

Jacksonville State University and Anniston Army Depot
Proudly Celebrate Twenty-Five Years of Partnering
to Provide Training and Conferences to the
Small Business Community

Directions to Stephenson Hall:
<http://www.jsu.edu/depart/sbdc/directions>



The JSU Small Business Development Center, which serves as a Procurement Technical Assistance Center (PTAC), is funded in part through a cooperative agreement from the Department of Defense (DOD) through a program that is administered by the Defense Logistics Agency (DLA). The content of any written materials or verbal communications of the PTAC does not necessarily reflect the official views of or imply endorsement by DOD or DLA.

The JSU Small Business Development Center is an institutional member of the Alabama Small Business Development center network. Funded in part through a cooperative agreement with the U.S. Small Business Administration. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Suzi Donaldson, JSU SBDC, 700 Pelham Rd. North (114 Merrill Bldg.) Jacksonville, AL 36265, (256) 782-5271, to make arrangements.

2012 BUSINESS OPPORTUNITIES

Government Procurement Conference and Trade Fair

Presented by



JACKSONVILLE STATE UNIVERSITY

Small Business Development Center

and



Thursday, May 17, 2012

8:15 AM - 12 Noon

Stephenson Hall Gym

Jacksonville State University



We salute the American Soldier

The conference is open to the public. There is no fee to attend or to reserve exhibit space; however, exhibit spaces are allotted by invitation only. Conference sponsors will provide a 6-foot display table. Attendees must provide all other items, such as those listed below.

Suggested items for you to bring are:

- ◆ A Display
- ◆ Table Cover
- ◆ Catalogs
- ◆ Brochures
- ◆ Line Cards
- ◆ Samples of Items you Manufacture or Sell
- ◆ Business Cards, etc.

No electricity available - Refreshments will be served in Room 213

To register or for more information please contact:



Robbie Medders - JSU
(256) 782-5271 phone
(256) 782-5179 fax
rmedders@jsu.edu



Jeff Cote - ANAD
(256) 235-4281 phone
(256) 235-6353 fax
jeff.cote@us.army.mil



We extend a special thanks to all buyers for taking time out of their busy schedules to attend. The continued support of government and private industry ensures the success of this event each year.



Schedule of Events

This conference provides small businesses the opportunity to increase sales by meeting with government and prime contractor purchasing personnel.

7:15 – 8:15 **Registration/Vendor Set-up**

8:15 - 8:30 **Opening Ceremony**

Dr. William A. Meehan
President, Jacksonville State University

Michael C. Burke
Deputy to the Commander, Anniston Army Depot

William Cummins
State Director, Alabama Small Business Development Center Network

Invocation **Rev. John Simmons**
Pastor, First United Methodist Church of Jacksonville

National Anthem **Morey Gaddy**
Contract Specialist, Anniston Army Depot

Mike Parris, Master of Ceremonies
*Assistant Athletic Director, Marketing /Broadcasting
Jacksonville State University*

9:00 a.m. **Trade Fair Opens and Training Sessions Begin**

Training Sessions Held In Room 220, Stephenson Hall

9:00 – 9:30 **Woman-Owned Small Business (WOSB) Programs**
*Elaine Dunlap
SBA – AL District Office - Birmingham*

9:35 - 9:55 **Financing Options**
*Melanie Bouyer
Business Services Specialist, Seedco Financial Services*

10:00 - 10:45 **Public-Private Partnerships**
*Teresa Bonds
Anniston Army Depot*

10:50 – 11:45 **FedBid Online Marketplace**
Fed Bid Market Operations

11:45 - Noon **Wrap-up/Adjourn**

Vendor door prize drawings will be held on stage