

**G
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23rd Annual Procurement Opportunities Fair

**October 20, 2010
Holiday Inn Meadowlands
Washington, PA**

Sponsored By:
Government Agency Coordination Office (GACO), PTAC
California University of Pennsylvania
Government Contracting Assistance Center (GCAC), PTAC
Slippery Rock University of Pennsylvania
and
The US Army Corps of Engineers

23rd Annual Procurement Opportunities Fair



GACO and the US Army Corps of Engineers
working together to provide government
contracting opportunities to area businesses



About the Fair

California University of Pennsylvania, Slippery Rock University of Pennsylvania and the US Army Corps of Engineers are sponsoring GACO's 23rd Annual Procurement Opportunities Fair to assist businesses interested in pursuing government contracts and subcontracts. The fair provides an excellent chance for businesses to meet with government agencies and prime contractors seeking to identify potential vendors and suppliers. About 40 government agencies, major corporations and local purchasing representatives will participate in the fair, offering a tremendous marketing opportunity for local businesses.

Admission/Registration Information

The admission fee for the fair is **\$20 per attendee if registration is postmarked by October 8, 2010. Postmarked after October 8, 2010 the cost per attendee is \$30.** Registration fee includes a buffet lunch.

There are a limited number of booths available to purchase for area businesses. Booth space will be assigned as available on a first-come first-serve basis. **The booth cost is \$120 (in addition to the attendee fee).** All other booths are reserved for government agencies and major corporations. Please complete and mail the enclosed registration form, with payment included, by October 8, 2010. Make check payable to: **"California University of PA."** For additional information concerning particulars of the event, please contact Tracy Julian at 724-938-5881 or julian@calu.edu.

Wednesday, October 20, 2010

9:00 a.m. to 3:30 p.m.

Holiday Inn Meadowlands

340 Racetrack Road

Washington, PA 15301

724-222-6200

Cost: \$20 per attendee

(\$30 if postmarked after 10/8/10)

\$120 per booth

Comments from past fairs

"This fair provided an excellent opportunity to make some local contacts that we would have otherwise had difficulty making."

"Very energetic and exciting environment. Our booth was busy the entire morning. I'm glad our company participated. Hopefully we will participate again next year."

"Thank you for the great opportunity to network with many different companies."

Booth Information

Booths include draping, 8' x 8' space, one six foot draped table, two chairs, and a sign with your designated lettering - you may provide your own sign if you prefer. Booth setup is on October 19, 2010 from 2 p.m. to 5 p.m and October 20, 2010 from 7 a.m. to 9 a.m. Exhibitors may pick up fair packets at this time.

Electricity is available in all booths. There is a \$10 charge for (1) 110 volt outlet. **Payments for electricity are to be made directly to the Holiday Inn Meadowlands.** Credit card payments are due when ordered. Contact Sandy Wilson at swilson@lodgian.com or at 724-222-6200 ext. 567 to request electricity and/or questions concerning electricity.

Should you require special services other than those mentioned above, such as receipt and storage of procurement fair materials, make arrangements directly with Sandy Wilson. Fair boxes or packages shipped prior to the event must include your company name, the name of the person attending the fair, the booth number and "GACO Procurement Fair" on the outside of the material. **Fair materials should not arrive before October 18, 2010.**

Note: We suggest that booth holders have at least two representatives attend to gain maximum benefit from the procurement fair.

GACO/GCAC

The Government Agency Coordination Office (GACO) of California University of PA and the Government Contracting Assistance Center (GCAC) of Slippery Rock University along with the US Army Corps of Engineers are sponsoring this fair. GACO/GCAC is a Procurement Technical Assistance Center (PTAC) providing help to companies interested in pursuing federal, state and local government contracts, subcontracts, and export awards. Businesses using our services have reported receiving 30,079 contracts totaling more than \$2.3 billion since our inception in 1985. Please visit our website at <http://www.calu.edu/business-community> for a complete list of services provided.

Invited Participants

Federal

911th Airlift Wing
 Defense Supply Center Columbus
 Defense Supply Center Richmond
 Defense Supply Center
 Philadelphia
 General Services Administration
 NASA Glenn Research Center
 Naval Inventory Control Point,
 Mechanicsburg
 Naval Supply Systems Command
 Office of Surface Mining
 Tobyhanna Army Depot
 US Air Force – Langley AFB
 US Army Corps of Engineers
 US Army Letterkenny Army Depot
 US Army TACOM LCMC
 US Commercial Services
 US Department of Energy, NETL
 US Department of Housing &
 Urban Development
 US Department of Labor
 US Government Printing Office
 US Small Business Administration
 VA Pittsburgh Healthcare
 Wright-Patterson Air Force Base

State

California University of PA
 Department of General
 Services
 Department of Public Welfare
 PA Bureau of Minority & Women
 Business Opportunities
 PA Department of Conservation
 PA Department of Corrections
 PA Department of Environmental
 Protection
 PA Department of Transportation
 Pennsylvania Housing Finance Agency
 Slippery Rock University of PA

Local

3 Rivers Wet Weather, Inc.
 ALCOSAN
 Allegheny County
 Allegheny County Airport Authority
 Allegheny Energy
 Carnegie Mellon University
 City of Pittsburgh
 Community College of Allegheny County
 County of Washington
 Highmark

Local (con't)

Penn State University
 Pittsburgh Public Schools
 Port Authority of Allegheny County
 University of Pittsburgh
 UPMC

Prime Contractors

BAE Systems
 Bechtel Bettis, Inc.
 Bechtel Plant Machinery, Inc.
 Burchick Construction
 Del Monte Foods
 Dick Corporation
 DRS Technologies
 Lobar, Inc.
 Lockheed Martin Aeronautics Company
 Lord Corporation
 Mascaro Construction
 Mine Safety Appliances Company
 Mitsubishi Electric Power Products, Inc.
 P.J. Dick Inc. and Trumbull Corporation
 RAND Corporation
 SMR Technologies, Inc.
 A B/E Aerospace Company
 USIS

Event Schedule for GACO's 23rd Annual Procurement Fair

GACO sponsored its first procurement fair in October 1987. Over the years these fairs have provided businesses with face to face contact with government agencies and prime contractors. Through these networking events some companies have walked away with contracts while others began developing business relationships. Once again, this fair will provide the opportunity for area businesses to make important connections and tap into the government marketplace.

Schedule

7:00-9:00 a.m.	Registration Booth Set Up
9:00-9:15 a.m.	Opening Ceremonies
9:15-10:15 a.m.	Seminar – USACE 101
10:00 a.m.-3:30 p.m.	Booth Area Opens
11:30 a.m.-12:30 p.m.	1 st Lunch Seating
12:30 p.m.-1:30 p.m.	2 nd Lunch Seating
2:00-3:00 p.m.	Seminar – USACE 101 (Repeat of Morning Seminar Session)
3:30 p.m.	Booth Area Closes

Accommodations

A block of rooms has been reserved at the Holiday Inn Meadowlands. Room reservations are your responsibility and should be made promptly with the hotel. **Block-reserved rooms will be released after October 12, 2010.** Other hotels in the area are listed below.

Government tax forms are accepted in PA. Government per diem is \$70 a day in Washington, PA.

	<u>Government</u>	<u>Industry</u>
Holiday Inn	\$79.00	\$109.00
Days Inn	\$63.14	\$70.00
Comfort Inn	\$80.00	\$94.49
Ramada Inn	\$70.00	\$82.00
Red Roof Inn	\$62.99	\$69.99

Please make reference to GACO, California University Procurement Fair when making your reservations so you will be granted the above rates. In order to receive the government rate you must have the proper identification. Above rates do not include tax.

Transportation

For executive car service you can contact Quality Limousine at 412-527-5466. Rate is \$70 round trip. Reservations need to be made 24 hours in advance for transfer to and from Pittsburgh International Airport. Taxi rides one way are approximately \$105.00 (Yellow Cab 412-321-8100).

Directions to the Holiday Inn Meadowlands

The Holiday Inn Meadowlands is located at 340 Racetrack Road, Washington, PA 15301. For directions access www.MapQuest.com or contact the hotel at 724-222-6200.

Additional Fair Information

For any additional information regarding the fair, please contact Tracy Julian at 724-938-5881 or julian@calu.edu.



US Army Corps of Engineers
BUILDING STRONG.®



US ARMY CORPS OF ENGINEERS, PITTSBURGH DISTRICT
PROUD CO-SPONSORS OF THE
23RD ANNUAL GACO
PROCUREMENT OPPORTUNITIES FAIR
WELCOMES YOU!

Come visit our booths and talk to Small Business Specialists from our sister districts about what we do, ask questions, sell yourself and your company, and get to know us! We are here for **YOU!**



Sherrie Plonski
Deputy for Small Business
412-395-7127
Sherrie.plonski@usace.army.mil



New this year: USACE 101

Often new contractors – especially small businesses – are caught unawares of the in-depth requirements of performing a contract for the Corps of Engineers that are different from any other government agency. This can sometimes cause a lengthy process of education for the new contractor with respect to paperwork, submittals and regulations compliance.

This course is designed to provide an overview of the Corps of Engineers and explain our post-award contract administration processes, such as safety, quality assurance, scheduling and inspections. The attendee will come away with a general idea of the things they will be involved in once they successfully bid for and receive a contract award. This overview will help to equip a small business with enough information to become a successful contractor for the Corps of Engineers.

This is an interactive session taught by our resident construction administration engineers who have Many years in the field. Come sit in, ask questions, and enjoy the seminar!

Seating is first-come, first seated. No pre-registration is necessary.

Holiday Inn Meadowlands Floor Plan

1			54
Entrance	26	27	53
2	25	28	52
3	24	29	51
4	23	30	50
5	22	31	49
6	21	32	48
7	20	33	47
8	19	34	46
9	18	35	45
10	17	36	44
11	16	37	43
12	15	38	42
Entrance	14	39	41
13			40

Shaded booths on floor plan indicate booths reserved for government agencies and major corporations. The remaining booths (25) are available for purchase by private businesses. **All booths are 8' x 8' except for booths 2, 3, 8, 9 and 12 (these booths are 5' x 8').** Please indicate on registration form if electricity is required. Refer to the booth information section (Page 1) for details on ordering electricity for your booth.

Registration Form

Agency/Company Name _____

Address _____

County _____ Phone _____ Fax _____

-----**General Information**-----

Check applicable items ()Large ()Small ()Woman-Owned ()Minority-Owned ()Nonprofit ()Other

HUBZone Certified: ___Yes ___No Veteran-Owned: ___Yes ___No If yes, Service-Disabled Veteran ___Yes ___No

Attendee Information (Show name as you wish it to appear on your badge; please include email address of each attendee. The addresses listed below will appear on the attendee listing and/or exhibitor's directory. Please provide the email address you want listed in these publications.)

Attendee Name

E-Mail Address

_____	_____
_____	_____
_____	_____
_____	_____

-----**Booth Information**-----

Booth Number (first choice) _____ Booth Number (second choice) _____

Electricity () is required () is not required

We will () we will not () require a booth sign (you may provide your own)

Print company name for sign _____

In order for your company to be listed in the exhibitor's directory your registration with payment must be received by October 8, 2010. No changes to the directory will be accepted after October 12, 2010.

-----**Payment Information**-----

Admission fee is \$20 per attendee if postmarked by October 8, 2010. After October 8, 2010 the cost per attendee is \$30. Refunds will not be made after October 8, 2010; however, substitutes will be accepted for registered attendees.

Check made payable to California University of PA is enclosed as follows:

Number of attendees _____ @ \$20 each = _____ (\$20 if postmarked by 10/8/10)

Number of attendees _____ @ \$30 each = _____ (\$30 if postmarked after 10/8/10)

Number of booths _____ @ \$120 each = _____ Total \$ _____

Indicate number of attendees staying for lunch _____

Mail To: 23rd Annual Procurement Opportunities Fair, California University of PA, 250 University Ave., Box 20, California, PA 15419

For Office Use Only

___ initial	___ attendee listing	___ check #	___ dinner	___ exhibitor's dir	___ sign
___ final	___ badge	___ confirmation email	___ directory change	___ lunch	___ total paid