

	SPECIAL EVENTS ROOM	MEETING ROOM 1-2	MEETING ROOM 3-4	MEETING ROOM 5-6
SESSION A 8:30-9:30	Intro to Government Contracting Gary Harlin, Cross Timbers Procurement Center, The University of Texas at Arlington Timothy Woods, Center for Government Contracting Small Business Development Center	<i>No Scheduled Session</i>	Doing Business With TxDOT Eli Lopez, Texas Department of Transportation	Obtaining Contract Financing Tom Creek, First State Bank Central Texas
SESSION B 10:00-11:00	Fort Hood Contracting Command Maureen Huston, Army Contracting Agency Fort Hood Contracting Command	SBA Loans Jennie Montgomery, U.S. Small Business Administration Dallas/Fort Worth District Office	How to do Business with Army & Air Force Exchange Service (AAFES) Jeanne McDonald, Director of Diversity	Business with the City of Killeen Harold Robbins, City of Killeen Purchasing Manager
SESSION C 1:30-2:30	Fort Hood Family Housing Michelle Wallace, Actus Lend Lease	Government Contracting Overview Janet Hasty, CPPO. CTPM Government Procurement Services	Texas HUB Certification Rachel Snell, Texas Building and Procurement Commission HUB Program	Killeen Downtown Action Agenda: A plan for revitalizing downtown Killeen Beverly Zendt City of Killeen Downtown Project Manager
SESSION D 3:00-4:00	Fort Hood Contracting Command Government Purchase Card Program (GPC) Dorothy Jones, Army Contracting Agency Fort Hood Contracting Command	SBA Certifications Jennie Montgomery, U.S. Small Business Administration Dallas/Fort Worth District Office	How to do Business With GSA Albert Garza, General Services Administration	Small Business Bookkeeping and Tax Needs Penny Stephenson, CPA Lott, Vernon & Company, P.C.

Intro to Government Contracting

This workshop provides the fundamentals about the government marketplace and how to win procurement dollars.

Gary Harlin

Cross Timbers Procurement Center, The University of Texas at Arlington

& Timothy Woods

Center for Government Contracting Small Business Development Center

Doing Business with TxDOT

Learn information about how to business with the Texas Department of Transportation, website resources and the DBE program.

Eli Lopez

Texas Department of Transportation

Obtaining Contract Financing

Learn the steps most lenders require when applying for a commercial loan. Additionally, we will discuss the main types of business entities, financial statements, business plans, contract lending, and loan approval process.

Tom Creek

First State Bank Central Texas

Fort Hood Contracting Command

Find out about the types of supplies and services procured by the Fort Hood Contracting Command, methods/approaches utilized to contract, who to contact, tips for proposing/bidding.

Maureen Huston

Army Contracting Agency Fort Hood Contracting Command

SBA Loans

Find out about the many different types of loans offered by the Small Business Administration.

Jennie Montgomery

U.S. Small Business Administration Dallas/Fort Worth District Office

How to do Business with Army & Air Force Exchange Service (AAFES)

This session gives an overview of what AAFES is, a little bit of history as well as the various business entities we are comprised of and how to fill out our Online Source List Application to do business with us.

Jeanne McDonald

Director of Diversity

Business with City of Killeen

Come learn how the City of Killeen's Purchasing Division fosters participation by all qualified business persons offering commodities and services that may be used by the City, and how to introduce your product or service.

Harold Robbins

City of Killeen Purchasing

Fort Hood Family Housing Business Opportunities

Actus Lend Lease is part of a global real estate company, and one of the largest across all real estate service and product offerings. Materials, skilled people, and other resources, however, are best found locally, not globally. Come learn more about Actus Lend Lease and their commitment to using small and disadvantaged businesses wherever possible.

Michelle Wallace

Actus Lend Lease

Government Contracting Overview

This session gives an overview of government contracting, with emphasis on State of Texas bidders' lists, bid notifications, purchasing thresholds, and multiple award schedules.

Janet Hasty, CPPO. CTPM

Government Procurement Services

Texas HUB Certification

This session will present HUB Certification and resources to help you do business with the State of Texas.

Rachel Snell

Texas Building and Procurement Commission HUB Program

Killeen Downtown Action Agenda: A plan for revitalizing downtown Killeen

The Killeen Downtown Action Agenda 2007 defined the collective values and goals of City government, local business owners, and other members of the community while at the same time prescribing a course of action for achieving those goals and objectives. To date, the plan has served as the impetus for change in the downtown and continues to guide both staff and the Downtown Revitalization Partnership Committee in their work to create a vibrant and thriving downtown for the City of Killeen. This informational session provides an overview of the project by highlighting current initiatives while at the same time providing a glimpse into what the future may hold for Downtown Killeen.

Leslie Hinkle

Director of Community Development

& Beverly Zendt

City of Killeen Downtown Project Manager

Fort Hood Contracting Command Government Purchase Card Program (GPC)

Come learn the overall purpose of the GPC Program, the responsibilities of our Command's Agency Organization Program Coordinators, as well as the responsibilities of GPC Certifying Officials and Cardholders in general. Information will also be provided that explains how our Command helps vendors participate in the program, and some of the major pitfalls that challenge personnel that participate in the program. Find out about proper procedures for vendors to follow that are interested in conducting a demonstration of their products (vendor demonstration), and/or providing their product(s) to the Government for test and evaluation (samples evaluation).

Dorothy Jones

Army Contracting Agency Fort Hood Contracting Command

SBA Certifications

Find out about the Small Business Administration certifications. Have you ever been asked "Are you small?" or "Are you certified by the SBA?" We will talk about the 8(a) Business Development Program, the Small Disadvantaged Business Program, the HUBZone Contracting Empowerment Program, Small Business certification and the Service Disabled Veteran Owned Small Businesses certification. Questions will be welcome.

Jennie Montgomery

U.S. Small Business Administration Dallas/Fort Worth District Office

How to do Business with General Services Administration

Come learn the process of doing business with GSA. Topics to be covered are the GSA organization; finding procurement opportunities with GSA; certifications and registrations; and marketing your business to GSA.

Albert Garza

General Services Administration

Small Business Bookkeeping and Tax Needs

Learn the basics of what records to keep, what taxes to file, and what to do if the contract uses the word "audit."

Penny Stephenson, CPA

Lott, Vernon and Company, P.C.