



Message from the President

By Ida B. Brooker

CONFERENCE SUCCESSES

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WCOE

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What a conference! What a location! What a success! The only drawback was that most of you were not there. It was truly a loss for those who did not attend. Or should I say, what a success for those who were there. There was agreement between contractors and owners to award work and in other cases leads on work that I know will result in contracts being awarded. That alone, would have been sufficient for the conference to be a success. On top of that, we had outstanding speakers that not only presented meaningful material, but their attendance introduced attendees to members of the contracting community that will assist in the award of contracts in the future.

Disneyland was selected not only for its proximity to the Disneyland Resort but for their outstanding conference amenities. The food was terrific, both delicious and plentiful. The speakers were knowledgeable and informative. The audience was interested and seeking knowledge. If you were not there, you missed a marvelous opportunity to network with outstanding owners and prime contractors plus getting to know your fellow (pardon the expression) association members. The members of WCOE are unique, talented, successful and interesting.

(continued page 2)

WCOE Annual Meeting in Washington D.C.

Please join us for our Annual Meeting in Washington D.C. March 19-22, 2006. Registration is \$390 if received prior to February 17, 2006 and \$465 after that time. Reservations can be made at the Willard Hotel by calling 1-800-827-1747. The room rate at this 5 star hotel is \$269 per night (plus tax) and is on a first come first serve basis up until February 17, 2006. After that date, rooms can be reserved based on availability and the price may increase. We look forward to using our voice to impact legislation which affects women business owners. The annual meeting is also a way to educate attendees through discussions with various government agencies and provide an important networking opportunity with business and fellow attendees. Please join us. If you have any questions please call Deborah Wilder at (650) 551-5584.

Registration Form: Last page of this newsletter.

Note from the President:

Please email Ida at idabrooker@wcoeusa.org by March 1st with any issues of concern that need to be addressed at the next board meeting.

Message from the President

(continued)

I am not aware of any other group of women like the membership of WCOE. I will not add up the total numbers of years experience we have in the industry, but we bring a level of experience to the table found no where else. If you have a question, I would bet that one of the members has been there and done that. Why learn the hard way when you can ask the question and get a perspective that would solve your problem, improve your process and help you to become more efficient and profitable.

You get another chance this year to capitalize on the membership of WCOE. Our annual conference is March 19th through the 22nd and is slated to be another blockbuster. If you have never been to Washington DC, you should attend. If you have been there, you should take the opportunity to do it with WCOE. Learning how to meet with your elected officials is a necessity to your business. If you think that Washington DC has nothing to do with you, think again. Whether you are an owner or work for someone else, what happens in Washington DC affects you. Make a difference. Be there and learn about your government and how to take charge of your company profits.

See you in Washington DC in March!!

SBA ADJUSTS SIZE STANDARDS FOR INFLATION

The Small Business Administration (SBA) recently announced an adjustment in the agency's monetary-based size standards to offset the effects of inflation. The last inflation adjustment was made in February 2002. WCOE opposed increasing the size standards in an effort to protect smaller businesses.

The SBA issued an Interim Final Rule on December 6, 2005, and the revised size standards took effect the same day for its loan programs. The new adjustments became effective on January 5, 2006. Size standards for general contracting was increased to \$31 million average gross income over three years. Specialty trade size standards were raised to \$13 million.

WCOE has been vocal on the Size Standards issue, submitting comments to the SBA in March. WCOE members, Marjorie Herter (VEE SEE Construction, Chicago) and Patricia Meagher (San Francisco) testified at local SBA hearings in June. In addition, WCOE worked closely with WIPP on this issue.

Doing Business in the Entertainment Industry

At our recent meeting in Anaheim California, one of the panel discussions was on doing business in the entertainment industry. Arnice Lamb, WCOE Vice President and "cast member" with the Walt Disney Company, led the discussion. Four of the major entertainment companies have similar requirements for contracting with small business, particularly women and minority owned businesses. The key studios are FOX, NBC-Universal, Time Warner and Disney (which includes ESPN and ABC).

Three of the four companies have on-line registration. Statement of qualifications can be submitted on line and needs to cover the following:

- Concise and clear core competencies
- List of owners or principles
- Website information
- Average revenues over the last three years
- Client base and references
- Participation in any value added projects (Valued engineering)
- Must have been in business a minimum of 3 years
- Track Record for working on fast track projects
- Must submit a current certification from a 3rd party.
- Listing your bonding capacity
- Dunn and Bradstreet Number
- Know that a majority of the work on many sites requires union signatory status. Some campuses and projects also have open shop contractors. (All work in Florida is subject to right to work requirements, thus union affiliation is not required)

US District Court Ruling in SBA's Failure to Comply with Act

The US District Court in Washington D.C. recently ruled that the SBA's delay in identifying underutilized women owned business was unreasonable and ordered the SBA to submit a schedule/timeline by January 15, 2006.

In 2000, Congress passed the Equity in Contracting for Women Act of 2000. The Act charged the Small Business Administration (SBA) with the task of completing a study and establishing procedures to identify under represented women owned small business in the area of federal procurement contracting and implement a preferential procurement program for small business concerns owned and controlled by women.

The SBA delayed in conducting a study, then once the study was complete. The SBA refused to release the results claiming the study was flawed. For the last several years, WCOE (as well as other women advocacy groups) has repeatedly asked the SBA to release the study or conduct another study. WCOE has been frustrated at SBA's failure to adequately respond.

The US Women's Chamber of Commerce filed suit against the SBA asking the US District Court to issue an injunction to force the SBA to comply with the Act. The SBA argued that they have re-drafted proposed regulations and are actively searching for proposals to conduct the study. While the court refused to issue an injunction at this time, the court did order the SBA to come back to court within 45 days (January 15, 2006) to provide a schedule for meeting the requirements of the Act in a timely manner. The court continues to maintain jurisdiction over the case.

Doing Business in the Entertainment Industry *(continued)*

Disney, as well as other large entertainment companies, is a vast octopus of business opportunities. Disney includes all related ABC and ESPN affiliates, movie studios, production companies, resorts, offices, cruise lines, etc. Listed below is just a sampling of upcoming work with the Walt Disney Company:

- Movie making- on-set facade designs and construction-fast track;
- Theme park construction:
 - Disneyland- finding Nemo;
 - California Adventure- Incredibles;
- Regular maintenance and rehab on rides and park facilities:
 - Disneyland, Pirates of the Caribbean, Haunted Mansion;
 - Walt Disney World- Animal Kingdom;
 - ESPN Zone -LA live- (Staple Center);
- Philadelphia-building brand new high definition television station;
- Chicago- Transmission Tower;
- Bristol Connecticut- Digital Center 2;
- Glendale CA- 125 acres creating a new State of the Art Grand Central Campus

- New York, Manhattan: consolidating offices and location from 8 to 2-3 facilities,
- Tennessee- expand Consumer Products distribution center;
- Vancouver, BC- building 35,000 square feet facility.
- Construction Management/Project Management work is also needed in Shanghai, Bangkok, Seoul, etc.

For more information about opportunities with the Walt Disney Companies, please visit their website www.disney.com, then go to Sourcing and Procurement, then to Supplier Diversity Information Resources, then go to the link to Diversity Information Resources and register to work with the Walt Disney Company.

The database is actually used by 100 of the Fortune 500 companies, so you have visibility not only with Disney, but with other companies who might have a need for your services.

SBA Conference – Business Match Making

The Business Matchmaking Western San Francisco Bay Area Regional Face-to-Face Event will be hosted at the Oakland Convention Center located in Downtown Oakland, California, Monday, February 13, 2006. Participating firms will receive advance education and tools to prepare for face-to-face meetings with buyers from federal, state and local government agencies and major corporations.

Eligibility for Participation

The following must be done to ensure eligibility for participation:

1. The Virtual Workshop is a critical part of the program and must be viewed prior to registration and participation.
2. Register with the Central Contract Registration (www.ccr.gov)
3. Obtain a D-U-N-S ® Number (www.dnb.com/us). This takes up to 30 days to obtain.

For More Information

Go to: <http://www.businessmatchmaking.com>

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National Small Business Federal Procurement Summit

The NSBFPS, March 29-31, 2006 in Washington D.C., is the leading summit for small businesses seeking access and growth in federal procurement markets. Business owners from all over the U.S. regularly attend this summit to assist them with knowledge, connections and strategies for success. Presented by the [National Procurement Council](#)™ and the [U.S. Women's Chamber of Commerce](#)™, NSBFPS works to provide in-depth information and resources small businesses need to create avenues to success in federal contracting. You'll learn about federal and procurement contractor opportunities, legal issues and solutions, entry points of opportunity, how to work with prime contractors and other small businesses to gain opportunities, and you will take part in sessions where you will meet one-on-one with representatives from several agencies and prime contractors looking for businesses in your industry area.

For more information visit the website <http://www.nationalprocurementcouncil.org/>, click more information and you can research how to register, the schedule, one-on-one meetings and hotel information. If you have any questions, please call 888-861-9290 for the National Procurement Council or 888-41-USWCC for the U.S. Women's Chamber of Commerce.

While you are in Washington, you may also want to take part in the [GSA MOBIS Schedule Workshop](#), or attend the [National Women's Federal Contracting Summit](#).

WCOE USA Annual Meeting
March 19-22, 2006
Annual Meeting Tentative Schedule of Events

Sunday March 19, 2006

- 10:00-1:30 WCOE Executive Board Meeting
2:00-5:00 General Membership Meeting
Position Paper Review
“Hot Topics on the Hills” Ann Sullivan- lobbyist for WIPP
Election of Officers
5:00-6:00 Welcome Reception
Optional Activity- Ford’s Theatre- American classic musical *Shenandoah* \$30.00
(only 10 tickets available so sign up now.)

Monday, March 20, 2006

- 8:00 Breakfast- Invited Speaker
Congresswoman Sue Kelly- House Small Business Committee
10:00-12:00 SBA Briefing on business opportunities with the federal government
1:00 – 2:30 Briefing with Homeland Security Agency relating to construction opportunities.
2:30 free time and dinner or your own
Optional Tour- Monuments by Moonlight \$30.00

Tuesday, March 21, 2006

- 8:00 Breakfast- Briefing for Day on the Hill
9:00-12:00 Appointments on Capitol Hill
12:00-2:00 Lunch at the Capitol Hill Club
Invited Speaker Senator Olympia Snow to discuss contract bundling
2:00-5:00 Appointments on Capitol Hill
5:00-6:00 Reception at Willard Hotel- Installation of Officers
Optional Dinner- Marakesh - Moroccan Restaurant- \$50 per person
(wine and drinks additional)

Wednesday, March 22, 2006

- 9:00-10:30 Briefing with Department of Defense, Army, Navy and Air Force Procurement Panel
11:00-1:00 WCOE Executive Board Meeting

WCOE Annual Meeting

Presented by Women Construction Owners & Executives, USA
March 19-22, 2005 - Washington, D.C.

REGISTRATION

Name: _____

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ Email: _____

Registration Fees:

Early Bird Registration-made and paid on or before February 17, 2006

WCOE members and affiliated partners:	\$390
Non members	\$440

Registration after February 17, 2006 (credit card payment only)

WCOE members and affiliated partners:	\$465
Non members	\$505
All "at the door" registrations	\$555

Optional Activities:

March 19 Ford's Theatre- Shenandoah	\$30	# of tickets: _____
March 20 Monuments by Moonlight	\$30	# of tickets: _____
March 21 Marakesh Restaurant	\$50	# of tickets: _____

Total amount _____

Will you be staying through March 22? Y N (If not, what is your departure date? _____)

Name: _____

Billing address if different from above: _____

Credit card number: _____ Exp Date: _____

Master Card Visa American Express

Signature Authroization: _____

If you are an affiliated partner and are claiming the lower registration fee, please circle your affiliation:

NAMC NAWBO NAWIC WIPP