

AMADEO LAW FIRM

PROFESSIONAL LIMITED LIABILITY COMPANY

The Government Procurement Bulletin™

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

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Amadeo Law Firm, PLLC
www.amadeolaw.com

1614 K Street, Suite 300
Washington, DC 20006
(202) 640-2090

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

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FIRM NEWS:

Mark Amadeo will be one of the featured presenters at MAHCC's "Building a Strong Foundation for a Profitable Government Contracting Business" Procurement Seminar in Gaithersburg, MD on April 27, 2010.

Welcome!

By Mark A. Amadeo, Esq.

Welcome to the inaugural issue of *The Government Procurement Bulletin*, a complementary newsletter for clients and friends of the Amadeo Law Firm. Businesses in the compact Washington, DC - Baltimore region are fortunate to have access to countless training, networking and potential government contracting opportunities, mostly within driving distance. *GPB* will highlight many of these upcoming procurement events on a monthly basis. In the future, *GPB* also will include articles on issues in federal and local government contracting.

So let's take a look at government contracting events that are coming up in April and May.

Montgomery County

April 27, 2010 - MAHCC - Procurement Seminar: "Building a Strong Foundation for a Profitable Government Contracting Business"

8:00 am - 11:15 am, OBA Bank Conference Room, Gaithersburg, MD

In this procurement seminar by the Mid-Atlantic Hispanic Chamber of Commerce, attendees will learn tips on how to market their businesses to federal government agencies. Presenters will also provide an overview of the small business and MBE certifications under Federal, State of Maryland and local government programs. Attendees will also learn about legal and ethics rules that government contractors must comply with. For more info: <http://www.eventbrite.com/org/36793766>.

April 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 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://support.mdsbdc.umd.edu/rc/cal/>.

A Closer Look: WSSC

WSSC's impressive array of procurement events in April and May reflects its ambitious goals for buying goods and services from small and minority-owned businesses in the area. Last year, WSSC spent \$72 million, 30% of its contracting payments, with M/WBE businesses. Minority-owned businesses throughout an expansive WSSC metropolitan area that includes DC, several Virginia cities, Arlington, Fairfax, and Loudon counties, along with a number of Maryland counties including Montgomery, Frederick, Prince George's, Calvert & Howard counties, can participate in WSSC's MBE Program. WSSC also contracts with small businesses in PG and Montgomery Counties under its Small Local Business Enterprise Program.

Contact: WSSC's SLMBE Group at (301) 206-8800 or check out the SLMBE website at http://www.wssc.dst.md.us/business/slmbe_program.cfm

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/>.

Prince George's County

April 7, 2010 - WSSC - Construction and A/E Vendor Day

9:00 am to 12:00pm, 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.

April 20, 2010 - WSSC - MBE Certification Workshop

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

Attendees will learn about the benefits of WSSC's MBE/DBE/WBE and Small Local Business Enterprise (SLBE) certification. Also, representatives from different agencies including MDOT and WMATA will provide certification tips. For more info: call WSSC's SLMBE Group at (301) 206-8800.

April 21, 2010 - PGC EDC - Procurement Day - Bowie State, U-MD, PG Community College

9:00 am - 12:00 pm, PG EDC, Large, MD

Prince George's County Economic Development Corporation hosts a procurement event in which procurement and small business specialists will present forecasts and discuss upcoming procurement opportunities. Attendees with capability statements will be provided 3-5 minute interviews with procurement specialists. For more info:

<http://www.pgcedc.com/edc/calendarEDC.php>.

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/>.

May 18, 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>.

Frederick & Washington Counties**April 22, 2010 - City of Frederick Department of Economic Development & Frederick County Office of Economic Development - Reverse Procurement Fair**

Delaplaine Visual Arts Education Center, Frederick, MD

The 2010 Frederick Reverse Procurement Fair presents a unique opportunity for local small businesses to connect with government agencies and major employers in Frederick regarding upcoming purchasing and procurement opportunities. For More Info:

http://www.discoverfrederickmd.com/NewsData/event_detail.cfm?eventID=135&catID=4.

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.

Howard & Anne Arundel Counties**April 9, 2010 - MD PTAP - Government Contracting 101: Understanding the Federal Procurement Process**

1:00 pm - 4:00 pm, Center for Business & Technology Howard County EDC, Columbia, MD

This workshop offers an understanding of the pre-award steps that a contractor needs know plus how the government makes purchases. For more info: <http://www.mdptap.org/trainingschedule.htm>.

April 22, 2010 - SBDC (Central Region) - Minority & Disadvantaged Business Enterprise Certification

9:30 pm - 12:30 pm, Center for Business & Technology Howard County EDC, Columbia, MD

A session on the State of Maryland's Minority Business Enterprise program and process to be certified from 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=2320&m=4&dd=0>.

April 23, 2010 - MD PTAP - Government Contracting 102: Introduction to Writing RFP's

1:00 pm - 4:00 pm, Center for Business & Technology Howard County EDC, Columbia, MD

Attendees will be given an overview on the basics of the component parts of an RFP. For more info:

<http://www.mdptap.org/trainingschedule.htm>.

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

April 6, 2010 - MDOT - MBE/DBE Certification Workshop

10:00 am - 1:00 pm, MDOT Headquarters, Hanover, MD

The Maryland Department of Transportation will provide an overview of the State of Maryland MBE/DBE application process; participants will have the opportunity to meet with a certification expert and ask questions specific to his/her company. For more info:

http://www.mdot.maryland.gov/MBE_Program/workshop.html.

April 13, 2010 - East Baltimore Development/Biotechnology Park Initiative Update

7:30 am - 10:00 am, Morgan State University, Baltimore, MD

U.S. Rep. Elijah Cummings hosts a meeting to provide an update on the East Baltimore Development Project and to identify the most recent procurement opportunities related to the project, including an initiative to ensure that minority-owned firms have a stake in the outcome of the project through increased participation. For more info:

<http://cummings.house.gov/2010/03/east-baltimore-developmentbiotechnology-park-initiative---april-13-2010.shtml>.

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 a successfully doing business with the State of Maryland as a women-owned or minority-owned business. For more info:

<http://www.mdminoritybusiness.com/>.

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>.

Washington, DC

April 14, 2010 - SCORE - How to Become an 8(a) Company

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

This workshop reviews 8 (a) requirements and how to apply to become an 8(a) company including the online application, company experience and organization, waivers and many other

"how to" items. For more info: <http://www.scoredc.org/workshops.cfm?class=41>.

April 16, 2010 - SCORE - Government Contract Accounting

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

This workshop covers Government contract accounting including allowable costs, direct and indirect costs, allocation of costs between projects, audits, accounting software, etc. For more info:

<http://www.scoredc.org/workshops.cfm?class=40>.

April 26-29, 2010 - AGC - Federal Contractors Conference

Mayflower Hotel, Washington, DC

This three-day conference sponsored by the Associated General Contractors of America brings together contractors and Federal agency personnel to discuss Federal construction contracting issues and trends and features and Advanced Federal Contracting Workshop. For more info:

http://www.agc.org/cs/2010_federal_contractors_conference.

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>.

Alexandria & Northern Virginia**April 6, 2010 - Fairfax Chamber of Commerce - Business Development Forum - Win a Government Contract: Getting Started with GSA Schedules**

12:00 pm to 2:00 pm, Reston, VA

This forum covers an overview of the FSS Program, the proposal process, managing a schedule, compliance issues, and audit potential. For more info: <http://events.fccc.org>.

April 8, 2010 - Alexandria Chamber of Commerce - 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. This month, the consortium will feature Emory Miller, Robbins-Gioia, Inc.. For more info:

<http://www.alexchamber.com/events?eventId=131326&EventViewMode=EventDetails>.

April 28, 2010 - Fairfax Chamber of Commerce - GovCon Lunch

11:30 pm to 1:00 pm, Tysons Corner Marriott, Vienna, VA

An exclusive C-Suite Luncheon featuring a keynote presentation by William C. McMullen, President and Chief Executive Officer of Whitney, Bradley and Brown, Inc. For more info: <http://events.fccc.org>.

**FEATURED
PROCUREMENT EXPO****April 21, 2010****OSDBU Procurement
Conference**

8:30 am - 3:30 pm

Dulles Expo Center, Chantilly,
VA

The 20th Annual OSDBU Procurement Conference will include a "Town Hall" so attendees can provide feedback and ask questions to federal procurement officials, one-on-one procurement matchmaking sessions with potential government clients, and the following seminars: "How to Do Business With the Government"; "Government Contracting Vehicles (GSA Schedules, IDIQ, etc.) What They Are And How to Market Them"; and "How To Make Subcontracting Work For You."

For more info:

www.fbcinc.com/osdbu/.

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, government contracting, and employee benefit matters.

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>.

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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

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