

# BRIDGING PARTNERSHIPS

7:00 – 9:00 a.m. REGISTRATION - \$20.00 per attendee - includes lunch and all breakout sessions

8:15 a.m. Opening Remarks

-  Roy Schepens, Manager, Department of Energy, Office of River Protection
-  Keith Klein, Manager, Department of Energy, Richland Operations

## Vendor Fair Open All Day - Meet the Buyers and Technical Representatives

	Track A Project Room	Track B Pine/Spruce Room	Track C Oak Room
8:45 a.m. – 9:45 a.m.	<p><b>TRIDEC's Community Reuse Organization</b></p> <p>This program is set up to assist small business through the reuse of Hanford site assets and other community-funded programs from the Department of Energy.</p> <p><i>Presented by:</i> Sean Stockard, Director of Economic Transition, TRIDEC</p>	<p><b>Adequate Accounting Systems</b></p> <p>Doing business with the Federal Government and its contractors places some unique requirements on your accounting and timekeeping systems. This session will address what an "adequate accounting system" is and how you can design your system to comply.</p> <p><i>Presented by:</i> Jeff Lubeck, CPA, Strategic Business Solutions, Inc.</p>	<p><b>CCR Registration</b></p> <p>Effective September 30, 2003, you must register at the Central Contractor Registration in order to receive a contract award from any federal agency. Learn the in's and out's and how to register for future subcontracting opportunities with federal agencies.</p> <p><i>Presented by:</i> Rich Hague, DOE Richland Operations, Small Business Program Manager</p>
10:00 a.m. – 11:00 a.m.	<p><b>Market Growth Strategies</b></p> <p>An overview for small businesses aimed at assisting you in identifying market opportunities, what kinds of channels to pursue, and strategies for the greatest return on your investment.</p> <p><i>Presented by:</i> Dr. Pamela W. Henderson, Associate Professor, Washington State University</p>	<p><b>SBIR's/STTR's</b></p> <p>This workshop will introduce the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs and provide resources available in the Northwest. The SBIR program funds early stage research and development projects for small technology companies.</p> <p><i>Presented by:</i> Gary Spanner, P.h.D., Manager, Economic Development, Pacific Northwest National Laboratory</p>	<p><b>Intellectual Property – Do You Need To Do Something with Yours?</b></p> <p>Presented by a member of the American Intellectual Property Law Association, this workshop will address topics including patents, trademarks, copyrights, trade secrets and licensing for small businesses.</p> <p><i>Presented by:</i> Floyd Ivey, Principal, Liebler, Ivey, Connor and Berry, Attorneys at Law</p>
<p>12:00 – 1:30 P.M. <b>BRIDGING PARTNERSHIPS LUNCHEON</b>  <b>Opening Remarks: Senator Maria Cantwell (Invited)</b>  <b>Keynote Address: Grant Fredericks, Deputy Director, Washington State Department of General Administration</b></p>			
1:30 – 2:30 p.m.	<p><b>Overview of "Doing Business with Washington State Department of General Administration and Local Governments"</b></p> <p><i>Presented by:</i> Bill Joplin, Assistant Director, Washington State Department of General Administration</p>	<p><b>Contracting with the Washington State Department of Transportation</b></p> <p>A panel of speakers will provide an overview of WSDOT's upcoming projects, prequalification requirements, bid solicitations, scheduled bid openings and the bid process in general for highway and ferry terminal construction projects. Representatives will also review Consultant Administration and procurement in general.</p> <p><i>Presented By:</i> Ken Walker, Manager Contract Ad and Award Office Karlene Loran, Liaison, WSDOT Consultant Program</p>	<p><b>Certification as a Minority, Woman or Disadvantaged Business Enterprise</b></p> <p>If you are a minority, woman, or person who is socially and economically disadvantaged, and own and control your business, this session will provide information on the eligibility requirements and benefits of certification with the State and U.S. Dept. of Transportation programs.</p> <p><i>Presented By:</i> Cathy Canorro, Compliance Manager, Office of Minority and Women's Business Enterprises</p>
2:45 – 3:45 p.m.	<p><b>Understanding the "Ins and Outs" of the State Purchasing System</b></p> <p>Representatives from the Washington State Dept. of General Administration will discuss Engineering and Architectural Services, Construction, Goods and Services and Professional Services.</p> <p><i>Presented By:</i> Servando Patlan, Purchasing Manager, Office of State Procurement Maris Grobins, Deputy Assistant Director, Division of Engineering &amp; Architectural Services</p>	<p><b>Finance and Bonding</b></p> <p>Panel representatives will provide an overview of the SBA Financing Programs most often used by contractors. In addition, representatives from the Bonding and Insurance industry and the USDOT Bond and Loan program will provide an update on recent changes in the bonding and insurance industry and what the necessary steps are you need to take in order to obtain a performance bond or loan.</p> <p><i>Presented By:</i> Charles Horn, LUTCF Insurance Broker, Charles Horn Insurance Agency Alan Collinge, Program Director, U.S.Dept.of Transportation, Office of Small and Disadvantaged Business Utilization Gil Acevedo, SBA Loan Officer, SBA Financing Program Options</p>	<p><b>Washington State Department of Transportation DBE Supportive Services Program</b></p> <p>A review of the business development assistance available with the Disadvantaged Business Enterprise (DBE) Supportive Services Program.</p> <p><i>Presented By:</i> Cathy Canorro, Compliance Manager, Office of Minority and Women's Business Enterprises</p>