



Tuesday, September 27, 2016

Frank J Pasquerilla Conference Center ~ Johnstown, PA

ATTENTION SMALL BUSINESSES

**Are you interested in selling your products and services to
state, local & educational markets?**

- WHAT:** **CONNECT! 2016**—A one-stop event designed to help area small businesses set the stage for success, particularly with state and local government, educational institutions, and Non-Profits, as well as prime contractors
- WHEN:** Tuesday, **September 27, 2016**, 9:30 am – 3:30 pm
*see attached program agenda and keynote speaker bio
- WHERE:** Frank J Pasquerilla Conference Center
301 Napoleon St, **Johnstown, PA 15901**
- Hosted by:** Area Procurement Technical Assistance Centers
- Fee:** \$25.00 per person

CONNECT! 2016 is an opportunity to hear presentations on Doing Business with PennDOT and Selling to Concurrent Technologies Corporation while networking and introducing yourself to various prime contractor buyers and purchasing representatives from state and local government, educational institutions and non-profits. Small business will also have the opportunity to sign-up to present a brief introduction to purchasing representatives in special sessions—ask for details today! The event is highlighted by a lunchtime keynote from Gloria Larkin, [TargetGov](#) President and national known speaker, author, trainer and federal contracting business development expert.

Registration is now open online at <http://jari.ecenterdirect.com/events/601>

Please contact Lenora Leasure, JARI PTAC Program Manager, at LLeasure@jari.com
or (814) 254-4022 with any questions you may have.



CONNECT!

Agenda

- 9:30a Sign-in & Peer Networking
- 9:50 a Welcome (SBA Deputy District Director, Pittsburgh)
- 10:00a Presentation (Doing Business with PennDOT)
- 10:45a Resources/Prime Contractors Networking *and*
Company Introductions to Educational Purchasers Session
- Noon Lunch
- 12:30p Keynote address by Gloria Larkin, TargetGov president
5 Steps to set the stage for success in the state, local and educational markets
- 1:30p Resources/Prime Contractors Networking *and*
Company Introductions to Local/Municipal Purchasers Session
- 2:45p Presentation (Selling to Concurrent Technologies Corporation)
- 3:30p Closing remarks

Thank you to our generous Sponsors

**Cambria County Association
for the Blind & Handicapped**



H&W Global Industries Inc.



Keynote Speaker Gloria Larkin



Gloria Larkin is President of TargetGov and a nationally known speaker, author, trainer and federal contracting business development expert. Her expertise has developed through creating TargetGov and helping large and small businesses nationwide win billions of dollars in federal contracts.

Ms. Larkin has been interviewed on MSNBC, quoted in the Wall Street Journal, INC Magazine, INC.com, and TheStreet.com. She is an expert author with articles regarding federal business development published in local, regional, national and international publications. She is the author of “The Veterans Business Guide: How to Build a Successful Government Contracting Business”, now in the fourth printing, and the “The Basic Guide to Government Contracting: How to Sell Your Services and Products to the U.S. Federal Government.”

Ms. Larkin created the Government Contracting Institute for Howard County MD Economic Development Authority and she is a Past Adjunct Professor at George Washington University, DC, in the Continuing Education Division.

She has been recognized as one of Maryland’s Top 100 Minority Business Enterprise in 2012, 2008 and 2006; as the U.S. Small Business Administration’s 2010 Women in Business Champion, Maryland; Enterprising Women Magazine’s 2010 Enterprising Women of the Year honoree; one of Maryland’s Top 100 Women in 2010, 2007 and 2004 and she currently serves as Women Impacting Public Policy (WIPP) Educational Foundation Board Member.