

Annual State Procurement Conference

Agenda

Wednesday, October 20, 2010
Virginia Museum of Natural History

- 8:00 am to 8:30 am **Registration and Networking, Continental Breakfast**
Mr. & Mrs. L. Dudley Walker Lecture Hall (Main Floor)
- 8:30 am to 8:40 am **Welcome & Overview of Activities, Introduction of Agency Representatives**
Lisa Wilson, Martinsville-Henry County Economic Development Corporation
Mr. & Mrs. L. Dudley Walker Lecture Hall (Main Floor)
- 8:45 am to 10:00 am **SWaM and eVA Overview & How to Respond to State Bids/RFP's and Quick Quotes**
Tammy Farmer, Virginia Department of Business Assistance
Mr. & Mrs. L. Dudley Walker Lecture Hall (Main Floor)
- 8:45 am to 10:00 am **Connecting to Federal Markets & Federal Small Business Certifications**
Joanne Tompkins, Crater Procurement Technical Assistance Center
Classroom 1 – Claude Moore Foundation Classroom (Lower Level)
- 10:00 am to 10:15 am **Break**
- 10:15 am to 11:00 am **Local & Regional Opportunities**
David Moore, Henry County
Karen Mays, City of Martinsville
Amanda Witt, Martinsville-Henry County Chamber of Commerce
J.T. Hodges, Franklin County Schools
Classroom 2 – Charity League Classroom (Lower Level)
- 10:15 am to 11:15 am **Financing Your Small Business in a Tough Economic Climate**
Local Banker
Mr. & Mrs. L. Dudley Walker Lecture Hall (Main Floor)
- 10:15 am to 12:15 pm **Networking with Agency Representatives**
Lower Level
- 10:15 am to 12:15 pm **One-on-one assistance with Tammy Farmer or Joanne Tompkins**
By appointment (up to 30 minutes)
Classroom 1 – Claude Moore Foundation Classroom (Lower Level)
- 11:15 am to 12:15 pm **Partnering With Your Community on Major Projects to Help HUBZone & Workforce Development Programs Succeed**
George Jones, Small Business Transportation Resource Center
Mr. & Mrs. L. Dudley Walker Lecture Hall (Main Floor)
- 12:15 pm to 1:00 pm **Networking Lunch**
- 1:00 pm to 3:00 pm **One-on-one assistance with Tammy Farmer**
By appointment (up to 30 minutes)
Classroom 1 – Claude Moore Foundation Classroom (Lower Level)

