

DAY ONE - MARCH 20

11:00 am	SALEM CONVENTION CENTER MAIN FLOOR Attendee & Speaker Check-In	
11:30 am – 12:45 pm	WELCOME WILLAMETTE A Connecting the Dots Being an entrepreneur can be risky and isolating. What if you had partners to work with you to plan, fund, start, sustain and grow your business? What if those partners could equip you to build your bottom line? Let's walk together from where you are to the results you want.	
1:00 pm – 2:45 pm	WILLAMETTE A Public Contracting 101 – Demystifying Government Contracting Small business...big government... Discover who, what, and where of government contracting. Learn to navigate the spectrum of contracting and diversify your clientele.	CROISAN C Understanding Prevailing Wage & Updates from Construction Contractors Board Prevailing wage, workforce obligations, and licensing can be complex. Get updates from the CCB, BOLI, and others to help you be successful on your next public works project.
3:00 pm – 5:00 pm	WILLAMETTE A Public Contracting 201 – State and Local Government Position yourself to successfully compete for state and local government contracts. Learn tips and tricks, understand solicitations, and prepare competitive bids and proposals.	CROISAN C Public Contracting 201 – Federal Government Successful contracting at the federal level: terms, methods, thresholds, tools, and locating opportunities. Meet with the experts and take it to the next level.
3:00 pm – 5:00 pm	WILLAMETTE C Engaging and Diversifying Your Supplier Pool Find partners to help you develop and leverage strong community relationships, increase supplier diversity, and increase the number and quality of proposals. Registration Available on iLearn: <Will provide iLearn link here> (GOVERNMENT AGENCY STAFF ONLY)	

DAY TWO - MARCH 21

7:30 am	SALEM CONVENTION CENTER MAIN FLOOR Attendee Check-In						
8:00 am – 8:50 am	WELCOME & CONTINENTAL BREAKFAST WILLAMETTE Moving Oregon Forward Governor Kate Brown is changing the way the State of Oregon does business. Join us for a warm welcome to Salem, continental breakfast and hear about how your organization can benefit from a new framework for success. Keynote: Governor Kate Brown, Emcee: Bonnie Milletto			ORPIN & COBID STATION	EXHIBITING		
9:00 am – 10:20 am	PATH 1 [START] SANTIAM 4 & 5 Framework for An Unbreakable Foundation Entrepreneurs wear many hats, which can be challenging. Here you'll gain: <ul style="list-style-type: none"> • Connections and assistance through strategic partners • Critical startup basics • Legal information • Other tips to position your business to build an unbreakable foundation. 	PATH 2 [SUSTAIN] SANTIAM 6 Strengthen and Stabilize Your Business Core With a strong foundation, you're positioned for growth. Before you take that next step, join in to hear experts share their experiences and engage in valuable discussions about: <ul style="list-style-type: none"> • Business Culture • Community Relationships • Hiring and retaining new employees • Other areas that can impact the strength and stabilization of your business core. 	PATH 3 [THRIVE] CROISAN A & B Be Business-Strong Business Strong = connecting with the right people and resources. In this session we'll talk about the importance of: <ul style="list-style-type: none"> • Developing and leveraging Public/Private Partnerships • The relationship between culture and retention of top talent • Business case for a diversified workforce 			WILLAMETTE FOYER ORPIN and COBID experts will be stationed in the Gallery to assist business attendees throughout the day with questions and/or hands on training as needed. 9:00 am – 3:00 pm [Closed during continental breakfast and luncheon]	SANTIAM RIVER ROOM & GALLERY Public Contracting and Private & Prime Exhibitors 9:00 am – 3:00 pm [Closed during continental breakfast and luncheon]
10:30 am – 11:50 am	PATH 1 [START] SANTIAM 4 & 5 It All Starts with Money Just getting started? Let's talk about how the decisions you make today impact your future financial growth.	PATH 2 [SUSTAIN] SANTIAM 6 Money to Grow There's a whole universe of needs for cash in your business and a whole universe of possibilities. Spend time with the experts to learn about options and determine what's right for your business, now and in the future.	PATH 3 [THRIVE] CROISAN A & B Increase Your Buying Power A banker, an angel and a venture capitalist walk into a conference... Join the conversation about going big with your business.			9:00 am – 3:00 pm [Closed during continental breakfast and luncheon]	WILLAMETTE FOYER Business Resource and Capital Partner Exhibitors. 9:00 am – 3:00 pm [Closed during continental breakfast and luncheon]
12:00 pm – 1:15 pm	LUNCHEON WILLAMETTE Join us for an outstanding and inspiring luncheon.						