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## SAME Regional Expo Presentations

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### SAME Midwest Regional Small Business Expo 2009 Presentations

Hosted by:

Society of American Military Engineers, Lake Michigan Post & Chicago Post  
The Wisconsin Procurement Institute  
NAVFAC Midwest  
USACE Chicago

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8:30 am - Shared Experiences Panel

*Mercedes Enrique, Chair, SAME Small Business Council*

[CLICK HERE FOR Small Business Update PRESENTATION](#)

*Emma Kowelenko, President, Kowalenko Consulting Group*

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9:30 am - Concurrent Workshops

Wisconsin Room - Overview of Current Regulations affecting government contracts and contracting.

*Michaele Mandulak, J.D., Assistant District Counsel, USACE, Chicago District, Office of Counsel*

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Lincoln Room - The Basics Part One

*Matt Kluge, Contracts Manager, CH2M Hill*

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Illinois Room - How to Win - Respond successfully to a solicitation. What does the Review Committee look for?

*Linda Sorn, P.E., Chief Technical Services Division, USACE Chicago District*

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*Darlene Hainer, Procurement Analyst, US Environmental Protection Agency (EPA) Region 5*

[CLICK HERE FOR PRESENTATION](#)

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10:30 am - Concurrent Workshops

Wisconsin Room - Current technical requirements of construction and A/E businesses

*Marcin Selm, MEP CAD Technician Leader, GRAEF*

[CLICK HERE FOR Building Information Modeling \(BIM\) PRESENTATION](#)

*Thomas Burger, AIA, Senior Project Manager, HDR*

[CLICK HERE FOR LEED Silver PRESENTATION](#)

Lincoln Room - The Basics Part Two

**John Fleissner, P.E., Senior Program Manager, OTIE TN&A**

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Illinois Room - Teaming - Joint Ventures, Subcontracting, Teaming and Partnering, Mentor Protege

**Leon De Souza/Chris Ackert, Custom Mechanical Systems, Corp. (CMS)**

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**Dean Geers, P.E., Senior Client Service Manager, Weston Solutions**

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## Lunch

### UPDATE ON CURRENT AND FUTURE FUNDING AND OPPORTUNITIES

**Susan Lynch, Vendor Alliance Manager, Acquisition Programs Division, US General Services Administration (GSA)**

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**Darlene Hainer, Procurement Analyst, US Environmental Protection Agency, Region 5 (EPA)**

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**Linda Sorn, Chief Technical Services Division, US Army Corps of Engineers, Chicago District**

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**Captain Julius Washington, AIA, Commanding Officer, NAVFAC Midwest**

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## 2:00 pm - Technical Workshops

Wisconsin Room - Bonding, Insurance, Financial Reporting, and Banking Workshop

**James Cuthbertson, Senior Broker, Aon Risk Services Central, Inc., Illinois Division**

[CLICK HERE FOR Bonding PRESENTATION](#)

**Thomas Kinder, CPA, Partner and David Gussis, CPA, Audit Manager Blackman Kallick**

[CLICK HERE FOR Financial Recordkeeping and Accounting PRESENTATION](#)

**Jeffrey Steigelman, Division Head, Construction and Engineering Division, Fifth Third Bank**

[CLICK HERE FOR Banking PRESENTATION](#)

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