

First Name: _____
 Last Name: _____
 Business Name: _____
 Address: _____
 City/State/ZIP: _____
 Telephone: (____) _____
 E-mail: _____

Please indicate no more than two 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.ucmo.edu/sbtdc
 Make check payable to SBTDC
 Mail to: SBTDC
 University of Central Missouri,
 Dockery Suite 102, Warrensburg, MO 64093
 Phone: (660) 543-4402
 FAX (660) 543-8159

Do you have any special dietary or accessibility needs?

Please return this panel with payment of \$50 no later than May 28, 2010.

TRACK IX: 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 X: Financing in Today's Economy
 You should attend this presentation if you are:
 - Current business owners
 - Prospective business owners who want to start on the right foot.

TRACK XI: 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 XII: US DOT Programs Presented by SBTRC
 Short Term Lending Program and Bonding Assistance Program.

TRACK XIII: Green Government Contracts & Grants
 Unprecedented government funding for jobs training, energy efficiency and technology research is turning the economy green. Find out how economic stimulus dollars are flowing, what and who is getting funded.

The following exhibitors exhibited at last year's conference. For this 2010 conference, 200 government buying offices and 1,314 contractors have been invited.

Government:
 AAFES; Central MO Economic Development Alliance; City Purchasing of Columbia; UCM Purchasing; Defense Logistics Agency; General Services Administration; Jackson County; Mission and Installation Contracting-Ft. Leavenworth, KS; Missouri Army National Guard; Missouri Department of Transportation; Missouri Procurement Technical Assistance Centers; Missouri Small Business and Technology Development Centers; MoPAST; National Park Service; Scott AFB; Social Security Administration; UM Minority Business Development; US Army-TACOM; US Army Corps of Engineers; US Army-Ft. Leonard Wood; US Department of Agriculture; US Dept. of Veterans Affairs; US EPA; US Marine Corps; and Whiteman Air Force Base.

Contractors:
 Accenture; ACI Boland, Inc.; Advanced Military Equipment; Agis Business Solutions; Alliance Foam Technologies; American Products; ATK Small Caliber Systems; ATRO; Birken Manufacturing; Black & Veatch; Burns & McDonnell; Center for Alternative Fuels and E-w'n Systems; Cenurion Technologies; Crystal Clear Enterprises; Custom Truck; Electric Boat Corp.; EnerSys; Espy Technologies; Federal Payments; Fort Wood Hotels; Furbule Technologies; GH Tool & Mold; GEHA; Grainger Industrial; Greater Ozarks Enterprises; Hencke Corp.; Henkys; Hitec; JET Structural Eng.; J.S.F. Lockheed Martin; LB&B Associates; Metro Business Consultants; MidAmerica Solar; Midwest Research Institute; Missouri Structural Composites; MPRI; Munandated Cultural Environmental Services; Northrup Grumman Corp.; Per Quenchers; Pioneer Trails Regional Planning Commission; Production Products; ProEnergy Services; Resolock Construction; Select Van/Mayflower; SonEquity Pest Management; Sports Shade Canopy; Stealth Mark; SubmittalBot; Systemstracker; Implement; Tech Electronics; The ARK Enterprises; The Boeing Co.; The NNSA's Kansas City Plant/Honeywell; Transportation Innovation Products; TriWest Healthcare Alliance; US Photonics; and X-Com Systems.

TRACK II: Subcontracting Opportunities with Prime Contractors
 A prime contractor will discuss how to become a subcontractor for government contracts.

TRACK III: Funding for Technology Commercialization- Small Business Innovation Research (SBIR) Grants and Equity Investment Opportunities
 Funding opportunities to strengthen the competitiveness of the state's technology businesses.

TRACK IV: 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 Business and Historically Under Utilized Business Zone programs

TRACK V: ISO Standards.
 This process provides updates of the concepts, intent and the application of the "process approach" to the ISO 9000:2008 family of Quality Management System standards.

TRACK VI: 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. Included in the presentation will be SBA incentives created in the Economic Stimulus Program to help the small business community this year.

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

2:45-4:15 Tracks VII through XIII

TRACK VIII: Selling to the Government (REPEAT)
 Learn how to calculate price for service/construction oriented businesses. Instructors will discuss effective pricing strategy and concept.

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Agenda

7:30 Registration — Lower Level
Coffee and Donuts with Ike Skelton

7:30 Contractor and Government Exhibits Open

8:25 Exhibits Close

8:30 Posting of Colors
Whiteman AFB Color Guard

8:40 Welcome & Introduction of Rep. Ike Skelton
Dr. Marsha Drennon, President, State Fair Community College

8:45 Comments
Rep. Ike Skelton, 4th District

9:00 Successful Government Contractor
Gary Walker, Magic Touch & Bullseye International

9:10 Administrative Announcements

9:15 Government Procurement
RDML David Baucorn
Deputy Asst Secretary of the US Navy

10:45 Exhibits Open

11:50 Exhibits Close

12:00 Luncheon Buffet: Brisket or chicken, baked potato, green beans, garden salad, dinner roll, cake, iced tea, coffee and water

Luncheon Speaker:

The Honorable John McHugh
Secretary of the U.S. Army

1:00-2:45 Exhibits Open

1:00-2:30 Tracks I through VII

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

Representative Ike Skelton's Procurement Conference



Featured Luncheon Speaker

The Honorable John McHugh
Secretary of the U.S. Army

Friday, June 4, 2010

7:30 a.m. - 4:15 p.m.

State Fair Community College

Fred E. Davis Multipurpose Center

3201 West 16th Street

Sedalia MO 65301-2199

In cooperation with:



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

Dear Friends:

It gives me great pleasure to announce my annual small business Federal Procurement Conference at State Fair Community College in Sedalia, Missouri. The year 2010 marks the 22nd 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 State Fair Community College (SFCC) 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 Army John McHugh will provide us with an outstanding keynote lunch speech and RDML David F. Baucom, U.S. Navy Supply Corps, will be with us to explain government purchasing practices and provide specific advice for potential contractors.

All told, the 2010 conference is sure to be the best ever. Please join us at SFCC and join me in giving a warm Missouri welcome to Secretary McHugh and RDML Baucom.

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, has been a Member of Congress since 1977. He is a graduate of Wentworth Military Academy and the University of Missouri-Columbia, where he received A.B. and L.L.B. degrees.



RDML DAVID F. BAUCOM UNITED STATES NAVY

Rear Admiral Baucom, a native of Blythewood, S.C., received his commission through the Naval Reserve Officer Training Corps program at Auburn University in 1981. He holds a bachelor's



degree in industrial management and fulfilled all requisites for a second bachelor's degree in personnel management and industrial relations from Auburn University. He earned a master's degree in acquisition and contract management from the Naval Postgraduate School, Monterey, Calif., and a second master's degree in national resource strategy from the Industrial College of the Armed Forces at the National Defense University in Washington.

LUNCHEON SPEAKER ARMY SECRETARY JOHN MCHUGH

The Honorable John M. McHugh was sworn in as the 21st Secretary of the Army on Sept. 21, 2009, following his nomination by President Barack Obama and confirmation by the United States Senate.

As Secretary of the Army, he has statutory responsibility for all matters relating to the United States Army: manpower, personnel, reserve affairs, installations, environmental issues, weapons systems and equipment acquisition, communications, and financial management. Secretary McHugh is responsible for the Department of the Army's annual budget and supplemental of over \$200 billion. He leads a work force of more than 1.1 million active duty, Army National Guard, and Army Reserve Soldiers, 221,000 Department of the Army civilian employees, and 213,000 contracted service personnel. He has stewardship over 14 million acres of land. Secretary McHugh served as a Republican Member of Congress from upstate New York.



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