

**From:** Fort Stewart Conference Center Procurement Conference • 2.9.17  
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**To:** Kester, Tonykester@aging.sc.gov  
**Date:** 12/9/2016 12:37:28 PM  
**Subject:** Meet Dorna Werdelin • Vendor Liaison • GA Dept Admin Srvs

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## FREE Conference & Expo Pass!

Hi Valued Customer,

Come join us at the  
**Club Stewart Catering  
& Conference Center**  
**Thursday, February 9, 2017**

7am Early Registration  
*with Complimentary beverage & pastry  
service*

8:00am - 4:00pm  
Conference Sessions • ExpoStewart Trade  
Show

7:30am:

"Breakfast with the Pentagon"

**United States Air Force**  
**Keynote Address**  
**Mark Teskey: USAF Small Business Programs**

Mark S. Teskey, a member of the Senior Executive Service, is the Director of Air Force Small Business Programs, located in the Pentagon, Washington, D.C. He is responsible for policy, advocacy, execution, and advice pertaining to Small Business Programs and personnel throughout the department.

**PROFESSIONAL MEMBERSHIPS AND ASSOCIATIONS**  
U.S. Supreme

Court

U.S. Court of Appeals for the Federal Circuit

U.S. Court of Federal Claims

U.S. Court of Appeals for the Armed Forces

Supreme Court of South Carolina

**AWARDS AND HONORS**

Legion of Merit with oak leaf cluster

Defense Meritorious Service Medal

Meritorious Service Medal with four oak leaf

If you are a small business and have the products or services the Air Force needs for mission success, we may have a great business opportunity for you.

Our small business specialists around the country are working daily with their customers to create strategies that support our Airmen. Most of the Air Force's

buying activities make purchases in support of their individual base requirements and are considered local buys. The Air Force Major Commands (MAJCOMs)

have contractual responsibilities depending upon their mission requirements. **MAJCOMs** – view a list of our MAJCOMs to learn more about them and what they buy based on NAICS codes.

**U.S. Army Medical Command (MEDCOM)**  
**“Winning DoD Contracts: Focus on Medical”**  
**Peter Hunter: Associate Director MEDCOM**

MEDCOM provides direction and planning for the Army Medical Department in conjunction with the Office of the Surgeon General; develops and integrates doctrine, training, leader development, organization and materiel for Army health services; and allocates resources and evaluates delivery of services.

MEDCOM is responsible for worldwide command and control of virtually all non-tactical AMEDD elements, including TDA hospitals and clinics; medical research and materiel; soldier-medic training; health promotion

and preventive medicine; and dental and veterinary services.

## **U.S. Army Materiel Command (AMC)**

### **“Doing Business with AMC”**

**Nancy Small: Director AMC Office of Small Business Programs**

The Army Materiel Command seeks an active and ongoing dialogue with its current and potential contractors and partners.

The Army Materiel Command OSBP serves as an advocate for small business enterprises and provides information and resources necessary to become eligible to conduct business with AMC.

AMC Small Business representatives are knowledgeable and seek to ensure a fair portion of contract awards, percentage of total U.S. business dollars, is placed with the following: Small business, small disadvantaged business, women-owned small business (WOSB), HUBZone small business, veteran owned (VOSB) and service-disabled veteran-owned small business (SD-VOSB), and historically black colleges, universities and minority institutions.

## **Georgia Department of Transportation**

### **“Doing Business with GDOT”**

**Treasury Young: Procurement Administrator GDOT**

Georgia DOT has implemented a **Small Business Program (SBP)** to increase opportunities for all small companies doing business with our agency. SBP promotes these opportunities through the Department's procurement of materials, professional and technical services, as well as transportation consultant and construction contracts.

The goal of the SBP is to facilitate procurement and contract opportunities of a size and scope that can reasonably be performed by competing Small Businesses, including Disadvantaged Business Enterprises (DBEs) as prime and subcontractors. A SBP participant must fall within the definition of a Small Business as defined by the U.S. Small Business Administration (SBA), either in terms of the average number of employees over the past 12 months, or average annual receipts over the past three years. [Review info](#) to find out if your business meets the SBA definition.

**U.S. Small Business Administration (SBA)**  
**Terri Denison: District Director SBA Georgia Small Business Office**

SBA is committed to helping small businesses in the US succeed. Since its founding on July 30, 1953, the SBA has delivered millions of loans, loan guarantees, contracts, counseling sessions and other forms of assistance to small businesses. SBA initiatives such as the Emerging 200 program can help you and your business succeed. SBA's District Offices are responsible for the delivery of SBA's many programs and services throughout the country.

Services available include:

- Free counseling, advice and information on starting a business through the Service Corps of Retired Executives (SCORE).
- Financial assistance for new or existing businesses through guaranteed loans made by area bank and non-bank lenders.
- Free consulting services through the network of Small Business Development Centers. SBDCs also conduct training events throughout the district.
- Assistance to businesses owned and controlled by socially and economically disadvantaged individuals through the Minority Enterprise Development Program.
- Women's Business Ownership Representatives are available to advise women business owners.
- Special loan programs are available for businesses involved in international trade.
- Guaranteed loans are available for credit-worthy veterans.

**Defense Logistics Agency**  
**Procurement Technical Assistance Program**  
**Larry Bilge: Counselor GTPAC**

On Feb. 1, 2016, the Georgia Tech Procurement Assistance Center (GTPAC) will enter its 30th year of continuous operation, serving Georgia businesses with assistance in winning and managing government contracts.

GTPAC is one of about a dozen programs – known as Procurement Technical Assistance Centers (PTACs) – that were established shortly after Congress launched the initiative in 1985. Today, there are 97 PTACs across the nation that serve all 50 states, the District of Columbia, Guam, and

Puerto Rico.

GTPAC's continued operation is possible based on a 50-50 funding match between the Defense Logistics Agency (DLA) and state funding made available through Georgia Tech's Enterprise Innovation Institute (EI2). On Jan. 22, 2016, GTPAC received a fully executed award document from the DLA ensuring that funding would be made available to Georgia Tech for another year of PTAC operations in the state of Georgia. The Georgia Tech program is recognized as a PTAC with one of the strongest track records. Last year, GTPAC was ranked as one of the top five programs in the nation by the Association of Procurement Technical Assistance Centers. On average, GTPAC helps Georgia businesses annually win between \$500 million and \$1 billion in government contracts.

In calendar year 2015, GTPAC's clients won 3,618 government prime contracts and 613 subcontracts worth a combined total of \$1.2 billion. GTPAC counseled, instructed, and provided bid opportunities to an active client base of 2,500 businesses

across the State of Georgia last year. GTPAC also conducted 126 classes and participated in 33 events statewide where more than 6,000 business people received instruction on how to effectively compete for government contracts. In all, GTPAC staff members conducted 6,339 counseling sessions with Georgia-based small businesses in 2015 as well as 262 counseling sessions with large businesses.

## United States Department of Agriculture (USDA)

### “Doing Business with USDA”

**Michelle Warren: Deputy Director OSDBU**

USDA was established by Congress in 1862 "...to acquire and to diffuse among the people of the United States useful information on subjects connected with agriculture...and to procure, propagate, and distribute among the people new and valuable seeds and plants." Today, The Department of Agriculture's mission has evolved and touches the lives of the American people each and every day. Our work is felt in every sector of society from food and nutrition; assisting rural communities; conservation; marketing and trade; and education and research. USDA buys goods and services on a decentralized basis. There are eleven different buying agencies which purchase goods and services for the 29 agencies and staff offices that make up the Department. Each of the eleven buying agencies has a designated Small Business Specialist. These Small Business Specialists are advocates within the buying agency and vendors are encouraged to contact them for more information on the specific products and services being purchased.

What we procure is as diverse as our programs, and includes (but isn't limited to):

Agricultural Commodities (grain)	Maintenance, Repair and Rebuilding of Equipment
Food Commodities (meat, poultry, fruits, vegetables, bakery/cereal, dairy, sugar and notes)	Lease or Rental of Office Buildings
Construction	Security
Housekeeping Services	Real Property
Architectural and Engineering Services	Arts, Graphics and Reproduction Services
Information Technology	Restoration of Family Housing
Special Studies and Analyses	Medical/Psychiatric Consultation Services
Professional, Administrative and Management Support Services	Office machines, text processing systems and visible record equipment
Natural Resources and Conservation Services	Medical, Dental and Veterinary Equipment and Supplies

## Georgia Department of Administrative Services

### "Doing Business with the State of Georgia"

**Lisa Eason: Deputy Commissioner for Procurement**

### STATE PURCHASING Division

The State Purchasing Division (SPD) oversees the procurement functions for the State of Georgia and manages all policies related to procurement.

SPD negotiates Statewide Contracts and provides technical assistance to State Entities in conducting and evaluating entity-specific competitive bids.

We also provide electronic sourcing tools that allow procurement professionals to post and award their own competitive bids.

SPD manages and monitors use of State purchasing cards, procurement tools that allow State employees to obtain goods and services



quickly and efficiently. SPD also offers training, including a certification program, to provide procurement professionals with the knowledge and skills they need to perform their job duties within the legal and policy constraints of the State of Georgia.

**United States Department of Education (DoED)**  
**“Doing Business with DoED”**  
**Janet Scott: Director OSDBU**

The Office of Small and Disadvantaged Business Utilization (OSDBU) is responsible for all ED activities on behalf of small businesses, minority businesses, and other businesses owned and controlled by disadvantaged persons.

The OSDBU reports to the Deputy Secretary on all policy matters. The OSDBU is responsible for all ED activities on behalf of small businesses, minority businesses, and other businesses owned and controlled by disadvantaged persons and all other duties, responsibilities, and functions required by and stemming from, Pub. L. 95-507.

*The Director of OSDBU also serves as the Departmental Advocate for Competition as mandated by Pub. L. 98-269. In performing its responsibilities, the Office:*

- Plans, directs, and administers the ED Small, Disadvantaged, and Women-Owned Business Program.
- Initiates, develops, and defines policies, procedures, goals, regulations, and other guidance for administering and implementing Department-wide socioeconomic business programs in coordination with, and with review by, the Director, Contracts and Purchasing Operations, who is the Departmental procurement authority.
- Establishes and maintains ties with the business community, other Federal agencies including the General Services Administration and Small Business Administration, and educational institutions that will aid in the achievement of Departmental goals.
- Consults regularly with contract officers on the subject of Pub. L. 95-507 compliance and ED procurement activities, and works with the Grants and Contracts Service on a regular basis to achieve Departmental goals.

In addition, the OSDBU monitors all Departmental contracting authority for OSDBU concerns and the OSDBU Director is responsible for keeping the Secretary and Congress informed of findings and activities of the OSDBU. In-house reporting systems may be required by OSDBU, as needed, to accomplish the above.

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