



Alabama Small Business Development Center Network

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

www.asbdc.org

Obtaining Competitive Government Contracts

Attention All Small Business Government Contractors!!

Do You Need to: Grow Your Business? Diversify Your Contracting Base?

Review Your Contracting Fundamentals? Sharpen Your Business Development and Teaming Skills?

Join us for this comprehensive seven hour workshop split into two 3.5 hr. sessions on consecutive days at the Huntsville Chamber of Commerce, covering 10 Key Government Contracting areas and designed to improve your company's competitiveness. Presentations by subject matter experts covering topics such as: Business Fundamentals, 5 C's of Lending, Identifying Opportunities, Capture, Bid & Proposal, and Leadership and Management.

December 1st & 2nd, 2015 8:30 am — 12:00 Noon

The Chamber of Commerce Huntsville-Madison County, 225 Church Street, Huntsville, AL 35801

Visit our website for registration <http://www.uah.edu/sbdc>

ADVANCE REGISTRATION REQUIRED (Seating is Limited)

GUEST SPEAKERS:



Austin Boyd, is the founder and CEO of **Whitespace Innovations**, providing business development support to firms in federal and commercial markets. His expertise is in creating "out of the box" approaches to penetrate new markets for profitable growth of large and small businesses.



Margaret Riethmaier, is the Assistant Vice President of BB&T. Her field of expertise include: Small business and Retail Lending; Banking and Finance; Credit Analysis; Management; and Marketing.



William Emerson, is a mechanical engineer. He set up the office and for 2-1/2 years was the initial manager for development of the M1A1 Tank. He was the US Army's product manager for the development, testing, and introduction of the first battle dress uniforms, and for three years managed a classified ammunition development program. After 20 years in the US Army he worked for nearly 30 years in the defense industry, including having his own company for 11 years. He has written and consulted on numerous proposals throughout his career.



Joseph McGinty, is an electrical engineer. He worked for the U.S. Army as a research and development engineer for 13 years, then moved to industry and served as a program engineer for hardware and software, joint founded a start-up company in California, managed Product Integration at Intergraph for 9 years, and became president of a small internationally based company for 8 years. In 2003, he started his own consulting company until the present. He has started and managed startup companies and large organizations for large commercial and government contracting companies. He has written and consulted on numerous and contracts proposals throughout his career of over 45 years.



Mary Jane Fleming, consults with small businesses marketing to federal, state, and local governments as Procurement Counselor with the Alabama Procurement Technical Assistance Program (AL-PTAC), a specialty program of the Alabama Small Business Development Network. Over the last eight years, Mary Jane has assisted hundreds of small businesses in determining suitability for contracting, vendor registrations, business development, federal and state certification applications and federal acquisition regulations.



Foster Perry, is the Director and Senior Consultant of the Small Business Development Center and Procurement Technical Assistance Center at the University of Alabama in Huntsville. Foster has more than 35 years' experience in Commercial, Government Contracting, and International Business.



The Small Business Development Center at the University of Alabama in Huntsville 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 Magdaline Braxton, UAH SBDC, 225 Church Street, Suite 319, Huntsville, AL 35801. 256.824.6422.

