

Utah Procurement Symposium



STRATEGIC PLANNING

8TH ANNUAL Utah PTAC Procurement Symposium

*October 22, 2013
South Towne Exposition Center*

**Business to Business
Teaming to Win Government Contracts**

PTAC . . . MAKING A DIFFERENCE



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Utah Governor's Office of
Economic Development
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UTAH
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8TH ANNUAL

Utah PTAC Procurement
Symposium

October 22, 2013

South Towne Exposition Center

**Business to Business
Teaming to Win Government Contracts**

PTAC . . . MAKING A DIFFERENCE



STATE OF UTAH

GARY R. HERBERT
GOVERNOR

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

GREG BELL
LIEUTENANT GOVERNOR

Dear GOED Procurement Symposium Participants,

Welcome to the 8th Annual Statewide Procurement Symposium. This event provides Utah's small-business leaders with tools to successfully obtain local, state, and federal government contracts.

The Procurement Technical Assistance Center, within the Governor's Office of Economic Development (GOED), helps Utah's small-business community expand sales through contracts with federal, state, and local government agencies. As new contracts are awarded to Utah companies, jobs are created, tax revenue is generated, and the State's economy is strengthened.

Thanks to a vibrant small-business community, Utah's economy is among the best. I am confident the time you invest in this Procurement Symposium will be well spent. I encourage you to take advantage of breakout sessions, networking opportunities, and vendor booths.

Thank you for joining us and best wishes for a worthwhile experience at this year's symposium.

Sincerely,

A handwritten signature in black ink that reads "Gary R. Herbert".

Gary R. Herbert
Governor



Governor's Office of Economic Development

BUSINESS • TOURISM • FILM

State of Utah

GARY R. HERBERT
Governor

GREG BELL
Lieutenant Governor

SPENCER P. ECCLES
Executive Director

Oct. 22, 2013

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,

Spencer P. Eccles
Executive Director
Governor's Office of Economic Development



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PTAC Symposium

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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, Director PTAC*

8:10 am – 8:30 am

FEATURED SPEAKER: Gov. Gary R. Herbert,
Governor of the State of Utah

8:40 am – 9:00 am

KEYNOTE SPEAKER: Scott Anderson,
President and CEO, Zions Bank

9:00 am – 9:45 am

Reverse Tradeshow & Networking

10:00 am – 10:45 am

1st Breakout Session

200D **SBA Small Business Socio-Economic and Set-Aside Programs**

Presenters: Steve Price, SBA; Nancy Byerly, SBA; Dennis Wengert, SBA; Suzan Yoshimura, SBA
Moderator: Traci Grant, GSA Consultant - LSI

The SBA Set Aside programs are meant to create a level playing field for small businesses owned by women, minorities and other disadvantaged groups. These programs when well leveraged can help your small business grow in managing profitable government contracting opportunities. How do you qualify and how can you benefit from the government set-asides? Your local SBA representatives will share insights and evidence on how Utah small businesses are performing with the program.

200A **Salt Lake City International Airport Terminal Redevelopment Program**

Presenters: Kevin Robins -Dir. Eng., Salt Lake City International Airport; Barbara Gann - Dir. Public Relations, Salt Lake City International Airport
Moderator: Chuck Spence, Deputy Director - PTAC

This \$1.8 billion project will be phased over 8-10 years and will create a single terminal, concourses, parking and support facilities. The program will address seismic risk, provide rightsized facilities, solve operational issues, improve customer service and will accommodate growth, while maintaining the Airport's competitive cost. Come learn about possible subcontracting opportunities down the road for this massive project.

200B&C **Government Contracting for Small Business: Navigating the \$500 Billion Government Market Place**

Presenter: Alex Quayson-Sackey
Moderator: Joni Anderson, Regional Manager - PTAC

You may be considering making government contracting part of the mix for your business. However, you may not know how to start or determine if the government business will be a fit for you. The government market place which is estimated at over \$500 billion can be nebulous and intimidating, but businesses that have been persistent have found it rewarding. This breakout session tackles the basics and provides guidance for small businesses looking into government contracting. You are also introduced to the Procurement Technical Assistance Center (PTAC). It is a one stop shop for small businesses doing government contracting and a center that provides up-to-date resources and business counseling for government contracting.

300A&B **Doing Business with Utah Higher Education: BYU, U of U, UVU, SLCC**

Panelists: Brandon Thomas, Associate Director, Purchasing Operations - UVU; Mary Louise Hughes, Sr. Buyer - UofU; Martha Wilding, Buyer - SLCC
Purchasing; Craig Passey, Sr. Strategic Sourcing Manager - BYU
Moderator: Mike Newton, Program Manager - LSI

Several of Utah's places of higher learning are also economic engines when you consider the multi-



million dollar investment made in their education compuses in things like construction, technology and a wide array of goods and services. Join a panel of university procurement leaders and learn how to do business with the local universities.

11:00 am – 11:45 am

2nd Breakout Session

200B&C Partnerships for Government Contracting: The Right Way to Organize JV, Teaming and Mentor Protégé Programs and Understanding the Regulations

*Presenter: Brent Owens, SBA
Moderator: Cindy Roberts, Regional Manager - PTAC*

In this breakout session Brent Owens, the SBA, Procurement Center Representative at Hill Air Force Base will address the following topics: What types of teaming arrangements are recognized by the federal government; Why teaming arrangements may be beneficial with recent trends in government contracting; How to use teaming arrangements consistent with SBA small business regulations; Size Standards, NAICS Codes; Affiliations and Ostensible Subcontracting Size Protections; Joint Ventures: SBA regulations governing JVs, 8(a), SDVOSB, HUBZone SBA's Mentor-Protégé program; Limitations on Subcontracting; Jobs Act Update (Prime/Subcontractor relationships)

200A Federal Contracting Compliance: Knowing and Applying the Rules

*Presenter: Brenda Yamagata
Moderator: Pam Pederson, Consultant - LSI*

Entering into a business relationship with the Federal government can be profitable for you and your organization. However, this alliance requires compliance with additional laws and regulations that are unique when partnering with the government. Federal, state and local governments have taken a very active approach in supervising and regulating contractors and subcontractor employee activities, particularly in the Intermountain area. The government's attention to worker activities in this geographic region is the result of significant contract awards for construction and supply/service

projects. To qualify for work on these projects and protect your bottom line, it is imperative that as a contractor or subcontractor, you understand regulations to maintain compliance and avoid liability. In this session, you'll gain information from the human resources advisor for the largest Federal construction projects in the United States. Expect a brief overview of applicable Federal laws; learn to recognize enforcement hot buttons; and gain resources that will assist you in recognizing your obligations while enjoying profitable business relationships.

200D Understanding Government Solicitations and Writing Your Bid Proposal

*Presenter: Chuck Spence, Deputy Director PTAC
Moderator: Keith Christiansen, Regional Manager - PTAC*

This session will breakdown each section of a Government Proposal (RFP), and help the contractor understand what the government is asking for, what the requirements are, instructions and how the proposal will be evaluated. Moreover, the components of writing a proposal and the do's and don'ts will be discussed.

300A&B Doing Business with Utah Healthcare Systems

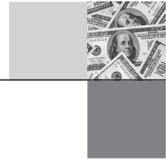
*Presenters: Dwane E. Nevins - VA Hospitals, Joe Walsh, AVP Intermountain Healthcare Supply Chain; Dan Sampson - Supply Chain, University of Utah Health Care
Moderator: Alex Quayson-Sackey, PTAC*

The last time you visited the doctor or went to the hospital, little did you think that the tongue depressor inserted in your mouth, the food you ate, the computer systems and the shiny floors, besides the usual medical equipment are all a part of a multi-billion dollar orchestrated supply chain system driven by an efficient procurement process. Now join this session and learn about how the leading Utah hospitals do business with small business.

12:00 pm – 1:00 pm

Catered Lunch- Goldman Sachs 10,000 Small Businesses Program

Presented by Karen Gunn, Associate Provost - Salt Lake Community College



1:15 pm – 2:00 pm

3rd Breakout Session

200B&C Doing Business with Hill Air Force Base In Today's Fiscal Restraints

*Presenter: James Dean, HAFB Small Business
Moderator: Mary Ann Flinders, HAFB*

This briefing will provide an overview of the Air Force Small Business Program, focusing on that of Hill AFB, with a discussion of goals, role of the SB Office, DoD set-aside programs, coordination of proposed acquisitions, and acquisition planning. Along with a summary of dollars expended over the last fiscal year the presentation will also discuss the common types of services and commodities that organizations acquire, how they procure them, and tips on finding opportunities.

300A&B Roadmap to Success in Government Contracting: Business - to - business Partnerships for Winning Government Contracts

*Panelists: Bret Wyont - Archer Technologies Int., Russell Jex - VP Rio Vista Management; Paul Terry - CBC Distribution Company
Moderator: Jonnie Wilkinson, Regional Manager - PTAC*

"Roadmap to success in Government Contracting..." according to our post event surveys in 2012 was rated the favorite breakout session by attendees. The series returns this year with some of our Utah small businesses sharing their successes on how teaming and partnering with other businesses can be a win-win proposition for government contracting.

200D ISO Standards: Requirement and Compliance for Small Business

*Presenters: Paul Olsen - MEP; Wayne Harwood - MEP
Moderator: Cory Holley, Regional Manager - PTAC*

Many small businesses wanting to work with government contractors face the hurdle of certification to ISO standards such as ISO 9001:2008. What is it? Who needs it and Why? Doing business with aerospace often requires another certification-AS9100C. What are the differences between the two standards?

This session will discuss the basics of the ISO 9000 Quality management standard and compare and contrast it to the AS9100 quality system for aerospace. You will learn about the organizations behind the two standards, how they work together and how industry has adopted the standards in order to compete for business globally.

You will also be introduced to two additional ISO standards whose relevance is increasing among government and industry alike: ISO 14000 for Environmental management and ISO 50001 for Energy management.

200A S.T.E.P. - Facilitating Access to International Business. (SBA S.T.E.P. grants available)

*Presenters: Ariel Briggs, GOED; David Fiscus, US Commercial Services; Curtis Willardson, World Trade Center
Moderator: Steve Price, Deputy District Director - SBA*

The State Trade and Export Promotion Grant Program (STEP) is a 3-year pilot trade and export initiative to make matching-fund grants for states to assist "eligible small business concerns," enter and succeed in the international marketplace. The government had backed this business incentive for small business with a \$30 million grant to the states for small business. Join this session to learn how qualified Utah small businesses are benefiting. Your company may qualify for the next trade mission with STEP resources.

2:00 pm – 3:00 pm

Reverse Tradeshow & Networking

EXHIBITOR LIST

GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT PROCUREMENT SYMPOSIUM • OCTOBER 22, 2013

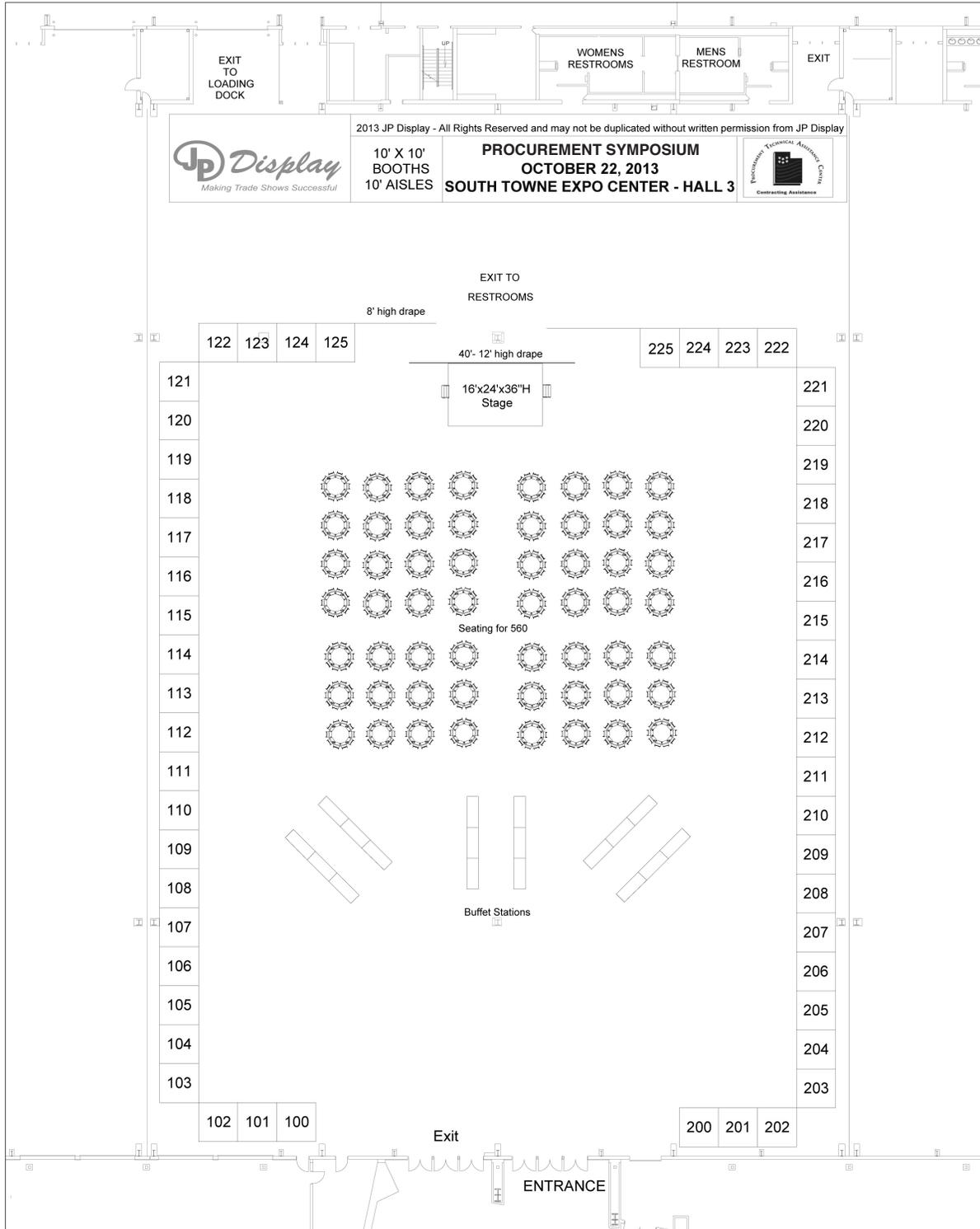


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| 200 | American Express |
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| 221 | Avenue H |
| 110 | BAE |
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| 222 | Bureau of Reclamation |
| 122 | Davis Applied Technology College |
| 115 | DFCM |
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| 208 | Fluor |
| 124 | Governor's Office of Economic Development |
| 204-205 | Hill AFB |
| 213 | Integra Telecom |
| 216 | Kiewit |
| 202 | L3 Communications |
| 215 | Logan Simpson Design Inc. |
| 103 | Logistic Specialties Inc |
| 207 | M.C. DEAN |
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| 225 | Media One |
| 101 | Miller Business Resource Center and Goldman Sachs 10KSB |
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| 118 | Ogden City |

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| 116 | Salt Lake County |
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| 218 | Small Business Development Centers |
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| 210 | Tooele Army Depot |
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| 220 | USTAR |
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| 109 | Utah State University Eastern |
| 105 | Utah Supplier Development Council |
| 114 | Utah Transit Authority |
| 107 | Utah Valley University |
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| 102 | Zions Bank Business Resource Center |

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SPEAKER BIOGRAPHIES



GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT PROCUREMENT SYMPOSIUM • OCTOBER 22, 2013

Gary R. Herbert is Utah's 17th Governor. As Governor Herbert has led Utah's rise as a "*Top State for Business*" by being focused on four cornerstones that strengthen Utah's economy: education, energy, jobs, and self-determination – finding Utah solutions to Utah problems. As a result, Utah has emerged as a premier place for business, jobs and an enviable quality of life. Under the Governor's leadership, Utah has been recognized by *Forbes* magazine for three consecutive years as the nation's "*Best State for Business and Careers.*"

Simply put, Governor Herbert understands you can't maintain a high quality of life without having a business friendly environment and a sound fiscal foundation. Which is why Utah has simultaneously maintained its AAA Bond rating and recognition as a best place to live.

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 and his wife, Jeanette, were small-business owners for 23 years. As a successful businessman, he understands what a business needs to be willing to invest and grow. The Governor understands the importance of community and what collaboration and efficiency mean. As a result Governor Herbert has become a shining example of what leadership must do to successfully prosper in today's economy.

He now leads the best-performing economy in the nation.

Despite his success in the public and private sector, Governor Herbert is most proud of the work he and Jeanette have done within the walls of their home. They six successful children and are blessed with 15 grandchildren.

Governor Herbert is also proud of Utah, and he feels especially blessed to serve the people of this great state and make it an even better place for Utahns in all walks of life to live, work and raise a family – in short, to enjoy what is now acknowledged nationally and internationally as Utah's brand: LIFE ELEVATED!



Governor Gary R. Herbert
State of Utah

Mr. Anderson is president and chief executive officer of Zions First National Bank. Zions Bank is Utah's oldest financial institution and is the only local bank with a statewide distribution of branches. Zions operates 107 full service branches throughout Utah and 25 full service branches in Idaho. In addition to a wide range of traditional banking services, Zions offers a comprehensive array of investment, mortgage, and insurance services and has a network of loan origination offices for small businesses, nationwide. Founded in 1873, Zions Bank has been serving the communities of the Intermountain West for nearly 130 years.

A native of Salt Lake City, Mr. Anderson joined Zions Bank in December of 1990.

Mr. Anderson received a bachelor's degree in philosophy and economics from Columbia University in New York. He also received a master's degree in economics and international studies from Johns Hopkins University in Baltimore, Maryland.

Active in community affairs, Mr. Anderson is currently serving on a number of business and non-profit boards.

Mr. Anderson is accompanied by his wife Jesselie Anderson.



A. Scott Anderson

President and Chief Executive Officer
Zions First National Bank

PRESENTERS

GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT PROCUREMENT SYMPOSIUM • OCTOBER 22, 2013



Ariel Briggs

*STEP Coordinator
Governor's Office of Economic Development*

Ms. Briggs is the Program Coordinator of the State Trade & Export Promotion Program in the Governor's Office of Economic Development. She has conducted many projects from around the world including a long stint in Africa where she organized community-based natural resource management systems and created revenue streams for local businesses and communities.



Ms. Briggs is an expert in forming government and nonprofit partnerships and navigating cultural challenges at both local and national levels. Ms. Briggs has a Masters of International Affairs & Global Enterprise from the University of Utah where her studies focused on foreign direct investment in developing economies. She obtained a Bachelors of Science from Utah State University focusing on environmental and land-use concerns.

Nancy Byerly

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

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



Currently, Nancy and has been working in the 8(a) Business Development Division and as the Primary HUBZone Liaison. She is also the Utah District Office Veterans Officer and counsels Veteran business owners, and Service-Disabled Veteran Owned Business. As a retired veteran Nancy has served in various campaigns to include Kuwait and Afghanistan and can provided valuable insight for service men and women.

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.

Mr. James R. Dean

Director of Small Business Programs, Air Force Sustainment Center

James Dean (JD) is the Director of Small Business Programs, Air Force Sustainment Center, Ogden Air Logistics Complex, Hill Air Force Base, Utah. He is responsible for establishing policy for the complex's small business and source development programs. He also serves as the liason between the Air Force, other Federal departments and agencies, state and local organizations, and industry on all aspects of the Air Force's operations as they relate to the Air Force Small Business Program.



Prior to this position he served as Chief of Software Maintenance Contracting support. Mr. Dean's career also includes multiple assignments for Supply/Logistics and Contracting while serving on active duty in the United States Air Force.

David G. Fiscus

*Director
Utah Export Assistance Center*

David Fiscus is the Director of the U.S. & Foreign Commercial Service's Utah U.S. Export Assistance Center, where he helps current & prospective Utah exporters compete and succeed in the global marketplace through facilitating strategic market development and cross border transactions. Prior to his arrival in Salt Lake City in 2002, Mr. Fiscus worked for several years in the U.S. Commercial Service's Western European division of the Office of International Operations in Washington, DC, where he managed the Commercial Service's Western European overseas offices and acted as interim fiscal manager for the Office of International Operations Deputy Assistant Secretary.



Mr. Fiscus hails from Bowling Green, Ohio, and holds a B.A. *summa cum laude* in International Studies and French from Bowling Green State University and an M.A. in International Affairs from The George Washington University. He has lived and worked in five of the world's seven continents.

Karen Gunn, MBA

*Associate Provost
Economic Development and Business Partnerships
Salt Lake Community College*

Karen has over thirty years' experience as an educator, corporate manager, and entrepreneur. Currently, Karen has oversight for programs associated with professional and continuing education, workforce training and development, global entrepreneurship, small business development, and women's business training. She also serves as the Executive Director of the Goldman Sachs 10,000 Small Businesses program at SLCC.



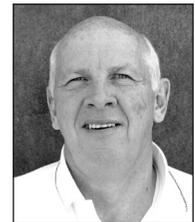
Karen actively participates and provides leadership in several community and economic development initiatives on behalf of Salt Lake Community College. She has received academic and community recognition awards including teaching excellence, refugee community service, and women's leadership advancement. She was named the 2009 Women in Business Champion by the US Small Business Administration as well as a 2013 Business Champion for the Salt Lake Chamber of Commerce. In addition, Karen 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.

Wayne Harwood

*Senior Project Manager
MEP, Utah*

Wayne's experience as the Director of Quality at RR Donnelley & Sons, Provo Utah Division, gave him the opportunity to take that organization through the ISO 9002 qualification process and become the first printing company in America to receive ISO 9000 certification status. As the General Manager for a \$40 million dollar a year compact disc manufacturer he was able to direct their quality efforts and again achieve ISO 9000 registration while at the same time managing the expansion of the facility to twice the output and still demonstrate profitability beyond projections.



PRESENTERS (continued)

GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT PROCUREMENT SYMPOSIUM • OCTOBER 22, 2013

As a Senior Project Manager with the Utah Manufacturing Extension Partnership, he has provided improvement training and implementation expertise to over 100 companies each able to demonstrate increased profitability as a result of his efforts. He currently provides training and implementation guidance for Lean Manufacturing, ISO Quality Management Systems, Management Skills including Training within Industry (TWI), Energy and Environmental Waste Management and other disciplines.

Mary Louise Hughes

Senior Buyer, University of Utah Purchasing

Mary Louise has a long history with the University of Utah. After earning her B.S. degree in Family and Consumer Studies, she worked as the resident manager of the Sterling W. Sill Home Living Center where she supervised resident students and taught the lab course. Later she worked as the Manager of the Alumni House and worked with groups planning reunions and other events. She has worked for the University Purchasing Department since 2007 and has been a Buyer for five years. She is deeply involved with helping campus departments and entities with the Request for Proposal (RFP) process to select professional services and other commodities. She is currently one of the instructors for the Procurement Basics Class offered by Purchasing, as well as procurement classes offered through the Research Administration Training Series (RATS). Her favorite part of her job is working with end-users to obtain positive results and sharing information to help clarify procedures. Mary Louise is happily married with four children and one extremely adorable granddaughter. She enjoys hiking, gardening, quilting, great literature and storytelling.



Russell Jex

Rio Vista

Russell Jex's professional construction and construction management career centers itself primarily in the Federal Government construction contracting environment. His Construction career began in earnest as an electrician in 1983 and from that point forward began a steady



progression in working his way up through the many steps and positions associated with the construction and construction management field. He served in many capacities along the way including Electrician, Estimator, Superintendent, Project Manager, Program(s) Manager, General Manager of Operations, Director of Operations, and current Vice President.

In 2004, Russell's wife JoAnn started a small construction company, Rio Vista Management, LLC (Rio Vista) in hopes of laying the groundwork for becoming an SBA certified 8(a) firm. Rio Vista is now an SBA certified 8(a) Woman-Owned Small Disadvantaged firm. Russell joined JoAnn and Rio Vista in 2008 and now oversees the firm's day-to-day construction operations as well as marketing and business development. Russell possesses 30 years of Federal Construction and Contracting experience.

Fred G. Lange

PTAC Director

Fred G. Lange has 40 years of private sector business experience in the Food and Beverage Industry. Completing his eighth year as The Director of PTAC, the statewide 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 \$425,000,000.



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 midsized 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.

Dwane Nevins

Small Business Program Specialist, VISN19

Dwane Nevins is currently the Small Business Program Specialist at the Veterans Administration Rocky Mountain Acquisition Center for Veterans Integrated Service Network (VISN 19). He received Bachelor's Degrees from Humphreys College in Public Administration and double majored in Community Affairs, eventually earned a spot as a government employee for the State of California, Contra Costa County and Oakland Housing Authority. After his 18-year career as a Supervisor Contracting Officer, he decided it was time for a change of scenery (and weather) and moved to snowy Aurora Colorado, where he was offered Construction Procurement Manager Job with City of Aurora. In addition to working for The Denver Housing Authority, he has held senior management positions with The United States Department of Energy and Small Business Administration (SBA). While at SBA, he had one of the largest portfolios with the top earners in the state and region. He proudly boasts that he turned small businesses into large businesses.



Paul Olsen

Business Development MEP, Utah

Paul Olsen has worked in the manufacturing industry for over 25 years in capacities including purchasing, quality, sales, marketing, V.P. of Operations and has also worked on the supply chain side of the industry. He was instrumental in guiding a small Utah manufacturer to be-



(continued on next page)



come the first in the state to achieve ISO 9001 certification. A certified ISO auditor, he has consulted for companies in their ISO pursuit. For the past 8 years he has provided business development and public relations for MEP Utah, including state-wide and regional seminars and conferences, awards recognitions programs for Utah manufacturers and has worked with several state agencies as well as education and the private sector. For the past 3 years he has focused on helping companies develop energy and environmental waste best practices and has been an advocate for making Sustainability integral to business strategic planning and corporate goals. Paul is certified by the Society for Manufacturing Engineers (SME) as a Green Manufacturing Specialist, and is a Green Enterprise Development trainer by Purdue University. He graduated from the University of Utah with a B.A. degree in Political Science.

S. Brent Owens

Procurement Center Representative

Brent Owens is the Procurement Center Representative for the U.S. Small Business Administration, Government Contracting Area VI. His office is located at HAFB, Utah.



Mr. Owens is a regulatory advocate for small businesses promoting contracting opportunities with agency oversight authority at all federal government agencies within the states of Utah and Wyoming; sharing an aggregate value of several billion dollars annually. In this capacity he analyzes federal acquisition opportunities and assures the interests of small business are protected and that the procurement is in compliance with the Small Business Act. In addition he works with large companies to ensure compliance in developing subcontracting plans that maximize participation of small businesses. His responsibilities also include advisory and assistance to procurement officials and to small business in their efforts to navigate the waters of the federal marketplace.

Mr. Owens has over 30 years of experience in the federal procurement process. Prior to joining with the SBA in 2007 he worked in the Directorate of Contracting at Hill Air Force Base where he held many varied positions including a contracting officer (operational, strategic, weapon systems, classified), senior analyst and chief of the construction, services and environmental contracting branch. Mr. Owens has a Bachelors of Science degree in Business Administration and a Masters of Business Administration.

Craig Passey

Sr. Strategic Sourcing Manager, BYU

Craig Passey, Sr. Strategic Sourcing Manager at Brigham Young University has purchased dozens of commodities in his 35 year career, ranging from cadavers and carpet to pipe organs and paper. In addition to domestic purchasing, his background includes managing university travel and international procurement for the LDS Church. He holds a B.S. in financial planning, a minor in international relations, and speaks Japanese. Craig teaches a national advanced seminar for procurement managers in higher education and is a frequent contributor to a purchasing journal.



His spouse Jody, a local voice teacher, and he have lived in Orem, Utah for 37 years and are the parents of three sons and have ten grandchildren.

Steve Price

Deputy District Director for the Utah District Office of the Small Business Administration (SBA)

Steve Price currently serves as the Deputy District Director for the Utah District Office of the Small Business Administration (SBA). Steve has been with the SBA for over 26 years and helps manage all SBA programs in the state of Utah including access to capital programs, procurement programs, counseling & training programs, as well as international trade programs, advocacy and regulatory programs.



Alex Quayson-Sackey

PTAC Regional Manager

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.

Dan Sampson, MBA

Director of Value Analysis & Purchasing Supply Chain University of Utah Health Care

20 Years career experience in Health Care management, including consulting, Supply Chain management, and Physician Practice management.



Chuck Spence

GOED

Chuck earned his Bachelor's degree in Political Science and Master of Public Administration (MPA) from the University of Utah.

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 contract-



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ing. Chuck has presented before Congressional and Legislative Sub-Committees regarding the PTAC program and its accomplishments.

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

In March of 2011, Chuck was elected (re-elected in 2013) to serve on the National Association of Procurement Technical Assistance Centers (APTAC) board of directors as Regional Director with responsibilities over Montana, Idaho, Wyoming, Utah, Colorado and Arizona.

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

Regional Director, National Association of Procurement Technical Assistance Centers (APTAC)

President, Utah Supplier Development Council (USDC)

Family Connection Center (former Finance Subcommittee Chair)

Utah American Indian Business Alliance
Interfaith Roundtable of Salt Lake

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

Paul B. Terry

*President & Chief Legal Officer
CBC Distribution Company and CBC
Mortgage Agency*

Paul joined Cedar Band Corporation (CBC) (f/k/a Cedar Band Enterprises) in May of 2009, and is currently the President & Chief Legal Officer of CBC Mortgage Agency and CBC Distribution Company. Prior to CBC, he was a mergers and acquisitions strategist/consultant with The Independence Group. Paul joined The Independence Group from Legal Circle, the legal process outsourcing division of Fox Mandal Little, the oldest (est. 1856) and largest (525+ attorneys, paralegals and legal support staff) law firm in India, where he was the Executive Director of U.S. operations/VP of Business Development.



Prior to Legal Circle, Paul served as the Vice President of Legal Affairs, for Intercare Holdings Inc. (IHI) from March 2004 through August 2006. Paul joined IHI with over 7 years of business and legal executive experience in diverse industries ranging from the software to the Internet to the semiconductor capital equipment industries in the Silicon Valley prior to venturing into the healthcare insurance services industry with IHI in Sacramento. Paul was also Founder

and CEO of his own marketing and advertising company with representative clients including the Disney Customer Products division of The Walt Disney Company, Bonfante Gardens Family Theme Park (managed by Paramount Parks), and Melrose Communities (a national student housing development and management company).

Paul earned his B.A. in Political Science with a Certificate in International Relations from the University of Utah in Salt Lake City, Utah and his J.D. from Santa Clara University School of Law in Santa Clara, California. Paul is married to Jenifer, and they are the proud parents of four children: Sydney, Dakodah, Holland & Berkeley. Four years ago, they relocated from El Dorado Hills, CA, to Parowan, UT.

Brandon Thomas

*Associate Director of Purchasing Operations
Utah Valley University*

Brandon Thomas is the Associate Director of Purchasing Operations at Utah Valley University. He has a Bachelor of Science degree in Computer Science from UVU, Master of Business Administration from the University of Phoenix, and is a Certified Public Procurement Officer. Brandon has worked for UVU for nine years and for Procurement Services for seven years.



Joseph (Joe) Walsh

*AVP, Procurement
Intermountain Healthcare*

Joe is a progressive supply chain executive with a successful track record of leading procurement transformations at multibillion dollar organizations across multiple industries. Joe is currently the AVP of Procurement for Intermountain Healthcare where he is responsible Category Management, Strategic Sourcing, Contract Management, Purchasing, Program Management and Supplier Collaboration.



Prior to joining Intermountain Healthcare in 2008, Joe held procurement and business strategy leadership roles at Foodbuy, which serves as Compass Group's supply chain organization and is the largest GPO to the foodservice industry. Prior to that, Joe led Corporate Express'

global sourcing organization.

Joe has a bachelor's degree in Business from the University of New York at Buffalo and a master's degree in Supply Chain Management from Michigan State University.

In 2012, Gartner Inc. ranked Intermountain Healthcare forth in its annual "Healthcare Supply Chain Top 25." In 2013, Joe was recognized as the "Contracting Professional of the Year" by Healthcare Contracting News.

Martha Wilding

Purchasing Services, SLCC

I have been working at SLCC for 25 years in Purchasing Services. I've been an adjunct instructor at the college for 22 years and have been teaching Customer Service for the School of Applied Technology for 10 years. I feel so fortunate to love both of my jobs! I attended college at the University of Nevada - Reno and am a proud graduate of Salt Lake Community College.

My favorite role in life is being a Grandma to my 3 beautiful Grandchildren!



Jonnie Wilkinson

Regional Manager, South Valley PTAC

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

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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.

Curtis Willardson *Client Services Manager* *World Trade Center Utah*

Mr. Willardson serves as Client Services Manager for World Trade Center Utah. In his position, Curtis has been successful in implementing a Trade Services practice lending quality consulting and strategy services to Utah's small and medium-sized enterprises (SME). Services address a variety of international trade topics such as international market research, global logistics, trade compliance, international marketing strategy, trade finance, legal concerns, etc.



Curtis holds a B.A. in International Relations and Economics from Southern Utah University and attended graduate studies in International Commerce & Policy at George Mason University. He is certified as a Global Business Professional by the National Association of Small Business International Trade Educators (NASBITE) and is currently pursuing his license as a U.S. Customs House Broker.

Bret Wyont

Bret Wyont joined the military right out of high school and spent 13.5 years in the Air Force as an AMMO Troop. For 11 of those 13.5 years, he was a munitions instructor and taught all aspects of Precision Guided Weapons to maintainers within the AMMO community, enabling him to travel to multiple countries, training our maintainers and those of our allied nations for foreign military sales. As an Air Training Command, Master Rated Instructor, he was pulled from his instructor position and deployed to Desert Storm in support of the F-15E aircraft of the 4th TFW out of Seymour Johnson AFB, more specifically the Precision Guided Weapons that



would be employed on the new aircraft platform assigned to Seymour Johnson AFB.

After separating from the USAF in 1992, Bret began his career as a defense contractor at Eglin AFB in January 1993. As a defense contractor, he worked for various large and small businesses in support of various DOD programs. In 2001, Bret and another partner founded Archer Technologies International, Inc. to accomplish these types of defense contractual efforts, smarter, faster, better and offer expected cost savings to potential customers. To date, the company has been awarded over 30 million dollars in defense/OEM contracts/FMS contracts.

Archer Technologies International, Inc. (ATI) has developed and maintains their Manufacturing Partnership Network (MPN) currently consisting of 93 teammates/subcontractors. Our MPN has over 3.5 million square feet of manufacturing, encompassing 25 NAICS, located in 15 states and over 750 employees.

In the past 13 months, Archer Technologies International, Inc. has been awarded 2 each US Navy, 5 year, Indefinite Delivery, Indefinite Quantity (IDIQ) contracts for spare parts manufacture, depot level repairs and sustainment support within 4 functional areas. These functional areas are mechanical assemblies, electrical assemblies, platings/coatings/chemicals, energetics and proprietary equipment and tooling developed by Archer.

Brenda Yamagata

Founder, Yamagata & Associates, Inc.

Chosen as the preferred employment compliance advisor for the largest Federal construction project in the United States, Brenda Yamagata is widely recognized as an expert in worker issues and government contracting. She is regarded for her ability to address regulatory requirements while meeting the administrative constraints of all sizes and types of companies.



With more than 35 years human resources and management experience in the private and public sectors, Ms. Yamagata is noted for significant relationships with numerous government agencies. Her understanding of the rapidly evolving obligations of government contracting and the regulatory impact on contractors make her an invaluable resource for these companies.

Ms. Yamagata is the founder of Yamagata and Associates, Inc., a human resources consulting firm, based in Salt Lake City, Utah. A graduate

of the University of Utah, she is a sought-after consultant and speaker, addressing employer and worker issues.

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.