

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 TBD
- 10:20-11:00AM **Break and Networking Opportunity with Agency Exhibitors**
- 11:00-12:00 AM **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
Moderator: Anne McMahan, Iowa Economic Development Authority
Panelists TBD
- 12:00-12:30 AM **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

Collins Aerospace

Blueprint for Defense – Identifying Nontraditional Small Business

Opportunities within the DoD

Moderator: Stephen Voline, Office of Senator Joni Ernst

Panelists TBD

1:30-3:00 PM

Networking Opportunity with Agency Exhibitors

3:00 PM

Closing