



SMALL BUSINESS IN THE SUNSHINE



A Procurement Opportunities Conference to assist Small Businesses, Small Disadvantaged Businesses, HUBZone, Veteran, and Woman-Owned Businesses in conducting business with the Federal Government and Prime Contractors

SPONSORED BY:

**Congressman Allen Boyd
Florida Procurement Technical Assistance Center
Greater Fort Walton Beach Chamber of Commerce**

**Air Armament Center, Eglin AFB
Veterans Business Outreach Center
UWF Small Business Development Center**

WHEN: Wednesday, November 17, 2004 – 8:30 AM to 4:00 PM

WHERE: Hilton Sandestin Beach and Golf Resort - Destin, Florida
Call (850) 267-9500 or (800) 367-1271 before Monday, October 25, 2004. Rate is \$80 per night-plus tax, single or double (mention the Eglin Small Business Conference, Code SBS). This rate is available for three days before and after the conference!

REGISTRATION FEE:

Pre-registration by 8 Nov 04: \$25 per person. Checks ONLY - no credit cards!
Walk-in registration: \$35 (Checks or Cash ONLY – no credit cards)

FEDERAL AGENCIES INVITED: (Partial List)

Air Armament Center, Eglin AFB FL	Small Business Administration
Warner Robins Air Logistics Center, Robins AFB GA	Defense Contract Management Agency
Marine Corps Logistic Base, Albany GA	Army Corps of Engineers, Mobile AL
General Services Administration	Defense Supply Center, Richmond Va
FL PTAC & SBDC	Veterans Administration
Internal Revenue Service	AFSOC, Hurlburt Field FL
Tyndall Air Force Base FL	Maxwell Air Force Base AL
Patrick Air Force Base FL	Keesler Air Force Base MS
AF Research Lab, Munitions Directorate, Eglin AFB FL	Columbus Air Force Base MS
Coastal Systems Station, Naval Surface Weapons Center, Panama City FL	US Army Aviation & Missile Command, Redstone Arsenal AL
US Army Space & Strategic Defense Command, Huntsville AL	US Navy Fleet Industrial Supply Center, Jacksonville FL
HUD	National Park Service

PRIME CONTRACTORS INVITED: (Partial List)

Lockheed Martin	Raytheon Company	Boeing Company
BAE Systems	SAIC Environmental	Northrop Grumman
DRS Training & Control	Johnson Controls	CH2M Hill
Teledyne Brown Engineering	Georgia Tech Research	DynCorp
3M Corporation	Harris Corporation	Cubic
General Dynamics OTS	Jacobs Engineering/Sverdrup	Earth Tech, Inc.



**SMALL BUSINESS IN THE SUNSHINE
WEDNESDAY, NOVEMBER 17, 2004**



TENTATIVE AGENDA

- 7:30-8:30 REGISTRATION (AND THROUGHOUT DAY)
- 8:30-9:00 WELCOME - CONGRESSMAN ALLEN BOYD
- 9:00-12:00 ONE-ON-ONE COUNSELING OR SEMINARS
MEET WITH INDIVIDUAL REPRESENTATIVES FROM
FEDERAL, STATE, AND LOCAL GOVERNMENT AGENCIES
AND MAJOR PRIME CONTRACTORS
NO APPOINTMENTS OR PRIOR SIGN-UP REQUIRED!
- 9:15-10:15 GSA FEDERAL SUPPLY SCHEDULES - WHAT ARE THEY?
IS THERE ONE FOR YOUR SERVICE OR PRODUCT? GEORGIA PTAC, RM A
- 9:15-10:00 IRS HINTS FOR SB/HOW TO PREPARE FOR AN AUDIT
SHIRLEE CARTER, IRS, RM B
- 10:30-11:30 THE GOVERNMENT'S FORMAL SOURCE SELECTION PROCESS
AUDREA FEIST, EGLIN AFB ACQUISITION EXCELLENCE OFFICE, RM A
- 10:15-11:00 DoD EMALL – 6 WEEKS TO REACH A NEW MARKET
KEVIN BESS, DOD EMALL OPERATIONS, RM B
- 11:15-12:00 AFWAY – AIR FORCE IT PURCHASES – HOW DO I PARTICIPATE?
PATRICIA BEASLEY, AFWAY PROGRAM MANAGER, RM B

12:00-1:15 LUNCH - ON YOUR OWN*** (EXHIBITS CLOSED)**

- 1:15 – 4:00 ONE-ON-ONE COUNSELING OR SEMINARS RESUME
- 1:15-2:15 ARE YOU PREPARED FOR PRE-AWARD SURVEY OR AUDIT?
SCOTT COMPTON, DCAA, RM A
- 1:15-2:00 IRS HINTS FOR SB/HOW TO PREPARE FOR AN AUDIT
SHIRLEE CARTER, IRS, RM B
- 2:30-3:30 WHAT'S NEW FOR SERVICE-DISABLED VETERAN OWNED SB?
SCOTT DENNISTON, VETERANS ADMINISTRATION, RM A
- 2:30-3:30 AFWAY – AIR FORCE IT PURCHASES – HOW DO I PARTICIPATE?
PATRICIA BEASLEY, AFWAY PROGRAM MANAGER, RM B
- 4:00 CONFERENCE CONCLUDES





**ATTENDEE REGISTRATION FORM
SMALL BUSINESS IN THE SUNSHINE
WEDNESDAY, NOVEMBER 17, 2004**



MAIL CHECK AND COMPLETED REGISTRATION FORM TO:

SMALL BUSINESS CONFERENCE, ATTN: PTAC COUNSELOR
PO DRAWER 640
FORT WALTON BEACH FL 32549

MAKE CHECK PAYABLE TO: "SMALL BUSINESS CONFERENCE" (CREDIT CARDS ARE **NOT** ACCEPTED)

COMPANY NAME: _____

NAME(S) OF ATTENDEE(S) AS YOU WISH THEM TO APPEAR ON NAMETAG(S)

MAILING ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

FAX NUMBER: _____ E-MAIL ADDRESS: _____

- **LUNCH IS NOT INCLUDED IN THE REGISTRATION FEE**
- **CONFERENCE REGISTRATION FEE OF \$25 PER PERSON IS DUE BY MONDAY, 8 NOV 04**
- **WALK-IN REGISTRATION - \$35 PER PERSON. - CHECK OR CASH ONLY**
- **REGISTRATION FEE IS NONREFUNDABLE**

WELCOME RECEPTION AND NETWORKING
TUESDAY, 16 NOV 04 FROM 6:00—7:30 PM
HORS D'OEUVRES AND PAY-AS-YOU-GO BAR

DIRECT ANY QUESTIONS TO:

EGLIN SMALL BUSINESS OFFICE AT (850) 882-2843, EXT. 1

E-MAIL: patty.uhrig@eglin.af.mil

OR

PROCUREMENT TECHNICAL ASSISTANCE CENTER OFFICE AT (850) 473-7806

E-MAIL: Lsubel@uwf.edu

AGENDA CHANGES WILL BE POSTED AT
FLORIDA PROCUREMENT TECHNICAL ASSISTANCE CENTER WEBSITE:
www.fptac.org

INVITED EXHIBITORS WILL BE FEDERAL /STATE AGENCIES AND LARGE
PRIME CONTRACTORS ONLY! CONTACT EGLIN AFB OR PTAC FOR
TABLE RESERVATION
(NO SMALL BUSINESSES) (NO CHARGES APPLY FOR EXHIBITORS)