



# ALASKA DEPARTMENT OF TRANSPORTATION & PUBLIC FACILITIES



**17<sup>TH</sup> ANNUAL  
DBE  
& CONTRACTORS  
CONFERENCE**  
FOUNDATIONS FORWARD



**DAY 1  
WEDNESDAY, MARCH 4**

8:00 AM - 8:30 AM	Registration and Continental Breakfast
8:30 AM – 9:30 AM	<p><b>Opening Remarks</b></p> <ul style="list-style-type: none"> <li>Rashaud Joseph, Manager, Alaska DOT&amp;PF Civil Rights Office</li> </ul> <p><b>Welcome Remarks</b></p> <ul style="list-style-type: none"> <li>Alicia Siira, Executive Director, The Associated General Contractors Of Alaska</li> <li>Wolfgang Junge, P.E. Central Region Director Alaska DOT&amp;PF</li> </ul>
9:30 AM – 10:30 AM	<b>Emotional Intelligence for Business Success</b> , Christi Bell, Associate Vice Chancellor & Executive Director UAA Business Enterprise Institute
10:30 AM – 10:40 AM	<b>Break</b>
10:40 AM – 11:00 AM	<p><b>ALASKA UNIFIED CERTIFICATION PARTNERS (AUCP) – “How to do Business &amp; Updates”</b></p> <p>Panel Members: Alyeska Pipeline Services, Kenai Peninsula Borough, Municipality of Anchorage, Alaska Railroad Corporation, Alaska Industrial Development and Export Authority</p>
11:00 AM – 11:50 AM	<p><b>Doing Business with Ted Stevens Anchorage International Airport</b></p> <p>Javier Robinson, C.M., Concessions Manager – Alaska DOT&amp;PF</p>
12:00 PM – 1:10 PM	<p><b>FREE Luncheon - WOMEN'S HISTORY MONTH</b></p> <p><b>Networking:</b> Small and minority businesses need to hone their networking and relationship-building skills- the key to getting a foot in the door.</p>
1:10 PM – 1:50 PM	<p><b>Economic Forecast</b></p> <p>Neal Fried, Economist, State of Alaska, Department of Labor, Research &amp; Analysis</p>
1:50 PM – 2:00 PM	<b>Break</b>
2:00 PM – 2:50 PM	<p><b>Safety Toolbox in Construction</b></p> <p>Steve Rowe, Swalling General Contractors and Kirstie Gray, Gray Services, LLC</p>
2:50 PM – 3:00 PM	<b>AASHTOWare Updates</b>
3:00 PM – 3:15 PM	<p>End of Day One Session:</p> <p>Aaron Nickols – Civil Rights Office Business Development /OJT Program Manager</p>

**Due to the limited availability of seats, early registration is strongly recommended to ensure your participation. REGISTER HERE: <https://dbealaska.com/>**



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**DAY 2  
THURSDAY, MARCH 5**

8:30 AM - 9:00 AM	<b>Business Resource Programs</b> – The Associated General Contractors Of Alaska, UAA Small Business Development Center, Procurement Technical Assistance Program
9:00 AM – 9:15 AM	<b>Civil Rights Updates:</b> Clarifying Commercial Useful Updates Prompt Payment Monitoring DBE Certification/AASHTOWare Project Vendor ID Contract Compliance Review Disparity Study Updates
9:15 AM – 9:45	<b>Solicitations &amp; Finding Work with Alaska DOT&amp; PF</b> Sharon L. Smith, P.E., Chief of Contracts, Alaska DOT&PF Contract Section
9:45 AM – 10:15 AM	<b>Mock Bid Day</b> - Construction industry professionals can get a true sense of what general contractors experience on bid day. Presented by: Jenith Flynn, Davis Constructors & Engineers, Inc. & Sean McKeown, Knik Construction Co., Inc. Attendees will learn: 1. How to make a bid stand out from the competition. 2. How to make the subcontractor bidding process more efficient and effective. 3. What NOT to do during the bidding process.
10:15 AM – 10:25 AM	<b>Break</b>
10:25 AM – 11:00 AM	<b>Do I Need an LLC?</b> There are five reasons for small business owners to have an LLC. This workshop will cover those five reasons and their options for legal structures. The workshop will also cover the most important document for an LLC called an operating agreement. Presented by: Attorney Andrew C. Mitton, Owner, Vellum LLC <a href="http://vellumllc.com/">http://vellumllc.com/</a>
11:00 AM – 11:45 AM	<b>Reach Customers Online with Google</b> - Learn how customers find your business online and how to promote your business using Search Engine Optimization (SEO) and Google My Business. In this workshop we'll discuss best practices for: Improving your website's visibility in Google's organic search results, on all devices; Creating a free Google My Business listing; Use Google My Business to connect with potential customers; create a free website using the info from your Business Profile. Presented by Penny Gage, Alaska Growth Capital
11:45 – 12:00 PM	Closing Remarks: Aaron Nickols – Civil Rights Office Business Development /OJT Program Manager
1:15 PM – 3:00 PM	<b>Matchmaking Business Sessions</b> Hosted by: Procurement Technical Assistance Center <a href="https://ptacalaska.org/">https://ptacalaska.org/</a> One-on-One Matchmaking Business Sessions will be offered as a value-added opportunity to meet with prime contractors and small businesses to build relationship. This portion of the event is limited in availability and is offered to small businesses registered for the overall conference on a first-come, first-served basis.

It is the policy of Alaska DOT&PF to ensure compliance with Title VI of the Civil Rights Act of 1964, related statues and regulations to the end that no person shall be excluded from participation in or be denied the benefits of, or be subjected to discrimination under any program or activity receiving federal financial assistance from the U.S. Department of Transportation on the grounds of race, color, sex, age, disability or national origin.