



Alabama Small Business Development Center Network

Strengthening Alabama's Economy, One Small Business at a Time.

www.asbdc.org



The Small Business Development Center and Procurement Technical Assistance Program at Jacksonville State University

Presents

Selling to the Government Matchmaker

Thursday, November 19, 2015 - Houston Cole Library - 11th Floor
Jacksonville State University
Jacksonville, AL
9:00 AM – 4:00 PM

No charge to attend but registration is required.

[Click HERE to register for this workshop](#), or call JSU SBDC at 256-782-5271 or email your request to SBDC@jsu.edu.

Business Workshop 9:00 – 11:25 AM

Michael Jones, Alabama State Purchasing Director
Tom Kochan, Carmin Industries
Teresa Wilson, SBA Business Opportunity Specialist
Lynn Garrison, Marshall Space Flight Center

The workshop will provide business owners with information on how to succeed in the federal, state, and local marketplace. All businesses are welcome to attend.

11:25 – 1:00 - Lunch on your Own

Government Opportunity Matchmaker 1:00 – 4:00 PM

Open to all business owners. The Matchmaker provides an opportunity to meet one-on-one with governmental agency and prime contractor buyers to discuss upcoming projects and business opportunities.

[Click HERE to Register for the Matchmaker](#)
[Directions to the Library](#)



The Small Business Development Center at Jacksonville State University is a member of the Alabama SBDC Network. Funded in part through a Cooperative Agreement with the U.S. Small Business Administration. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Anna Fang, JSU SBDC, 700 Pelham Road North, Jacksonville, AL 36265. 256.782.5271.





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Business Workshop Agenda

9:00 AM – 11:25 AM

Procurement Training Sessions

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|---------------|--|
| 9:00 – 9:10 | Welcome and Announcements Dr. William Fielding, Dean, JSU College of Commerce and Business Administration Ken Grissom, Director, JSU Small Business Development Center Raymond Hembree, Deputy District Director, Alabama SBA District Office |
| 9:10 – 9:40 | SBA Small Business Certifications Teresa Wilson, SBA Business Opportunity Specialist |
| 9:40 -10:10 | Marshall Space Flight Center Opportunities Lynn Garrison |
| 10:10 – 10:25 | Break |
| 10:25 – 10:55 | Small Business Perspective of Selling to the Government Tom Kochan, Carmin Industries |
| 10:55 – 11:25 | Selling to the State of Alabama Michael Jones, State Purchasing Director |
| 11:25 | Adjourn for Lunch on your own. |



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Government Opportunity Matchmaker Agenda

1:00 PM – 4:00 PM

Procurement Training Sessions

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|-------------|---|
| 1:00 – 1:15 | Welcome and Announcements Ken Grissom, Director Small Business Development Center |
| 1:15 – 2:30 | Opportunity for clients to meet one-on-one with governmental agency and prime contractor buyers to discuss upcoming projects and business opportunities |
| 2:30 – 2:45 | Break |
| 2:45 – 4:00 | Opportunity for clients to meet one-on-one with governmental agency and prime contractor buyers to discuss upcoming projects and business opportunities |
| 4:00 | Adjourn |



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