

Key Note Speaker: Robert A. Ficano, Wayne County Executive

Robert A. Ficano has led the Metro Detroit region as Wayne County Executive since January 2003, after serving with distinction as Sheriff in Wayne County for nearly 20 years. Executive Ficano presides over approximately two million citizens in the most populated county in the state of Michigan and the 11th largest county in the nation. Overseeing an annual budget of more than \$2 billion, Mr. Ficano provides innovative leadership for the region and state, delivering services that citizens and stakeholders expect while aggressively pursuing investment, economic growth and job-creation opportunities.

Mr. Ficano is a recognized leader in attracting investment and positioning Wayne County as the place to locate, conduct business, live, work and enjoy leisure-time activities. He is leading several major initiatives, including the Detroit Region Aerotropolis, Cobo Hall expansion, and international investment with China, the Middle East and other countries.

Having led four trade missions to China and traveled twice to the Middle East, Mr. Ficano has enabled businesses to establish partnerships in global markets, Wayne County and the southeast Michigan region. Mr. Ficano is a key leader in exploring airport development, having been the invited guest to Amsterdam's Schiphol Airport and the Airport World Conference in Frankfurt, Germany and a conference in Pittsburgh, Pennsylvania.

Wayne County, the most culturally diverse county in the state of Michigan provides a competitive advantage for anyone seeking opportunities. Mr. Ficano often states: "When looking to locate a business or to make investment, Wayne County is the place as it looks like the rest of the world."

Mr. Ficano's vision for Wayne County is clear — families are his top priority. His staff reflects the vast diversity of the county and demonstrates a genuine sensitivity to the communities it serves. He is committed to making Wayne County a desirable place to conduct business, pursue an education, build careers and raise families. Implementing this vision means investing in economic and community development, education and quality health care. From its cities, suburbs and rural communities, Mr. Ficano's goal is to leverage Wayne County's assets: diversity, a highly skilled workforce, educational opportunities, nationally recognized health care facilities and business growth opportunities that enhance the quality of life for all constituents.

Mr. Ficano founded The Vision Fund, a non-profit 501C3 that offers hundreds college scholarships to Wayne County high school students. He has also served on the board of the March of Dimes. He is a graduate of Michigan State University and University of Detroit Mercy Law School. As the Sheriff, Mr. Ficano was instrumental in creating the Internet Crime Task Force that garnered national attention. County Executive Ficano is the proud father of two children and resides in Livonia.



Detroit Post Small Business Conference Grosse Pointe War Memorial April 19, 2011

Rebuilding Together for a Sustainable Future

Platinum Sponsor:



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Workshop Agenda

8:00 - 9:00 Registration, Continental Breakfast, Business Exchange and Exhibitor set-up

9:00 - 10:50

Pledge of Allegiance

Opening Remarks: Lieutenant Colonel Michael Derosier, Commander,
U.S. Army Corps of Engineers (USACE), Detroit District

- Recognition of Sponsors – Anne Parker
- Platinum Sponsor – Brix
- USACE Districts: Buffalo, Detroit, Chicago, Louisville

10:50 – 11:00 Break, please visit the exhibitors

11:00 – 12:15

- Upcoming Opportunities - Federal Agencies
 - U.S. Army Tank Automotive Command (TACOM)
 - Selfridge Air National Guard Base
 - Veterans Administration (VA)
 - Michigan Department of Transportation (MDOT)
 - State of Michigan
 - U.S. Property & Fiscal Office (USPFO)
 - U.S. Forest Service & FWL

12:15 – 12:30 Break, please visit the exhibitors

12:30 – 1:45 Luncheon

- Invocation
- Awards Ceremony
- Education Awards

1:00 Key Note Address: Robert A. Ficano

1:45 – 2:00 Break, please visit the exhibitors

2:00 – 3:20

- Support Agencies
 - Small Business Administration (SBA)
 - Procurement Technical Assistance Center (PTAC)
- Upcoming Opportunities – Airports/Large Corporations
 - Wayne County Airport Authority
- Tim VanAntwerp, Granger
Mr. VanAntwerp has been with Granger Construction since 2000 and currently works at Granger's Novi, Michigan office. He has managed projects for a variety of commercial clients throughout southeastern Michigan, ranging in size from \$5 million to \$71 million. Mr. VanAntwerp was the project manager for the recently completed USACE Admin/Parking project at the Detroit Arsenal. He is a civil engineering graduate from Michigan State University and a licensed Professional Engineer in the State of Michigan.

3:30 – 5:00 p.m. Afterglow and Networking Event

This is an excellent opportunity to meet the vendors and companies or organizations you might work with. Take advantage of this time to exchange business cards and network.

Afterglow Sponsors:

