

Utah Procurement Symposium



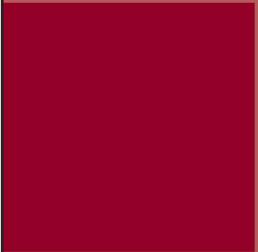
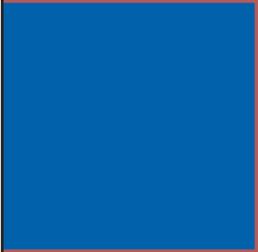
STRATEGIC PLANNING

9TH ANNUAL Utah PTAC Procurement Symposium

*October 23, 2014
South Towne Exposition Center*

**Pencils to Planes; Getting Your Piece
of the Government Contracting Pie**

PTAC . . . MAKING A DIFFERENCE



NETWORKING



GOVERNMENT CONTRACTING



MARKETING TO THE GOVERNMENT



Utah Governor's Office of
Economic Development
BUSINESS • TOURISM • FILM

UTAH
LIFE ELEVATED®

9TH ANNUAL

Utah PTAC Procurement
Symposium

October 23, 2014

South Towne Exposition Center

**Pencils to Planes; Getting Your Piece
of the Government Contracting Pie**

PTAC . . . MAKING A DIFFERENCE



STATE OF UTAH

GARY R. HERBERT
GOVERNOR

OFFICE OF THE GOVERNOR
SALT LAKE CITY, UTAH
84114-2220

SPENCER J. COX
LIEUTENANT GOVERNOR

Dear GOED Procurement Symposium Participants,

Welcome to the 9th Annual Statewide Procurement Symposium. This event is designed for Utah firms that want to expand their sales through contracts with federal, state, and local government agencies.

The Procurement Technical Assistance Center (PTAC) in the Governor's Office of Economic Development (GOED) assists Utah small businesses with obtaining local, state, and federal government contracts. When new contracts are confirmed with local companies rather than awarded outside of our state jobs are created, additional tax revenue is generated, and Utah economy grows.

During this event, we encourage you to make the most of the following opportunities:

- Breakout sessions, focused on specific topics for businesses that aspire to become government contractors;
- Networking and vendor opportunities through the booths, hosted by many large companies and government agencies.

Utah entrepreneurs and our vibrant small-business community are requisite to our strong economy and sustained growth trajectory. Thank you again for joining us. We are certain the time you invest in this Procurement Symposium will be well spent.

Sincerely,

Gary R. Herbert
Governor



Governor's Office of Economic Development

BUSINESS • TOURISM • FILM

State of Utah

GARY R. HERBERT
Governor

SPENCER J. COX
Lieutenant Governor

Q. VAL HALE
Executive Director

Dear Procurement Symposium Participants,

On behalf of the Utah Governor's Office of Economic Development (GOED) I want to welcome you to this Procurement Symposium. We are particularly pleased to host this event where experts have gathered to discuss the essential components of acquiring and maintaining federal, state and local government contracts. Today's economy demands that every business maximize its sales opportunities, and there is no better place to do that than through the training and contacts you will get at today's Procurement Technical Assistance Center (PTAC) Symposium.

As most of you have found in your various businesses, we are competing in a global economy. This global competition requires us to reach out and re-educate ourselves about how to engage in that economy. Most importantly, this Procurement Symposium will provide you with the tools and information your company needs to thrive.

I trust that your time will be well spent today and hope that you will take advantage of all the resources available to you, including the opportunity to meet with our GOED staff. Thank you for your contributions to our economy.

Sincerely,

Q. Val Hale
Executive Director
Governor's Office of Economic Development



60 East South Temple, Third Floor • Salt Lake City, Utah 84111 • (801) 538-8680 • business.utah.gov

PTAC Symposium

wishes to thank the following sponsors:

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7:15 am – 8:00 am

Registration and Breakfast

8:00 am – 8:10 am

Welcoming and Opening Remarks

PRESENTER: *Fred Lange, PTAC Director*

8:10 am – 8:15 am

Welcoming and Introduce Joshua Frank

PRESENTER: *Chuck Spence, GOED PTAC Deputy Director*

8:15 am – 9:00 am

FEATURED PRESENTER: Joshua Frank
Principal & Founder of RSM Federal

9:15 am – 10:00 am

Reverse Tradeshow & Networking

10:00 am – 11:00 am

1st Breakout Session

200B&C **Leveraging Your Small Business Capabilities for Government Contracting**

PTAC Government Contracting 101

Presenter: Alex Quayson-Sackey - PTAC Regional Manager - Kaysville

Moderator: Fred Lange - PTAC Director

There are more opportunities for small businesses in the over \$500 billion government market place. Have you considered government contracting as a means to expand and grow your business? This PTAC presentation will provide the strategic guidance and direction for your small business to start and become successful at government contracting.

200A **VA Veteran Owned Small Business Verification Program**

Presenter: Keith Christiansen - GOED PTAC

Regional Manager - St. George

Moderator: Joni Anderson - PTAC Regional Manager

Are you a Service-Disabled Veteran Owned Small Business (SDVOSB) looking to win Veteran Administration (VA) federal procurement opportunities? If so, you must be certified under the VA's Center for Veteran Enterprise (CVE) Veteran's First program and listed on the Veteran Information Pages (VIP). This breakout session will explain the eligibility requirements of the Veteran's First program and discuss who can be a qualifier for a veteran-owned business entity. Also discussed will be the Veteran's First application process and some common pitfalls for businesses seeking to qualify under this specialized program. Certified SDVOSB companies compete within a greatly reduced pool of businesses and the Veteran's First Program requires Contracting Officers to select only qualified and listed SDVOSB businesses for VA contract awards. So come find out how you can get your SDVOSB ready to compete for VA contracts.

300A&B **Defense Contract Audit Agency**

Part 1 – Accounting System Requirements

Presenters: Edna Rojas, Financial Liaison Advisor, Defence Contract Audit Agency

Kevin Hampton, Salt Lake Valley Branch Manager, Defense Contract Audit Agency

Moderator: Chuck Spence, GOED PTAC Deputy Director

If you have been awarded or are going to submit a proposal for a sizeable contract, you need to attend this two-part breakout session! As a contractor you need to understand concepts such as "Total Contract Costs," "Direct Costs," "Indirect Costs" and "Indirect Rates" and what is allowable and allocable.

The presentation will provide an overview of the pre-award accounting system review process. Participants will learn what occurs prior to the award of a cost-type contract, what is contained in the SF 1408, and what the applicable DFARS regulations say with regard to what comprises an acceptable accounting system. Participants will learn about the FAR Part 31 clauses that cover allowability, allocability, and reasonableness as well as concepts such as Contract Terms, Accounting for Contract Costs, Labor System,



Timekeeping, Unallowable Costs, Cost by Contract Line Item, Billings, Cost Accounting Information, and Management Reviews/Internal Audits along with the applicable DFARS clauses. Finally, some common deficiencies will be discussed.

200D Small Business Administration - Part 1

*Presenters: Suzan Yoshimura, Business Opportunity Specialist, Small Business Administration
Melinda Workman, Economic Development Specialist, Utah SBA
Moderator: Cindy Roberts - PTAC Regional Manager*

In the last two years the 8(a) certified firms in Utah received over \$200 million dollars of federal contracts. During the SBA breakout sessions we will explore the procurement programs SBA is involved with. In the first session we will cover the Women-owned business, the HUBzone program, and the Service Disabled Veteran business programs. In the second session we will cover the 8(a) certification program. Through these various programs federal contracts may be awarded through competitive and sole source awards. The purpose of the sessions is to give attendees an understanding of who is eligible to participate and how to apply for acceptance into these programs. The sessions will be taught by SBA experts, Nancy Byerly, Lead Business Opportunity Specialist, Dennis Wengert, Business Opportunity Specialist, Suzan Yoshimura, Business Opportunity Specialist, and Melinda Workman, Women's Business Representative. Both sessions will include a question and answer section to ensure all participants will get answers to their questions.

11:00 am – 12:15 am
Catered Lunch

11:20 am – 11:40 am
KEYNOTE SPEAKER: Gary R. Herbert
Governor, State of Utah

11:45 am – 12:00 pm

FEATURED SPEAKER:
Karen Gunn, Goldman Sachs 10,000
Small Businesses

Governor Gary R. Herbert in July of 2012 announced a partnership between the State of Utah, Salt Lake Community College (SLCC) and the Goldman Sachs 10,000 Small Businesses initiative to help create jobs and economic growth by providing small businesses in the area with practical business education, business support services and access to capital. Goldman Sachs and the Goldman Sachs Foundation committed \$15 million to the program in Utah.

Since the inception of the Goldman Sachs 10,000 Small Businesses program Karen Gunn has been at the helm of its leadership in finding and recruiting Utah small business, to help them succeed using new skills covered in the program.

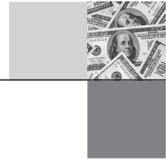
12:15 pm – 1:15 pm
Reverse Tradeshow & Networking

1:30 pm – 2:30 pm

2nd Breakout Session

200B&C Roadmap to Success
*Panelists: Kris Craig, Owner & CEO, The Packager
Jenny Madgiel, Business Development/Marketing
Global Consulting International, Inc. (GCI)
Jean Takach, Kairos Autonomi
Sheldon Chaplin, Office and Safety Manager,
Acugain Coatings, Inc.
Moderator: Jonnie Wilkinson - GOED PTAC
Regional Manager - Sandy*

In this breakout session panelists made up of successful small business owners will discuss their breakthrough in the federal government marketplace. They will share their experience as well as their best practices in managing the government procurement and contracting process. On the road less traveled you take counsel with those who have gone before. You may benefit from insights that could guide you as you pursue government contracting opportunities.



200A How Small Business Owners can Build their Business with Contracts Funded by the US Department of Transportation

Presenters: Raymond Christy, Disadvantaged Business Enterprise (DBE) Liaison Officer, Utah Transit Authority

Stacy Frandsen, Contracts, Compliance & Certification Manager, Utah Department of Transportation

Moderator: Alex Quayson-Sackey - GOED PTAC Regional Manager - Kaysville

The US Department of Transportation funds professional services, materials and construction projects for various modes of transportation (Transit, Airport, Highway) in the State of Utah. Learn the “tools” of the trade each small business owner should carry on their construction “tool” belt. Presentations by representatives from Salt Lake City Department of Airports (1.8 billion program), Utah Department of Transportation (\$225 million construction program) and Utah Transit Authority (\$150 million construction project; 2015).

300A&B Defense Contract Audit Agency Part 2 – Accounting System Requirements

*Presenters: Edna Rojas, Financial Liaison Advisor, Defence Contract Audit Agency
Kevin Hampton, Salt Lake Valley Branch Manager, Defense Contract Audit Agency*

Moderator: Chuck Spence, GOED PTAC Deputy Director

The presentation will provide an overview of the pre-award accounting system review process. Participants will learn what occurs prior to the award of a cost-type contract, what is contained in the SF 1408, and what the applicable DFARS regulations say with regard to what comprises an acceptable accounting system. Participants will learn about the FAR Part 31 clauses that cover allowability, allocability, and reasonableness as well as concepts such as Contract Terms, Accounting for Contract Costs, Labor System, Timekeeping, Unallowable Costs, Cost by Contract Line Item, Billings, Cost Accounting Information, and Management Reviews/Internal Audits along with the applicable DFARS clauses. Finally, some common deficiencies will be discussed.

200D Small Business Administration - Part 2

*Presenters: Nancy Byerly, United States Small Business Administration, Lead Business Development Specialist, Utah District Office
Dennis Wengert, Business Opportunity Specialist, U.S. Small Business Administration
Moderator: Cindy Roberts - PTAC Regional Manager*

In the last two years the 8(a) certified firms in Utah received over \$200 million dollars of federal contracts. During the SBA breakout sessions we will explore the procurement programs SBA is involved with. In the first session we will cover the Women-owned business, the HUBzone program, and the Service Disabled Veteran business programs. In the second session we will cover the 8(a) certification program. Through these various programs federal contracts may be awarded through competitive and sole source awards. The purpose of the sessions is to give attendees an understanding of who is eligible to participate and how to apply for acceptance into these programs. The sessions will be taught by SBA experts, Nancy Byerly, Lead Business Opportunity Specialist, Dennis Wengert, Business Opportunity Specialist, Suzan Yoshimura, Business Opportunity Specialist, and Melinda Workman, Women’s Business Representative. Both sessions will include a question and answer section to ensure all participants will get answers to their questions.

2:30 pm – 3:30 pm

Reverse Tradeshow & Networking & Scheduled One-on-One Meetings

EXHIBITOR LIST

GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT PROCUREMENT SYMPOSIUM • OCTOBER 23, 2014

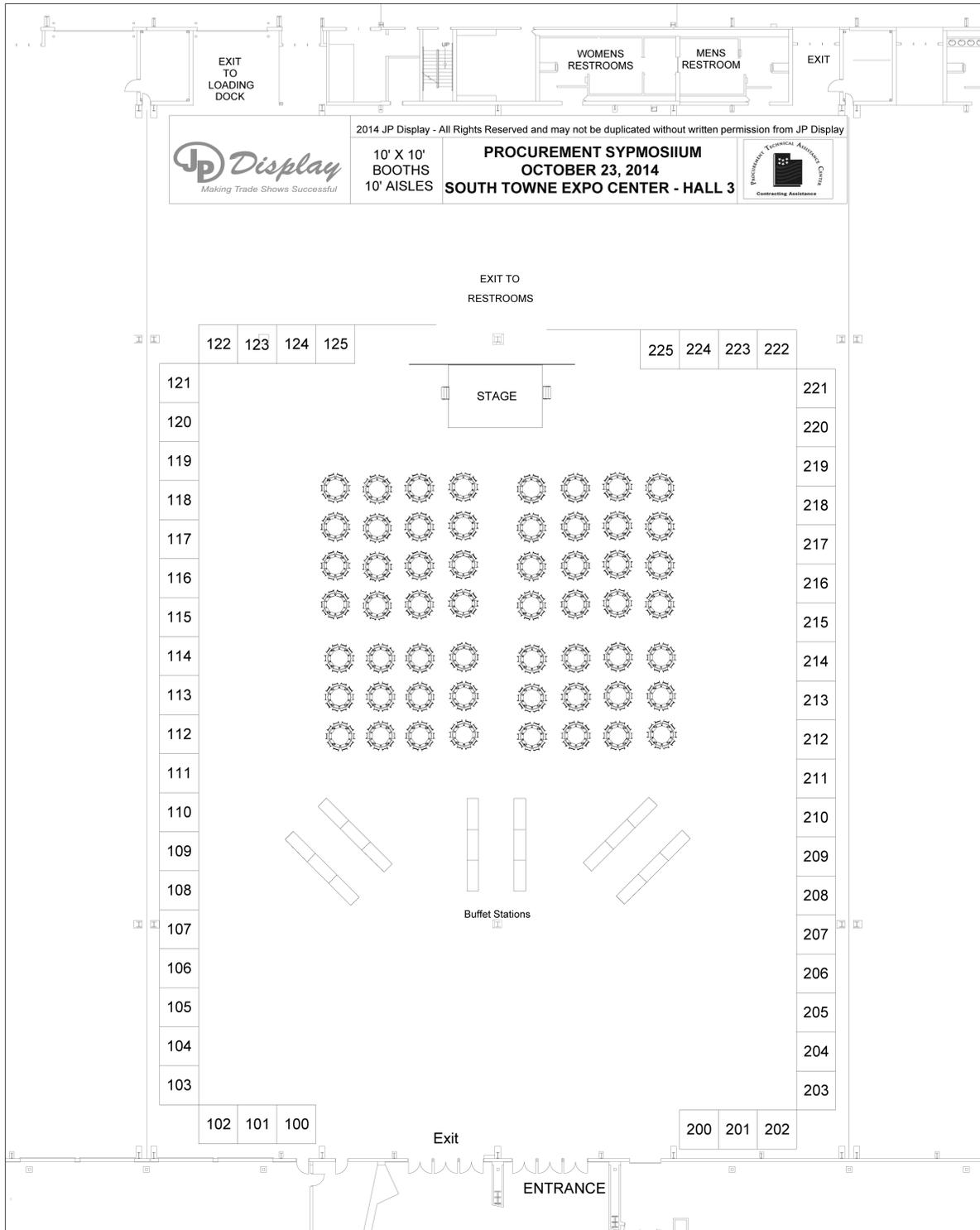


BOOTH #	EXHIBITOR
100	Big D Construction
101	Governor's Office of Economic Development
102	Avenue H
103	Small Business Administration
107	Utah Supplier Development Council
108	University of Utah
109	Bureau of Land Management
110	Bureau of Reclamation
111	Zions Bank Business Resource Center
112	The Boeing Company
113	Logistic Specialties Inc
114	Utah Valley University
115	Utah Veterans Affairs
116	Utah Microloan Fund
117	USU Research Foundation
118	Salt Lake County Regional Economic & Business Development/Purchasing
119	Salt Lake City Corporation
120	National Guard
121	Media One/Utah Media Group
122	Excellis
123	State Trade and Export Promotion (STEP)
200	American Express
201	ATK

BOOTH #	EXHIBITOR
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206	Triumph Gear Systems
207	Okland Construction
208	ARUP
209	PTAC
210	BAE
211	Davis Applied Technology College
212	DFCM
213	Dugway
214	Utah Department of Transportation
215	Utah Transit Authority
216	USTAR
217	Weber State University
218	State of Utah Purchasing
219	Plurasight
220	Granite School District
221	GSA
222	Utah Manufacturers Association
104,105,106	SLCC Comprehensive: Purchasing, MBRC/GS10ksb/SBDC
204 & 205	Hill AFB (10x20)

EXHIBITOR LIST

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SPEAKER BIOGRAPHIES



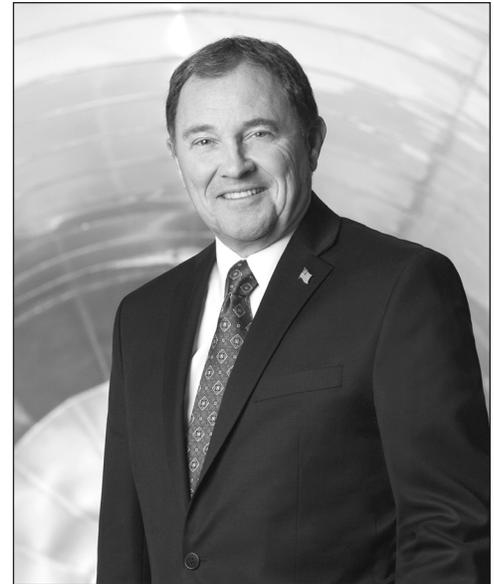
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Governor Herbert is focused on four cornerstones to strengthen Utah's economy: Education, energy, jobs, and the ability of the State to solve its own problems. As a result, Utah is a premier destination for business, jobs, and an enviable quality of life. Under Governor Herbert's leadership, Utah has been recognized as the "Best State for Business and Careers" by Forbes magazine and the "best State to live in" by GALLUP.COM, among other accolades.

The Governor currently serves as the Chair of the Western Governors Association (WGA), on the Executive Committee of the National Governors Association (NGA), and on the Education and Workforce Committee of the NGA.

Prior to becoming the state's chief executive, Governor Herbert served as Lieutenant Governor for five years. In 1990, the Governor was appointed to the Utah County Commission. During his 14 years as county commissioner, he served as president of the Utah Association of Counties and the Utah Association of Realtors, and as a board member of the Provo Orem Chamber of Commerce and Utah Water Conservancy District.

Governor Herbert met his wife, Jeanette Snelson, at Brigham Young University. Shortly after their marriage, the Governor joined the Utah National Guard where he served for six years. He and Jeanette were small business owners for 23 years. The Herberts are the proud parents of six children and 15 grandchildren.



Governor Gary R. Herbert
State of Utah

Author, trainer, and consultant with 25 years in the federal space, Mr. Frank is a leading authority on government sales and speaks nationally on small business acceleration. He specializes in the implementation of techniques and strategies required to position, differentiate, build, and accelerate competitive advantage to win small business government contracts. His seminars, highly educational and thought-provoking, are often rated as one of the strongest sessions at the conference.

Principal of RSM Federal, Mr. Frank is author of *The Government Sales Manual*, one of the most comprehensive and educational resources on the market for government sales. Since 2003, the manual has helped businesses win hundreds of government contracts. RSM Federal's techniques and strategies have already helped companies win several dozen contracts in 2014. Mr. Frank also serves on the Board of Directors for the St. Louis Veterans Business Resource Center.

An avid outdoor enthusiast and Boy Scout leader, Mr. Frank lives in St. Louis, Missouri with his wife, daughter, and son. He is a former Intelligence officer, a service disabled Veteran, and is a graduate of the University of Missouri with an undergraduate degree in English and a graduate of Webster University with a Masters in Management Information Systems (MIS) in addition to a Masters in Business Administration (MBA) from the Webster University Walker School of Business.

For more information on the session provided at the symposium, Mr. Frank can be reached at mail@rsmfederal.com, at www.rsmfederal.com, www.linkedin.com/in/rsmfederal or at (703) 677-1700.



Joshua Frank
Principal, RSM Federal

PRESENTERS

GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT PROCUREMENT SYMPOSIUM • OCTOBER 23, 2014



Nancy Byerly

*United States Small Business Administration
Lead Business Development Specialist
Utah District Office*

Nancy Byerly is the Lead Business Opportunity Specialist for the Utah District Office. She has been with the SBA since 1997 and has worked in a variety of programs.

Currently, Nancy has been working in the 8(a) Business Development Division and as the Primary HUBZone Liaison. Nancy is knowledgeable about the various programs that the US Small Business Administration has available to help startup and expanding businesses. In addition, Nancy has a Masters degree in Business Administration.



Sheldon Chaplin

*Office and Safety Manager,
Acugain Coatings Inc.*

Sheldon worked for 17 years in large scale thermoplastics and an additional 19 years in composites. Experience includes Quality Control, Manufacturing Engineering, Process Engineering and R&D of new materials and processes. Other skills are in areas of OSHA/hazardous material handling training and compliance. He has worked in areas of hardware and software tech support and is responsible for brochures and presentations. Sheldon is the company interface for contracts and invoicing, including the WAWF system.



Keith Christiansen

GOED PTAC Regional Manager - St. George

Keith Christiansen is Regional Manager and Program Specialist for the Governor's Office of Economic Development in its Procurement Technical Assistance Center (PTAC) program. In his role with PTAC Mr. Christiansen helps Utah small businesses with all phases of federal, state and local government contracting. Mr.



Christiansen is a certified verification counselor for the U.S. Department of Veteran's Affairs, Center for Veteran's Enterprise (CVE) verification program and is the Utah liaison for Service Disabled Veteran Owned Small Businesses (SDVOSB) seeking verification through the Veterans First program.

Mr. Christiansen lives in St. George, Utah and holds a B.A. in Economics from California State University, Fullerton and an MBA from Southern Utah University.

Raymond Christy

*Disadvantaged Business Enterprise (DBE)
Liaison Officer, Utah Transit Authority
(UTA), Salt Lake City, Utah*

As the DBE Liaison Officer, Raymond is responsible for setting Utah Transit Authority's annual overall DBE goal, analyzing UTA federally funded projects to set individual contract DBE goals, promoting UTA's DBE program to civic / business organizations, and responsible for Labor, Equal Employment Opportunity (EEO) and contract compliance on UTA federally funded projects. Raymond works directly with contractors, project engineers, project managers to brainstorm, problem resolve, and advocate for DBE firms before, during and after projects. Raymond partners with federal, state and city agencies to promote contracting opportunities with the Utah Transit Authority. Raymond also conducts field interview audits to ensure all UTA federal construction projects (including the \$1 billion 2015 Transportation Plan) are in EEO, Labor and contract compliance. Raymond serves as a certification official of the Utah Uniform Certification Program (UUCP). Raymond recently has been appointed Utah Transit Authority's Americans with Disability Act (ADA) Compliance Officer.



Raymond received the 2005 US Department of Transportation's Grant Recipient Award for UTA's DBE Program. In 2006, he received the SBA Salt Lake City District Office Service Support Award of the Year. Raymond is the current chairperson of the Salt Lake County Library Board and an advisory board member to the Spafford Advisory Committee, School of Social Work at the University of Utah. He is a member of the Conference of Minority Transportation Officials and Omega Psi Phi Fraternity, Inc.

Kris Craig

Owner & CEO, The Packager

The Packager, located in Ogden, Utah, is a corrugated converter and provides packaging services and materials as well as shipping for the general public and the military. We are well versed in Mil Spec, Special Packaging Instructions, and Military Shipping Labels.

The Packager has been in business since 1972 serving all of the Military and Public's packaging and shipping needs.



Teresa Foxley

*Managing Director of Corporate
Recruitment and Business Services*

As Managing Director of Corporate Recruitment and Business Services in the Governor's Office of Economic Development (GOED), Ms. Foxley oversees corporate recruitment and incentives, the Procurement Technical Assistance Centers (PTAC) which assists Utah businesses with government contracting, the Office of Rural Development, and the Private Activity Bond Authority.

Prior to her recent appointment at GOED, Ms. Foxley was a business and finance attorney with the Salt Lake office of Ballard Spahr, a law firm with 14 offices nationwide, where she represented a diverse set of clients on corporate and financial matters including mergers and acquisitions. Ms. Foxley has also served as corporate counsel to a venture-funded company, during its acquisition by and integration with, a larger publicly traded company.

Earlier in her career, Ms. Foxley worked as a team member in the corporate recruitment office of GOED where she managed corporate incentives and worked closely with many of the office's public and private partners.

Ms. Foxley received her undergraduate degree from Utah State University and Juris Doctorate from the S.J. Quinney College of Law at the University of Utah.



PRESENTERS (continued)

GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT PROCUREMENT SYMPOSIUM • OCTOBER 23, 2014

Stacy L. Frandsen

*Contracts, Compliance & Certification Manager
Utah Department of Transportation (UDOT), Salt Lake City, Utah*

As the Contracts, Compliance & Certification Manager, Stacy is responsible for overseeing federal and state compliance and processes in relation to UDOT Federal & State Heavy Highway Contracts, Utility Pay Requests, Partial and Final Contractor Payments, Monitoring Contractor & Subcontractor Performance, Heavy Highway Project Advertising, Heavy Highway Project Closeout, Certified Payroll and OJT Apprenticeship Training Goals, UDOT Contractor Prequalification Process & DBE Certification Process.

Stacy works directly with UDOT contractors, project engineers, project managers, UDOT project offices and consultants in improving and maintaining federal and state contract processes to meet compliance standards, provide solutions to problems, and maintain communication through the life of a UDOT project. Stacy partners with AGC, FHWA, Unions and Local Agencies to help to promote OJT training outreach and contracting opportunities with UDOT. Stacy also conducts project contract compliance reviews on UDOT federal project in regard to EEO, labor and contract compliance. Stacy is an official coordinator of the Utah Uniform Certification Program (UUCP).

Stacy has currently served UDOT for 19 years. In 2002 & 2007, Stacy completed the FHWA Administration Contract Core Curriculum. Stacy received the 2011 Utah Department of Transportation, Project Development Leader of the Year Award. In 2014, Stacy received a USDOT Certificate of Recognition for the Small Business Bonding Education Program.



Karen Gunn, MBA

Executive Director, Goldman Sachs 10,000 Small Businesses Program

Karen has over thirty years' experience as an educator, corporate manager, and entrepreneur. Currently, Karen has oversight for programs associated with workforce and economic development, global entrepreneurship, small



business development, and women's business development. She also serves as the Executive Director of the *Goldman Sachs 10,000 Small Businesses* program at SLCC.

Karen actively participates in several community and economic development initiatives on behalf of Salt Lake Community College, and provides institutional leadership to position the college as a supportive partner in achieving the state's economic development goals. She has received academic and community recognition awards including teaching excellence, refugee community service, and women's leadership advancement, was named the 2009 Women in Business Champion by the US Small Business Administration and is recognized as a Salt Lake Chamber of Commerce Champion for 2013 as well as the 2014 Women in Business Champion for the Utah State Hispanic Chamber of Commerce.

Karen has established international academic and business partnerships for Salt Lake Community College in India, China, Brazil, and Ukraine. In addition, she is co-author and editor of *Foundations of Business Thought*, published by Prentice-Hall, Inc. Karen holds a Master of Business Administration degree with an emphasis in international business and economics.

Val Hale

Executive Director, Governor's Office of Economic Development

Val Hale is the executive director of the Utah Governor's Office of Economic Development (GOED), which promotes state growth in business, tourism and film. Hale was appointed to the position in 2014 by Gov. Gary R. Herbert.

Before accepting the position as executive director, Hale served for two years as president and CEO of the Utah Valley Chamber of Commerce, leading efforts in business community issues— including regional economic development and branding initiatives.

Prior to serving in the chamber, Hale was vice president (2010-2012) for university relations at Utah Valley University (UVU), overseeing legislative affairs, marketing and public, media and community relations. From 2006-2010, Hale worked as advancement vice president at the university, responsible for fund raising and all university external activities. During this time, Hale played a key role in transitioning Utah Valley State College into Utah Valley



University. Hale started at UVU as the assistant vice president for external affairs (2005-2006), where he served as legislative liaison and oversaw community relations and economic development activities.

Before his career at UVU, Hale began working for the Brigham Young University (BYU) Athletic Department in 1982 and continued with the department for 22 years. He started as promotions and publications coordinator, working his way up in the department until his promotion to athletic director in 1999. Hale left a cherished legacy of athletic department improvements. His success in fund raising resulted in the construction of Miller Park, the Student Athlete Building, the Indoor Practice Facility and the Legacy Seats in the LaVell Edwards Stadium.

Hale received his bachelor's degree in public relations in 1981 and a master's degree in communications in 1987—both from BYU. Hale worked as a reporter at the Daily Herald from 1981-1982, covering business, government and BYU.

Hale and his wife have three children and 10 grandchildren, and he currently resides in Orem, UT.

Kevin L Hampton

Salt Lake Valley Branch Manager, Defense Contract Audit Agency

Mr. Hampton is the Manager for the DCAA Salt Lake Valley Branch Office, located in Salt Lake City, Utah. In this capacity, he and his staff are responsible for planning and performing a broad range of contract auditing effort throughout the State of Utah.

Mr. Hampton graduated from Weber State University with a Bachelor of Science degree in Accounting. He has been a licensed CPA since 1990, and is a Certified Acquisition Professional (Career Level III). He has a Masters Degree in Acquisition Management (2006 American Graduate University) and was awarded the DCAA Meritorious Civilian Service Award in 2013. In his 30 year career with the DCAA he has served as Branch Manager, Supervisory Auditor, Financial Liaison Advisor, Special Assistant to the Branch Manager, Operations Auditor, and other audit responsibilities in various locations throughout the Western United States. In 2012 he completed an assignment as the Branch Manager for the Afghanistan Branch Office, located in Bagram, Afghanistan.

(continued on next page)



Dr. Kimberly Henrie
*Deputy Director and Chief Operating Officer
Governor's Office of Economic Development*

Henrie is the deputy director and chief operating officer of the Governor's Office of Economic Development. In this capacity, she assists the executive director in the administration of the State agency dedicated to the creation, growth and recruitment of companies to Utah, and to increasing tourism and film creation in the State.



Prior to this appointment, Dr. Henrie served as the assistant vice president of Budget Services and Financial Planning at Salt Lake Community College. During her tenure she was responsible for overseeing administration of the College's operational budget, including monitoring legislative budget-related actions. Prior to working with Salt Lake Community College, she served as the Assistant Commissioner for Budget and Planning for the Utah System of Higher Education. In addition to her higher education finance experience, Dr. Henrie has worked in manufacturing for both semiconductors and outdoor recreation equipment and co-owns and oversees financial operations of a small local construction company and photography company with her husband.

Dr. Henrie earned her doctorate degree in the field of educational leadership and policy from the University of Utah and received her Master of Business Administration with an emphasis on human resources and organizational development and a Bachelor of Arts degree in International Business from Westminster College. She and her husband, Jeremy, are the proud parents of two children. In her free time she enjoys being a "Super Moto" wife and mother in the summer supporting her husband and two sons in their motorcycle adventures and spends winters skiing at the Little and Big Cottonwood Canyon resorts.

Gary R. Herbert
Governor, State of Utah

Gary R. Herbert is Utah's 17th Governor. He took the Oath of Office on August 11, 2009.

Governor Herbert is focused on four cornerstones to strengthen Utah's economy: Education, energy, jobs, and the



ability of the State to solve its own problems. As a result, Utah is a premier destination for business, jobs and an enviable quality of life. Under Governor Herbert's leadership, Utah has been recognized as the Best State for Business and Careers for three consecutive years by Forbes magazine and the Best State to Live In by GAL-LUPCOM, among other accolades.

The Governor currently serves as the Chair of the Western Governors Association (WGA), on the Executive Committee of the National Governors Association (NGA), and on the Education and Workforce Committee of the NGA.

Prior to becoming the state's chief executive, Governor Herbert served as Lieutenant Governor for five years. In 1990, the Governor was elected to the Utah County Commission. During his 14 years as county commissioner, he served as president of the Utah Association of Counties and as a board member of the Provo Orem Chamber of Commerce.

Governor Herbert met his wife, Jeanette Snellson, at Brigham Young University. Shortly after their marriage, the Governor joined the Utah National Guard where he served for six years. He and Jeanette were small business owners for 23 years, and the Herbert's are the proud parents of six children and 15 grandchildren.

Fred G. Lange
PTAC Director

Fred G. Lange has 40 years of private sector business experience in the Food and Beverage Industry. Completing his ninth year as The Director of PTAC, the state-wide program assists Utah small businesses in "finding"; "competing for" and "winning government contracts - the Utah 3-year average annual contract dollars reported to PTAC is \$525,000,000.



Prior to joining The Governor's Office, for 15-years Fred created a Consulting company specializing in Turnarounds and Startups. The 1 - 3 year consulting contracts were primarily with mid sized and large companies, including ConAgra Foods, Mission Foods, and others. In addition to Consulting, he also was an Adjunct Professor at three Utah colleges / universities.

After earning a BS in Feed Science from Kansas State University, and an MBA from The Wharton School of Finance at the University of Pennsylvania, Fred began his Operations oriented career with The Pillsbury Company, where he worked for 11-years.

His business responsibilities increased rapidly to senior management, to include responsibility as CEO, COO, and Senior Vice President, where he had responsibility for the P & L of a Plant, Division, Multiple Plants and/or an entire Company. During his work experience, Fred completed 3 Greenfield Plant Projects—responsible for site selection, permitting, designing, building, staffing and startup of plants in California, Texas and North Dakota.

As Director of the Procurement Technical Assistance Centers in the Governor's Office of Economic Development, he brings his many years of business; teaching; and consulting to oversee PTAC's mission of assisting Utah small businesses grow through winning government contracts. In 2008, Fred also received a Master's Certificate in Government Contracting from The George Washington University, in Washington, D.C.

Jenny Magdiel
*Business Development/Marketing
Global Consulting International, Inc.
(GCI)*

Global Consulting International, Inc. (GCI) provides professional support services such as information technology, engineering, logistics, geospatial information systems, and medical clinical support. GCI is a SBA certified 8(a) headquartered in Salt Lake City, UT with offices in Germantown, MD and San Antonio, TX. Providing nationwide support in 24 states and 40 different government installation. GCI has been assessed Capability Maturity Model Integration (CMMI) Service Level II (SMMI SVC/2) and ISO 9001:2008 certified. Ms. Magdiel leads all business development efforts for GCI from qualification of new leads through implementation of successful capture strategies to developing proposals. She has over 14 years of experience as a business development professional in the defense industry. She has spent a majority of her career in the ultra-competitive defense industry with a proven track record of revenue-generating contract awards.



PRESENTERS (continued)

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Alex Quayson-Sackey

GOED PTAC Regional Manager - Kaysville

As PTAC Regional Manager in Kaysville, Alex provides the full range of government contracting assistance for businesses located in Weber, Davis and Morgan counties.

Mr. Quayson-Sackey's experience in contracting includes seven years in the healthcare industry with responsibilities as a National Account Manager and Contract Administrator with CHG Healthcare Service in Salt Lake City. During his tenure with CHG, Alex worked on multi-specialty physician and allied health contracts with the Veteran Administration, Air Force, Navy and Army hospitals across the country.

As a Contract Administrator at CHG Healthcare, Alex specialized in the management of Government Sales and RFP procurement, as well as interacting with General Services Administration's Federal Supply Schedule; healthcare acquisitions contracting process, covering 15 states. He also managed CHG's Behavioral Care contracts for several states.

Alex graduated from Brigham Young University with a degree in Economics. He is also an alumnus of the George Washington University ESI Contract training.



Edna Rojas

*Financial Liaison Advisor,
Defence Contract Audit Agency*

Ms. Rojas is a Financial Liaison Advisor working for DCAA Headquarters and located at Hill Air Force Base, Utah. In this capacity, she serves as the DCAA point of contact for the Air Force buying commands at Hill AFB and Kirtland AFB. Her responsibility is to assist procurement and contract administration organizations by facilitating and coordinating audit services with DCAA offices, providing general advice on accounting, auditing and financial matters in areas, participating in training sessions and seminars with procurement or contract administration offices, and educating the acquisition community on DCAA services.

Ms. Rojas graduated from the University of Utah with a Bachelor of Science degree in Accounting and holds a CPA License in New Mexico. She began her DCAA career as an Auditor at the Northern Utah Branch Office in Ogden, Utah and worked for Central Region's Investigation Support Team and as a Supervisory Auditor.

Chuck Spence

GOED PTAC Deputy Director

Chuck Spence has had a long distinguished career in public service for the State of Utah. His first eight years were in human resources and operations management, and the last 15 years in business and economic development – his passion!

Chuck earned his Bachelor's degree in Political Science and Master of Public Administration (MPA) from the University of Utah. Chuck participated in the Hinckley Institute of Politics program, and served as Teaching Assistant to former Salt Lake Mayor Ted Wilson.

Chuck joined the Governor's Office of Economic Development in February 2005, as the Deputy Director of the Procurement Technical Assistance Center (PTAC). As Deputy Director, Chuck assisted in building a new program from the ground floor, including recruiting initiatives, marketing strategies, developing the PTAC brand, and creating key relationships with organizations such as the SBA, USDC, Hill Air Force Base, city and county economic development leaders and statewide procurement professionals. Chuck has earned the respect and admiration of numerous CEO's and business executives for his tireless effort to assist and facilitate business opportunities for his clients in the complex world of government contracting.

Chuck has also been officially recognized for his exemplary work by receiving four letters of excellence from former Governor and Ambassador Jon Huntsman, and current Governor Gary Herbert.

Chuck also serves or has served on several boards and Executive Committees including:

- Elected President-Elect of the National Association of Procurement Technical Assistance Centers (APTAC) March 2014
- Elected as Region 9 Director for the National Association of Procurement Technical Assistance Centers (APTAC) March 2011
- President, Utah Supplier Development Council (USDC) 2008-2011

Chuck resides in Riverton, Utah with his wife and three children.



Jean Takach

Kairos Autonomi

Ms. Takach has been a business owner, specializing in high-tech industries, for more than 25 years. Along with strategic planning, she has been responsible for the implementation of quality assurance systems, financial controls and GSA schedules. In her current capacity, she was instrumental in the negotiation and award of a multi-year, program-of-record contract with the U.S. Navy.



Dennis D. Wengert

*Business Opportunity Specialist,
U.S. Small Business Administration*

Dennis D. Wengert is a Business Opportunity Specialist (Government Contracting) with the Utah District of the US Small Business Administration. He has been with SBA since 2006. Prior to government service, Mr. Wengert's professional experience has included 25 years in the health care and managed care industries, with management and executive positions in marketing, strategic planning, human resources and operations for companies in Utah, Florida and Indiana.

Mr. Wengert received a Bachelor of Arts degree in Public Policy from Brigham Young University in 1984, and a Master of Health Administration degree from the Marriott School of Management at BYU in 1986. He has authored over 200 articles on business topics over the past 30 years, and has published two business books. A military veteran, Dennis served on active duty in the US Air Force from 1976 to 1982.



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PRESENTERS *(continued)*

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Jonnie Wilkinson

GOED PTAC Regional Manager - Sandy

Jonnie Wilkinson is Regional Manager of the South Valley PTAC. He previously served as Associate Director of Utah Business Expansion and Retention and has thirty years experience in widely varied areas of economic development. His career has included several leadership positions in business and government. He is a member of the national Association of Procurement Technical Assistance Centers (APTAC) and is a certified Associate Contracting Assistance Specialist (ACAS). Mr. Wilkinson earned a Master of Public Administration degree from Brigham Young University. He's a recipient of the Corporate Alliance Relationship Mastery Award (CARMA) and has published several articles on economic development topics in national and regional publications. He has served on several business and government boards and was formerly a successful newspaper reporter and editorial writer for which he received statewide awards. Mr. Wilkinson is married with four children and four grandchildren. During his leisure time, he's often cruising on his motorcycle, or in the backcountry enjoying the high country. He is also an accomplished musician and writer. You can learn more about Mr. Wilkinson at www.linkedin.com.



Melinda Workman

*Economic Development Specialist,
Utah SBA*

Melinda Workman joined the Utah District Office of the U.S. Small Business Administration (SBA) in 1994 after working for the Internal Revenue Service. After 13 years as the Administrative Officer, she was ready for a new challenge and became an Economic Development Specialist (EDS). Her duties as an Economic Development Specialist include responsibilities as the Women's Business Opportunity Representative, the District International Trade Officer and District Office Technical Representative which she provides local oversight of newly developed SBA STEP Grant with the Governor's Office of Economic Development and the SBA WBC Grant which funds help to operate Salt Lake Chamber's Women's Business Center. She has worked with the Salt Lake Chamber's Women's Business Center Program for more than 8 years monitoring the SBA/WBC Program. Working with the Women Business Center and the various other women's organizations is definitely a highlight in her government career. Currently, she is also working to increase the participation of women in the SBA's Women Owned Small Business (WOSB) Federal Contracting Program which was effective February 2011.

Prior to her 28 years of government service she worked in the banking industry. She thoroughly enjoys working with some of her long-time acquaintances in the lending community along with the new partnerships she has developed with other various organizations.



Suzan Yoshimura

*Business Opportunity Specialist
Small Business Administration*

Suzan Yoshimura, Business Opportunity Specialist with the Small Business Administration's Utah District office has been working with small businesses for more than 25 years. She has provided training on starting a business, marketing, and accessing capital to small businesses throughout the state. In her current position at SBA, she has direct oversight of participants in the SBA's 8(a) program during their tenure in the program, assisting them with their business development.

Suzan has been involved in community-based organizations which include Ogden Buddhist Women's Association, Wasatch Front North JACL, JACL Intermountain District Council, Salt Lake Chamber Business Womens Forum, Kaysville Friends of the Library and Japanese Community Preservation Committee.





Utah Governor's Office *of*
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