



Welcome

This event will give you the opportunity to learn about the process of working with DelDOT & to increase your awareness of opportunities available to Disadvantaged Business Enterprises (DBEs).

Today's Speakers

Speakers from Federal Highway Administration, DelDOT, Prime Contractors/Consultants & DBE firms will discuss topics including what DelDOT & Primes expect when submitting bids, an overview of ADA Construction, what it's like to work with DelDOT, Title II compliance & marketing training.

JOE ELLIS (ADA Construction) ADA Construction Manager, DelDOT

Joe Ellis has been DelDOT's Construction Technology Manager since 1995; he is currently DelDOT's ADA Construction Manager. He has over 40 years experience in highway construction management - with DelDOT, as a manager for a highway contractor, and with HNTB Consulting Engineers. For twelve years he managed DelDOT's yearly winter workshops. He has done many presentations over the past eighteen years including post-construction reviews and year-end reviews of DelDOT's construction projects.

WENDY HENRY (Doing Business w/DelDOT) Contract/Consultant Control Coordinator, DelDOT

Wendy serves as the Consultant Control Coordinator for DelDOT's Contract Administration Section, and is the point person for a wide variety of professional service providers, from engineering firms to software companies. Wendy joined DelDOT as a DMV employee in 1999 and transitioned to her position in the Contract Administration Group with DelDOT in 2005.

JIM HOAGLAND (Doing Business w/DelDOT) Contract Service Administrator, DelDOT

Jim is DelDOT's Contract Services Administrator. The Contract Services group handles: contractor registration, project advertisement, review of submitted bids, preparation of bid tabulations, and contracting with the awarded contractor. He joined the Department in 2004 with over 20 year of private sector procurement.

CHRISTINE LEVELY (Doing Business w/DelDOT) CICA; External Audit Supervisor, DelDOT

Christine has been employed with the Department for over 30 years. She has worked in Contract Administration, Human Resources, Finance, and Audit. Christine has spent most of her career in the Audit section conducting both external and internal audits. External auditing involves reviewing cost proposals, indirect cost rates and project costs, while internal auditing reviews internal controls within the Department and those of consultants, contractors and other vendors.

KEVIN MALLIA (Marketing) Business Development Specialist, Stokes Creative Group Inc.

Kevin Mallia brings a wealth of knowledge to the summit in marketing, event management, and presentations. In his previous roles, Kevin led product training and informative presentations for sponsors including Major League Soccer (MLS) and Microsoft. Additionally, he conducted several large demonstrations for the LPGA. He joined Stokes Creative Group, Inc. in 2014. Stokes is a DBE firm with offices in New Jersey, New York, Philadelphia and Baltimore. They are certified to work throughout the Northeast and maintain certifications as a WBE/DBE/SBE.

MICHELLE N. MORIN, M.B.A. (Access to State Opportunities) Executive Director of the Office of Supplier Diversity for the State of Delaware

Michelle Morin focuses on improving access to economic opportunity for businesses owned 51% or more by minority, women, veterans, service disabled veterans, individuals with disabilities, and uniquely-sized small business entities. Michelle sits in participant or advisory roles on numerous councils, boards, and commissions including the Board of Directors for The National Association of State Minority, Women, and Disadvantaged Business Enterprise Directors. Her supplier diversity experience spans state procurement, certification, strategic planning, reporting, outreach, inclusion, and creation of policy and methodologies.

JOHN MCNEAL (Title II) ADA Title II Coordinator, DelDOT

John McNeal became DelDOT's Title II ADA/Section 504 Coordinator in 2012. John has 28 years of experience in construction management and has 25 years of experience in working on disability rights and accessibility to include ADA compliance. In 2010, John was recognized by the Wilmington News Journal as one of the 25 people who matter in Delaware for his work helping to advance the lives of persons with disabilities. John's most significant accomplishment since arriving at DelDOT has been assisting the agency in adopting the DelDOT ADA Transition Plan. Delaware is one of 23 states in the country that meets this federal requirement.

NICOLE PACE, M.A. (Marketing) Business Development & Public Outreach Specialist, Stokes Creative Group Inc.

Nicole Pace is a professional communications industry leader and former Professor with more than a decade of experience in public speaking and presentations, as well as public relations, marketing communications, and business development. She joined Stokes Creative Group, Inc. in 2014 as a Business Development and Public Outreach Specialist. Stokes is a DBE firm with offices in New Jersey and Baltimore. They are certified to work throughout the Northeast and maintain certifications as a WBE/DBE/SBE (Woman/Small Business Enterprise).

JAMES SINGER (Estimating) Senior Cost Estimator, Promatech, Inc.

James N. Singer has over 35 years of experience in construction management and project controls services. He has provided direct and indirect supervision, coordination and scheduling of civil construction and electrical activities on a variety of major construction projects. He has been involved in the design and construction of numerous industrial, infrastructure, institutional and military projects. Mr. Singer has successfully estimated projects ranging from less than \$1 Million to over \$1 Billion. Mr. Singer utilizes eTakeoff and 4Clicks software for cost estimating. Promatech is a DBE firm from NJ and they also have offices in NY.

TODD WEBB (ADA Construction) Engineer Technician III, DelDOT

Todd has been with the Delaware Department of Transportation (DelDOT) since December of 2011. Prior to his position at DelDOT, Todd was employed by the surveying firm Charles D. Murphy Associates in the role of designer and project manager. Throughout his career at DelDOT, Todd has held several positions working as an inspector in Construction and as a surveyor in the Survey Section. Todd joined the ADA section of DelDOT in 2013 and holds the current position of ADA Compliance Specialist.

Begins 7:30	Registration
7:30—8:30	Breakfast & Networking (Ballroom B)
8:40	Opening Remarks (Ballroom B) Warren Whitlock , Associate Administrator for Civil Rights, Federal Highway Administration DelDOT Leadership Mary Ridgeway , Division Administrator, Federal Highway Administration John McNeal , DelDOT ADA Title II Coordination
9:50—11:30	Construction Panel (Diamond 1) Learn what DelDOT & Prime Contractors expect when submitting bid information. The panel will also feature a Q&A session. Consultant Panel (Diamond 2) Learn what DelDOT & Prime Consultants expect when submitting bid information. The panel will also feature a Q&A session.
10:30—11:30	How to Become a Delaware Certified DBE (Ballroom B)
11:30—12:50	Lunch & Keynote Speaker (Ballroom B) Matt Denn , Attorney General of Delaware
1:00—1:50	ADA Construction 101 (A) (Diamond 1) A brief overview and guidance for the most common ADA construction/design issues that have been identified through DelDOT ADA inspections. Doing Business with DelDOT (Diamond 2) This session will provide specific information regarding submitting information to DelDOT's Contract Administration Department.
2:00	Vendor Tables Open (Ballroom A)
2:00—2:50	Estimating (Diamond 2) This session will provide information regarding how to estimate projects properly. ADA Construction 101 (B) (Diamond 1) Tell us what you need to know? A brief Q&A to answer your important questions regarding construction & design for ADA Compliance. Questions provided in advance will be prioritized.
3:00—4:00	ADA Title II (Diamond 1) Why compliance is important to contractors & consultants. Marketing Training (Diamond 2) Helpful information regarding how to market your business. Access to State Opportunities (Ballroom B)
Through 5:00	Networking & Vendor Tables (Ballroom A)

Businesses & Resource Partners

- George & Lynch
 - A-Del Construction
 - AECOM
 - KCI
 - JMT
 - Skanska
 - Cherry Hill
 - Primerica
 - PTAC
 - Century
 - URS
 - DelDOT Contract Administration
 - DE Office of Supplier Diversity
 - Delaware Economic Development Office
 - Whitman Requard & Associates
 - Small Business Association
- And many more.....

Panel Members

- A-Del
- URS
- Century Engineering
- WRA
- Javier Torrijos (DelDOT)
- Daisy Construction
- George & Lynch



Dover Downs Hotel & Casino Conference Center

Keynote Speaker, Matt Denn Attorney General of Delaware



Attorney General Matt Denn took office in January 2015, and has worked as an advocate for Delaware's children and a proponent of small businesses. Prior to this election Matt was serving his second term as Delaware's Lieutenant Governor. Attorney General Denn has been elected to serve the people of Delaware since 2005, working to make our state safer, to protect consumers and taxpayers, to advocate for Delaware's children, especially those with disabilities, to make Delaware a better place to own and grow a business, and to improve the state's schools. Attorney General Denn worked closely with the Governor on the Governor's landmark early childhood education program, and has been part of the Governor's financial team, helping balance four state budgets during the worst recession in almost a century.



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