

2009 BRAC AND BEYOND AGENDA
BUSINESS CONFERENCE
presented by **Coldwell Banker Preferred**

U.S. Army, Major Defense Contractors & Regional Businesses:

BRAC and Beyond: Transforming Aberdeen Proving Ground, the Mid-Atlantic Region and Your Business

- 6:00 a.m. Exhibitors Set- Up**
- 7:15 a.m. Registration for Exhibitors**
- 7:30 a.m. Open Registration and Continental Breakfast -Lobby
Morning Session in Riverfront Ballroom**
- 8:00 a.m. Presentation and Posting of the Colors
Veterans of Foreign Wars Newark Post 475**
Singing of the National Anthem
Miss Delaware 2009, Heather Lehman
- Administrative Remarks &
Introduction of Governor Jack Markell**
Ken Anderson
Director, Entrepreneurial and Small Business Support,
Delaware Economic Development Office (DEDO)

- 8:25 a.m. Welcome Message-
Presentation 1: Why Delaware?**
Honorable Jack Markell
Governor, State of Delaware

- 8:55 a.m. Introduction of Gary Martin**
Bernice Whaley
Deputy Director
Delaware Economic Development Office

- 9:00 a.m. Remarks by Mr. Gary Martin-
Presentation 2: Transformation of Aberdeen
Proving Ground**
Executive Deputy to the Commander
U.S. Army Research, Development and
Engineering Command (RDECOM)

9:15 a.m. APG 2012 Update: Transforming for the Future

**Introduction of COL Andrew Nelson, APG Deputy Garrison
Commander for Transformation**

Karl Kalbacher
Director of Redevelopment
New Castle County Delaware

**9:20 a.m. COL Andrew Nelson-
Presentation 3: APG 2012**

APG Deputy Garrison Commander for Transformation

9:45 a.m. Introduction of David Weir

Clinton Tymes
State Director
Small Business Development Center Network

**9:50 a.m. Dr. David Weir-
Presentation 4: University of Delaware-
APG 2012, A Developing Partnership**

Director, University of Delaware
Office of Economic Innovation and Partnerships

10:10 - 10:30 a.m. Break/Networking with Exhibitors

10:35 a.m. Introduction of Giselle Whitfield

Jeff Stone
Director, Infrastructure and Intergovernmental Relations
DED0

**10:40 a.m. Giselle Whitfield-
Presentation 5: Headquarters Army Materiel Command,
Office of Small Business Programs Overview**

Program Manager, Office of Small Business Programs
Headquarters, Army Materiel Command Redstone Arsenal

And Beyond.....Evolving Regional Opportunity for Delaware

11:05 a.m. Introduction of Dr. Billie Reed
Julie Wheatley
Director of Economic Development
Sussex County Delaware

**11:10 a.m. Dr. Billie Reed-
Presentation 6: Partnership & Vitality as Closure Vaccine**
Executive Director
Virginia Commercial Space Flight Authority and
Mid-Atlantic Regional SpacePort (MARS)

11:30 a.m. Break/Lunch Set-Up

11:35 a.m. Lunch and Keynote Address in Governor's Hall
Sponsored by Science Applications International Corporation

Noon Recognition of Delaware Officials/Dignitaries

12:07 p.m. Delaware Defense Alliance Roundtable Update
Kerwin Gaines, Executive Director DDAR and CEO/Chief
Analyst Blue Assurance Corporation

**12:10 p.m. Remarks and Introduction of Keynote Lunch Speaker
Director Anthony Bell**
Honorable Chris Coons
County Executive
New Castle County Government

**12:15 p.m. Anthony Bell-
Keynote Presentation: BRAC 2010 And Beyond; What's In
It for You and What You Need to Know!**
Chief, Small Business Programs
Army Corps of Engineers

**12.45 p.m. Break/ Networking with Exhibitors
Matchmaking Session in Riverfront Ballroom**

1:00 p.m. Introduction of Prime Contractor and Afternoon Matchmaking Session

Ken Anderson
Director, Entrepreneurial and Small Business
Delaware Economic Development Office

1:05 p.m. Major and Regional Prime Contractor Panel And Matchmaking Session

Government Contractor Panel Topic

Keys to Establishing Alliances and Supporting Major Prime and Second Tier Government Contractors (3 minute overview per panel member followed by matchmaking sessions)

Facilitator: Sher Valenzuela

Vice President
First State Manufacturing
Milford, Delaware

Panel Members

Panel Member- Lockheed Martin

Regina Stout
Lockheed Martin Information Systems
King of Prussia, PA

Panel Member- Raytheon

Don Brechtel
Raytheon/Network Centric Systems Supplier Diversity Lead

Panel Member- Northrop Grumman

Tizoc S. Loza, Corporate Project Manager,
Mentor-Protégé, SBIZ & HBCU/MIs Programs

Panel Member- Small Business Administration,

Delaware Chapter
Jayne Armstrong, District Director,
SBA Delaware District Office, Wilmington, DE

Panel Member- CACI

Chuck Van Zee, Vice President,
CACI Technologies, Inc., Aberdeen Proving Ground, MD

Panel Member- Nason Construction

Mark Purcell, Project Executive,
Nason Construction, Wilmington, DE

Panel Member- SpacePort Support Services, Inc.

Sep Mostaghim, President,
SpacePort Support Services, Inc., Selbyville, DE



1:50 p.m. Matchmaking with Primes and Second Tier Subs- (Priority to businesses that have completed and previously submitted Form SF 129)

2:00- 2:25 p.m. SESSION 1

Breakout Session 1A: I WANT A GOVERNMENT CONTRACT;

Presenter: Juanita Beauford, Program Director, Procurement Technology Assistance Center of Delaware **Christina Room**

Breakout Session 2A: SBIR/STTR FUNDING;

Presenter: Gary B. Simon; Business Advisor, Delaware Small Business Development Center Network **Dravo Auditorium**

Breakout Session 3A: CECOM LCMC SMALL BUSINESS OPPORTUNITIES;

Presenter: Valerie B. Oliver, US Army CECOM-LCMC Office of Small Business Programs, Aberdeen Proving Ground-South **Pusey Jones Room**

Breakout Session 4A: How to Do Business with the New APG and RDECOM;

Presenter: Joe Bowers, Assistant Director, RDECOM Office of Small Business Programs, Aberdeen Proving Ground **Riverfront Ballroom**

Breakout Session 5A: How to Respond to Competitive Proposals;

Presenter: Pamela Monroe, Associate Director, Office of Small Business Programs, Contracting Center of Excellence, National Capital Region Contracting Center **Harlan & Hollingsworth Room**

2:30- 2:50 p.m. SESSION 2

Breakout Session 1B: I WANT A GOVERNMENT CONTRACT

(Repeat Session if Required) **Christina Room**

Breakout Session 2B: SBIR/STTR FUNDING

(Repeat Session if Required) **Dravo Auditorium**

Breakout Session 3B: CECOM LCMC SMALL BUSINESS OPPORTUNITIES

(Repeat Session if Required) **Pusey Jones Room**

Breakout Session 4B: How to Do Business with the New APG and RDECOM

(Repeat Session if Required) **Riverfront Ballroom**

Breakout Session 5B: How to Respond to "Sources Sought"

Harlan & Hollingsworth Room

2:55- 3:30 p.m. Until Adjournment Breakout Session 6:

FACILITY SECURITY CLEARANCES AND THE NATIONAL INDUSTRIAL SECURITY PROGRAM (NISP);

Presenter: Alice S. Kispert, Field Office Chief, Defense Security Service, Industrial Security Field Office, Mt. Laurel, NJ **Riverfront Ballroom**

3:30 p.m. Adjournment

* Agenda is subject to change