

Alaska 8(a) Association

Presents

2005 8(a) Spring Conference

May 5-6, 2005

“The Business of 8(a) Contracting”

DAY ONE

General Session

8:00 – 8:30

Registration, continental breakfast
and networking opportunity

8:30-8:45

Opening Introductions & Acknowledgements

Deb Fowler, Executive Director
Alaska 8(a) Association

8:45 – 9:15

Senator Lisa Murkowski
(confirmed)

9:30 – 9:45

Opening Presentation

Direction of the Association
Ron Perry, President, Alaska 8(a) Association

10:00 – 11:30

Collaborating Competitors/Strategic Alliances

Building a support system of alliances and networks for success
Leveraging effectively through teaming, developing strong
prime-contractor relationships, business relationships and more.
Balancing the commercial vs. 8(a) contract rule through networks.

The How, Why, & Successes

John Rathjen – DataFlow/Alaska, Inc. (confirmed)

Tanya Bratslavsky, Bratslavsky Engineering Consultants

Rudy Alvarez, CEO, Advancia Corporation (confirmed)

Dick Cattanach, Associate General Contractors, Alaska (invited)

11:30 – 1:00

Lunch

Ken Buck,

Director, GSA, Share in Savings

Keynote Speaker

Market Trends in Federal Procurement

Track I

Intermediate

1:15 – 2:15

Patton Boggs (confirmed)

“(8 a) opportunity”

2:30 – 3:45

ORCA & BPN

Speaker-TBA

Track II

Advanced

1:15 – 2:15

Large Business Panel

Raytheon, Anteon, Alyeska Pipeline

2:30 – 3:45

The ANC Panel

(confirmed)

Chugach Alaska Corporation

Ahtna Development Corporation

4:00 – 5:00

“Market Assessment, Prioritization & Opportunity”

Understanding how to market your 8(a) like a pro

Ray Bjorklund,

Federal Sources, Inc.

5:00 – 7:00

Networking reception

Day Two
May 6, 2005
General Session

8:00 – 8:30

Continental Breakfast
Opening Remarks
Ron Perry, President,
Alaska 8(a) Association

TRACK I

8:45 – 10:00

*“Taking the Lead,
Being the Prime”*

Pam Mazza (**confirmed**)
Piliero, Mazza, & Pargament, PLLC

10:30 – 12:00

PROTESTS: Nuts & Bolts

(& Washers & Picking the Right Wrench).

This presentation will survey the range of issues which may give rise to protests in connection with small business government contracting. The available forums will be reviewed, together with a discussion of procedure and time issues. Finally, there will be an overview of the standards for decision and appeal options.

Bill Walker, Attorney at Law, Walker Reausaw
(**confirmed**)

TRACK II

8:45 – 10:00

*“Share-in-Savings Contracts:
Are they for you?”*

Kenneth Buck (**confirmed**),
Director, GSA, Share in Savings Program

10:30 – 12:00

8(a) Transition & Exit Strategies

Learn what you need to do now to plan to transition and exit the 8(a) program to assure your future success! Learn from the best...

Pamela Mazza & Rudy Alvarez, Advancia
(**confirmed**)

12:00 – 1:30

Lunch

Keynote Speaker:
Linda Oliver
Deputy Director
OSDBU, DOD

1:30 – 2:30

- *Using your OSDBU office to your advantage*
- *Indian Incentive Program*

Linda Oliver, Deputy Director, OSDBU, DOD

2:40 – 3:30

➤ ***“13 Things You Should Know When Marketing to Federal Agencies”***

➤ ***EPA updates***

Marie McPeak, EPA

Gary Wade, Dept of Interior

3:45 – 4:30

TBD

Registration Form for 8(a) Spring Conference 2005

- By Phone: Call 907-264-6724
- By Fax: Complete registration form, with complete credit card information, fax to 907-264-6602
- By Mail: Complete registration form, attach check, and mail to:
 - Alaska 8(a) Association
 - PO Box 243802
 - Anchorage, Ak. 99524
- By Email: dfowler@gci.net, send registration form, with payment information.

The Alaska 8(a) Association’s 2005 8(a) Spring Conference

May 5-6, 2005

Millennium Alaskan Hotel*

Name: _____

Title: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Fax: _____

Email: _____

Payment information: \$425.00 Members of Alaska 8(a) Association
\$625.00 Non-members

RSVP by April 15, 2005 and save \$100:

\$275.00 Members
\$475.00 Non-Members

Number of attendees: _____

Please attach all individual attendee's information to registration form.

Check made payable to Alaska 8(a) Association enclosed: Y ____ N ____

Credit Card information: **Visa or MasterCard only**

Account #: _____ Exp date: _____

Name as it appears on card: _____

Signature: _____ Date: _____

No refunds. All registrations are final.

*Hotel Accommodations

Fees do not include hotel accommodations. For reservations, please contact the hotel directly, no later than cut-off date. Mention the Alaska 8(a) Association's Spring Conference.

Millennium Alaska Hotel: 1-800-544-0553. Let them know you are calling for the Alaska 8(a) Spring Conference to be held on May 5th & 6th in Anchorage. \$89 single occupancy and \$99 double.