



MoDOT/AGC 2011 SMALL BUSINESS EXPO

CAPITOL PLAZA HOTEL

FRIDAY, JULY 15, 2011—7:00 AM-1:30 PM

“DOING BUSINESS WITH MoDOT AND ITS CONTRACTORS”

AGC of Missouri, AGC of St. Louis and the Missouri Department of Transportation (MoDOT) are partnering to bring you the MoDOT/AGC 2011 Small Business Expo. The workshop will be held Friday, July 15 (day after AGC/MO BBQ) at the Capitol Plaza Hotel in Jefferson City, MO. Registration deadline is July 6, 2011.

AGC Members, Prime Contractors, Subcontractors, DBEs, Community Based Organizations, Business Partners, Public Agencies, and New Business Owners — are cordially invited to attend this free workshop!

MoDOT/AGC SMALL BUSINESS EXPO AGENDA

Thursday, July 14

After 11:00 pm Vendor/Booth Setup

Friday, July 15

6:00 am Vendor Setup Begins
7:00 am Registration / Vendor Setup Continues / Networking

8:00-8:30 am Breakfast

8:45-10:15 am **“How to do Business with MoDOT and Its Contractors” - Part 1**

by Russell Crane, Emery Sapp & Sons, Inc.

This program will give you an informative overview of the MoDOT/Contractor relationship, and is designed to be an instructive “question and answer” format that will be delivered to attendees from the Contractor’s perspective. This information is designed for Contractors who are new to MoDOT work. Handouts and other materials will be provided.

10:15-11:15 am Networking
Various vendors will have booths and information set up for your review. This time will be set aside to give you an opportunity to network and meet others in the industry.

11:15-12:15 pm **“How to do Business with MoDOT and Its Contractors” - Part 2**

by Russell Crane, Emery Sapp & Sons, Inc.

12:15-1:30 pm Networking and Program Concludes

VENDORS/EXHIBIT BOOTHS

All companies are invited to have an exhibit booth at the 2011 MoDOT/AGC Small Business Expo at a cost of \$75 per booth. Booths will be assigned by AGC, and will include 8 x 10 booth space, pipe and drape, 8’ table, two chairs, waste-basket and signage. Electricity, AV and other requests should be made directly with Kelly Forck at Capitol Plaza Hotel, kelly.forck@iqh.com or 573-638-2312. Our 2010 Business Expo included 22 vendors—we hope to build on that number for 2011.



CAPITOL PLAZA HOTEL

A block of sleeping rooms has been reserved at Capitol Plaza Hotel for Thursday evening, July 14. Room rate is \$95.00 plus tax. Rooms are on first-come, first-serve basis. Call the hotel directly at 573-635-1234 to make your room reservation. You must mention “AGC/MO” to get the contracted room rate.



▲ **RUSSELL CRANE** is the Chief Estimator at Emery Sapp & Sons, Inc. based out of Columbia, MO, where he has worked for ten years; and he is a former AGC of Missouri Chairman of the Board. He has over 30 years experience bidding highway work in Missouri, Iowa, Illinois, Kansas and Arkansas.

