.S. Dept. of Housing & Urban Development

**Presenters:** Phillip Shelton, FHEO, U.S. Dept. of Housing & Urban Development; Sharon Harvey, SBA Economic Development Specialist; Andy Klee, Housing Program Specialist, U.S. Dept of Housing & Urban Development

**Time:** 4:00 PM - 5:30 PM

**Location:** Indiana Convention Center Room 232