Senator Ernst’s Entrepreneur Expo:  
A Small-Business GovCon and Innovation Conference  
Iowa State University, Scheman Building  
1805 Center Dr, Ames, IA 50011  
Sept. 22, 2023

TENTATIVE AGENDA - Subject to change

8:00 AM  Registration for Conference Opens

8:30 AM – 9:00 AM  State of Small Business in Iowa & Small Business Agenda on the Small Business Committee

9:00 AM – 9:15 AM  Keynote Speaker: Experience as a Small Business Contractor for GSA

9:15 AM – 9:50 AM  Panel #1: Why Not Iowa? Bringing Defense Opportunities to All American Small Businesses

9:50 AM – 10:30 AM  Break

10:30 AM – 11:30 AM  Breakout Session #1

   Beginner GovCon Track: GovCon 101 – How to Start Selling in the Government Market

   Advanced GovCon Track: SBA’s Mentor-Protégé Program - A Game Changer

   Beginner Innovation Track: SBIR 101 and Application Best Practices

   Intermediate Innovation Track: Q&A on SBIR Solicitations

11:30 AM – 12:30 PM  Breakout Session #2

   Beginner GovCon Track: Finding Opportunities in Your Government Market - Who is Buying What You’re Selling?

   Beginner GovCon Track: Small Business Certifications

   Advanced GovCon Track: Joint Ventures - A Powerful Small Business Tool

   Innovation Track: Blueprint for Defense - Identifying Nontraditional Small Business Opportunities within the DoD

   Innovation Track: A Conversation with NIH
12:30PM – 1:15PM  Lunch

1:15PM – 3:30PM  Matchmaking/Networking Session

* Additional agencies may participate, pending confirmation*

Government Contracting:

- DoD- U.S. Army Corps of Engineers
- DoD- U.S. Navy
- DoD- U.S. Air Force
- Dept. of Veterans Affairs
- Dept. of Transportation
- Dept. of Energy
- General Services Administration
- Dept. of Interior
- Iowa Department of Administrative Services Purchasing Dept.
- Iowa Department of Transportation
- Iowa State University Purchasing
- University of Iowa Purchasing
- Iowa National Guard
- Iowa Economic Development Authority

Innovation:

- NIH
- NSF
- NASA
- NOAA
- DoD- SOCOM
- DoD- AFWERX
- DoD- DARPA
- DoD- AAL
- DoD- DIU

Resource Partners/State Partners:

- CIRAS APEX Accelerator
- Iowa SBDC
- US Small Business Administration, Iowa District Office
- Ames Chamber of Commerce
- BioConnect Iowa

3:30 PM  Closing Remarks & Conference Recap