



# 7th Annual Federal Contracting Conference

May 30th and 31st, 2018 - Orlando, FL

1:30pm–2:30pm	<p align="center"><b><u>Wednesday, May 30, 2018</u></b></p> <p align="center"><b>SBA Updates on Certify.sba.gov and the Small Business Mentor Protégé Program</b> Kenneth Hamilton, <i>N FL SBA District</i> and Ronald Brunner, <i>S FL SBA District</i></p>		
2:30pm–4:00pm	<p align="center"><b>FPDS / Market Research 2018 / Capture</b> Deb Yeagle, <i>Plan to Win, Inc</i></p>		
5:00pm–7:00pm	<p align="center"><b>WELCOME RECEPTION</b></p>		
7:30am–3:30pm	<p align="center"><b><u>Thursday, May 31, 2018</u></b></p> <p align="center"><b>CONFERENCE REGISTRATION &amp; EXHIBIT HALL OPEN</b></p>		
7:30am–9:20am	<p align="center"><b>BREAKFAST (7:30am-8:30am)</b></p> <hr/> <p align="center"><b>WELCOMING SPEAKERS</b> Stephanie Landing, <i>Executive Director, Florida 8(a) Alliance</i> Andrew E. Harold, Jr, <i>Co-Founder/Board Chair, Florida 8(a) Alliance</i></p> <p align="center"><b>PLEDGE OF ALLEGIENCE</b></p> <p align="center"><b>OPENING REMARKS</b> Cassius Butts, <i>CEO of Capital Fortitude Business Advisors</i> <i>Executive in Residence at GA State University</i></p> <p align="center"><b>LARGE BUSINESS PANEL</b> Moderator: Patricia Simpson, <i>Florida Procurement Technical Assistance Center – University of West Florida</i> Megan Browning, <i>Harris Corporation</i> / Susan Thibodeaux, <i>IAP Worldwide Services</i> / Claudia Jara, <i>Lockheed Martin Missiles and Fire Control</i> / Robert Watson, <i>Northrop Grumman, Mission Systems</i> / Kelly West, <i>Simon Roofing</i> / Kosal Sarou, <i>Skanska USA Civil Southeast</i> / Megan Quinn, <i>The Boeing Company</i> / Eric Gass, <i>Turner Construction</i></p>		
9:20am–9:30am	<p align="center"><b>NETWORKING/BREAK</b></p>		
Workshop Room	ROOM A	ROOM B	ROOM C
9:30am–10:30am	<p align="center"><b>CYBERSECURITY</b></p> <p align="center">Carlos Bivins, <i>Lockheed Martin,</i> <i>EBS-Corporate Information Security</i></p>	<p align="center"><b>COMPETITIVE PROPOSAL STRATEGIES</b></p> <p align="center">Sherri Richardson, <i>Patrick AFB and</i> <i>Cape Canaveral AFS</i></p>	<p align="center"><b>HOW TO SELL YOURSELF AS A TEAMMATE: MAKE YOUR CASE . . .</b></p> <p align="center">Barbara Stankowski, <i>AMTIS</i> Bo Goode, <i>CAE USA</i></p>

10:30am–10:45am	<b>NETWORKING/BREAK</b>		
Workshop Room	ROOM A	ROOM B	ROOM C
10:45am–11:45am	<b>TO BE ANNOUNCED</b>	<b>PROPOSAL PRICING STRATEGIES</b> Shay Wolf and Denise Fitzpatrick, <i>Carr, Riggs &amp; Ingram, LLC</i>	<b>COMMERCIAL BUSINESS PLAYERS</b> Desiree Hanson, <i>Moffit Cancer Center</i> José Nido, <i>Wyndham Worldwide Corp</i>
11:45am–12:00pm	<b>NETWORKING/BREAK</b>		
12:00pm–1:30pm	<b>LUNCH</b> <hr/> <b>KEYNOTE SPEAKER</b> TO BE ANNOUNCED  <b>RECOGNITION OF SPONSORS</b>		
1:30pm–2:30pm	<b>SMALL BUSINESS SUCCESS PANEL</b> Moderator: Andrew E. Harold, Jr, <i>Co-Founder/Board Chair, Florida 8(a) Alliance</i> Brian Butler, <i>Vistra Communications, LLC</i> Diane Brunet-Garcia, <i>Brunet Garcia Advertising, Inc</i>		
2:30pm–3:30pm	<b>GOVERNMENT AGENCY PANEL</b> Adrianna Clark, <i>Dept of Transportation</i> / Melanie Hanna, <i>GSA Federal Acquisition Services</i> / Mike Vinje, <i>NASA/KSC, SBIR Program</i> / Joyce McDowell, <i>NASA/KSC Small Business Program</i> / Leslie Faircloth, <i>NAWCTSD</i> / Sherri Richardson, <i>Patrick AFB and Cape Canaveral AFS</i> / Randy Edney, <i>PEO-STRI and ACC Orlando</i> / Diana Jordan-Burks, <i>USACE Jacksonville</i> / Linda Spadaro <i>USACE Mobile</i> / Paul Ward, <i>USSOCOM</i>		