

AGENDA

WEDNESDAY, SEPTEMBER 17, 2008

7 AM – Check-in/Continental Breakfast

PROGRAM - 7:45 a.m. – 4:40 p.m.
NETWORKING RECEPTION – 5:00 – 7:00 p.m.

Presentation of Colors/Pledge of Allegiance/Invocation/Welcome
Comments & Updates by Special Guest Speakers
Panel Sessions with Federal Agencies & Prime Contractors

LUNCHEON KEYNOTE SPEAKER

Jovita Carranza, Administrator (Acting) – Invited
U.S. Small Business Administration, Washington, D.C

Concurrent Workshops

Veteran's Business Opportunities, Benefits & Services
NM Department of Veterans' Services Veteran Business Certification
SBA Certifications
Marketing & Federal Contracting Basics
Facilitating Teaming Agreements - Strategies to Build Capacity
NM Procurement Code & Doing Business with State & Local Governments
Access to Capital – What is a Successful Loan Package?
Proposing to Win – PROPOSAL-ing 101
VA Certifications & Contracting – Public Laws 106-50, 108-183 and 109-461

THURSDAY, SEPTEMBER 18, 2008

7:00 a.m. – Continental Breakfast
8:00 a.m. – 3:00 p.m. - Marketplace

Matchmaking with Federal Agency & Prime Contractor Representatives/Buyers

INVITED SPEAKERS INCLUDE

Jovita Carranza, Administrator (Acting)

U.S. Small Business Administration, Washington, D.C.

Scott Denniston, Director

Office of Small and Disadvantaged Business Utilization
U.S. Department of Veterans Affairs, Washington, D.C.

William D. Elmore, Associate Administrator

Office of Veterans Business Development
U.S. Small Business Administration, Washington, D.C.

Representatives from over 30 Federal Agencies and Prime Contractors

4th Annual Service Disabled & Veteran Owned Small Business Conference *"Toolbox for Success"*



September 17 – 18, 2008
Hotel Albuquerque at Old Town
800 Rio Grande Boulevard, NW
Albuquerque, New Mexico

SPONSORED BY

State of New Mexico
Department of Veterans' Services



U.S. Small Business Administration

SBA
Your Small Business Resource

NM SBDC
network
New Mexico Small Business
Development Center

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ATTENTION VETERANS, FEDERAL AGENCIES & PRIME CONTRACTORS

The New Mexico Department of Veterans' Services, New Mexico Small Business Development Center Network and the New Mexico District Office of the U. S. Small Business Administration are pleased to present the **4th Annual Service Disabled & Veteran-Owned Small Business Conference**, September 17-18, 2008 in Albuquerque. The theme is **Toolbox for Success** and the 2008 conference will be a premier gathering of federal, state and private sector procurement representatives and small business owners.

Small Business Owners – Learn how to effectively go after and secure federal contracts while at the same time meeting with the right contracting officers and corporate buyers! Representatives from the federal, state and private sectors will be on hand and will be actively seeking to do business with you! Workshops have been designed to give you the competitive edge you'll need to compete for lucrative contracts. Workshops are also designed to assist you in understanding the complexities of financing, certifications and teaming. Come prepared to take your business to the next level! **Last year New Mexico's businesses received over \$6 billion dollars in federal contracts.** Don't be left out! Build your economic success through government contracting.

Buyers and Contracting Officers – Find businesses providing the products and services you need and reach the goal of awarding at least 3% of contract dollars to service disabled veteran-owned small businesses.

DON'T MISS OUT!!

REGISTER TODAY USING THE ATTACHED REGISTRATION FORM.

THIS CONFERENCE SELLS OUT EACH YEAR!

For additional information call:

Kim Leibman (NMSBDC), (800) 281-7232 or (505) 428-1362
Lloyd Calderon, NM DVS, Director, Veteran Business Development, (505) 841-2956
Susan Chavez (SBA) at (505) 248-8236 or
Shirley Bailey (SBA) at (505) 248-8243 or (505) 248-8225.

REGISTER TODAY!!

This conference provides the opportunity to network and meet with Buyers and Contracting Officers, so bring plenty of business cards, brochures, sales literature, etc.!

When:	SEPTEMBER 17-18, 2008 9/17/2008 – 7:00 a.m. to 7:00 p.m. 9/18/2008 – 7:00 a.m. to 3:00 p.m.
Who:	Service Disabled and Veteran-Owned Small Businesses. Other Small Businesses, Federal Agencies, and Prime Contractors
What:	<ul style="list-style-type: none"> • Attend Workshops & Panels • Meet with Buyers & Contracting Officers from Federal Agencies & Prime Contractors • Find Contracting & Subcontracting Opportunities • Learn about your Veteran's Benefits • Present your Capabilities in the Matchmaking Marketplace • Learn how to Respond to Contracting Opportunities
Where:	<p>Hotel Albuquerque at Old Town 800 Rio Grande Blvd, NW Albuquerque, New Mexico Reservations (800) 237-2133 or (505) 843-6300</p> <p>Conference Hotel Room Rate: \$75.00 To receive the conference hotel room rate register by August 17, 2008.</p> <p><i>Limited rooms available</i></p>
Register Today:	<p>ADVANCE REGISTRATION REQUIRED!! Submit Registration Form by September 5, 2008.</p> <p><u>Registration Fee: \$50 per person</u></p> <p>To Register Contact:</p> <p>Kim Leibman, Statewide Event Planner NM Small Business Development Center Network (800) 281-7232 or (505) 428-1362 or via email: Kimber.leibman@sfcnm.edu Fax#: (505) 428-1469</p>

**4th Annual Service Disabled & Veteran-Owned Small Business Conference
"Toolbox for Success"**

September 17-18, 2008

Hotel Albuquerque at Old Town • 800 Rio Grande Boulevard, NW • Albuquerque, NM
Hotel Room Reservation Deadline, August 17th

**REGISTRATION FORM FOR
SMALL BUSINESS OWNERS**

-Registration Form Required-

Registration Fee: \$50 per person

Submit Registration Form by September 5, 2008

Please Print Name of Business/Organization	
Names of Attendees:	
Address:	
City, State, Zip Code:	
Business Phone:	Fax Number:
Email Address:	Website: (Optional)

PLEASE CHECK ✓ ALL THAT APPLY

<input type="checkbox"/>	Service Disabled Veteran Owned Small Business Era/Campaign: _____
<input type="checkbox"/>	Veteran-Owned Small Business Era/Campaign: _____
<input type="checkbox"/>	Small Business Owner
<input type="checkbox"/>	Other: Women _____ Minority _____ 8(a) _____ SDB _____ HubZone _____

List Type of Business/Products and/or Services:	Top 3 NAICS:
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Registration: Fee: \$50.00 X _____ # of Attendees = \$ _____ **No refunds after September 5, 2008**

Make Checks Payable to: **Santa Fe Community College/Veterans Conference**

Or submit your credit card details below

Credit Card: MC Visa American Express

Credit Card (CC) # _____ **Expiration Date:** _____

Name on CC: _____ **Billing Address on CC:** _____

Mail or Fax Registration Form & Payment By September 5, 2008 To:

Attn: Kim Leibman
NM Small Business Development Center
6401 Richards Avenue
Santa Fe, New Mexico 87508-4487
Fax: (505) 428-1469

For questions and additional information please call Kim Leibman, NMSBDC, (800) 281-7232 or (505) 428-1362.

**4th Annual Service Disabled & Veteran-Owned Small Business Conference
"Toolbox for Success"**

September 17-18, 2008

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Hotel Room Reservation Deadline, August 17th

**REGISTRATION FORM FOR
FEDERAL AGENCIES & PRIME CONTRACTORS**

-Registration Form Required-

Registration Fee: \$50 per person to attend Full Conference/No Charge for Matchmaking Only
Submit Registration Form by September 5, 2008

Please Print Name of Business/Organization	
Names of Attendees:	
Address:	
City, State, Zip Code:	
Business Phone:	Fax Number:
Email Address:	Website: (Optional)

PLEASE CHECK ✓ ALL THAT APPLY

Federal (Government) **Prime Contractor** **Other (State, Local)**

Participating in the Marketplace/Matchmaking Session on Thursday, September 18, 2008 (7:00 am – 3:00 pm)

(NO REGISTRATION FEE charged for agency/prime contractor representatives if participating ONLY in Thursday's Marketplace/Matchmaking, otherwise full conference fee applies.)

PLEASE CHECK ✓ if participating ONLY in the Marketplace/Matchmaking on Thursday, September 18, 2008.

Please complete additional information below.

List Names of Individuals (buyers) from organization participating in Marketplace session:	Names of Buyers/Representatives participating EXCLUSIVELY in the Matchmaking Marketplace on Thursday, Sept. 18 th :
Statement of products and services your organization buys.	

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