

VIRGINIA SHIP REPAIR ASSOCIATION (VSRA)

2006 Contracts Committee Training Seminars

- Purpose:** To provide training to contractors, subcontractors and other contracting Professionals on government contract issues related to the ship repair industry
- Target Student:** Employees of VRSA member companies, other contract professionals, both Public and private sector
- Location:** Troutman Sanders LLP, 222 Central Park Avenue, Suite 2000, Virginia Beach (Town Center)
- Class Size:** Maximum of seventy-five (75) per class
Each company may send two employees per session
- Cost:** \$50.00 per company for one session. Fee entitles company to send 2 attendees. \$250.00 per company for all 6 sessions. Again, companies may send 2 attendees. The company may purchase the "series" and designate different employees to attend each session.
- Hours:** 9:30 AM - 11:00 AM (1 ½ hours per session)
- Sponsor:** These seminars are sponsored by the VRSA, a tax-exempt non-profit organization.

*Please make checks payable to VRSA and return with the
Registration form. Mail to:*

*VRSA
150 Boush Street, Ste 802
Norfolk, VA 23510*

2006 CONTRACTS COMMITTEE TRAINING SEMINAR -

Send the registration form along with payment to the address above to reserve your space. Up to two people may attend each seminar for the same price as one. The names may change with each seminar, if desired. Seminar fees must be paid prior to the seminar.

Schedule

Tuesday, March 21, 2006 – Recent Developments: Protests (Bid Protests, SBA Size Status, Organizational Conflicts of Interest); Claims (Cost Overruns, Proposal mistakes, defective drawings): Mike Gardner, Troutman Sanders

Tuesday, April 25, 2006 - Rate Structures for Competitiveness and Profitability. Ken Bricker, CPA.
Goodman & Company

Tuesday, May 23, 2006 - Small Business Programs: New Developments and Winning Strategies: Bob Lhulier, Lhulier & Associates, PC

Tuesday, September 12, 2006: - Financing in the Government Contracts World: Capital Formation; Asset Based Lending; Payment Systems; Financial Reporting; Non-organic Growth; Top ways to employ banker. Marcus Boggs, BB+T

Tuesday, October 24, 2006: Internal Investigations: a coherent response to DCIS, NCIS, FBI and IG Investigations John West Troutman Sanders, LLP

Tuesday, November 14, 2006: Hot topics in Teaming and Joint Venture Bidding; Strategies for acquiring work and successfully prosecuting the work: Dan Weckstein, Attorney, Vandeventer Black