

San Antonio Manufacturers Association (SAMA)

Proudly Presents

“TAKE THE FIRST STEP— DOING BUSINESS WITH THE GOVERNMENT”

In 2016, the federal government alone spent \$472B on contracts. Use case studies on certifications and on how some companies got started.

WEDNESDAY, DECEMBER 13, 2017—8AM TO 12PM

CO-SPONSORED BY



TEXAS MANUFACTURING ASSISTANCE CENTER

Located at the Southwest Research Institute Campus
6220 Culebra Road, Building 68, CR—A12, San Antonio, Texas 78238

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WHO NEEDS TO ATTEND—

- Business Owners
- Business Development Managers
- Those looking to Expand Their Market Base
- Interested Individuals

WHY ATTEND—In a competitive market, every business must stay on the cutting edge. Learn how to become more profitable through new market identification, specifically working with the government.



AGENDA — “TAKE THE FIRST STEP — DOING BUSINESS WITH THE GOVERNMENT”

7:40am — *Registration and Continental Breakfast*

8:00am — *Welcome and Administrative Comments*

8:05am — **Case Studies of SAMA Members who have obtained certifications, highlighting the benefits**—Dale Patenaude, Vice President, Rothe Development Calibration

9:05am — **Overview of Certification**—Terri Williams, Director of the UTSA Institute for Economic Development Small Business Development Center Procurement Technical Assistance Center (Invited)

10:05am — *Break with Refreshments*

10:15am — **How To Get Started**—Kelly Foster, Shareholder Gardner Law Firm

- Structuring the Company
- Is there business for you? Identifying opportunities.
- Making the process manageable.

11:15am—**Question & Answer Panel**

.Kelly E. Foster, Shareholder and serves as the Chair of the Business Section of Gardner Law. She has extensive experience in complex and innovative business transactions in diverse areas of commerce including real estate, healthcare and biotechnology, and alternative energy.

.Terri Williams, Director of the UTSA Institute for Economic Development Small Business Development Center Procurement Technical Assistance Center, Terri is responsible for managing several staff and federal, state, and privately funded programs focused on assisting business owners in contracting with the federal, state, and local governments as well as the private sector. In addition, the SBDC PTAC includes programs to assist small businesses in becoming more profitable through new market identification, veteran business services, assisting with their human resource needs and emergency preparedness. Ms. Williams has over 26 years managing economic development programs.

12:00pm—*Conclusion*

REGISTRATION INFORMATION

ATTENDEE FEES—SPACE LIMITED...DON'T WAIT TO REGISTER!

—EARLY BIRD REGISTRATION—PAYMENT RECEIVED BY NOVEMBER 13, 2017

- _____ \$95—Per Person For SAMA Members or Their Sponsored Guest
- _____ \$145—Per Person For Non-Members

—REGULAR REGISTRATION—PAYMENT RECEIVED ON OR AFTER NOVEMBER 14, 2017

- _____ \$120—Per Person For SAMA Members or Their Sponsored Guest
- _____ \$170—Per Person For Non-Members

Fee Includes the continental breakfast, break refreshment, all program presentations, and attendee handout.

Cancellations must be in writing and received by November 14, 2017 to receive a refund. Substitutions are acceptable, but please notify the SAMA office of any changes (210) 979-7530.



REGISTRATION FORM

Company _____ Attendee _____
Address _____ City _____ Zip _____
Email _____ Phone _____

PAYMENT INFORMATION

\$ _____ **Check—Complete form and make check payable to SAMA, then mail both to:** San Antonio Manufacturers Association, 9607 Broadway, Suite C, San Antonio, Texas 78217

\$ _____ **Online (SAMA's Preferred Method)**—Visit www.sama-tx.org, select "EVENTS" from the menu bar and then select the specific event

\$ _____ **Fax**—Complete form then return registration page only to (210) 979-0527

\$ _____ **Email**—Complete form then return via email to debbie@sama-tx.org

Credit Card No _____ **Expiration Date** _____

QUESTIONS OR MORE INFORMATION

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**DIRECTIONS TO —
SOUTHWEST RESEARCH INSTITUTE
Texas Manufacturing Assistance Center
6220 Culebra Road, Building 68, CR—A12
San Antonio, TX 78238**

**Space Limited
Don't Wait To
Sign-Up!**

- From SwRI Main Gate travel straight on Tom Slick Avenue.
- Proceed to 4-way stop, continue straight.
- Building 68 is located at 303 Tom Slick Ave. on your right, also known as "Intelligent Systems Division" (see map below).
- Parking is directly across the street.
- Please sign in at our receptionist desk and they will notify us of your arrival.

