

Agenda

Annual Federal Procurement Conference

May 5, 2011

*Spencer-Penn Centre
475 Spencer-Penn Road
Spencer, Virginia 24165*

8:00AM - 8:30AM	Check In, Networking and Continental Breakfast <i>Alumni Hall</i>
8:30AM - 8:40AM	Welcome & Opening Remarks Lisa Fultz, Martinsville-Henry County Economic Development Corporation James Williams, U.S. Small Business Administration Elected Officials <i>Alumni Hall</i>
8:40AM - 9:25AM	Speed Networking ~Get to know procurement representatives and potential business partners during this fast paced activity – introduce yourself and network in 3 minute intervals. Don't forget to move one space over when requested to do so ~ <i>Alumni Hall</i>
9:30AM - 11:20PM	Open Networking ~It's most important that you take advantage of networking with buyers and prime contractors while they are here to meet you~ <i>Hallways</i>
9:30AM - 10:30AM	Federal Procurement Overview, Set Asides & Procurement Resources ~Targeted toward newcomers who have no knowledge of federal procurement~ Lisa Fultz, Martinsville-Henry County Economic Development Corporation <i>Alumni Hall</i>
9:30AM - 10:30AM	Overview of GSA (General Services Administration) ~Targeted toward those who are not familiar with GSA (General Services Administration)~ Helena Koch, Office of Small Business Utilization, GSA, Mid-Atlantic Region <i>Spencer Room</i>
9:30AM - 10:30AM	One-on-One Assistance by Appointment (State) ~Up to 30 minutes of hands-on assistance with eVA account – Electronic Virginia~ Tammy Farmer, Virginia Department of Business Assistance <i>Alumni Hall, Stage Area</i>
10:30AM - 10:40AM	Break
10:40AM - 11:20AM	Veteran Entrepreneurial Programs/Contracting with VA Medical Centers ~Appropriate for Veterans & those who would like to learn how to do business with VA Medical Centers~ Teresa Holley, Salem VA Medical Center <i>Craft Room</i>

Please note that concurrent sessions are indicated by color blocks.

10:40 AM - 11:20AM	<p>Maximize Your Opportunities to Sell to the State Using eVA Reporting ~Find out what the Commonwealth of Virginia is buying and how to outshine your competitors by tapping into the eVA reporting system~ Tammy Farmer, Virginia Department of Business Assistance <i>Spencer Room</i></p>
11:20AM - 11:40AM	Break
11:40AM	<p>Lunch Invocation George Jones, Small Business Transportation Resource Center</p>
11:55AM	<p>Introduction of Keynote Speaker Lisa Fultz, Martinsville-Henry County Economic Development Corporation</p>
12:00PM - 1:00PM	<p>Key Elements of Success Keynote Speaker Julien Patterson, Omniplex World Services – Chantilly, VA <i>Alumni Hall</i></p>
1:00PM - 2:00PM	<p>Step-by-Step, How to Get on GSA Schedules ~Appropriate for those who know they want to get on a GSA schedule~ Helena Koch, Office of Small Business Utilization, GSA, Mid-Atlantic Region <i>Spencer Room</i></p>
1:00PM - 2:00PM	<p>Interactive Marketing Plan Session ~Appropriate for those who want to receive some assistance with writing an effective marketing plan~ Sandra Tanner, Virginia Tourism Corporation <i>Craft Room</i></p>
1:00PM - 2:00PM	<p>One-on-One Assistance by Appointment (State) ~Up to 30 minutes of hands-on assistance with eVA account – Electronic Virginia~ Tammy Farmer, Virginia Department of Business Assistance <i>Alumni Hall, Stage Area</i></p>
2:00PM	Complete Evaluations and Adjourn