



# Deep East Texas Contracting Opportunities Conference (DETCOC 2010)



### Hosted by:

**Representative Jim McReynolds, Texas House of Representatives District 12**

**Senator John Cornyn, United States Senator for Texas**

**Representative Louie Gohmert, United States House of Representative for the First District of Texas**

**Exhibitor Registration** - \$150 per Exhibitor Table – Includes 2 Lunch Tickets.

**Vendor Registration** - \$50 per Vendor Table – Includes 1 Lunch Ticket.

**Attendee Registration** - FREE – Admission into the various events, except for Lunch. \$15 per Attendee – Includes 1 Lunch Ticket.

### **Tuesday, May 18, 2010 – Pre-Conference Training**

8:30 - 9:00 a.m. - Registration front of Grand Ballroom for Attendees.

#### **Classes**

#### **Pre-Conference Training – 18 May 2010**

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| 9:00 a.m. – 3:00 p.m.<br>Regents Suite A | Survive and Thrive!<br>• Jerry Paulsen, President / CEO of Paulsen Productions, Inc.                                   |
| 18:00 p.m. - UT                          | Introduction to Government Contracting<br>• James R. Rollins, Director, Angelina College Procurement Assistance Center |

### **Wednesday, May 19, 2010**

8:30 a.m. - 5:00 p.m. - Registration front of Grand Ballroom for Exhibitors and Attendees.

8:30 a.m. - 5:00 p.m. - Exhibitor Setup Grand Ballroom.

5:00 - 6:00 p.m. - Reception, seating area by Starbucks.

6:00 - 8:00 p.m. - Exhibitor Setup Grand Ballroom.

#### **Classes**

#### **Veterans to Business Conference – 19 May 2010**

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| 9:00 – 9:05 a.m.   | Welcome and Opening Remarks<br>• James R. Rollins, Director, Angelina College Procurement Assistance Center   |
| 9:05 – 9:50 a.m.   | Center for Veteran Enterprise (CVE), Department of Veterans Affairs<br>• Fernando Guerra, Corporate Liaison Officer, CVE                              |
| 9:50 – 10:20 a.m.  | Veterans Business Outreach Center (VBOC)<br>• Alonzo Gracia, Director, UTPA – Veterans Business Outreach Center                                       |
| 10:30 – 11:15 a.m. | U.S. Small Business Administration Veteran Services<br>• Jennie Montgomery, Business Development Specialist, U.S. Small Business Administration - DFW |

- 11:15 – 11:45 a.m. Veterans to Business - Recap
- James R. Rollins, Director, Angelina College Procurement Assistance Center

**Veterans Benefits – 19 May 2010**

Veterans Organizations

- 1:00 – 1:30 p.m.
- Leamon Ligon, Angelina County Veterans Service Officer
  - Disabled American Veterans
  - Veterans of Foreign Wars
  - American Legion
  - Vietnam Veterans of America

- 1:30 – 2:00 p.m. Texas Workforce Commission,
- Teresa Maryska, TVC Representative

- 2:00 – 2:30 p.m. Texas Veterans Commission
- TBD, Marketing Manager, Texas Veterans Commission

- 3:00 – 3:45 p.m. Veteran Services at Lufkin VA Clinic
- Rhonda Flowers, VA Lufkin Clinic Representative
  - Texas Veterans Commission – Lufkin
  - Disabled American Veterans - Lufkin

- 3:45 p.m. - UTC Veterans Benefits - Recap
- James R. Rollins, Director, Angelina College Procurement Assistance Center

**Texas Veterans Land Board (TVLB) – 19 May 2010**

- 6:00 – 9:00 p.m. Seminar on Texas Veterans Land Board Programs
- Michael McReaken, Counselor, Texas Veterans Land Board

**Maximizing Your Efforts at DETCOC – 19 May 2010**

- 6:00 – 9:00 p.m. Powerful Presentations Workshop
- Jerry Paulsen, President / CEO of Paulsen Productions, Inc.

**Thursday, May 20, 2009**

7:00 – 8:00 a.m. – Exhibitor Setup Grand Ballroom.

8:00 a.m. – 2:00 p.m. – Registration in front of Grand Ballroom.

8:00 – 3:00 – Presidential A and B open for Private counseling.

- Break Area for Exhibitors/Sponsors in President Room B.
- Suite A, circular tables and chairs for one on one counseling.

9:00 – 9:15 a.m. – Opening Remarks in Grand Ballroom.

9:00 – 4:00 p.m. – Exhibit hall opens, close 11:30 a.m. – 1:00 p.m. for Lunch

11:30 a.m. – 1:00 p.m. – Lunch with guest speakers, exhibit hall close down.

- Congressman Charles Wilson Contracting Opportunities Award for Prime Contractors

## Classes

9:00 – 9:15 a.m.

Welcome and Opening Remarks

Grand Ballroom

### **Basic Contracting Track - 20 May 2010**

9:15 – 9:45 a.m.

Introduction to Government Contracting

- Jeff Smith – Counselor, Angelina College Procurement Assistance Center

9:45 – 10:30 a.m.

How to do Business with the Federal Government

- Paul Stone, Procurement Center Representative, SBA, Area V
- Required registrations.
- SBA Programs

10:45 – 11:30 a.m.

U.S. Small Business Administration Program Certifications

- TBD
- Certifications (HUBZone, SDB, and 8(a))
- SBA Programs

1:00 – 2:00 p.m.

How to do Business with the State of Texas

- Rachel Snell, Texas Comptroller of Public Accounts
- Centralized Master Bidders List (CMBL)
- Historically Underutilized Business (HUB) Program

2:15 – 3:00 p.m.

How to do Business with the Texas Department of Transportation

- Desta Simon, Business Outreach Program Specialist, Texas Department of Transportation

### **Advance Contracting Track - 20 May 2010**

9:15 – 9:45 a.m.

General Services Administration

- LaVida Barnes, Office of Small Business Utilization, GSA

9:45 – 10:30 a.m.

Panel – How to Contract with Primes and Government Agencies

- TDCJ
- TxDOT
- CPA – HUB Program
- USACE
- SFASU

10:45 – 11:30 a.m.

RFID and Wide Area Work Flow

- Bob Hoheisal, Texas State Technical College
- Radio Frequency Identification and Wide Area Work Flow

1:00 – 2:00 p.m.

E-Verify

- Joe Martinez, Jr. Senior Special Agent, DHS

2:00 – 3:00 p.m.

Disaster Contracting

- Angelina College Procurement Assistance Center