

**Wednesday, November 12, 2003**

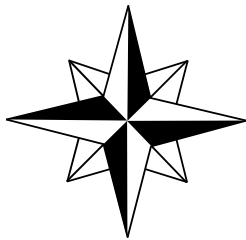
Central Ohio Aerospace and Technology Center  
COATC Conference Center, Heath, Ohio

**Solutions for Small Business**

# NAVIGATING GOVERNMENT

FOCUS:  
DEFENSE INDUSTRY

*A seminar for small businesses  
looking to do business with the  
government with a focus on the defense  
industry in Central Ohio.*



## AGENDA

### 9 am Selling to the Government

Techniques on selling to the government, including an overview of incentive programs.

PRESENTERS:

Shantel Grigsby,  
*Ohio Procurement Technical Assistance Center*  
Ken Nedrah,  
*Central Ohio Procurement Technical Assistance Center*

### 10 am Being Ready to Sell

Intellectual property, product design, and commercialization, including an overview of programs available to assist small business.

PRESENTERS:

Randy Morgan,  
*Small Business Development Center of Newark & Licking County*  
Jeff Shick,  
*Central Ohio Manufacturing Small Business Development Center*

10:50am BREAK

### 11 am Panel: The Industry Perspective

Real-life suggestions from defense industry officials in Central Ohio.

PANEL PARTICIPANTS:

Bob Tarvin,  
*Boeing Guidance Repair Center*  
Debra Luckeydoo,  
*Air Force Metrology & Calibration Program (AFMETCAL)*  
Major Joe Finotti,  
*Defense Contract Management Agency (DCMA) Newark*  
Carolyn Matthews,  
*BAE SYSTEMS Inertial Products*  
Eleanor Holland,  
*Defense Supply Center Columbus (DSCC)*

MODERATOR:

Rick Platt,  
*Heath-Newark-Licking County Port Authority*

11:50am REGULAR SESSION CONCLUDES

### 12 pm Special Breakout Session: HubZones

What is a HubZone? Is my company eligible?

PRESENTER:

Eugene Grant,  
*U.S. Small Business Administration*

## INFORMATION

When available, handouts will be provided on-line soon after the seminar at [COATC.com/seminar](http://COATC.com/seminar).

After the Seminar: Enjoy COATC's Flightline Cafe for lunch .

The Small Business Development Center Program of Ohio is a funded program of the Ohio Department of Development and the U.S. Small Business Administration. The support given through such funding does not constitute an expressed or implied endorsement of any of the sponsors or participants opinions, products, or services.

Special arrangements for the disabled will be made if requested in advance. This program is provided on a non-discriminatory basis.