



“Buy” Partisan Government

Missouri Recycling Association Workshop

- **Time:**
Tuesday, September 17, 2013
8:00 a.m. to 10:00 a.m.
at the Missouri Recycling Association annual conference.
- **Location:**
Capitol Plaza, Jefferson City
- **Exhibitors and Members:**
This is a FREE workshop for exhibitors and others registered for the 2013 MORA Conference.
- **Register:** Space is limited. You must pre-register for this workshop to guarantee a seat. Register at: www.moraconference.org/registration
- **Presenters:**
Bill Stuby, Missouri Procurement Technical Assistance Center
Jean Waters, Nebraska Business Development Center



Government is buying; are you ready to sell?

Do you provide a green product or service?

Did you know that government agencies are legally required to purchase green products and services? This workshop will help you identify opportunities and understand the contracting process to take advantage of government sales dollars.

Is your business ready to be a government contractor?

Dealing with regulations and red tape can be frustrating. In fact, those obstacles often keep highly qualified suppliers from selling to the government. The Missouri Procurement Technical Assistance Center (MO PTAC) has one mission -- to help transform Missouri businesses through success with government contracting. In the past three years, the program helped *Missouri businesses win \$857.4 million in government contracts.*

This two hour workshop by Bill Stuby, a leading procurement specialist for the MO PTAC, will lead you through the vendor requirements for selling to local, state and federal government.

Bill Stuby

Mr. Stuby has more than 30 years of experience working with and for the federal government as a procurement specialist, federal contracting officer, financial administrator and associate warden with the Federal Bureau of Prisons.

In May 2013, Mr. Stuby was named a Fellow of the Association of Procurement Technical Assistance Centers (APTAC), an honor reserved for only a few individuals within the PTAC system who have shown extraordinary service in the field of government contracting.





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Government is buying; are you ready to sell?

Jean Waters

Selling Green to the Government
MORA is excited to announce that Jean Waters will be joining Bill Stuby for the “BUY-Partisan” Government Workshop on Tuesday, September 17 from 8-10 a.m.

Waters is an expert on selling “green” to the government, most recently by coordinating a multiple-state effort to promote bio-based companies to federal government purchasing departments.

Waters has more than 20 years of experience working with businesses to increase energy efficiency, eliminate waste at the source, implement sustainability, and utilize Green Teams. Waters has an M.S. in Chemical Engineering and is currently Program Services Manager at the Nebraska Business Development Center. She is the former pro-

gram manager for the Pollution Prevention Resource Exchange (P2Rx) and was director of the Pollution Prevention Institute (PPI) at Kansas State University. Waters received the Most Valuable Pollution Prevention “P2 Champion” award from the National Pollution Prevention Roundtable in 2009.

Waters consults individually with businesses on environmental management systems, pollution prevention assessments, air permits, including Title V permitting, and pollution prevention planning. Waters was a process engineer for Raytheon Aircraft and plant chemist for Koch Fiberglass, both in Wichita, Kansas.

