

Growth Strategies and a Practical Guide to Government Contracting

Thursday, April 22, 2011

Plaza Hotel & Suites Eau Claire

[Registration and Information](#)

Agenda

8:15 am - 8:30 am Introduction and Welcome

Carol Dunn, State of Wisconsin Department of Commerce; Aina Vilumsons, Wisconsin Procurement Institute

8:30 am – 9:00 am An Introduction to the Federal Government Market

Paul PierAgostini, Senior Director, Government and Energy Business Unit, Northwire, Inc.

9:00 am – 9:15 am How the Government Buys- Federal – Are you Ready for Prime Time?

*Tom Koopmeiners, Small Business Program Manager, U.S. Army Corps of Engineers, St. Paul District;
Aina Vilumsons, Wisconsin Procurement Institute*

9:15 am – 9:45 am Selling to the US Army Corps of Engineers

Tom Koopmeiners, Small Business Program Manager, U.S. Army Corps of Engineers, St. Paul District

9:45 am – 10:10 am Federal Certifications and Federal Small Business Programs

Cheryl Jordan, US Small Business Administration Wisconsin

10:10 am -10:30 am BREAK

10:30 am – 11:00 am How the Government Buys - State of Wisconsin

James Langdon, Acting Director, State of Wisconsin, Bureau of Procurement

11:00 am – 11:30 am State of Wisconsin Certifications – WBE, MBE and DVE

Carol Dunn, State of Wisconsin Department of Commerce; Tru Mwololo, State of Wisconsin Department of Commerce

11:30 am – 12:30 pm Learning from those that Know How to Succeed – A Panel Discussion

Moderator: *Paul PierAgostini, Senior Director, Government and Energy Business Unit, Northwire, Inc.*

Panel Members:

Cynthia Everhart, President, Energy Tech Solutions

Kristina Pence-Dunow, President, Home Town Trolley

Dave Hutton, Principal, Command Strategies

12:30 pm -1:30 pm Lunch and networking

1:30 pm – 2:30 pm The Most Powerful Tool in Government Contracting Today - TEAMING

Moderator: *Aina Vilumsons, Wisconsin Procurement Institute*

Panel Members:

Cheryl Jordan, US Small Business Administration Wisconsin

Jean Thiel, President, Belonger Corporation

Christian Fox, Corporate Counsel, Lunda Construction Company

Daphne M. Wilson, President, Zoe Engineering

2:30 pm - 3:30 pm MONEY – Where to Find it and How to Get It

Moderator: *Aina Vilumsons, Wisconsin Procurement Institute*

Panel Members:

Dagmar Beckel, Area Development Manager, State of Wisconsin Department of Commerce

Becky Freund, Business Development Specialist, US Small Business Administration Wisconsin

Wisconsin Business Development

US Department of Agriculture

3:30 pm - 4:30 pm Individual meetings with Government Certifiers (Optional)

Registration: Click [here](#) for both on-line and mail registration information:

- \$39 for the early bird special (before March 29, 2011)
- \$49 for the late registration (after March 29, 2011)

Contacts: For additional information, contact [Carol Dunn](#), Woman's Business Ombudsman, 608-267-0297 or [Aina Vilumsons](#), Executive Director of Wisconsin Procurement Institute, 414-270-3600

Added Conference Bonus:

This conference will be held at the same time and facility (Plaza Hotel and Suites, Eau Claire) as the 8th Annual Women's Business Conference. Attendees will have the opportunity to visit the exhibits and the activities of this conference as well during the day. Click [here](#) for event details of the Women's Business Conference.