Florida Community Economic Development Summit-Let’s Do Business Florida
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FMCRC Let’s Do Business Florida
Agenda
THURSDAY MAY 31ST, 2012

7:15am-8:15am Construction Advocacy Meeting: Retail and Fast Food Industry Focus
This meeting will bring together leaders from across Florida to discuss options to open up access and opportunities in the construction retail and fast food industries.
Meeting Chair: Al Pina, President Florida Minority Community Reinvestment Coalition; Let’s Do Business Florida - Summit Chair

8:00am – 8:30am Continental Breakfast & Registration – Pre-Function Area

8:30am-9:00am Welcome Address: LETS DO BUSINESS FLORIDA- Call to Action and Overview of Construction Economic Forecast – Bay Room
Presenter: Al Pina, President Florida Minority Community Reinvestment Coalition; Lets Do Business Florida - Summit Chair

Concurrent Sessions 1:
9:00am-10:00am

Session 1: Financial Diversity Forum- Sponsored by Regions Bank - Bay Room
This Forum will discuss diversity best practices, issues and opportunities that provide diverse communities and businesses, increase access and opportunities for minority and veteran owned business within Florida’s construction industry.
Moderator: Valerie Crawford, Chairman Miami-Dade Chamber of Commerce
Panelists: Carol E. Clarke, Vice President Corporate Procurement, Supplier Diversity Manager – Regions Financial Corporation; Derek Cantey, Senior Vice-President - Wells Fargo; Carolyn Lee -Supplier Diversity Manager -PNC Bank; D. Michael “Mickey” Collins- Director FDIC- OMWI; Lee Bowman Associate Director –OMWI- Federal Housing Finance Agency; Joyce Cofield- Executive Director-Comptroller of the Currency- OMWI
Session 2: Green Construction Panel - Palm Room
This panel will introduce key green initiatives from perspectives of facilities maintenance, construction management, commercial landscaping, general contracting, and building and development. Presenters will discuss: An owners’ rationale for building green; expansions and sustainability in the green building movement; improved marketing, performance and value of green building. 
Speakers: Maruja Torres-Antonini and James Sullivan, Green Advantage, Inc

9:00am-1:00pm NDC Cash Reigns Supreme: Tracking the Financial Results of your Business – Sand Key Room
Sponsored by: BB&T Bank
(*Pre-registration required which includes a pre-session reading assignment)
A one-half day course designed for small business owners that teaches the importance of financial statements and how they can be used to make better business decisions. The connection between bookkeeping transactions and financial statements is made using Quickbooks software. Participants learn how third parties, including lenders, evaluate financial statements to make lending decisions. Specific topics include:
- The importance of maintaining current and accurate financial records
- Keeping financial records with Quickbooks
- Accounting terminology
- Balance sheet
- Profit and loss statement
- The importance of cash
- Determining your company’s cash needs
- Cash flow statements
- Cash flow forecasting
- Selecting an accountant and accounting system
- Preparing for growth

Concurrent Sessions 2:
10:15am-11:15am

Session 1: Increasing Access to Bonding– Island 1 Room
This workshop will prepare contractors, facility managers and other construction professionals to how they can increase access to obtaining performance bonds and how to increase their bonding lines of credit. Larry Polec, President of Krisilis will introduce participants to alternative solutions to traditional bonding.
Presenters: Larry Polec, President & CEO, Krisilis; Joseph L. Moore, JLM Risk Management Group; Andrea Michael, Assistant Vice-President, CCI Surety

Session 2: Increasing Working Capital and Credit Lines – Palm Room
This workshop will share creative strategies for improving liquidity during the current financial markets. The topics will include improving cash flow, how to prepare your financial statements and other documents in order to increase working capital and obtain or increase business lines of credit with banks. Presenters may also discuss various solutions that other contracting firms have implemented during these tough economic times on how to maintain and or improve their financial positions.
Presenters: Dave Baker, Vice President PNC Bank; C. Russell Slappey, Managing Partner/CEO, Nperspective

Session 3: Construction Economic Forecast for 2012 and 2013- Bay Room
This panel will include representatives from major corporations who will discuss what their planned capital spend will be for 2012 and 2013. The main focus will be on capital investments for new ground up, Denovo’s, remodeled stores and facility improvements. Companies will share their expansion and renovation plans for the coming year. Confirmed companies include: Walmart- Carle Crowe, Vice President of Construction; Florida Department of Transportation- Ed McKinney, Program Management Administrator; Turner Construction- Bryan Boykin, Senior Executive.
Moderator: Brian C. Johnson, Executive Director, Broward County Minority Builders Coalition

Session 4: Legal Matchmaking Forum – Island 2 Room
Attorneys and Firms Represented: Regions Bank, IBERIA Bank, SunTrust
Concurrent Sessions 3:  
11:30pm-12:30pm

Session 1: Part I: How to Position Your Company To Do Business with a Major Corporation - Island 1  
This session will share compliance requirements to do business with major corporations. Participants will learn about some of the most important qualifications such as insurance, bonding, licensing, and certifications. Marketing and communications tools, strategies for responding to Requests for Proposals, master service agreements and the processes for doing business with major corporations will be covered.  
Presenter: David Colón, President, NK David Constructors

Part II: A real inside look on a diverse supplier’s experience working with Bank of America and what you can learn from it. – Island 1  
Presenters will provide a case study on NK David Constructors’ experiences as a vendor with Bank of America. This session will provide perspectives and lessons learned from both corporate supplier diversity programs and diverse supplier. Strategies for developing construction bids from a Sourcing Manager’s perspective will be shared.  
Presenters: Kelly Entas, Senior Vice President, Bank of America; David Colón, President, NK David Constructors

Session 2: Legal Matchmaking Forum – Island 2 Room  
Participants: Regions Bank, IBERIA Bank

Session 3: Doing Business with the Home Depot. – Bay Room  
The Home Depot is committed to forming mutually beneficial partnerships with diverse businesses that allows them to deliver superior products and services and superb customer service, which ultimately increases value to their market share with its Pro Customers. Participants will learn about a new Home depot company Redbeacon. The mission of Home Depot and Redbeacon is to connect consumers and PRO’s and be the leading Home Services Marketplace for Home Improvement various programs and opportunities available.  
Presenters: Scott Matthews, Director of Strategic Accounts; Victor Langston, Regional Pro Manager

12:30– 1:30pm
Lunch on Own

Concurrent Sessions 4:  
1:30pm -2:15pm

Session 1: Increasing Access to Bonding – Sand Key Room  
This workshop will prepare contractors, facility managers and other construction professionals to increase their access to obtaining surety and performance bonds and how to increase their bonding lines of credit. The presenters will discuss traditional access to bonding and to alternatives to traditional bonding.  
Presenters: Larry Polec, President &CEO, Krisilis; Joseph L. Moore, President, JLM Risk Management Group, Andrea Michael, Assistant Vice-President, CCI Surety

Session 2: Increasing Working Capital and Credit Lines – Palm Room  
This workshop will share creative strategies for improving liquidity during the current financial markets. The topics will include improving cash flow, how to prepare your financial statements and other documents in order to increase working capital and obtain or increase business lines of credit with banks. Presenters may also what other contracting firms are doing during these tough economic times to maintain and or improve their financial position.  
Presenters: Dave Baker, PNC Bank; C. Russell Slappey, Managing Partner/CEO, Nperspective

Session 3: Construction Economic Forecast for 2012 and 2013- Bay Room  
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Moderator: Brian C. Johnson, Executive Director, Broward County Minority Builders Coalition
**Let's Do Business Session:**
2:30pm-3:30pm

**Doing Business with Wal-Mart. – Palm Room**
Wal-Mart seeks excellence and diversity in their supply chain and has plans to expand in Florida. Participants will learn the simple steps to become a local Wal-Mart vendor or supplier. There will be a focus on facilities maintenance, construction management, commercial landscaping and electrical service.

**Presenters:** Lori Cottrell, Sr. Director Supplier Management and Contract Administration; Brad Roberts, Director Contract Administration; Bonnie Zaring, Sr. Manager Supplier Management

3:30pm -5:00pm
**CONSTRUCTION TRADE FAIR – Island Ballroom**
This trade fair will provide access to construction contract opportunities for Florida minority firms in the construction industry. Corporate construction departments, their Florida general contractors and their facility-property management companies have been invited to participate in the construction trade fair which will focus on providing access and opportunities for Florida minority construction companies. In addition, the trade fair will also include an access to Capital Island that will allow minority construction companies access to various sources of capital.

5:00- 5:45
**Building Minority /Veteran Construction Companies Reception:**
*Hosted by Broward County Minority Builders Coalition*
*Sponsored by BMW & Sun Trust Bank*

6:00pm-7:30pm
**Builder of Community and Country Awards Dinner: Recognizing Leaders Who Build Florida’s Underserved Communities**

To register and for more information, please visit www.letsdobusinessflorida.com