



NEWS RELEASE

PRESS OFFICE

Release Date: April 1, 2002
Release Number: 02-14

Contact: Tiffani Clements (202) 205-6740
Internet Address:
www.sba.gov/news/indexheadline.html

SBA HOSTS 35TH ANNUAL PROCUREMENT CONFERENCE

SBA Introduces Training Workshops for Course Credit Hours

WASHINGTON – Small business owners who are interested in obtaining federal contracts will be presented with new opportunities when the U.S. Small Business Administration teams up with private sector cosponsors to hold the 35th Annual Industry/SBA Procurement Conference.

The procurement conference includes award ceremonies, networking, training and procurement opportunities. It also features a business exposition/matchmaking event, pairing small business owners with prime contractors and federal agencies. The conference officially runs May 8th - 10th at the Renaissance Washington Hotel. The theme for this year's conference is "*Industry & Government: Working Together.*"

"This is an exciting time for entrepreneurs because not only will they receive a wealth of information on the most recent developments in federal procurement, but their successes and their dedication to their craft will be celebrated during this conference," said Hector V. Barreto, SBA Administrator.

"The SBA whole-heartedly supports the President's Small Business Agenda to improve access to government contracts for small businesses," said Administrator Barreto.

The annual procurement conference will educate small business owners on how to participate in the \$200 billion federal marketplace. The conference provides the perfect venue for all small businesses to share their contracting experiences and challenges with each other and to learn about new business opportunities and resources available in the marketplace today.

The SBA is reaffirming its commitment to the continued success of all small businesses by joining forces with the private sector to conduct the first ever **Training: Earn While You Learn** workshops during this year's conference. The National Contract Management Association (NCMA) will conduct the workshops and all attendees will receive credit toward their NCMA re-certification. Also, attendance at these workshops will count toward continuous learning points for Department of Defense attendees and continuing education units for other attendees.

-more-

The conference's workshops will touch on subjects such as:

- Consolidation: How combining contracts affects the small business community
- Strategic Alliances: Finding the right business partner
- Selling to the federal government: How to find opportunities and open doors
- Graduating from the 8(a) Program: Moving on
- Mentor-Protégé programs: Incentives for small business development
- Legislative Update: Status of legislation affecting small business contracting
- Teaming Agreements: Getting what you bargained for
- E-Business: Finding business opportunities on the Internet

There will be a business exposition for entrepreneurs to network and receive peer-to-peer counseling. A new aspect of the business exposition will be a matchmaking event. The SBA will recognize small businesses for their outstanding accomplishments in the contracting arena. These awards will include:

- Dwight D. Eisenhower Award for Excellence
- Administrator's Award for Excellence
- Small Business Prime Contractor of the Year Award
- Small Business Subcontractor of the Year Award
- Frances Perkins Vanguard Award
- Gold Star Award

A list of regional prime/subcontractor award winners and the latest information on the procurement conference and registration is available at www.sba.gov/gc/35thprocurement.

For more information about all of the SBA's programs for small businesses, call the SBA Answer Desk at 1-800-U-ASK SBA or TDD 704-344-6640. Also, visit the SBA's extensive Web site at www.sba.gov.

You can receive all of the SBA's News Releases via email. To subscribe, visit <http://www.sba.gov/news/indexheadline.html> and click on "Subscribe to SBA News."

###