



**US Army Corps
of Engineers®**
Walla Walla District

Small Business Industry Day

October 13, 2016

201 North Third Street
Walla Walla, WA 99362

- Learn about Project Development and Contracting Processes
- Sharpen your skills on current Small Business Legislation
- Learn and position yourself for upcoming opportunities
- Network with Government and Industry attendees

Agenda

0800	Registration/Networking
0900	Welcome Remarks
0915	District Overview
0930	Project Development Process
1000	Contracting Processes
1100	SBA Regulatory Update
1200	Lunch/Networking (on your own)
1315	Safety Programs
1345	What does NWW buy?
1400	Forecast of Upcoming Opportunities
1430	Multi-Functional Corps Panel
	<i>Please submit questions for the Panel before leaving for lunch. Topics to be covered can include Proposal Development, Past Performance Standards, Invitation for bids, Evaluation Factors and Process, etc</i>
1530	Contractor Small Business Panel (WOSB, 8(a), HUBZone, SDVOSB)
1615	Roundtable Discussions – Business Lines Break Out Tables
1700	Networking at Seven Hills Winery, Sponsored by Voith Hydro