



DEPARTMENT OF THE ARMY

OSBP Newsletter

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Department of Defense (DoD), Golden Talon Award Recipient: Mr. Ron Taft, Small Business Specialist, U.S. Army Contracting Agency—South

Mr. Ron Taft was the Army's recipient of the DoD Golden Talon Award for 2006. The award was presented on December 11, 2006 at the Annual National Veterans Small Business Conference, Dallas, Texas. The Golden Talon Awards are given to the DoD acquisition personnel who contributed significantly to advancing the objectives of the DoD Strategic Plan for Service-Disabled Veteran-Owned Small Businesses (SDVOSBs). Recipients are awarded two specially minted coins, each with the DoD logo on one side and the SDVOSB logo on the other side. Six awards are given: to each of the military services; one to the Defense Logistics Agency (DLA); one to the Defense Contract Management Agency (DCMA); and one award to one of the Other Defense Agency (ODA).

Mr. Taft began his career with the Federal government as a Supply Management Intern at Red

River Army Depot in Texarkana, Texas in July 1976. He came to White Sands Missile Range (WSMR), New Mexico in May of 1977 as a GS-5 Supply Management Representative. In 1984, he changed careers and became a Management Analyst performing efficiency reviews for the Training and Education Command (TECOM) Management Engineering Office. He held this job until 1990 when he became a Procurement Analyst at WSMR in the Contracting Office. He served in this position until 1996 when he moved to Resource Management where he was part of a team performing the first Streamlined Cost Competitions performed in DOD under the A-76 Commercial Activities process. In 1998, he became the Small and Disadvantaged Business Utilization Specialist for WSMR. In 2003 this position transferred to the Southern Region of the newly cre-

ated U. S. Army Contracting Agency.

As the Small Business Specialist at WSMR, Mr. Taft takes his job very seriously. He proactively looks for opportunities for SDVOSB set-asides. In FY 2003, WSMR contracting office awarded \$7,180 to SDVOSBs. In FY 2004, the total rose to \$6.6 million and, in FY 2005, the total increased again to \$20.3 million. Through Mr. Taft's diligence and focus, the WSMR contracting office awarded over \$80.2 million to SDVOSBs in FY 2006. This is directly attributable to Mr. Taft's efforts to identify capable firms and match them with contracting requirements. Through his personal commitment, technical knowledge, and determination, he has made the WSMR small business program a model of success.

Upcoming Events:

- 21-24 May 07— 2006 DoD S.B.T. Conference**
- 25-28 Jun 07— 3rd Annual National Veterans Conference**
- 26-28 Jun 07— Dept of Energy 8th Annual S.B. Conference**
- 7-8 Nov 07— AMC 22nd S.B. Conference**

For more information on the upcoming events visit: www.sellingtoarmy.info and click on "Calendar of Events"



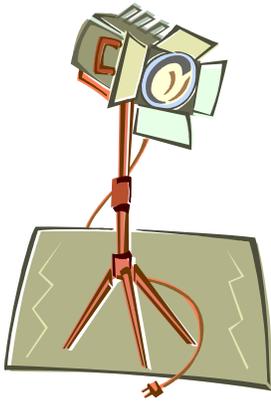
This conference, sponsored by the Federal government Offices of Small and Disadvantaged Business Utilization was held on April 19, 2007 at the Show Place Arena in Upper Marlboro, Maryland. It was originally established in 1990 as the Procurement Opportunities Conference & Exposition. The purpose of the conference is to provide networking and educational opportunities to all conference participants. For 15 years this event has been successful in bringing small businesses, large corporations and government agencies together in one place.

In addition to networking opportunities on the Exhibit Floor, this event included four seminars, the ever-popular Procurement Matchmaking with program manag-

ers and procurement representatives, and offer on-site procurement opportunities.

Large businesses with government contracts and federal government agencies are continually seeking small, minority, 8(a), SDB, service-disabled veteran-owned, veteran-owned and women-owned businesses. The OSDDBU Procurement Conference offered the opportunity for these entities to connect with quality vendors and subcontractors who can help them with their contracting needs and requirements.

Ms. Alice Williams-Gray selected to lead the Army Contracting Agency (ACA) Small Business Program!



Ms. Alice Williams-Gray assumed the position of Associate Director, HQ ACA, Office of Small Business Programs (OSBP) with over 24 years of extensive contracting experience, and 16 years of small business experience. Previously, she served as Deputy Associate Director, HQ ACA, OSBP. Alice has established herself as a consummate leader in the small business community, and looks forward to positively impacting ACA's small business program. Her energy and dedication to the small business program are unmatched, and her focus this fiscal year is "Excellence in Customer Service."

More New Leaders for the Army Contracting Agency's Small Business Program:

Ms. Lenneia R. Jennings assumed the position of Associate Director, OSBP, ACA Southern Region Headquarters with over 28 years of contracting experience, and 6 years of small business experience. Her previous position was Chief, Innovations & Efficiencies, ACA Southern Region.

Ms. Michelle M. Currier assumed the position of Associ-

ate Director, ACA Northern Region Headquarters with over 27 years of acquisition experience. Her previous positions include Contracting Officer, division chief, and director of contracting. Last year, she was competitively selected for the Army's Senior Leadership Development Program.

Ms. Pamela L. Monroe joins the Army Contracting Agency as the Contracting Center of Excellences aligns under ACA. She continues to serve as Associate Director, CCE OSBP. Pam has over 22 years of government experience, and 12 years of small business experience. Prior to joining CCE in 2003, Pam was the Associate Director, OSBP, Military Traffic Management Command.

Ms. Antwinette LaShone Goodman-Cooper assumed the position of Deputy Associate Director, OSBP, ACA Southern Region with over 15 years of contracting experience, and 2.5 years of small business experience. Her previous position was Deputy for Small Business, South Atlantic and North Atlantic Divisions, Corps of Engineers.

Ms. Giselle Whitfield assumed the position of Deputy Associate Director, OSBP, ACA ITEC4 with over 18 years of acquisition experience. Her previous position was Program Analyst/Contracting Career Manager in

the Contracting Career Program Office, Acquisition Support Center, National Capital Region.

Ms. Delores Thompson-Gad assumed the position of Small Business Specialist, Army Contracting Agency, Capital District Contracting Center, Small Business Office with 21 years of acquisition experience. Her previous position was Contract Specialist, Army Aviation Missile Research and Development Command.

"Other new Leaders for the Army Contracting Agency's Small Business Program:

*Ms. Lenneia R. Jennings;
Ms. Michelle M. Currier;
Ms. Pamela L. Monroe;
Ms. Antwinette LaShone Goodman-Cooper;
Ms. Giselle Whitfield;
Ms. Delores Thompson-Gad"*

Army Contracting Agency—North, Good News Story

Submitted by Ms. Michele Currier, Associate Director for Small Business

Fort Riley aggressively searches out small business to accomplish installation rebuilding and maintenance goals. A new Job Order Contract (JOC) was recently awarded to Gracon Corporation of Loveland, CO. Gracon Corporation is an emerging small business which performs industrial, commercial and other heavy construction jobs. The JOC contract is an installation-wide construction and repair contract consisting of a base year and four (4) option years.

This JOC contract is a partnership between Fort Riley and Gracon Corporation through the use of delivery orders to maintain, repair or construct real property facilities and structures on Fort Riley. Gracon Corpora-

tion is guaranteed a series of delivery orders totaling a minimum of \$400,000 and maximum of \$10 Million per base year and each of the four option years.

The performance of this contract relies heavily on weekly partnering meetings in an effort to minimize delay of work and mis-communication and other issues that affect the progress of contract performance. The ultimate goal is to maximize successful completion of all projects under JOC through a teaming effort.

The JOC contract is the direct result of the expertise and experience of the Pre-award team, Fort Riley. Julie Howell, Contracting Officer, and Keith Schwanke, Con-

tract Specialist, closely coordinated with the Directorate of Public Works (PW), Fort Riley, in an effort to fully identify requirements necessary to solicit proposals from and successfully award a contract to a responsible contractor.

Upon award of the JOC contract to Gracon Corporation, the contract was transferred to the Contract Administration section of the Army Contracting Agency, Fort Riley, KS. Becky L. Rittenhouse, Contracting Officer, and Anthony Tiroch, Contract Administrator are responsible for ensuring a quality partnering and teaming effort of Fort Riley and Gracon Corporation during the administration of this contract.

AMCOM Good News Story, Associate Director for Small Business, Mr. Scott Crosson Submitted by Mr. Chris Burchstead, REDECOM Acquisition Center

In FY06, the US Army Research, Development & Engineering Command (RDECOM) Acquisition Center - Natick Contracting Division (NCD) continued our support for the Javits-Wagner-O'Day (JWOD) Committee by contracting with the National Industries for the Severely Handicapped (NISH) and National Industries for the Blind (NIB). We awarded a \$40 million order with Readyone Industries, Inc. for the Joint Service Lightweight Integrated Suit Technology (JSLIST) Chemical Protective Suit.

When combined with the Chemical Protective Mask, the JSLIST provides protection against chemical and biological agents, radioactive fallout particles, and battlefield contaminants. The JSLIST is the product of a four-Service effort



Joint Service Lightweight Integrated Suit Technology (JSLIST) Chemical Protective

to field a common chemical protective clothing ensemble including a lightweight chemical-biological protective garment, multi-purpose overboots, and gloves. Each component is based on state-of-the-art materiel technologies that have undergone extensive user evaluation and field and laboratory testing. JSLIST Program objectives included reduced heat stress, compatibility with all interfacing equipment, longer wear, and washability. The JSLIST replaces the Battle Dress Overgarment (BDO).

In FY06, NCD has awarded over \$115.4 million to JWOD workshops, significantly increasing our achievement from last year. In addition to the JSLIST suit, we purchased the Army Combat Uniform (ACU), the Black

Fleece Protective Combat Uniform (PCU) for the Special Operations Command, and the Individual First Aid Kits for immediate deployment.

The JWOD Program creates jobs and training opportunities for people who are blind or who have other severe disabilities, empowering them to lead more productive and independent lives. Its primary means of doing so is by requiring Government agencies to purchase selected products and services from nonprofit organizations employing such individuals. Qualifying workshops provide a plethora of top-quality soldier support supplies and equipment, often at a substantial savings over the commercial market pricing.

By ensuring that a substantial portion of our workload is available for NIB and NISH workshops, NCD and the Army have demonstrated true dedication to furthering the vision of the JWOD program and maximizing the prospects for the handicapped American worker.

AMCOM Good News Story, Associate Director for Small Business, Mr. Scott Crosson Submitted by Mr. Chris Burchstead, REDECOM Acquisition Center

Small Disadvantaged Business (SDB) Initiative: The US Army Research, Development & Engineering Command (RDECOM) Acquisition Center - Natick Contracting Division (NCD) has taken full advantage of the many top-notch local contractors available under the Small Business 8(a)/SDB Set-Aside Program.

Preliminary figures for FY 2006 show a total of \$32.6 million to SDBs or an unprecedented 8.3% of US business dollars! This is the first time NCD has exceeded our SDB goal, 6.7%, and marks a significant achievement for partnering with local economically under-represented businesses. At the same time, NCD was able to utilize the contracting advantages of the 8(a) set-aside procedures awarding to responsive and responsible vendors without competition in a very short timeframe.

Some major awards, all to SDBs located in a HUBZone area, were to:

Hilltop Construction, Inc. - Furnish

and install two new gas fired chillers for air conditioning at Natick, \$2,071,923.

SNC Telecommunications, LLC - Combat Vehicle Crewman Coverall, \$2,008,840.

SNC Telecommunications, LLC - Fleece Garments (in support of the PEO Soldier Rapid Fielding Initiative), \$17,010,900.

On the construction side of the house, over half of the annual acquisition dollars were awarded to SDBs for minor construction, including the chiller units.

With the assistance of the Small Business Administration (SBA) local representatives and our own Small Business Specialist, the contracting teams were able to locate qualified registered firms in the 8(a) program and process their requirements for timely contract award. The Natick Small Business Programs Office maintains a listing of local contractors in the 8(a) program, along with past performance and plant capacity information. The contracting team is

able to select a potential vendor and submit a recommendation to SBA for award approval under the terms of the program. This process reduces the procurement administrative lead time to a matter of days rather than months.

Vendors receiving contract programs of this magnitude may find themselves "graduated" from the 8(a) program. While the goal is to bring disadvantaged companies up-to-par, their removal from the program creates a void that can be filled by other up-and-coming SDBs.

Kudos go out to: Dave Condon, Sean Murphy, Richard Alves, Vinny Valastro, and Ray Golaszewski.



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Small Business Focus On... Rapid Equipping Force (REF)

Submitted by: Ms. Nancy Small, U.S. Army, Office of Small Business Programs

Rapid Equipping Force (REF) is an agent for institutional change that rapidly provides commanders and soldiers with cutting-edge solutions that increase lethality, improve force protection and enhance survivability. The REF is a Staff Support Agency assigned to the Army Asymmetric Warfare Office which reports directly to the Army Deputy Chief of Staff for Operations (G3). The REF mission is to assess Army business practices, desired capabilities, and acquisition techniques to effect institutional Army change; insert future force technologies and surrogates to validate concepts and speed capabilities to the Warfighter; and equip operational commanders with commercial-off-the-shelf and government-off-the-shelf solutions in order to increase effectiveness and reduce risk. It works one-on-one with deployed units and those ready to deploy to find solutions to immediate equipping needs. The REF accomplishes its mission by partnering with U.S. Army Material Command, industry, academia, Army senior leaders, the U.S. Army Training and Doctrine Command, the Army acquisition community, and the Army Test and Evaluation Command to meet immediate Warfighter needs. A primary REF task is to focus

on counter Improvised Explosive Device (IED) solutions and to directly support the Joint IED Defeat Organization and the Army's.

In its General Support role to the Army, REF forward teams quickly identify and evaluate deployed force needs and desired capabilities. The REF develops and rapidly acquires appropriate solutions while documenting a streamlined methodology for acquisition with the cooperation and oversight of the Army Acquisition Executive.

To date, the REF has introduced 209 different types of equipment, providing more than 47,400 items to units supporting Operations Enduring and Iraqi Freedom, as well as to units deployed to remote locations worldwide. REF solutions include: robots like the MARCBOT and PACBOT for interrogating caves and suspicious packages for booby traps and improvised explosive devices; personnel and vehicle scanning systems; hearing conservation and communication devices; persistent surveillance systems; digital translators for soldiers to communicate with locals in their own language; explosive material detectors; and many more. REF adaptive practices are at the forefront of Army modernization and serve as a catalyst and change agent for Army transformation.

The REF is an agent for institutional change and the Army will continue to rely upon the REF as a means to rapidly provide combat commanders with cutting-edge solutions to increase lethality, improve force protection and enhance survivability. The REF mission extends beyond OIF and OEF to support Army units and personnel deployed worldwide.

These solutions may result in procurement of new or existing military/commercial materiel equipment, or accelerated development of a future force materiel solution for insertion into the current force now. The REF support to the Joint IED Defeat Organization saves soldiers' lives by providing greater force protection. By researching and developing counter IED materiel solutions the REF is providing our soldiers with modern technology faster than the standard acquisition process. The REF will remain a key initiative to the Army in support of the Global War on Terrorism.

MID-ATLANTIC REGIONAL COUNCIL (MARC) Meeting

Submitted by Ms. Michelle Currier, U.S. Army Contracting Agency—Northern Region

"Mr. Thomas E. Watkins, Chief of Small Business Operations, East Division, Defense Contract Management Agency (DCMA) and his team, Philip Varney and Chris Travers, Assistant Directors for Small Business, DCMA presented a DCMA Subcontracting overview".

The Winter meeting of the Mid-Atlantic Regional Council (MARC) for Small Business and Advocacy was held in Atlantic City, NJ on January 17, 2007. The MARC dedicated to Small Business Education and Advocacy, is one of the eight regional Small Business Councils, sponsored by the Department of Defense (DoD). These councils are dedicated to enhancing the utilization of small businesses, to include those small businesses owned by the disadvantaged, women, veterans, service-disabled veterans and firms located in Historically Underutilized Business Zones across the country.

The ACA NR was represented by Associate Director, Michelle Currier, Pat Huber, ACA-NR Aberdeen Proving Ground and Ray Blauvelt, Army Reserve Contracting Center.

The following speakers provided updates to the Council: Sheryl Kennerly, Director of Information Management, Committee for the Purchase from People who are Blind or Severely Disabled (AbilityOne), provided "JWOD Updates".

Mr. Thomas E. Watkins, Chief of Small Business Operations, East Division, Defense Contract Management Agency (DCMA) and his team, Philip Varney and Chris Travers, Assistant Directors for Small Business, DCMA presented a DCMA Subcontracting overview.

Ms. Diane Heal, Program Analyst, U.S. Small Business Administration (SBA) provided new information regarding the additions, changes and updates to the North American Industry Classification Codes. The CCR Program Manager, Business Transformation

Agency, Ms. Thuy Lindsey provided updates/changes to the current CCR Dynamic Small Business Search database.

Rick Scidor, Procurement Center Representative, SBA, Phila presented various "SBA Updates". One topic mentioned was upcoming Small Business Surveillance Reviews that SBA will be conducting in FY 2007.

On January 18, 2007, the MARC co-sponsored a procurement fair with the New Jersey Institute of Technology (NJIT) Procurement Technical Assistance Center (PTAC). The DoD Small Business Specialists and prime contractors performed outreach and answered questions. Approximately 100 firms attended the procurement fair.

**Small Business Industry Day, Hosted by:
Submitted by, Ms. Lennela Jennings, U.S. Army Contracting Agency—Southern Region**

“Army Contracting Agency, Southern Region (ACASR) office of the Principle Assistant Responsible for Contracting (PARC) hosted Second Industry Day”

On December 4, 2006, the Army Contracting Agency, Southern Region (ACASR) office of the Principle Assistant Responsible for Contracting (PARC) hosted an Industry Day at Fort McPherson, GA. This all day event consisted of presentations, two

panel discussions and government/industry exchanges. It provided 200 vendors with information regarding strategic concepts and initiatives, including small business considerations; task order processes; and future business opportunities. LTC James A. Blanco, Assistant to the Director, U. S. Army, Office of Small Business Programs (OSBP) at the Pentagon served as the guest speaker. His presentation on Strategic Sourcing was very

informative and well received by the audience. Based on feedback received from the attendees, the information presented at Industry Day was very enlightening and the event provided an opportunity to network with other vendors. Future Industry Day events will be hosted by the ACASR PARC on a semi-annual basis. For more information, contact Vickie Jordan at (404) 464-0472, DSN 367-0472, or via email at vickie.jordan@us.army.mil.

“LTC James A. Blanco, Assistant to the Director, U.S. Army, Office of Small Business Programs (OSBP) at the Pentagon served as the guest speaker during the Small Business Industry Day”

Department of Defense (DoD) Nunn-Perry Award

Submitted by: Ms. Wendy Despres, Program Manager, Mentor-Protégé

The 2007 Nunn-Perry Award Ceremony was held March 7, 2007, during the DOD 2007 Mentor-Protégé Conference in Temecula, California. Two Army-sponsored teams received Nunn-Perry Awards for excellence in the quality of the technical assistance, return on investment, and impact on protégé development.

The team of Science Applications International Corporation (SAIC) of Huntsville, Alabama and Oak Grove Technologies of Raleigh, North Carolina was honored with an award for their agreement that was endorsed by the U.S. Army Space and Missile Defense Command. SAIC provided mentoring with the assistance of Alabama A&M University in the DOD market sector for information technology services, interro-

gator support, and professional and systems engineering support.

Oakgrove Technologies is a Service-Disabled Veteran-owned Small Business (SDVOSB) and was the first SDVOSB to become a protégé under the DOD Mentor-Protégé Program. Under this agreement, Oakgrove Technologies enjoyed 118% increase in its employment base and 366% increase in DoD prime and subcontracting revenue.

The team of Lockheed Martin Missiles and Fire Control (LMMFC) of Dallas, Texas and R&D Electronics, Inc. of Brownsboro, Alabama was also honored with

an award for their agreement that was endorsed by the U.S. Army Aviation and Missile Command.



DoD Nunn-Perry Award

R&D Electronics is a Native-American Woman-Owned Small Business. LMMFC provided mentoring with the assistance of Drake State Technical College in the development of the manufacturing process for a ruggedized memory unit capable of withstanding harsh military environments to be utilized in the MLRS rocket launcher programs. Under this agreement R&D Electronics enjoyed a 14% increase in its employment base and a 67% increase in DoD prime and subcontracting revenue.

National Guard Bureau Contracting/Civil Engineering Training Conference

Submitted by: Ms. Elizabeth Westerborg, Acting Associate Director for Small Business

Recently the National Guard Bureau Office of the PARC teamed with a primary customer, the Air National Guard Civil Engineer Programming Division, to present a training conference entitled “Installations Matter – Planning and Contracting Together – Efficient, Reliable, and Sustainable”.

Approximately 800 Army and Air National Guard Contracting and Engineering Personnel attended the Conference. Attendees could choose each day from Breakout Sessions dealing with specific subjects of interest taught by 50 subject matter experts from the NGB Engineering and Contracting functions. Guest Speakers from DOD, Federal Civilian Agencies and Industry provided Keynote Addresses in each morning’s General Session. LTC James Blanco, Assistant to the Director, U.S. Army, Office of Small Business Programs addressed the Contracting Plenary

on the second day of the Conference and then taught a Breakout Session on Small Business requirements and procedures to 60 National Guard Bureau contracting professionals later that afternoon. His remarks and insights were warmly welcomed in both sessions. Small Business Program achievements are always an important part of each contracting action undertaken by each of the 147 Guard Bureau contracting offices in each State, the District of Columbia and the Territories of Guam, Puerto Rico and the Virgin Islands. Because of this effort to reach small businesses in all program areas, NGB in FY06 again achieved all assigned targets and exceeded them in several areas. We’re proud of that.

Representatives of 60 different vendors were available in the Exhibit Hall for interaction with the contracting professionals, civil engineering requirements personnel, small business specialists and each other.

The Exhibit Hall was busy and filled with conversations that sometimes involved contracting personnel, engineering requirements personnel, small business specialists and vendor representatives all at the same time. It was a fun and profitable way to do business.

The overarching environment of the Conference provided not only training for both the contracting and civil engineering communities, but an opportunity to understand the work requirements of all parties and a chance to communicate face to face. It was an environment strongly conducive to networking within the available pool of knowledgeable engineering and acquisition professionals. Feedback from the conference attendees has been positive in all aspects, but the most common comment is that the face to face communications and networking were the most important tools offered to them and the greatest take away.

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U.S. Army Day: Woman-Owned Small Business Conference



From L to R: Ms. Clarisa Howard, Hon. Stephanie Tubbs Jones, Ms. Margot Dorfman, Ms. Tracey Pinson and Ms. Nancy Small.

The U.S. Army Day: Woman-Owned Small Business (WOSB) Conference was sponsored by the U.S. Women's Chamber of Commerce and the Army Office of Small Business Programs. The conference was held on Tuesday, March 20, 2007 at the Hotel Washington, Washington, D.C. Among the

distinguished guest present were LTG James Campbell, Director of the Army Staff; Ms. Jovita Carranza, Deputy Administrator, Small Business Administration; Ms. Sarah Finnicum, Director of Supply and Maintenance, Army G-4; Ms. Clarisa Howard, CEO of Howard & Howard Consulting, and Hon. Claude M. Bolton, Assistant Secretary of the Army, Acquisition, Logistics and Technology to name a few.

The conference focused on providing information on the Army initiatives for increasing procurement opportunities and best practices on "How to do Business" with the

Army and other Federal Agencies. There were over 330 attendees representing small business specialist, procurement professionals, and WOSBs. The conference ended with a Networking reception in the Washington Room of the Hotel.



Army small business professionals with Ms. Margot Dorfman



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