

Senator Ernst's Entrepreneur Expo:

A Small-Business Government Contracting and Innovation Conference
Iowa State University, Memorial Union Building
2229 Lincoln Way, Ames, IA 50011
August 6, 2024

- 8:00-9:00AM **Registration Opens & Light Breakfast**
- 9:00-9:30AM **Welcome & Small Business Agenda on the Senate Small Business Committee**
Lisa Shimkat, State Director, Iowa Small Business Development Center
Wendy Wintersteen, President, Iowa State University
Senator Joni Ernst, Ranking Member, U.S. Senate Committee on Small Business & Entrepreneurship
- 9:30-9:40AM **Keynote Speaker**
Krista Taylor, Owner & Vice President, Taylor Construction
- 9:40-10:20AM **Engaging American Small Businesses in Mission Critical Contracting Opportunities**
Senator Joni Ernst
Lieutenant General Scott A. Spellmon, U.S. Army Corps of Engineers
Moderator Stephen Voline, National Security Advisor, Office of Senator Joni Ernst
- 10:20-11:00AM **Break and Networking Opportunity with Agency Exhibitors**
- 11:00AM-12:00 PM **Breakout Session #1**
How to Start Selling in the Government Market
Samantha Ferm-LeClere, CIRAS APEX Accelerator
- Small Business Certifications
Julie Fagle & Mary Zimmerman, CIRAS APEX Accelerator
- America's Seed Fund – Harnessing the Power of Small Business to Build Next-Generation Technologies (Second Floor, Campanile Room)
Moderator: *Anne McMahon*, Iowa Economic Development Authority
- Edward Metz*, SBIR Program Manager, Department of Education
David Songstad, National SBIR/STTR Program Leader, United States Department of Agriculture
Matt McMahon, Small Business Education and Entrepreneurial Development Director, National Institutes of Health

Annette Finsterbusch, Acting Section Head for Small Business Programs, National Science Foundation
Richard Mann, Program Manager of Small Business Programs, National Aeronautics and Space Administration

12:00-12:30 PM **Break/Lunch and Networking Opportunity with Agency Exhibitors**
Break for self-provided lunch in the Memorial Union food court, or continue networking with agencies in the Great Hall

12:30-1:30 PM **Breakout Session #2**
Finding Opportunities in Your Government Market – Who is Buying What You’re Selling?
Kelly Freel, CIRAS APEX Accelerator

Preparing a Winning Proposal
Jodi Essex, CIRAS APEX Accelerator

Subcontracting 101
Jessica Keith, Small Business Liaison Officer, Collins Aerospace
Inna Clasen, Subcontracts Manager, Collins Aerospace
Tom Pientok, President & CEO, Timberline Manufacturing

Blueprint for Defense – Identifying Nontraditional Small Business Opportunities within the DoD
Moderator: *Stephen Voline*, Office of Senator Joni Ernst

Brian Shipley, Acting SBIR/STTR Director and Commercialization Program Manager, Department of the Navy
Col. Elliott Leigh, Director of AFWERX and the Chief Commercialization Officer, Department of the Air Force
Paul Reid, SBIR Portfolio Manager, Department of the Army
Katherine Koleski, Director of Congressional Affairs and Policy, Defense Innovation Unit
Lisa Sanders, Director of Science and Technology for Special Operations Forces, Acquisition, Technology & Logistics (SOF AT&L), U.S. Special Operations Command

1:30-3:00 PM **Networking Opportunity with Agency Exhibitors**

3:00 PM **Closing**