



**20
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**INDIANA BLACK EXPO
BUSINESS
CONFERENCE**

Presented by **KeyBank** 

July 15th & 16th
Indiana Convention Center

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BUSINESS
CONFERENCE

WELCOME

The 2019 Indiana Black Expo Business Conference presented by KeyBank is an exciting 2-day conference of workshops, symposiums, receptions and networking opportunities held during the second week of IBE's Summer Celebration. The goal of the business conference is to provide a venue to empower diverse business owners, entrepreneurs, and professionals with information and resources that will assist them in growing their business and achieving financial or advancing in their careers.

Workshop presenters and expert panelists will share business opportunities and diversity initiatives within Central Indiana, universities, and state and federal agencies. Business owners and financial representatives will provide strategies on growing and sustaining your business by obtaining financial resources and implementing long-term planning strategies. For executives, presenters will share effective strategies on how to master your own personal brand and how to manage processes rather than people.

Over the years, the conference has blossomed into one of the premier events of Summer Celebration and offers a wealth of information and opportunities for Indiana's existing and aspiring business communities and professionals seeking skills to accelerate their growth track.

Indiana Black Expo is also partnering with InnoPower Indy to provide two additional days of meetings, Friday, July 19 and Saturday, July 20 which are designed to embrace the diversity of Indianapolis while engaging the brightest minds from the best companies across our city, our state and other parts of the world. For more information about this event, visit www.InnoPowerIndy.com

We extend a special thanks to our Business Conference sponsors.



Sincerely,

Tanya Bell

TANYA BELL | President and CEO
Indiana Black Expo, Inc.

LETTER FROM
THE PRESIDENT

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INDIANA BLACK EXPO
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AGENDA

Monday July 15th

MAYOR'S BREAKFAST:

Key executives will discuss diversity and inclusion, supplier diversity and workforce initiatives taking place in their organization and companies. This event includes business development, diversity highlights, award recognition and networking opportunities.

Speaker: Mayor Joe Hogsett, City Of Indianapolis

Panelists: Mario Rodriguez, Executive Director, Indianapolis Airport Authority; Karin Sarratt, One America, Senior Vice-President and Chief Human Resources Officer; Shon Wright, Vice President and General Manager of Cummins Turbo Technologies; and Fred Payne, DWD Commissioner, Indiana Department of Workforce Development

Moderator: Angela Smith Jones, J.D, Deputy Mayor of Economic Development at City of Indianapolis.

Emcee: Amanda Starrantino & Marc Mullins, Emmy-nominated Co-Anchors of RTV6's Evening News

Time: 8:30AM-10:15AM; Check-in begins at 8:00AM

Cost: Advanced Registration Required

Location: Indiana Convention Center, Sagamore Ballroom 3-5

Sponsors: KeyBank, Cummins Inc., RTV6, Indiana State University, Eli Lilly and Company, OneAmerica, Indiana Department of Transportation, AT&T, Indianapolis Airport Authority, Indiana Department of Workforce Development, Carrier United Technologies, Indiana University Kelley School of Business, First Electric Supply, National Black MBA Association -- Indianapolis Chapter.



**MAYOR
JOE HOGSETT**

CITY OF INDIANAPOLIS PROJECT PIPELINE - 2020 OPPORTUNITIES & BEYOND

In this workshop, information regarding several upcoming multi-million dollar projects with numerous contracting opportunities for the Minority/Women/Veteran and Disability-Owned Business community will be provided. Projects to be discussed include: City of Indianapolis-Marion County Community Justice Center; 16 Tech Innovation Community; IndyGo's Rapid Transit System; IU Health, Indianapolis Airport Authority and several others.

Facilitator: Debra M. Simmons Wilson, MCRP, Managing Principal, Engaging Solutions

Presenters: Isaac Bamgbose, Senior Vice President of Development, Ambrose Property Group; James Duke, Director of Diversity and Inclusion, Indiana University Health; Chelci R. Hunter, DBELO Diversity Specialist, Indianapolis Public Transportation Corporation (IndyGo); Jarod Klaas, Senior Director of Planning and Development, Indianapolis Airport Authority; Andrew J. Mallon, Executive Director, Indiana Convention Center/Lucas Oil Stadium, Former Corporation Counsel-City of Indianapolis; David McMath, Project Manager and Tracy D. Short, Project Manager, Browning/Davis Building One and 16 Tech Joint Venture LLC

Time: 10:30 AM -12:00 PM

Location: Indiana Convention Center, Room 201 **Sponsors:** KeyBank, RTV6, Indiana State University, Cummins Inc. and Delta Faucet

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Every business owner, no matter the size of their company, desires to thrive and grow in their respective industry. Our successful and highly qualified panelists will educate participants on how to start a viable business, grow capacity and plan for the future. Topics will include how to create an effective business plan with short-term and long-term strategies that will allow you to access capital for cash flow or create internal cash flow for successful scaling and succession of your business. You will leave the workshop with a strategy to create cash accruals that will allow you to thrive in your business.

Facilitator: Deborah Oatts, President and Co-founder of Nubian Construction Group.

Panelists: Juan Gonzalez, President, Central Indiana, KeyBank; Pete Dunbar, Sr. Vice-President Private Banking Sales Leader, KeyBank; Jackie Troy, Director, Central Indiana Women's Business Center; Rosemily Geyer, President and CEO, Geyer Fire Protection, LLC; John Thompson, Chairman and Chief Executive Officer of Thompson Distribution Company, Inc., First Electric Supply Company, LL, CMID, and BC-SESCO; Tiffany Thompson, President and Executive Recruiter of DaMar Staffing Solutions; and Darice Rene, CEO and Creative Director of The Power Collective Marketing Agency

Time: 12:30 PM-2:00 PM

Location: Indiana Convention Center, Room 202

Sponsors: KeyBank

MASTER YOUR OWN PERSONAL BRAND

Personal Branding is the practice of people marketing themselves and their careers. This interactive workshop will guide attendees through the process of building a successful and impactful personal brand as a pathway to career success. Attendees will discuss and evaluate brands that people encounter every day to understand basic branding principles and how they correlate to highlighting personal strengths for career advancement. Practical applications for using the principles will be taught through several engaging activities which will foster in-depth conversation. Attendees will leave the workshop with recommended next steps, equipping them to build a successful personal brand.

Presenters: Danielle Vetter, Global Diversity and Inclusion Manager, Cummins Inc.

Time: 2:15 PM - 3:45 PM

Location: Indiana Convention Center, Room 203

Sponsors: Cummins Inc.

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This workshop will address how to provide clear, concise direction for people to follow in order to accomplish a task; acknowledge the difference between a manager whose focus is on the completion of the task with varying results and a leader whose focus is on the person carrying out the task; and provide understanding of the connectivity between the leader and employee that affects the productivity and success of not only the employee, but also of the process engaged or task. Leading allows for in-depth and comprehensive discussions that focus on the skills of an individual. Manager or leader, which are you and why?

Presenters: Robby Smith, Technical Business Analyst/Project Manager with ProLegion and Career Development Coach for the Project Management Institute of Indiana, Indianapolis Chapter (PMICIC)

Time: 4:00 PM - 5:30 PM

Location: Indiana Convention Center, Room 204

Sponsors: KeyBank, RTV6, Indiana State University, Cummins Inc. and Delta Faucet

Tuesday July 16th**BUSINESS OPPORTUNITIES WITH THE STATE OF INDIANA: CONNECTING THE DOTS**

At any moment, there are dozens of services being requested by numerous Indiana contracting agencies. Understanding how to identify and navigate through the multitude of state opportunities may seem overwhelming but this workshop is structured to give attendees an inside look on where to begin. Our panel of powerful presenters will lead attendees to better understand the needs of each agency and make their own connections on how to do business with the State of Indiana. This annual workshop, facilitated by the Indiana Division of Supplier Diversity, is packed with decision makers from the following agencies: Indiana Department of Administration (IDOA), Indiana Department of Transportation (INDOT), Indiana Procurement Technical Assistance Center (PTAC) and Indiana Department of Natural Resources (DNR). Each agency will describe what types of services are frequently requested, what contracts are available and where businesses can find such contracts. Join us for a workshop full of information you won't want to miss!

Facilitator: Maia Siprashvili-Lee, Deputy Commissioner, Indiana Division of Supplier Diversity

Presenters: Rickie Clark MBA, Office of Public Involvement/Communications Division Manager, INDOT; Eric Klinefelter, Director of Account Management and Sourcing Operations, Procurement Division, IDOA; Chari Burke, Chief Administrative Officer, IDNR; and Chris Jeffers, State Director, Indiana Procurement Technical Assistance Center.

Time: 9:00 AM - 10:30 AM

Location: Indiana Convention Center, Room 201

Sponsors: KeyBank, RTV6, Indiana State University, Cummins Inc., Delta Faucet and Indiana Department of Administration

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Eli Lilly and Company is ranked 9th on the 2019 Diversity Inc. list of Top Companies for Supplier Diversity. As a sponsor of the IBE Business Conference, we will share what it takes to win the business. Business acumen is the ability to quickly learn and apply business knowledge in a manner that will help a company achieve its goals and objectives. As a business owner, you must have the skills to help your business and potential clients achieve business goals. In this session we will discuss what business acumen is and why it's important; how to think strategically and communicate effectively; how to connect to potential clients and understanding the client's "why"; and best practices and pit falls.

Presenters: Shirley Tang - Audritsh, Program Manager, Supplier Diversity, Eli Lilly and Company and Robert Ellington, Manager, Global Diversity and Inclusion Office, Eli Lilly and Company

Time: 10:45 AM - 12:15 PM

Location: Indiana Convention Center, Room 202

Sponsors: Eli Lilly and Company

DOING BUSINESS WITH INDIANA COLLEGE AND UNIVERSITIES (SEIs)

This workshop brings together decision makers from the largest college and universities in the state. Attend and learn how your firm can get in to the Higher Education industry. Hear each decision maker speak to the requirements that must be met in order to be successful in securing contracts with their respective institutions. Hear what it takes to tap into the current or future opportunities that exist with our SEIs. Get all your questions answered and find out who you should be approaching to do business with Indiana's state universities.

Presenters: Rob Halter, Executive Director of Purchasing and Supplier Diversity, Indiana University; Daniel Martens, Director of Procurement Services, University of Southern Indiana; Roger Hassenzahl, Director of Purchasing Services, Ball State University; Kevin Barr, Director of Purchasing, Indiana State University; Dominick Chase, Assistant Vice President for Finance & Chief Procurement Officer, Ivy Tech Community College; Chris Springer, Manager, Strategic Sourcing, Purdue University
Facilitator: Denise Herd, MBA, President, Herd Strategies, LLC

Time: 12:30 PM - 2:00 PM

Location: Indiana Convention Center, Room 201

Sponsors: KeyBank, RTV6, Indiana State University, Cummins Inc., Delta Faucet and Indiana Department of Administration

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Tuesday July 16th

GOVERNOR'S AWARDS RECEPTION

The Governor will present awards to recipients in the following categories: Sam Jones Trailblazer; Reverend Charles Williams Community Service; Achievement in Education; Achievement in Business; Entrepreneurship; and Achievement in Health and Wellness Award; Achievement in Civil Rights, "Next Level" Youth; and Harold O. Hatcher Award.

Keynote Speaker: Governor Eric Holcomb

Time: 2:00 PM - 3:30 PM

Location: Indiana Convention Center, 500 Ballroom

Cost: Free (RSVP Required)

Sponsors: Indiana Family & Social Services Administration, Indiana Civil Rights Commission and Indiana Department of Administration



ERIC HOLCOMB
GOVERNOR OF INDIANA

Innopower Indy

Indiana Black Expo is also partnering with **Innopower Indy** on two additional days of meetings, **Friday, July 19 and Saturday, July 20** which are designed to embrace the diversity of Indianapolis while engaging the brightest minds from the best companies across our city, our state and other parts of the world. The event will bring together partners, investors, future advocates, and entrepreneurs for two full days of keynote sessions, panel discussions, interactive workshops, and pitch competitions.

Visit www.InnoPowerIndy.com for more event details and to register yourself and your team.

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