

**“SELLING TO THE GOVERNMENT:  
A Day for Opportunities”**

***Tentative Agenda***

Wednesday, March 26, 2008

**7:30 – 8:00 am**      ***Check-in and Breakfast Refreshments***

**8:00 – 8:15 am**      ***Welcome, Opening Remarks***

★ Welcome – SBDC

**8:15 – 9:45 am**      ***Morning Breakout Sessions***

1    Doing Business with the Government and Bid Matching – Cattaraugus PTAC,  
    *Joe Williams, Program Manager, Room 6-002*

2    Doing Business with Fort Drum – US Army Contracting Agency –  
    Annie Semo    ***HAT Dining Room***

**9:45 – 10:00 am**      ***Break***

**10:00 – 11:30 am**      ***Morning Breakout Sessions***

(repeat each session so that everyone gets all information)

3    Doing Business with the Government and Bid Matching – Cattaraugus PTAC,  
    *Joe Williams, Program Manager, Room 6-002*

1    Doing Business with Fort Drum – US Army Contracting Agency –  
    Annie Semo    ***HAT Dining Room***

**11:30 – 12:00 pm**      ***Plenary Session***

Getting Through GLS with US SBA, Small Business Profile, HUBZone Certification –

    US SBA – *Joyce Spears, Contracting Specialist & James Quackenbush, Business Development Specialist*  
    ***Room 6-002***

**12:00 – 1:00 pm**                      ***Lunch in the Cafeteria***

**1:00 – 4:15 pm**      ***Afternoon Plenary Session***

- Keeping your Business Out of “Hot Water” with the US Department of Labor – US DOL  
    *Geoffrey LaCroix, Investigator Development Specialist*
- Safety Compliance Issues – OSHA NYS Dept. of Labor – *Dave Heckman*

**2:15 – 2:45 pm**      ***Break***

- NYS MWBE (minority, women business enterprise) Program Certification – ESD –  
    *Susan Buckman, Economic Development Specialist II and Benita Leigh-Lewis, Senior Certification Analyst*
- Procurement Preference Programs and Subcontracting Programs for Small Businesses  
    including: HubZones, Small Disadvantaged Business (minority-owned and socially and  
    economically disadvantaged) and Service-Disabled Veteran Owned – US SBA – *Joyce Spears,*  
    *Contracting Specialist & James Quackenbush, Business Development Specialist*

*2:30 - 5:00 pm    Networking Opportunities & Visiting in Display Area*

- ★ Networking Opportunities to meet with a Fort Drum Contracting Officer
- ★ Networking Opportunities to meet with Prime Contractors:
  - ★ Alutiq Global Solutions, LLC (waiting on confirmation)
  - ★ Actus Lend Lease, LLC (waiting on confirmation)
  - ★ Bette & Cring Inc.
  - ★ Chugach Industries, Inc (waiting on confirmation)
  - ★ Lawman Heating & Cooling
  - ★ North Operations & Maintenance
  - ★ Northland Associates, Inc
  - ★ Purcell Construction
  - ★ VETCO Inc.
  - ★ Others as available

*Meet, Greet, & Network with Agencies & Prime Contractors*