

**From:** Fort Stewart Catering & Conference Center <Fort\_Stewart\_Catering\_\_Conferenc@mail.vresp.com>  
**To:** Kester, Tonykester@aging.sc.gov  
**Date:** 1/27/2017 11:21:21 AM  
**Subject:** Multi-Agency Procurement Conference • Feb 9 2017

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## FREE Conference & Expo Pass!

*1 Exhibit Space Left!!*

Hi Valued Customer,

**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 • "Small

## Business Initiative" Panel Discussions

7:30am: "Breakfast with the Pentagon"

Noon: "Small Business Procurement Luncheon"

### **United States Air Force Keynote Address "Breakfast with the Pentagon" Mark Teskey: Director • 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)**  
**Keynote Address "Breakfast with the Pentagon"**  
**"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-medical training; health promotion and preventive medicine; and dental and veterinary services.

**U.S. Department of Commerce**  
**Minority Business Development Agency**  
**Business Center-Atlanta**  
**Keynote Address "Small Business Procurement Luncheon"**  
**Donna Ennis: Program Director**

Donna Ennis is responsible for the strategic direction, marketing, outreach and operations of the Center. Ennis provides assistance to clients in strategic, business and market planning, private and public procurement, finance, operations and business process improvement. Under her leadership, The Center has helped MBEs generate over \$600 million in contracts and finance and create/retain more than 3,600 jobs. The Center was ranked five in the *2013 MBDA Century Club List of Top Performing Centers* by the U.S. Department of Commerce, received the *2010 Special Recognition Award* from the Georgia Hispanic Chamber of Commerce, the *2006 Institution Award* by the Greater Atlanta Economic Alliance, and awarded *Outstanding MBDA Performing Center* since 2005.

Since 2010 Ennis was named, for three consecutive years, in the *Top 100 Black Women of Influence* by the Atlanta Business League and is an awardee of the *2011 Georgia Tech Women Out Front* program. She is on the Board of Trustees of Atlanta Unity Church and the Board of Directors for the National Center for the Prevention of Home Improvement Fraud. Ennis graduated from Boston University with a Bachelor of Science Degree and a Master of Public Administration Degree from Georgia State University.

**Georgia Department of Administrative Services**  
**Keynote Address "Small Business Procurement Luncheon"**  
**Lisa Eason: Deputy Commissioner State Purchasing Division**

The [Georgia Department of Administrative Services](#) (DOAS) provides business solutions to Georgia's state and local government entities. DOAS' product and service offerings encompass a broad spectrum that includes purchasing (procurement), risk management, enterprise human resources, fleet support services and surplus property transactions. DOAS strives to meet the business needs of its customers while providing the highest level of customer service in a rapidly changing state government.

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.

## **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.

Ms. Nancy D. Small was appointed the Director of AMC Small Business Office Aug 2007. Ms. Small serves as the principal advisor to the Commanding General, Deputy Commanding General, staff heads, and subordinate activities, on all matters related to the overall small businesses program. In this capacity, she serves as the senior AMC advisor to the Department of Defense and Department of the Army (Director Small Business) on small business issues and provides oversight of AMC's \$13B program.

## **U.S. Army Corps of Engineers (ACE)**

### **“Doing Business with ACE”**

#### **Leila Hollis: Chief of Contracting Office**

**Mission:** To sustain the U.S. Army Corps of Engineers as a premier organization in developing small businesses and maximizing their opportunities to participate in procurements, thereby ensuring a broad base of capable suppliers to support the Corps of Engineers mission and strengthen our nation’s economic development.

The U.S. Army Corps of Engineers is committed to doing business with qualified small businesses. The Savannah District serves 11 Army and Air Force installations in Georgia and North Carolina, designing and constructing world class facilities for the most elite Soldiers and Airmen in the world. One of our largest missions is the management of design and construction of military projects. These projects often provide the greatest opportunities for your small business.

Our civil works mission areas include operation and maintenance of three multi-purpose dam and lake projects on the Savannah River-- lakes Hartwell, Richard B. Russell, and J. Strom Thurmond, as well as maintenance of the Savannah and Brunswick harbors. Our environmental mission includes work done under the Formerly Used Defense Sites (FUDS) program, environmental restoration projects on military installations and toxic waste sites, and more. Small business opportunities exist in both our military and civil works/environmental programs.

## **Defense Contract Audit Agency (DCAA)**

**DCAA offers targeted information to assist with audit issues that relate to small businesses:**

- Accounting System Requirements
- Contract Briefs
- Incurred Cost Submissions
- Monitoring Subcontracts
- Proposal Adequacy
- Provisional Billing Rates
- Public Vouchers
- Real-time Labor Evaluations

### **About DCAA**

The DCAA provide audit and financial advisory services to DoD and other federal entities responsible for acquisition and contract administration.

DCAA operates under the authority, direction, and control of the Under Secretary of Defense (Comptroller) / Chief Financial Officer.

### **Vision**

Every audit or service we deliver is on time, on point, and highly valued.

### **Mission**

As a key member of the government acquisition team, we are dedicated stewards of taxpayer dollars who deliver high quality contract audits and services to ensure that warfighters get what they need at fair and reasonable prices.

**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.

**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.



# **U.S. Army Mission & Installation Contracting Command (MICC)**

**Eddy Savory : Contract Officer (MICC)**

**The Mission and Contracting Command provides Army commands, installations and activities with disaplined and responsive contracting solutions and oversight. On order, aligns and provides contracting forces in order to enable Army Unified Land Operations.**

**The Mission and Contracting Command's Vision:  
We do the right thing every day and are known as the Army's premier contracting organization.**

*"Everything really boils down to three things -- money, time and resources -- but you must do your market research in order to find the best value for the government and develop an acquisition strategy," --- Eddy Savory*

Headquartered at Joint Base San Antonio-Fort Sam Houston, Texas, the MICC is responsible for providing contracting support for the warfighter at Army commands, installations and activities located throughout the continental United States and Puerto Rico. In fiscal 2014, the command executed more than 37,000 contract actions worth more than \$5.6 billion across the Army. The command also managed more than 633,000 Government Purchase Card Program transactions in fiscal 2014 valued at an additional \$783 million.

**U.S. Department of Veteran Affairs  
(VA)  
Howard: Director of Contracting OSDBU  
Janice Ellison: Small Business  
Liaison VHA**

**Prudence**

## **Doing Business with VA**

**VA is one of the largest procurement and supply agencies of the federal government.**

The mission of the Department of Veterans Affairs is one of service to more than 27 million veterans who have so unselfishly served their country. To accomplish this mission, the products and services of industry are required by a nationwide system of hospitals, clinics, Veterans Integrated Service Networks (VISN), data processing centers, and National Cemeteries which require a broad spectrum of goods and services. We purchase these goods and services on a national, regional, and local level.

**So no matter how large or small your business is, VA is a potential customer.** Each facility purchases a majority of requirements for direct delivery through its local Acquisition office. You are encouraged to contact each facility for inclusion in its procurement process. Drugs, medical supplies and equipment, IT equipment and services, and other critical patient care items must be procured and distributed to VA healthcare facilities. VA implements and coordinates programs for Veteran-owned small businesses. Annually, VA offers help to Veteran-owned business and works with them to locate government and corporate procurement opportunities.

## National Weather Service

### Ron Morales: Management

The National Weather Service is a component of the National Oceanic and Atmospheric Administration (NOAA). NOAA is an Operating Unit of the [U.S. Department of Commerce](#).

The National Weather Service provides weather, hydrologic and climate forecasts and warnings for the United States, its territories, adjacent waters and oceans. It is the official U.S. agency for issuing warnings of severe weather. It provides data and products for a national information database that may be used by other organizations, both public and private.

The National Oceanic and Atmospheric Administration, totals \$5.5 billion.

This is \$174 million over the 2014 enacted budget, an increase of 3.2 percent.

#### Contract Examples

GSA Schedule Contractors: Value: \$40 million

The weather service will use the GSA schedule to maintain and operate the National Data Buoy System. The system collects environmental data from the oceans that is used to aid weather forecasts and warnings.

National Weather Service IT Support: Value: \$24 million

The weather service needs a variety of science support services such as programming and analysis, modeling, forecasting technique development, workstation support, network planning and administration, and help desk.

Weather Wire Service Replacement System: Value: \$29.4 million over 10 years

The wire service is the primary distribution system for hydrometeorological and other environmental information in plain language to the media, emergency management agencies and other users. It is a satellite system using a 30-inch receiving dish. Users can select and receive the products they want.

## 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



**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.
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**Georgia Department of Administrative Services**  
**"Doing Business with the State of Georgia"**  
**Dorna Werdelin: Vendor Liaison**

**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.

## **Georgia Small Business Development Center**

### **Alan Adams: State Director**

The Small Business Development Center (SBDC) provides tools, training and resources to help small businesses grow and succeed. Designated as one of Georgia's top providers of small business assistance, the SBDC has 17 offices ranging from Rome to Valdosta to serve the needs of Georgia's business community.

Since 1976, our network of partners has helped construct a statewide ecosystem to foster the spirit, support, and success of hundreds of thousands of entrepreneurs and innovators.

## **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.

## **Liberty County Chamber of Commerce**

### **Leah Poole: Deputy Chief Executive Officer**

### **Located in Hinesville - Home of Fort Stewart**

Our members realize that through the Chamber, they can accomplish collectively what no one of them can do individually. More than 450 members (80 percent of them small businesses) work together to enhance the economic climate of Liberty County for business growth and improved quality of life. From home-based operations, to retail shops, to service providers; small businesses make up a large portion of the Chamber Membership.

You'll also find professionals, such as local doctors and dentists. You'll also find REALTORS®, teachers, attorneys and accountants. Financial Institutions are represented throughout the membership including banks, loan companies, and mortgage companies.

Larger businesses make up the Chamber including utility companies, larger retailers, and industries as well as representatives of government, Fort Stewart, and many non-profit organizations. Last, but certainly not least, the Chamber of Commerce is comprised of many individuals such as private citizens and local retirees.

## **United Capital**

### **Intelligent.Working.Capital.™**

### **Helping Businesses Get Working Capital**

Working capital is essential for a growing business but sometimes it can be a juggling act, particularly when you are first starting out or especially when you are experiencing a growth spurt. Growth can be tricky! You need capital to help you grow and it can take weeks or even months for clients to pay their B2B invoices, stifling your progress and often your ability to fill subsequent orders for them. United Capital Funding can help you in a number of ways so that you can simply do what you do best — serve your clients.

How? Some of the ways we serve our clients include: providing funding using your B2B Accounts Receivables as collateral, payroll funding and professional consulting services that help you leverage our expertise. When it comes to working capital and funding, the United Capital Funding team is experts and we are known for helping companies hit the next level in their quest for success.

### **Unleash the Value and Power of your Accounts Receivables**

Our most popular professional service involves providing working capital using your Accounts Receivables. Simply put, you can sell us your B2B invoices and we provide you funding immediately. How can this help your business? By factoring your B2B Accounts Receivables [AR]/[AR], you can put your capital to work quickly — giving you the ability to expand, hire new employees, take on the big sale instead of having to wait for getting paid, holding back your business's growth and potentially causing problems with your suppliers, customers, and employees.

When your customers take their time to pay you, you are the one who waits! Entrepreneurial companies of every size in a wide range of industries have very successfully used our factoring services to grow and prosper. There are a variety of ways we can help above and beyond providing your business with working capital by factoring your B2b Accounts Receivables.

Do you need funding for a big purchase order? We can help find and secure this type of specialized funding for you. Do you need cash flow to help you with expenses and payroll through a sudden growth spurt? We can help here, too.

## **Youth In Action**

### **Sherlene McClary: Director of Contracting**

**HUGO1CORP is a 501.3(c) Community Economic Development Organization owned Firm, a Federal Register System Award Management, SAM since 2004, Minority Small Business. The Corporation purposes, “A Catalyst for Humanity”. Founded in 1997 Sherlene McClary Dedicated to creating positive outcomes for children, youth, families and communities, affected by unforeseen tragedy.**

## **Our youth in action. A catalyst for Humanity.**

Since 1997, we are dedicated to creating positive outcomes for children, youth, families, and communities affected by unforeseen strategies.

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