

**U.S. Senator
Claire McCaskill,
the Missouri Procurement
Technical Assistance
Centers and the Small
Business & Technology
Development Center
would like to announce
the
2012 Procurement
Conference**



**Featured Luncheon Speaker
General Ann Dunwoody
Commanding General
U.S. Army Materiel Command**

Thursday, May 31, 2012

7:30 a.m. - 4:30 p.m.

University of Central Missouri

University Union Building

Parking available in Lot M

Warrensburg MO 64093

This publication has been developed by the Missouri SBTDC in partnership with the U.S. Small Business Administration. Prepared, published and mailed at taxpayer expense.

Dear Friends:

We are proud to announce the annual small business Federal Procurement Conference at the University of Central Missouri in Warrensburg, Missouri. While this is the 24th year for this event, I am honored to be cosponsoring this event for the second time.

Small businesses are the engine of the American economy and are key to creating new jobs. That's why we have assembled a distinguished list of representatives from both industry and government to connect with Missouri small businesses. This year's conference was specifically designed to provide resources, information and advice to potential contractors about government purchasing practices.

It is our hope that we can build on this proud tradition and continue to enhance economic development opportunities for Missouri's small businesses. The 2012 Federal Procurement Conference is sure to be a great conference. We hope you will join us.

SENATOR CLAIRE MCCASKILL

In November 2006, Claire became the first woman elected to the U.S. Senate from Missouri, vowing to bring Harry Truman's no-nonsense style of accountability back to Washington. Claire sits on four Senate committees: Armed Services, Commerce, Homeland Security & Governmental Affairs, and Aging. She chairs the Subcommittee for Readiness and Management Support and the Subcommittee on Contracting Oversight. Claire has worked for greater government accountability and transparency, earmark reform, improved federal oversight and full benefits and resources for our brave veterans and service members.



**LUNCHEON SPEAKER
GENERAL ANN DUNWOODY
U.S. ARMY MATERIEL COMMAND**

General Ann E. Dunwoody is Commander, U.S. Army Materiel Command. AMC is one of the largest Army commands with more than 69,000 employees and a presence in all 50 states. GEN Dunwoody was commissioned after graduating from the State University of New York at Cortland. GEN Dunwoody has commanded at every level. As a senior leader, she commanded the 10th Division Support Command at Fort Drum, New York; the 1st Corps Support Command at Fort Bragg, North Carolina; the Military Traffic Management Command/Military Surface Deployment and Distribution Command in Alexandria, Virginia; and the Combined Arms Support Command at Fort Lee, Virginia. She holds a Master of Science Degree in Logistics Management from the Florida Institute of Technology and a Master of Science Degree in National Resource Strategy from the Industrial College of the Armed Forces.



**RDML ALTHEA COETZEE
UNITED STATES NAVY**

Rear Admiral Coetzee is currently serving as the Deputy Assistant Secretary of the Navy (Acquisition and Procurement). RDML Coetzee graduated from the U.S. Naval Academy in 1985 and earned a MBA (Law) from National University. She has held several active duty assignments to include disbursing, sales, and acquisition contracting officer. RDML Coetzee has also served as Commander, Fleet Industrial Supply Center West 319; Defense Contract Management Agency-Crisis Action Team West; Naval Air Forces Supply 0294; Operational Logistics Readiness 106; and Naval Surface Forces, Pacific. As a civilian, she served as deputy director, Regional Contracting Office-Marine Corps Installations West.



The Missouri Procurement Technical Assistance Centers, which serves as a Procurement Technical Assistance Center (PTAC), is funded in part through a cooperative agreement from the Department of Defense (DOD) through a program administered by the Defense Logistics Agency (DLA). The content of any written materials or verbal communications of the PTAC does not necessarily reflect the official views of or imply endorsement by DOD or DLA.

The Small Business Technology Development Centers are funded in part through a cooperative agreement with the U.S. Small Business Administration. Programs are extended to the public on a non-discriminatory basis. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact SBTDC at (660) 543-4402.

Agenda

- 7:30 Registration —
Coffee and Donuts
- 7:30 Contractor and Government Exhibits Open
- 8:25 Exhibits Close
- 8:30 Posting of Colors
Whiteman Air Force Base Color Guard
National Anthem, SSgt Nathan M. Tawbush
Whiteman Air Force Base
General Welcome & Introductions
Mark Manley, Director, Business Innovation Institute
- 8:40 Welcome
Dr. Roger Best, Dean, Harmon College of Business and Professional Studies
- 8:45 Welcome
509th Bomb Wing, Whiteman AFB, MO
- 8:55 Introduction of Senator Claire McCaskill
Dr. Roger Best, Dean, Harmon College of Business and Professional Studies
- 9:00 Comments
Senator McCaskill
- 9:15 Successful Government Contractor
David Villines, VP, Mid-America Facility Solutions
- 9:25 Administrative Announcements
- 9:30 Government Procurement
RDML Althea H. Coetzee
Deputy Asst Secretary of the US Navy
- 10:45 Exhibits Open
- 11:50 Exhibits Close
- 12:00 **Luncheon: BBQ brisket, baked potato, green beans, cake, iced tea and water**

Luncheon Speaker:
GENERAL ANN E. DUNWOODY
COMMANDING GENERAL
U.S. ARMY MATERIEL COMMAND

1:00-3:00 Exhibits Open

- TRACK I:** 1:15 - 2:45
Repeats 3:00 - 4:30
“Choose Veterans First”
Learn how the VA works with Federal agencies and prime contractors to identify business opportunities for veterans and service disabled veterans.
- TRACK II:** 1:15 - 2:45
Repeats 3:00 - 4:30
Subcontracting Opportunities with Prime Contractors
A prime contractor will discuss how to become a subcontractor for government contracts.
- TRACK III:** 1:15 - 2:45
Repeats 3:00 - 4:30
Contracting with the State of Missouri and Local Governments
Learn how to do business with the State of Missouri, universities, city and county governments. Also learn about the advantages of getting certified as a minority or woman owned (MBE/WBE) business and the assistance available in the certification process.
- TRACK IV:** 1:15 - 2:45
Repeats 3:00 - 4:30
SBA Contracting Programs including Central Contractor Registration (CCR), Dynamic Small Business Search, SDB certification and HUB-Zone Programs
Learn how to register in Central Contractor Registration (CCR), the Dynamic SB Search engine and the certification process for the Small Disadvantaged Business and Historically Under Utilized Business Zone programs
- TRACK V:** 1:15 - 2:45
Repeats 3:00 - 4:30
Base and Post Contracting
Session I: Discussions will address the government credit card purchasing program, the importance of past performance in the local procurement environment and using FedBizOpps to find local purchase opportunities. Whiteman AFB & Fort Leonard Wood
- 3:00-4:30
Session II - Discussions will address the government credit card purchasing program, the importance of past performance in the local procurement environment and using FedBizOpps to find local purchase opportunities. Ft Leavenworth & US Army Corps of Engineers
- TRACK VI:** 1:15 - 2:45
Repeats 3:00 - 4:30
Selling to the Government
This session will help you target the government markets applicable to your business
- TRACK VII:** 1:15 - 2:45
Track Ends
Contract Pricing and Estimating
Learn how to calculate price for service/construction oriented businesses and effective pricing strategy.

- TRACK VIII:** 1:15 - 2:45
Repeats 3:00 - 4:30
“Federal Contract Compliance: How to Follow the Rules and Make a Profit”
Received your dream contract...now what? Learn what the government expects and how to implement policies and procedures allowing you to make a profit, stay out of trouble, and increase your chances of winning future contracts.
- TRACK IX:** 1:15 - 2:45
Repeats 3:00 - 4:30
Your Carbon Footprint and Greening the Government Supply Chain
The General Services Administration could begin this year giving preferential treatment to companies that track and reduce their greenhouse gas emissions, similar to the set-aside contracts for small and disadvantaged businesses. Find out who is already taking advantage, and how a small business can track its carbon footprint.
- TRACK X:** 1:15 - 2:45
Track Ends
SBA Financing
Make the most of SBA programs and services. Learn how the SBA financial assistance programs can help you start or grow your business, application procedures credit criteria, access to capital and SBA incentives created in the Economic Stimulus Program to help the small business community.
- TRACK XI:** 1:15 - 2:45
Track Ends
Social Media Marketing
Social Media can be a powerful tool for marketing, but can be dangerous without a good plan. We will examine social media tools, common legal and policy pitfalls, and the keys to a successful social media framework.
- TRACK XII:** 1:15 - 2:45
Repeats 3:00 - 4:30
Doing Business with MoDOT
Topics include registering as a MoDOT General Services vendor, types of solicitations, locating solicitations on the web and tips for submitting bids and proposals.

The following exhibitors exhibited at last year's conference. For this 2012 conference, 200 government buying offices and 1,314 contractors have been invited.

Government: Central MO Economic Development Alliance; Cooperative Workshops; UCM Purchasing; General Services Administration; Jackson County; Mission and Installation Contracting-Ft. Leavenworth, KS; Missouri Department of Transportation; Missouri Procurement Technical Assistance Centers; Missouri Small Business and Technology Development Centers; Missouri Dept of Economic Dev; Missouri Dept of Labor; Missouri Women's Council; National Geospatial; National Park Service; Scott AFB; UM Minority Business Development; US Army Corps of Engineers; US Army-FL Leonard Wood; US Department of Agriculture; US Dept. of Veterans Affairs; US EPA; US Marine Corps; USDA Rural Development; US Environmental Protection Agency; USTRANSCOM; and Whiteman Air Force Base

Contractors: Advanced Military Equipment; Allied Mortgage; ATRO Engineered Systems; ATK Small Caliber Systems; Black & Veatch; Best Products; BoldWork; Burns & McDonnell; Certified Energy Labs; Commercial Concepts; Craftsmen Industries; Custom Truck; DRS Technologies; EnerSys; Enviro-Cool; Evans Facility; Federal Payments; Fort Wood Hotels; Foxhole Technologies; General Dynamics; H K Services; Henderson Engineers; Hitec; IBS Industries; MidAmerica Facility; Midwest Metalcraft; Missouri Structural Composites; MRI Global; Mustardsaad Cultural Environmental; My Workout Buddy; Northrup Grumman Corp; Orlorite International; OEM Services; Polsinelli Shughart PC; RE Power; StartK; Tech Electronics; The Boeing Co; The NNSA's Kansas City Plant/Honeywell; TriWest Healthcare Alliance; Web-Co Custom Industries; Western Extralite Co; and X-Com Systems.

First Name: _____
Last Name: _____
Business Name: _____
Address: _____
City/State/Zip: _____
Telephone: () _____
E-mail: _____

Do you have any special dietary or accessibility needs?

Please return this panel with payment of \$50 no later than May 24, 2012.

Please indicate no more than two breakout sessions you plan to attend:

Track I _____	Track II _____	Track III _____
Track IV _____	Track V _____	Track VI _____
Track VII _____	Track VIII _____	Track IX _____
Track X _____	Track XI _____	Track XII _____

You may register for the procurement conference by:
Mailing this form (or)

Going online at www.ucmo.edu/sbt/dc
Make check payable to SBTDC

Mail to: SBTDC
University of Central Missouri,
Dockery Suite 102, Warrensburg, MO 64093
Phone: (660) 543-4402
FAX: (660) 543-8159