

AMADEO LAW FIRM

PROFESSIONAL LIMITED LIABILITY COMPANY

The Government Procurement Bulletin™

For The Greater Washington, D.C. -
Baltimore Corridor

May 2010 Issue

Amadeo Law Firm, PLLC
www.amadeolaw.com

1629 K Street, Suite 300
Washington, DC 20006
(202) 640-2090

5235 Westview Drive, Suite 100
Frederick, MD 21703
(301) 418-6393

INSIDE THIS ISSUE

THANKS!

ARTICLES

- 1 Public Comment
Period on New SBA
Rule For WOSB's
Drawing to a Close
- 2 FAR Council Issues
Final Rule
Implementing PLA
Rule

PROCUREMENT EVENTS

- 3 Montgomery County
- 3 Prince George's
County
- 4 Frederick &
Washington Counties
- 5 Howard & Anne
Arundel Counties
- 6 Baltimore City &
Baltimore County
- 6 Washington, DC
- 7 Alexandria & Northern
Virginia

Thanks!

By Mark A. Amadeo, Esq.

Thank you to all readers who provided feedback on the first issue of The Government Procurement Bulletin. Please send any comments and suggestions to newsletters@amadeolaw.com.

This May issue includes two short articles covering recent changes to proposed and final procurement rules. If you would like a topic or issue addressed in future issues, please feel free to send along your suggestions.

This issue also highlights many of the procurement events that will take place in the Greater Washington DC-Baltimore area during May and June. If you are only interested in events that are taking place in a particular county, just click on the county in the table of contents on the left and you should go directly to the page.

Public Comment Period on New SBA Rule For WOSB's Drawing To A Close

By Mark A. Amadeo, Esq.

The public comment period on the U.S. Small Business Administration's new proposed rule for women-owned small businesses (WOSB's) ends on May 3, 2010. The new proposed rule issued by the SBA on March 2, 2010 is aimed at expanding federal procurement opportunities for WOSB's.

Section 8(m) of the Small Business Act authorizes a contracting officer to set-aside a procurement for goods and services to a small business owned and controlled by a woman if six requirements are met:

So FAR . . .***FAR Council Issues Final Rule Implementing PLA Rule***

The Federal Acquisition Regulation Council issued a final rule on April 13, 2010, that implements President Obama's Executive Order 13502, which encourages the use of Project Labor Agreements in connection with large scale construction projects (i.e., construction projects where the total cost to the Federal Government is \$25 million or more) in order to promote economy and efficiency in federal procurement. Under the rule, a federal agency may require that contractors and subcontractors on a particular project negotiate or become party to a project labor agreement (PLA) with one or more labor organization. The rule lists several factors an agency may consider to determine whether the use of a PLA is likely to promote economy and efficiency in the performance of the construction project. The final rule can be found at: <http://edocket.access.gpo.gov/2010/pdf/2010-8118.pdf>.

- The contracting company is 51 percent owned and controlled by one or more women who are economically disadvantaged (but the SBA can waive the requirement of economic disadvantage if the concern is in an industry where WOSB's are substantially under-represented).
- The contracting officer has a reasonable expectation that two or more women-owned small businesses will submit offers.
- The contract is for procurement of goods and services in an industry identified by the SBA as an industry in which women-owned businesses are under-represented.
- The anticipated contract price does not exceed \$5 million in the case of manufacturing contracts and \$3 million in the case of other contracts.
- The contract can be made at a fair and reasonable price.
- The contracting company is certified as a WOSB by a federal agency, state government or third-party approved by the SBA or self-certified to the contracting officer with appropriate documentation.

In 2008, the SBA issued a proposed rule that identified four industries in which WOSB's were under-represented. Although federal agencies were authorized to set aside contracts in those industries, under the 2008 proposed rule, the federal agencies were required to certify that they had discriminated against women before they could set aside a particular procurement.

The SBA's new proposed rule identifies 83 industries in which WOSB's are under-represented or substantially under-represented and eliminates the requirement that each federal agency certify that it had engaged in discrimination before setting aside contracts. However, the self-certification requirements are more rigorous than under the 2008 proposed rule. Under the new proposed rule, WOSB's that self-certify are required to submit eligibility-related documents to a document repository maintained by the SBA that is available to contracting officers.

The public may submit comments to this proposed rule up until close of business on May 3, 2010, to www.regulations.gov, or by mailing them to Dean Koppel, Assistant Director, Office of Policy and Research, Office of Government Contracting, U.S. Small Business Administration, 409 3rd St. SW, Washington, DC 20416.

Montgomery County

May 10, 2010 -MCPS & MDOT-MBE Workshop

7:30 am -3:00 pm, Germantown, MD

The Montgomery County Public Schools and the Maryland Department of Transportation MBE hosts the workshop. Attendees will learn the MDOT MBE application process, the benefits of certification, and upcoming MCPS opportunities available to certified firms. For more info:

<http://www.prestoregister.com/cgi-bin/order.pl?ref=MontgomeryCountyMD&fm=4>.

May 21, 2010 - SBDC Maryland (Capital Region) - Government Certification 8(a)/SDB/MBE

2:00 pm -5:00 pm, Eastern Montgomery Regional Service Center, Silver Spring, MD

The SBDC will provide guidance on the certification process and how to qualify for Federal and State/Local Certifications. For more info: <http://support.mdsbdc.umd.edu/rc/cal/>.

May 25, 2010 - MCCC - GovConNet Breakfast Forum

7:30 am -11:00 am, Bethesda North Marriott Hotel & Conference Center, Bethesda, MD

The Montgomery County Chamber of Commerce will host this event, which will feature a keynote speech by Brigadier General, U.S. Army (retired) Edward M. Harrington SBDC on in-sourcing and forecasts, a speaker on regulatory changes, and a panel discussion that includes three C-Level Government Contractors who will share insights on strategic development. For more info:

http://www.montgomerycountychamber.com/dsp_calendarOnlyEvents.cfm?id=840.

June 29, 2010 - SBDC Maryland (Capital Region) - Government Certification 8(a)/SDB/MBE

2:00 pm -5:00 pm, Eastern Montgomery Regional Service Center, Silver Spring, MD

The SBDC will provide guidance on the certification process and how to qualify for Federal and State/Local Certifications. For more info: <http://support.mdsbdc.umd.edu/rc/cal/>.

Prince George's County

May 3, 2010 - Sen. Cardin - Small Business Opportunity Fair

8:30 am -3:00 pm, Prince George's Community College, Largo, MD

This small business fair sponsored by U.S. Senator Ben Cardin, will include sessions on BRAC Opportunities, Green Business Opportunities, and Access to Capital, as well as networking opportunities. For more info:

<http://cardin.senate.gov/services/sb.cfm>.

May 11, 2010 - WSSC - Support Services and Professional Services Vendor Day and Business Fair

9:00 am -12:00 pm, WSSC Headquarters, Laurel, MD

The Washington Suburban Sanitary Commission (WSSC) will host one in a series of Vendor Days that give vendors an opportunity to meet decision-makers and network with other firms and organizations. For info: call WSSC's SLMBE Group at (301) 206-8800.

May 12, 2010 - SBDC Maryland (Capital Region) - Federal Government Procurement for Technology Companies

8:30 am -1:00 pm, Capital Region Training Center, College Park, MD

The SBDC will provide a workshop for technology companies in business for two or more years seeking to grow or expand in the Federal Government market. Attendees will learn key strategies for selling to the U.S. government and will be provided guidance from industry experts. For more info:

<http://support.mdsbdc.umd.edu/rc/cal/default.asp?date=5-12-2010#event1>.

May 18, 2010 - 2010 ProBiz Procurement Conference: "Building Capacity For Your Business Through Partnerships"

8:30 am - 5:00 pm, Marriott Hotel, Greenbelt, MD

The procurement conference is sponsored by the National Business League of Greater Washington and other organizations, and will offer seminars and include exhibits from federal agencies and local governments. For more info: <http://www.eaglenews.com/probiz/probiz3.html>.

May 21, 2010 - WSSC - Small Local Business Enterprise (SLBE) Application and Program Process Essentials Workshop

TBD, WSSC Headquarters, Laurel, MD

The Washington Suburban Sanitary Commission (WSSC) will host a workshop on the SLBE application and process. For info: call WSSC's SLMBE Group at (301) 206-8800.

June 3, 2010 - WSSC - Access to Capital Workshop and the Importance of Insurance and Bonding Workshop

TBD, WSSC Headquarters, Laurel, MD

Topics TBD. For info: call WSSC's SLMBE Group at (301) 206-8800.

June 11, 2010 - SBDC Maryland (Capital Region) - Government Contracting 101

9:00 am - 1:00 pm, Capital Region Training Center, College Park, MD

This workshop helps demystify the federal procurement process and serves as a base course for advanced procurement workshops. Attendees will be given an understanding of the pre-award steps that a contractor needs to know plus information on how the government makes purchases. For more info:

<http://support.mdsbdc.umd.edu/rc/cal/default.asp?date=6-11-2010#event1>.

June 14, 2010 - SBDC Maryland (Capital Region) - Maryland Veteran-Owned and Service-Disabled Veteran Owned Business Conference - Maximize Success: Business Development Strategies

9:00 am - 5:00 pm, Samuel Riggs IV Alumni Center, University of Maryland, College Park, MD

The conference will connect veteran-owned small business owners with procurement opportunities in Maryland state agencies and federal agencies; inform Maryland's veteran-owned small businesses of benefits they are entitled to as veteran-owned businesses; provide networking opportunities for Maryland veteran-owned small businesses and other small business owners; and provide business start up information. For more info: <http://support.mdsbdc.umd.edu/rc/cal/default.asp?date=6-14-2010#event1>.

Frederick & Washington Counties

May 27, 2010 - SBDC (Western Region) - MBE Workshop

10:00 am - 1:00 pm, C. Burr Artz Library, Frederick, MD

Attendees will receive a comprehensive overview of the certification process and an in-depth look at the Uniform Certification Application, and will meet with a certification expert. For more Info:

http://www.westernmdsbdc.org/calendar/calendar_day/6967538/2010-5-27.htm.

June 4, 2010 - FCCC - Emerging Ideas Conference: Exploring New Markets

8:00 am - 3:00 pm, Mount St. Mary's Frederick Campus, Frederick, MD

This conference will include interactive seminars in procurement, positioning, diversity, and other business development topics. The closing keynote will be by renowned economist Anirban Basu. For more Info:

<http://www.frederickchamber.org/cwt/External/WCPages/WCEvents/EventDetail.aspx?EventID=282349>.

June 16, 2010 - SBDC (Western) - GSA 101 -Intro to GSA (General Services Administration) Basics

10:00 am, Frederick, MD

This conference will provide an introduction to GSA schedules. For more Info:

http://www.westernmdsbdc.org/calendar/calendar_day/6967538/2010-6-16.htm.

Howard & Anne Arundel Counties

May 5, 2010 - SBDC Maryland (Central Region) - Federal Government Certification 8(a)

9:30 am - 12:30 pm, Anne Arundel Economic Development Corporation, Annapolis, MD

In this three-hour training session, 8(a) requirements and opportunities The Small Business Development Center (SBDC) will offer guidance on the certification process and how to qualify for Federal and State/Local Certifications. For more info:

<http://www.centralmdsbdc.org/trainings/course.php?ID=2319&m=5&dd=0>.

Baltimore City & Baltimore County

May 7, 2010 - Maryland Governor's Office of Minority Affairs - MBE University Conference: "Access to Capital"

8:30 am - 4:00 pm, Sheraton Baltimore North Hotel, Towson, MD

The MBE University "Road Show" conferences offer training and information on the tools necessary for successfully doing business with the State of Maryland as a women-owned or minority-owned business.

For more info: <http://www.mdminoritybusiness.com/>.

May 12-13, 2010 - Green Energy Business Opportunity Conference

May 12, 6:00 pm - May 13, 6:00 pm, Baltimore Convention Center, Baltimore, MD

This conference focuses on opportunities for businesses in the Green Economy and will include seminars and networking opportunities with private and public companies, as well as a reception for small, minority, women-owned, and disabled veteran businesses to meet with public utilities and state and federal agencies active in the Green Economy. For more info:

<http://businessforgreen.com/index.html>.

May 14, 2010 - MWMCA - 7th Annual Spring Breakfast

7:30 am - 11:00 am, Martin's West, Baltimore, MD

The Md. Washington Minority Contractors' Association, Inc. holds its 7th Annual Spring Breakfast. For more info:

<http://www.iccproject.com/contractor-calendar-events.php>.

May 18, 2010 - Baltimore County Public Schools: "MBE School Days"

8:00 am - 12:00 pm, Oregon Ridge Lodge, Cockeysville, MD

The Baltimore County Public Schools Office of Purchasing provides informational sessions to learn how to work with prime bidders who are meeting MBE goals. For more info:

<http://www.mdminoritybusiness.com/documents/mbeinvitation05182010.pdf>.

FEATURED PROCUREMENT EXPO

May 5, 2010 - MCCC - 2010 Congressional Procurement Conference & Expo

7:30 am - 3:00 pm

The Universities at Shady Grove, Rockville, MD

This Procurement Conference by the Montgomery County Chamber of Commerce will include seminars on doing business with the National Security Agency, the Department of Homeland Security, the U.S. Department of Transportation, and other state and federal agencies, basic accounting for government contractors, and identifying opportunities with federal and local agencies. The Conference will also provide attendees with opportunities to network with Federal, State, and local contract officers, prime contractors, and 800 potential teaming contractors.

For more info:

http://www.mccc.md.com/pubs/main/Procurement_Confer_1.cfm.

May 27, 2010 - Maryland Governor's Office of Minority Affairs - "Fort Meade Regional Minority and Small Business Government Contracting IT Forum"

7:30 am - 12:00 pm, BWI Hilton, Linthicum, MD

This half-day event will focus on government contracting information technology with an emphasis on business opportunities in the Fort Meade region for small and minority businesses. You must be a minority-owned, small business in the IT field and BRAC or Cyber Ready to attend this event. For more info: <http://mdminoritybusiness.com/documents/FtMeadeMinorityContractingForumFlyer-FINAL.pdf>.

June 15, 2010 - Baltimore Development Corporation - Small Business Resource Center - Government Contracting

10:00 am - 12:00 pm, Baltimore, MD

This workshop will include information on Seeking Contracts, Core Basic Contract Standards, Documentation on Contract practices and Proposal Presentation tips. For more info: http://www.sbrcbaltimore.com/html/news_events/main.aspx.

June 17, 2010 - SBDC Maryland (Central Region) - Minority & Disadvantaged Business Enterprise Certification

9:30 am - 12:30 pm, Emerging Technology Center, Baltimore, MD

The Maryland's Minority Business Enterprise program and process to be certified will be explained by an MDOT specialist. Attendees will be introduced to the application process and obtain answers to questions about how to navigate through the certification process. Program requirements and qualification criteria will be explained. For more info:

<http://www.centralmdsbdc.org/trainings/course.php?ID=2354&m=6&dd=0>.

June 22-24, 2010 - WEBNC - 11th Annual National Conference and Business Fair, Women In Business 2010: The Opportunity Connection

BWI Hilton, Linthicum, MD

This three-day event sponsored by the Women's Business Enterprise National Council will include procurement workshops that cover federal, state and local small business requirements for government contracting, tips on how to pursue contracting opportunities, the pros and cons of subcontracting and prime contracting, best practices and social networking, and success stories from women who grew their business through government contracting. For more info:

<http://www.wbenc.org/wib2010/index.html>.

June 29, 2010 - MD-DC MSDC - 2010 Business Procurement Conference

7:00 am - 6:00 pm, Martin's West, Baltimore, MD

The conference will feature workshops and seminars; inspirational and educational speakers; 3 business networking events; a trade fair with up to 65 corporate and government vendors; business building matchmaker sessions. For more info: <http://msdc.adaptone.com/mddc/>.

Washington, DC

May 6, 2010 - SCORE - How to Get an SBA Surety Bond

9:30 am to 12:30 pm, SCORE DC, Washington, DC

In this workshop, featuring experts from Construction Bonds, Inc., attendees will learn about the U.S. Small Business Administration's (SBA) Surety Bond Guaranty program, how to qualify for an SBA Surety Bond, and what is being done to assist small, minority and disadvantaged contractors. For more info:

<http://www.scoredc.org/workshops.cfm?class=52>.

May 14, 2010 - SCORE - Business Development in the Federal Sector

9:30 am to 12:30 pm, SCORE DC, Washington, DC

This workshop will help attendees understand the federal sector marketplace as well as the process of marketing and selling to the Federal government. For more info:

<http://www.scoredc.org/workshops.cfm?class=7>.

May 28, 2010 - SCORE - GSA Schedules 101

9:30 am to 12:30 pm, SCORE DC, Washington, DC

This workshop covers topics related to selling to the federal government on a GSA schedule. For more info: <http://www.scoredc.org/workshops.cfm?class=10>.

June 11, 2010 - Preparing A Winning Federal Proposal

9:30 am to 12:30 pm, SCORE DC, Washington, DC

This workshop discusses responding to Requests for Proposals (RFP) and includes pre-proposal actions, government actions, capture planning, proposal planning, development and proposal reviews. For more info: <http://www.scoredc.org/workshops.cfm?class=5>.

June 16, 2010 - SCORE - 8(a) Company Best Practices

9:30 am to 12:30 pm, SCORE DC, Washington, DC

This workshop provides practical advice on how to position an 8(a) business to obtain government contracts, and an overview of the required infrastructure. Subcontracting, partnering, bidding, and market analysis and other subjects will be discussed. For more info:

<http://www.scoredc.org/workshops.cfm?class=37>.

Alexandria & Northern Virginia

May 11, 2010 - AGC DC - Breakfast Seminar: Amendment to DC's First Source Law Calling for PLA's

8:30 am to 10:00 am, Arlington, VA

The Associated General Contractors of Metro DC host a seminar discussing the proposed amendment to District of Columbia First Source Law that imposes requirements on government-assisted or government subsidized construction. For more info: http://www.agcofdc.org/register/calendar-and-event-registration.html#bf_calFrame_1285.

May 12, 2010 - PTAP -Unraveling the Mysteries of G&A, Overhead and Fringe

9:30 am, Fairfax, VA

By the conclusion of this program, attendees will have a solid and practical understanding of Government Contract Accounting as it relates to: the nature of indirect vs. direct costs, what can/should be included in indirect rates, varieties of indirect pools, how to calculate your indirect rates and more.

For more info: <http://www.novaptac.org/eventcalendar/detail.asp?eid=172&sid=582>.

May 13, 2010 - PTAP -Federal Contractor Certification for Veteran-Owned Small Businesses

9:30 am to 11:30 am, Manassas, VA

A training program for business owners intended to help them understand Federal contracting, respond intelligently to solicitation, and perform successfully once a contract has been won. Certifications will be issued to Veteran-owned businesses successfully completing the requirements. For more info:

<http://www.novaptac.org/eventcalendar/detail.asp?eid=241&sid=572>.

May 13, 2010 - PTAP -Successful Teaming Agreements and Subcontracts

9:30 am to 11:30 am, Fairfax, VA

This course is designed to teach and help small businesses develop successful teaming and subcontract relationships with large businesses, other small businesses, and individuals. We will examine the purpose of these agreements, examine the meaning of various provisions contained in these agreements, and discuss strategies for negotiations. For more info:

<http://www.novaptac.org/eventcalendar/detail.asp?eid=83&sid=585>.

May 18, 2010 - Alexandria Chamber of Commerce - Small Government Contractor's Consortium

7:30 am to 9:30 am, Alexandria, VA

The Alexandria Chamber of Commerce hosts a government contractor's consortium in order to enable businesses to learn from successful contractors. Topics TBD. For more info:

<http://www.alexchamber.com/events?eventId=131353&EventViewMode=2&CalendarViewType=1&SelectedDate=5/28/2010>.

May 18, 2010 - FCEDA - Financing the Growth of Your 8(a) Company

7:45 am to 10:30 am, Vienna, VA

The Fairfax County Economic Development Authority hosts a seminar to ensure that a company has the cash flow necessary to achieve success. For more info:

<http://www.fairfaxcountyeda.org/events/financing-growth-your-8a-company>.

May 18, 2010 - AGC DC - Federal Government Construction Contracts - Appreciating the Differences

8:30 am to 10:00 am, Arlington, VA

The Associated General Contractors of Metro DC hosts a seminar discussing the key differences in Federal Government Contracting, the process for competing for Federal Contract Awards, Past Performance Evaluations and Future Awards, Key Contract Clauses, Documentation Practices, Pricing Changes and Claims, Laws and Regulations Governing Contractor Business Practices, and Avoiding and Resolving Disputes. For more info: http://www.agcofdc.org/register/calendar-and-event-registration.html#bf_calFrame_1050.

May 19, 2010 - PTAP - Government Contracts Practical Jump Start: Seven Steps to Success

1:00 pm, Fairfax, VA

This class covers Business readiness; GSA Schedules and Certification; finding opportunities; researching competition; process essentials: how government buys; teaming tips for seeking partners; business development best practices; key resources and next steps. For more info:

<http://www.novaptac.org/eventcalendar/detail.asp?eid=153&sid=575>.

May 20, 2010 - PTAP - Reviewing the 8a Application Process

9:30 am, Manassas, VA

Attendees will view the application and learn the online registration process. The class will explore the two year rule and other questions of concern. For more info:

<http://www.novaptac.org/eventcalendar/detail.asp?eid=186&sid=584>.

May 24, 2010 - FCCC - Voices of GovCon: Discussion with Industry Executives

11:30 am - 1:30 pm, Falls Church, VA

This event by the Fairfax County Chamber of Commerce is an exclusive networking luncheon that celebrates the Government Contracting industry and its legendary leaders. Attendees will hear the lessons, insights and perspectives of distinguished Government Contracting Executives on leading and growing a successful public company in the Government Contracting space and their vision and outlook for the future of this industry. For more info:

http://events.fccc.org/sbaweb/events/events.asp?details=true&cale_id=267&month=4/28/2010.

ABOUT THE LAW FIRM:

The Amadeo Law Firm, PLLC, is a litigation and consultation boutique with offices in Frederick, MD & Washington, D.C. The firm represents clients in commercial, employment & employee benefit, and government contracting matters.

To subscribe to this complimentary publication e-mail:
newsletters@amadeolaw.com.

**AMADEO
LAW FIRM**

PROFESSIONAL LIMITED LIABILITY COMPANY

WASHINGTON, DC
1629 K Street, N.W.,
Suite 300

Washington, DC 20006
Main (202) 640-2090
Fax (202) 640-2618

FREDERICK, MD
5235 Westview Drive,
Suite 100

Frederick, MD 21703
Main (301) 418-6393
Fax (301) 560-4212

www.amadeolaw.com

June 3, 2010 - FCCC - GovCon Insider's Lunch

11:30 am - 1:00 pm, Vienna, VA

Topics TBD. For more info:

http://events.fccc.org/sbaweb/events/events.asp?details=true&cale_id=268&month=4/28/2010.

June 16, 2010 - Fairfax County - Selling to Fairfax County Workshop

8:00 am - 10:00 am, Fairfax, VA

Business representatives are invited to attend the Selling to Fairfax County workshop held the third Wednesday of each month, where they will have an opportunity to meet staff from the county's Purchasing department and become familiar with the county's process. During the workshop, discussion will include the county's process, upcoming contracting opportunities, and questions or concerns about doing business with the county. For more info:

<http://www.fairfaxcounty.gov/dpsm/osb/workshop.htm>.

©2010 Amadeo Law Firm, PLLC. The Government Procurement Bulletin is a publication for friends and clients of the Amadeo Law Firm. This publication is intended for general information purposes only and does not constitute legal advice.