

# PACIFIC AMERICAN INDIAN DEVELOPMENT

American Indian Procurement Technical Assistance Center (AIPTAC)

and the

**Small Business Administration (SBA)**

presents

## Northern CA **B. E. A. R.** Training

**Business Education and Resource**

**Training for Federal Contracting and Business Assistance**

### WHO SHOULD ATTEND:

Businesses or Individuals Interested in Participating In  
Federal and State Contracting, Tribal Economic Planners and Natural Resources Representatives

### What you will learn:

- Federal / State Contracting Process and how to register.
- Marketing Techniques for Government Contracting
- Certification Programs Including 8(a), SDB, and HubZone.
- SBA Small Business Timber Sales Set-aside Program.
- Business Opportunities and Technical Assistance for Tribal Enterprises and Native American Small Businesses.

### Highlights

Meet with Federal and State Buyers for Bid Opportunities including:

- US Army Corps of Engineers
- USDA Forest Service
- CalTrans
- Public Utilities Commission
- GSA and more.

### **NO FEE TO ATTEND**

Register on line at: <http://www.ptassist.com/services/register.php?id=132DA24007>

### Where:

Colusa Casino Resort  
Tribal Community Center  
3770 Hwy. 45  
Colusa, CA 95932  
Ph: (530) 458-8844

Call Hotel for  
Special Room Rates for Early  
Reservations!  
Dead Line: September 03, 2008



### Date/Time:

Wednesday  
September 17, 2008  
8:00 am – 3:00 pm

### Contact:

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PH (310) 563-2361  
Email: [betty.rachal@p-aid.org](mailto:betty.rachal@p-aid.org)

## **PACIFIC AMERICAN INDIAN DEVELOPMENT**

September 17, 2008  
Colusa Casino Tribal Community Center  
**AGENDA**

7:00 pm - 1:00 pm	<b>Registration</b>
8:00 am - 8:30 am	<b>Coffee Networking</b>
8:30 am	<b>Welcome Remarks and Program Overview</b> <i>Elizabeth Arce`, Interim Program Manager,</i> <i>Mary Conway - Jepsen</i> <i>Pacific American Indian Development AIPTAC, El Segundo, CA</i>
8:45 am	<b>Business Opportunities for Native American Business, and the Timber Sales Set-aside Program</b> <i>Jim O'Neal, US SBA District Director Sacramento, CA</i>
9:30 am	<b>Opportunities for Native American business with the Forest Service</b> <i>Sonia Tamez, Tribal Relations Program Manger</i> <i>IDRS/USDA Forest Services</i>
10:00 am	<b>Opportunities with the California Public Utilities Commission</b> <i>Stephanie Green, Small Business and Outreach Advisor, CA PUC</i>
10:30 am - 10:45 am	<b>Break</b>
10.45 am	<b>Contracting with CalTrans</b> <i>Liza Whitmore, Caltrans District 3 Small Business Liaison</i>
11:30 am	<b>Subcontracting with Siemens</b> <i>Kelly Fergusson, Business Development Manager</i> <i>Siemens Building Technologies, Energy and Environment</i>
12:00 pm - 1:00pm	<b>Lunch</b>
1:00 pm - 3:30 pm	<b>Exhibit</b>
Breakout Sessions:	<b>Conference Room A</b>
1:30 pm – 2:30 pm	<b>Applying for the SBA 8(a) / HubZone Certification Programs &amp; Marketing to the Government</b> <i>Paul Tavernia, Business Opportunity Business Specialist, US SBA</i> <i>Mary Conway-Jepsen, Procurement Specialist, PAID</i>
2:30 pm – 3:30 pm	<b>Energy and Environmental Solutions, “Cash for Green”</b> <i>Terrence Mack, Business Development Manager</i> <i>Siemens Building Technologies</i>