

9TH ANNUAL VOLK FIELD SMALL BUSINESS CONFERENCE – CONTRACTING IN TIMES OF EMERGENCY, DISASTERS AND CRISIS

AGENDA

July 29, 2015

Noon Registration and exhibitor setup

1:00pm – 4:30pm ROUNDTABLE SIGN UP

1:30pm – 5:00pm WORKSHOPS

	TRACK A – Selling to the Government	TRACK B - Topics of Interest	TRACK C – Starting Your Business	
1:30pm	FOR MANUFACTURERS – Bid process and requirements	The Art of Proposal and Grant Writing	The PLAN – Preparing your Business and Marketing Plans	Viewing and judging CAPILITIES STATEMENTS
2:45pm	FOR COMMERCIAL ITEMS AND SERVICES – Bid process and requirements	Understanding and Using SOCIAL MEDIA	The SETUP – Business structure, Accounting, marketing, sales, hiring and keeping it together	Viewing and judging
4:00pm	FOR CONSTRUCTION – Bid process and requirements	USING GOOGLE APPS	The MONEY – Getting ready to go to the bank and other funding sources	– 2 Minutes to Win It

5:15pm RECEPTION – Runway’s Edge (on base)

July 30, 2015

7:00am – 8:30am REGISTRATION – Morning Refreshments and Exhibitor Setup

7:30am BASE TOUR

8:30am WELCOME and introductions

9:00am – 10:30am Continue Viewing and Judging **CAPILITIES STATEMENTS and Viewing and Judging – 2 Minutes to Win It**

9:00am **Contracting in Times of Emergency, Disaster and Crisis – A GOVERNMENT AGENCY PANEL**

10:15am NETWORKING BREAK

10:30am CONTINUE **GOVERNMENT AGENCY PANEL**

11:15am **PRIME CONTRACTOR PANEL**

NOON **Lunch with GUEST SPEAKERS and announcement of CAPABILITIES STATEMENT CONTEST and TOP 3 WINNERS OF 2 MINUTES TO WIN IT**

1:30pm – 4:30pm **ROUNDTABLES with AGENCY, INDUSTRY and RESOURCE REPRESENTATIVES**