

THE FORUM

The goal of the 2004 Dane County Business Opportunity Forum is to increase the ability of minority and women-owned businesses to connect and do business with government procurement officers.

Starting the day with an energizing keynote presentation by Dane County Executive Kathleen M. Falk, the forum will continue with informational workshops dealing with the bidding process and women and minority certification. Attendees will have the opportunity to network and meet with other business owners, program sponsors, government officers and organizations providing business assistance in the Dane County area.



The Forum is the result of cooperative efforts between Dane County, Wisconsin Department of

Commerce, the UW-Madison Small Business Development Center, MATC's Business Procurement Assistance Center, Wells Fargo Bank, Wisconsin Women's Business Initiative Corporation and financial support of many community sponsors.



Dane County
Office of Equal Opportunity
Room 421
210 Martin Luther King Jr. Blvd.
Madison, WI 53703

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Associated Bank
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2004 Dane County BUSINESS OPPORTUNITY FORUM



Promoting Business Growth and Opportunity in Dane County

Thursday, November 18, 2004

Alliant Energy Center | Madison, Wisconsin

FREE PARKING

7:15 a.m.–11:45 a.m.

Keynote Speaker:

Dane County Executive KATHLEEN M. FALK

AGENDA



- 7:30 a.m. Registration
- 8:00 a.m. Breakfast
- 8:45–9:15 a.m. **Keynote Speaker:
Kathleen M. Falk**
- 9:30–11:45 a.m. Individual Purchaser Meetings
- 9:30–10:30 a.m. Concurrent Seminars
- 10:30–10:45 a.m. Break
- 10:45–11:45 a.m. Concurrent Seminars (repeated)

Since 1997, Dane County Executive Kathleen M. Falk has served as the chief elected official for Dane County. She is devoted to balancing the budget and creating innovative ways to make government more efficient for taxpayers.

Known for her leadership and ability in bringing people together over important issues, Kathleen also is known for helping people succeed. Hear Kathleen’s vision for Dane County that includes:

- Why small business is important to Dane County’s economic growth
- The benefits available to small businesses in Dane County

WORKSHOPS

- Exploring Business with Government—Panel Discussion
- What You Need to Know About Certification
- Small Business Financing and Technical Assistance

Government Buyers Attending Forum:
CITY OF MADISON
DANE COUNTY
SMALL BUSINESS ADMINISTRATION
STATE OF WI DEPARTMENT
OF ADMINISTRATION
US POSTAL SERVICE
UW-MADISON
AND MORE

REGISTRATION INFORMATION

\$25.00 includes breakfast,
keynote speaker Dane County Executive
Kathleen M. Falk, business seminars, and
access to meetings with government buyers

**For further information or to
register, call 608-221-1374 or
e-mail: expo@mcwproductions.com**

REGISTRATION FORM

PROCUREMENT OFFICER

ATTENDEE \$25/PERSON

NAME: _____

BUSINESS: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

PHONE: _____ FAX: _____

E-MAIL: _____

AMOUNT ENCLOSED _____

REGISTRATION IS EASY!

Register with form and mail to: MCW Productions | 5409 E. Buckeye Rd. | Madison, WI 53716
Make check payable to Dane County.