

# City of Memphis Government Procurement Vendor Fair

PROVIDING ACCESS TO RESOURCES, PROCUREMENT, AND CAPITAL

March 12, 2014

## Agenda

### Welcome

**Alandas Dobbins**, *Director of Memphis Office of Resources and Enterprise-MORE*

**AC Wharton Jr.**, *Mayor of the City of Memphis*

**Walter N. Perry, III**, *District Director for Small Business Administration-SBA*

**Ordis Copeland**, *Business Development Consultant*

9:00 a.m.—9:25 a.m.

*State of Tennessee Economic Development-ECD*

**Dorian Spears**, *Project Coordinator for Mayor's Innovation Delivery Team-MIDT*

**Carlee McCullough**, *EDGE's Diversity Advocate,*

*Economic Development Growth Engine-EDGE*

**Sarah Sieloff**, *Memphis Team Lead for the White House Council on*

*Strong Cities, Strong Communities-SC2*

**Eric Mayse**, *Purchasing Agent, City of Memphis*

### General Assembly Session

9:25 a.m.—9:50 a.m.

Presenter: **Eric Terrell**, *Customer Service Director U.S. General Services Administration-GSA*

Topic: **How to do Business with the Federal Government**

Certification Process, Tools Needed, How to Expedite the Process,

Services Available or Contacts to Assist in the Certification Process

### Session 1

10:00 a.m.—10:50 a.m.

**Class 1: GSA 1122 Cooperative Purchasing: Schedule 70 & Schedule 84**

Presenter: **Eric Terrell**, *Customer Service Director U.S. General Services Administration-GSA*

**Class 2: Access to Capital: Community Development Financial Institutions 101**

Panelist: Accion; alt.Consulting and River City Capital

Facilitator: **Herman Strickland**, *Senior Vice President & Manager*

*Mid-South Diversity Banking, First Tennessee Bank*

### Session 2

11:00 a.m.— 12:00 p.m.

**Class 1: Is 2014 the Year for your Business to Become 8(a) & HUBZone Certified?**

Presenter: **Walter N. Perry III**, *District Director Small Business Administration-SBA*

Facilitator: **Cathy Walton**, *Education Chair for*

*Service Corps of Retired Executives-SCORE Memphis*

**Class 2: Bonding & Insurance for Businesses**

Panelist: The Insurance Center; Sandra Burgess; Harris, Madden & Powell and

Pete Mitchell & Associates

Facilitator: **She'rri McClellan-Doyle**, *Executive Director for Minority Business*

*Development Agency-MBDA*

12:00 p.m.— 12:50 p.m.

**L U N C H** (Please support the local food trucks on the South Parking Lot)

### Session 3

1:00 p.m.— 2:00 p.m.

**Class 1: Upcoming Projects and City Incentives**

Panelist: City of Memphis: Office of Contract Compliance; Shelby County

Government; Memphis Area Transit Authority; Memphis Housing Authority;

& Memphis-Shelby County Airport Authority

Facilitator: **Eric Mayse**, *Purchasing Agent for the City of Memphis*

**Class 2: Navigating the Federal Health Insurance Marketplace**

**Affordable Care Act**

Presenter: **Ellen Eubanks**, *Director of Navigator Program for SeedCo*

Facilitator: **Sarah Sieloff**, *Memphis Team Lead for the White House Council on*

*Strong Cities, Strong Communities-SC2*

2:00 p.m.

**Closing & Networking with Vendors**

