

# Representative Ike Skelton's Procurement Conference



## Featured Luncheon Speaker

The Honorable Donald Winter,  
Secretary of the Navy

Friday, May 30, 2008

7:30 am - 4:00 pm

University of Central Missouri

Warrensburg, MO

University Union Building

Room 234B

Parking available in Lot M

*In Cooperation with:*



This publication has been developed by the Missouri SBDC in partnership with the U.S. Small Business Administration.

Dear Friends:

It gives me great pleasure to announce the annual small business Federal Procurement Conference at the University of Central Missouri (UCM) in Warrensburg, Missouri. The year 2008 marks the 20th edition of this event – a tradition aimed at enhancing economic development by improving access to information for Missouri's small businesses.

We are pleased to have a distinguished group assembled at UCM to facilitate small business development in the Show – Me State. The list of representatives from both industry and government is impressive. We are especially grateful to have with us two special representatives from the U.S. government. Secretary of the Navy Donald Winter will provide us with an outstanding keynote lunch speech, and RADM Sean Crean, U.S. Navy Supply Corps, will be with us to explain government purchasing practices and provide specific advice for potential contractors.

All told, the 2008 conference is sure to be the best ever. Please join us at UCM and join me in giving a warm Missouri welcome to Secretary Winter and RADM Crean.

## CONGRESSMAN IKE SKELTON

Congressman Skelton is a leader in the House on defense issues, serving as the Chairman of the House Armed Services Committee. Skelton's district is home to Fort Leonard Wood, Whiteman Air Force Base, and the Missouri National Guard Training Center. Skelton was instrumental in bringing the Army Engineer School to Fort Leonard Wood and the B-2 Stealth bomber to Whiteman. Because the 4th Congressional District is comprised of small towns and farming communities, Skelton looks after the needs of rural America. He is a former chairman of the Small Business Subcommittee on Procurement, Tourism and Rural Development and the Congressional Rural Caucus.



Mr. Skelton, a native of Lexington, was elected to Congress in 1976. He is a graduate of Wentworth Military Academy and the University of Missouri–Columbia, where he received A.B. and LL.B. degrees.

## DR. DONALD C. WINTER SECRETARY OF THE NAVY

Donald C. Winter is the 74th Secretary of the Navy, sworn into office on Jan. 3, 2006. The Secretary of the Navy is responsible for all the affairs of the Department of the Navy, including recruiting, organizing, supplying, equipping, training, mobilizing, and demobilizing. The Secretary also oversees the construction, outfitting, and repair of naval ships, equipment and facilities.

Dr. Winter earned a bachelor's degree in physics from the University of Rochester in 1969. He received a master's degree and a doctorate in physics from the University of Michigan in 1970 and 1972, respectively. He is a 1979 graduate of the USC Management Policy Institute, a 1987 graduate of the UCLA Executive Program, and a 1991 graduate of the Harvard University Program for Senior Executives in National and International Security. In 2002, he was elected a member of the National Academy of Engineering.



## RADM SEAN CREAN UNITED STATES NAVY

RADM Sean Crean is the Deputy Assistant Secretary of the Navy (Research, Development, and Acquisition). He advises the Navy's senior Acquisition Executive on business matters concerning Navy and Marine Corps programs and provides policy and oversight of the Navy's procurement system. A resident of Maine, Rear Admiral Seán F. Crean began his naval career as a Navy Reserve Officer Training Corps (NROTC) Midshipman at the State University of New York Maritime College. In addition to a Bachelor of Science in Marine Transportation and Business Management, he earned a Master of Business Administration from New Hampshire College's Graduate School of Business in 1983.

Rear Admiral Crean is an expert in military acquisition and financial management and has received the highest levels of certification and joint professional military degrees in these fields. He has served with distinction in the United States and abroad and has received numerous decorations for his service.



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## Agenda

- 7:30 Registration — Room 234B  
*Coffee and Donuts with Ike Skelton*
- 7:30 Contractor and Government Exhibits Open
- 8:25 Exhibits Close
- 8:30 Posting of Colors National Anthem Room 240  
*Whiteman AFB Color Guard*  
National Anthem *Whiteman AFB*  
General Welcome & Introductions *Wes Savage*
- 8:40 Welcome & Introduction of Rep. Ike Skelton by  
*Dr. Aaron Podolefsky, President, UCM*
- 8:45 Comments  
*Rep. Ike Skelton, 4th District*
- 9:00 Successful Government Contractor  
*Doug Hensley*  
*Hensley Technologies Inc.*
- 9:10 Administrative Announcements
- 9:30 Government Procurement, Rm 237A and B  
*RADM Sean Crean*  
*US Navy*
- 10:30 Exhibits Open
- 11:55 Exhibits Close
- 12:00 Luncheon: Brisket, baked potato, corn, cole slaw and cake

### Luncheon Speaker:

*The Honorable Donald Winter,  
Secretary of the Navy*

1:00-3:00 Exhibits Open

1:00-2:30 Tracks I through XIII

**TRACK I: Selling to the Government**  
Helping you target the government markets applicable to your business

**TRACK II: Small Business Transportation Resource Center**  
The steps you need to take to become a certified Disadvantaged Business Enterprise (DBE) and presentation on Short Term Lending Program.

**TRACK III: "Choose Veterans First"**  
Learn how the VA works with Federal agencies and prime contractors to identify business opportunities for veterans and service disabled veterans.

**TRACK IV: Contract Pricing and Estimating**  
Learn how to calculate price for service/ construction oriented businesses. Instructors will discuss effective pricing strategy and concept.

**TRACK V: Funding Your Business-Small Business Innovation Research (SBIR)/ Angel Networks**  
Seed funding to strengthen the technological competitiveness of the state's businesses.

**TRACK VI: SBA Contracting Programs including Central Contractor Registration (CCR), Dynamic Small Business Search (formerly PRO-Net), SDB certification and HUB-Zone Programs**  
The requirement to register in Central Contractor Registration (CCR), the use of the Dynamic SB Search engine and the certification process for the Small Disadvantaged Small Business and Historically Under Utilized Business Zone programs

**TRACK VII: Base and Post Contracting**  
The government credit card purchasing program, the importance past performance plays in the local procurement environment and using FedBizOpps to find local purchase opportunities.

**TRACK VIII: SBA Financing**  
Make the most of SBA programs and services. It's not rocket science. Learn how the SBA financial assistance programs can help you start or grow your business application procedures credit criteria and access to capital.

**TRACK IX: Cash is King**  
You should attend this presentation if you are:  
- Current business owners  
- Prospective business owners who want to start on the right foot.

**TRACK X: Business Marketing**  
Want a powerful ally? Look at your customer. We will discuss customer-driven marketing ideas, word-of-mouth, managing customer data and how to generate new business.

**TRACK XI: Radio Frequency Identification (RFID)**  
This section explains the most important features of Radio Frequency Identification.

**TRACK XII: ISO Standards.**  
This process provides an understanding of the concepts, intent and the application of the "process approach" to the ISO 9000 family of Quality Management System standards.

**TRACK XIII: The Lean and Clean Advantage**  
Manufacturers work hard to keep costs down, profits up, and customers happy. But can you stay competitive and reduce your environmental footprint? The answer is yes! Find out how you can succeed by being lean and clean.

**2:45 Meet the Speakers**  
Speakers will be available for individual questions and discussion.

The following exhibitors exhibited at last year's conference. For this 2008 conference, 200 government buying offices and 1,314 contractors have been invited.

Government:  
AAFES; UCM Purchasing; Defense Logistics Agency, Ft. Belvoir; DSCC; Environmental Protection Agency; General Services Administration; Jackson County; Marine Corps Regional Contracting Office; Missouri Army National Guard; Missouri Department of Transportation; Missouri Procurement Technical Assistance Centers; Missouri Small Business Development Centers; MoFast; NASA Glenn Research Center; National Park Service; Scott AFB; Small Business Administration; Social Security Administration; UM Minority Business Development; US Army-TACOM; US Army Corps of Engineers; US Department of Agriculture; US Department of Housing & Urban Development; US Department of State; US Dept of Veterans Affairs; Whiteman Air Force Base

Contractors:  
Accenture LLP; Acutek, Inc; Alliant Lake City; Anteater's Pest Control; Black & Veatch; Burns & McDonnell; Central Power Systems; Checkdate Solutions; CMR Communications Solutions; Commercial Concepts; Computer Security Consulting; Cryotech Deicing Technology; DRS Sustainment Systems; DT Search & Design; EnerSys; Eskilson Engineering Inc; EZ Productions; EZ GSA; GEHA; General Dynamics Corp; Hemco Corp; I Support Learning; IBS Industries; J S I, LLC; Kellogg Brown & Root (KRB); KOA Press; Leatherwood Enterprises; Lockheed Martin; Media Wizard, Inc; Midwest Research Institute; Mulnix Industries; National Catastrophe Restoration; Northrup Grumman Corp; Number Six Software; PSRI Technologies; Production Products; Radiophone Engineering Inc; Son Equity Pest Management; T&T Logistics; The ARK Enterprises; The Boeing Co; The NNSA's Kansas City Plant/Honeywell; The Rehabilitation Institute; X-Com, Inc.

Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Business Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
City/State/ZIP: \_\_\_\_\_  
Telephone: ( ) \_\_\_\_\_  
E-mail: \_\_\_\_\_

*Do you have any special dietary or accessibility needs?*

Please return this panel with payment of \$49 no later than May 23, 2008.

Please indicate breakout sessions you plan to attend:  
Track I \_\_\_\_\_ Track II \_\_\_\_\_ Track III \_\_\_\_\_  
Track IV \_\_\_\_\_ Track V \_\_\_\_\_ Track VI \_\_\_\_\_  
Track VII \_\_\_\_\_ Track VIII \_\_\_\_\_ Track IX \_\_\_\_\_  
Track X \_\_\_\_\_ Track XI \_\_\_\_\_ Track XII \_\_\_\_\_  
Track XIII \_\_\_\_\_

You may register for the Rep. Ike Skelton conference by:  
Mailing this form (or)  
Going on-line at [www.missouribusiness.net/prac](http://www.missouribusiness.net/prac) or  
[www.ucmo.edu](http://www.ucmo.edu).

Make check payable to SBTTDC

Mail to: SBTTDC

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