



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

Small Business Industry Day

October 18, 2017

Marcus Whitman Conference Center
6 West Rose 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
1015	What does NWW buy?
1030	Forecast of Upcoming Opportunities
1045	Contracting – Lessons Learned
1200	Lunch/Networking (on your own)
1315	SBA Regulatory Update
1400	Construction Program – K Admin/QC/RMS Safety Programs
1445	Multi-Functional Corps Panel <i>Please submit questions for the Panel before leaving for lunch. Topics to be covered such as Proposal Development, Past Performance Standards, Invitation for bids, Evaluation Factors and Process, etc.</i>
1530	Roundtable Discussions – Business Lines Break Out Tables - Construction/A&E - Services/Operations - FPDS/FBO (PTAC)
1645	Closing Comments