

AMADEO LAW FIRM

PROFESSIONAL LIMITED LIABILITY COMPANY

The Government Procurement Bulletin™

For The Greater Washington, D.C. -
Baltimore Corridor

June 2010 Issue

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DOL Issues Regulation On Posting Employee Rights

By Mark A. Amadeo, Esq.

On January 30, 2009, President Barack Obama signed Executive Order 13496, entitled "Notification of Employee Rights Under Federal Labor Laws," which required non-exempt federal agencies to include in their contracting agreements a specified clause that requires contractors and subcontractors to post a notice in conspicuous places that informs employees of their rights under federal employment laws. The Executive Order authorized the Secretary of Labor to prescribe the size, form and content of the notice.

On May 20, 2010, the U.S. Department of Labor issued its final rule implementing the Executive Order's requirements for notification of federal employment rights. The final rule, which becomes effective June 21, 2010, states that the employee notice clause need not be quoted verbatim in the contract or subcontract, but rather may be made part of the agreements by reference to the regulation appendix containing the clause. The regulation also requires the notice to be physically posted if the contractor or subcontractor typically posts notices to employees physically. If the contractor typically posts notices to employees electronically, the notice of federal rights also must be posted electronically. In addition, where a significant portion of the workforce is not proficient in English, the notice must be provided in the language that employees speak.

As for the contents of the notice, it must inform employees of their rights under the National Labor Relations Act, including their rights to organize, form, join or assist a union; to bargain collectively, to discuss terms and conditions of employment with co-workers, to take action with co-workers to improve working conditions; to strike and picket; and to choose not participate in any of these activities. The notice also must inform employees that certain conduct by their employers is illegal, including prohibiting solicitation for a union during non-work time; threaten to close a workplace if workers choose a union to represent them; threaten, question, fire, demote, or transfer employees because they join or support a union or because they refuse to engage in such activity.

The regulation excludes contracts valued at less than the simplified acquisition threshold and subcontracts valued at \$10,000 or less. The final regulation can be found at <http://edocket.access.gpo.gov/2010/pdf/2010-11639.pdf>.

Montgomery County

June 23, 2010 - TechCouncil of Md - Government Contracting Academy

8:00 am -4:30 pm, TechCouncil of Md Offices, Rockville, MD

This intensive program by the TechCouncil of Md offers companies the opportunity to get in-depth training on the tools necessary to be successful in the government contracting industry. Five sessions led by experts in both industry and the government will teach companies how to be successful on contracting issues, procurement processes and business processes in a small, interactive, information-packed atmosphere. For more info: http://www.techcouncilmd.com/events/events_showEvent.php?evt_id=230.

June 29, 2010 - SBDC Maryland (Capital Region) - Government Certification 8(a)/SDB/MBE

2:00 pm -5:00 pm, Eastern Montgomery Regional Service Center, Silver Spring, MD

The SBDC will provide guidance on the certification process and how to qualify for Federal and State/Local Certifications. For more info: <http://support.mdsbdc.umd.edu/rc/cal/>.

July 28, 2010 - SBDC Maryland (Capital Region) - Government Certification 8(a)/SDB/MBE

2:00 pm -5:00 pm, Eastern Montgomery Regional Service Center, Silver Spring, MD

The SBDC will provide guidance on the certification process and how to qualify for Federal and State/Local Certifications. For more info: <http://support.mdsbdc.umd.edu/rc/cal/>.

Prince George's County

June 3, 2010 - WSSC - Access to Capital Workshop and the Importance of Insurance and Bonding Workshop

9:00 am - 12:00 pm, WSSC Headquarters, Laurel, MD

For small businesses looking for new ways to access capital and wishing to learn about bonding, licensing, and insurance. For info: call WSSC's SLMBE Group at (301) 206-8800 or e-mail slmb@wsscwater.com.

June 7, 2010 - CRISP & MD Governor's Office of Minority Affairs - Maryland's Health Information Technology and Minority Business Enterprises

8:30 am - 11:30 am, Martin's Crosswinds, Greenbelt, MD

This forum, sponsored by the Governor's Office of Minority Affairs and the Chesapeake Regional Information System for Our Patients, will provide MBE organizations an opportunity to discuss and learn more about the state's Health IT plan. For more info: <http://www.mwmca.org/events/viewEvent/36>.

June 11, 2010 - SBDC Maryland (Capital Region) - Government Contracting 101

9:00 am - 1:00 pm, Bowie City Hall, Bowie, MD

This workshop helps demystify the federal procurement process and serves as a base course for advanced procurement workshops. Attendees will be given an understanding of the pre-award steps that a contractor needs to know plus information on how the government makes purchases. For more info: <http://support.mdsbdc.umd.edu/rc/cal/default.asp?date=6-11-2010#event1>.

June 14, 2010 - SBDC Maryland (Capital Region) - Maryland Veteran-Owned and Service-Disabled Veteran Owned Business Conference - Maximize Success: Business Development Strategies

9:00 am - 5:00 pm, Samuel Riggs IV Alumni Center, University of Maryland, College Park, MD

The conference will connect veteran-owned small business owners with procurement opportunities in Maryland state agencies and federal agencies; inform Maryland's veteran-owned small businesses of benefits they are entitled to as veteran-owned businesses; provide networking opportunities for Maryland veteran-owned small businesses and other small business owners; and provide business start up information. For more info: <http://support.mdsbdc.umd.edu/rc/cal/default.asp?date=6-14-2010#event1>.

June 14, 2010 - WSSC - Customer Care Team Vendor Event

9:00 am - 11:00 am, WSSC Headquarters, Laurel, MD

This event will feature WSSC's Customer Care Team, and will identify upcoming contracting opportunities. For info: call WSSC's SLMBE Group at (301) 206-8800 or e-mail slmb@wsscwater.com.

June 18, 2010 - WSSC - Information Technology Vendor Day and Match Making Workshop

8:30 am - 12:00 pm, Holiday Inn - Laurel, Laurel, MD

This event will feature WSSC's IT departments who will go over future projects to help you identify potential contracting opportunities. For info: call WSSC's SLMBE Group at (301) 206-8800 or e-mail slmb@wsscwater.com.

July 20, 2010 - SBDC Maryland (Capital Region) - GSA Schedule 101: Introduction to the GSA Schedule

9:00 am - 12:00 pm, Bowie City Hall, Bowie, MD

This workshop will provide general information on the basic requirements and regulations governing the GSA Schedule program. Attendees will learn what the Schedule really is, how to determine if your company is qualified and performance-ready, determining Special Identification Numbers, what is required: documented sales & contracts, how the Offer is divided, the importance of Past Performance, how to support your pricing. For more info: <http://support.mdsbdc.umd.edu/rc/cal/default.asp?date=7-20-2010#event1>.

July 27, 2010 - SBDC Maryland (Capital Region) - GSA Schedule 102: How To Market Your GSA Schedule

9:00 am - 12:00 pm, Bowie City Hall, Bowie, MD

This workshop will provide information on how to avoid mistakes and lose time marketing a GSA Schedule. Companies will learn how to market directly to federal agencies, how to develop a management calendar for a schedule contract, how source selections are made, about GSA Advantage and e-Buy, how BPA's happen, what IDIQ's, GWAC's and Multiple-Award Schedules are, and how to use vendor support programs available through the GSA. For more info: <http://support.mdsbdc.umd.edu/rc/cal/default.asp?date=7-27-2010#event1>.

Frederick & Washington Counties

June 4, 2010 - FCCC - Emerging Ideas Conference: Exploring New Markets

8:00 am - 3:00 pm, Mount St. Mary's Frederick Campus, Frederick, MD

This conference will include interactive seminars in procurement, positioning, diversity, and other business development topics. The closing keynote will be by renowned economist Anirban Basu. For more Info: <http://www.frederickchamber.org/cwt/External/WCPages/WCEvents/EventDetail.aspx?EventID=282349>.

June 16, 2010 - SBDC (Western) - GSA Schedule 101: Introduction to the GSA Schedule

10:00 am - 1:00 pm, Frederick, MD

This workshop will provide general information on the basic requirements and regulations governing the GSA Schedule program. Attendees will learn what the Schedule really is, how to determine if your company is qualified and performance-ready, determining Special Identification Numbers, what is required: documented sales & contracts, how the Offer is divided, the importance of Past Performance,

how to support your pricing. For more Info: <http://www.mdptap.org/trainingschedule.htm>.

Carroll, Howard & Anne Arundel Counties

June 10, 2010 - MWMCA - Is Federal Contracting For Me?

11:30 am - 1:00 pm, Maggie's Restaurant, Westminster, MD

The Maryland Washington Minority Contractor's Association hosts this conference as part of its lunch presentation series for business professionals. Guest speaker will be Jack Downes of Meridian Solutions. For more info: <http://www.mwmca.org/events/viewEvent/41>.

July 14, 2010 - SBDC Maryland (Central Region) - Federal Government 8(a) Certification

9:30 am - 12:30 pm, Howard County Center For Business and Technology Development, Columbia, MD

This workshop is designed for small businesses seeking an 8(a) certification. This three-hour training session explains 8(a) requirements and how to prepare an 8(a) application, while also reviewing the opportunities and limitations of these certifications. Stories and examples of companies that have previously experienced the 8(a) certification process will be presented. With guidance from a veteran Small Business Administration (SBA) expert, valuable tips will be provided on how to submit a well-structured application, which would be compliant with the SBA rules and regulations. For more info: <http://www.centralmdsbdc.org/trainings/course.php?ID=2355&m=7&dd=0>.

Baltimore City & Baltimore County

June 9, 2010 - TechCouncil of Md - Selling to NSA

8:00 am - 12:00 pm, BWI Airport Marriott, Baltimore, MD

This conference will include information on opportunities to do business with the nation's leading security agency. For more info: http://www.techcouncilmd.com/events/events_showEvent.php?evt_id=237.

June 15, 2010 - Baltimore Development Corporation - Small Business Resource Center - Government Contracting

10:00 am - 12:00 pm, Baltimore, MD

This workshop will include information on Seeking Contracts, Core Basic Contract Standards, Documentation on Contract practices and Proposal Presentation tips. For more info: http://www.sbrcbaltimore.com/html/news_events/main.aspx.

June 17, 2010 - SBDC Maryland (Central Region) - Minority & Disadvantaged Business Enterprise Certification

9:30 am - 12:30 pm, Emerging Technology Center, Baltimore, MD

The Maryland's Minority Business Enterprise program and process to be certified will be explained by an MDOT specialist. Attendees will be introduced to the application process and obtain answers to questions about how to navigate through the certification process. Program requirements and qualification criteria will be explained. For more info:

<http://www.centralmdsbdc.org/trainings/course.php?ID=2354&m=6&dd=0>.

June 22-24, 2010 - WEBNC - 11th Annual National Conference and Business Fair, Women In Business 2010: *The Opportunity Connection*

BWI Hilton, Linthicum, MD

This three-day event sponsored by the Women's Business Enterprise National Council will include procurement workshops that cover federal, state and local small business requirements for government contracting, tips on how to pursue contracting opportunities, the pros and cons of subcontracting and prime contracting, best practices and social networking, and success stories from women who grew their business through government contracting. For more info: <http://www.wbenc.org/wib2010/index.html>.

June 29, 2010 - MD-DC MSDC - 2010 Business Procurement Conference

7:00 am - 6:00 pm, Martin's West, Baltimore, MD

The conference will feature workshops and seminars; inspirational and educational speakers; 3 business networking events; a trade fair with up to 65 corporate and government vendors; business building matchmaker sessions. For more info:

<http://msdc.adaptone.com/mddc/>.

Washington, DC**June 11, 2010 - Preparing A Winning Federal Proposal**

9:30 am to 12:30 pm, SCORE DC, Washington, DC

This workshop discusses responding to Requests for Proposals (RFP) and includes pre-proposal actions, government actions, capture planning, proposal planning, development and proposal reviews. For more info:

<http://www.scoredc.org/workshops.cfm?class=5>.

June 14, 2010 - GSA - GSA Schedules Training Webinar for Small Businesses - Part I: The Process

1:00 pm to 2:00 pm, Webinar

This monthly webinar by the U.S. General Services Administration's Office of Small Business Utilization is designed to support small businesses interested in obtaining a GSA Multiple Award Schedules contract. For more info:

<http://www.gsa.gov/Portal/gsa/ep/eventView.do?viewType=DETAIL&eventId=5677&occurId=2579>.

June 14, 2010 - GSA - GSA Schedules Training Webinar for Small Businesses - Part II: The Solicitation

3:00 pm to 4:00 pm, Webinar

This monthly webinar by the U.S. General Services Administration's Office of Small Business Utilization is designed to support small businesses interested in obtaining a GSA Multiple Award Schedules contract. For more info:

<http://www.gsa.gov/Portal/gsa/ep/eventView.do?viewType=DETAIL&eventId=5677&occurId=2579>.

June 16, 2010 - GSA - 8(a) Certification Training

1:30 pm to 4:00 pm, St. Elizabeth's West Campus, Washington, DC

This seminar by the GSA provides hands on computer training to assist local small businesses in completing and Securing 8(a) certification. Attendees will learn about the policies and procedures for 8(a) Certification, prepare the required documentation in a "Hands On" computer lab, receive onsite technical assistance from GSA and an SBA representative. For more info:

<http://www.gsa.gov/Portal/gsa/ep/eventView.do?viewType=DETAIL&eventId=5812&occurId=2786>.

June 16, 2010 - SCORE - 8(a) Company Best Practices

9:30 am to 12:30 pm, SCORE DC, Washington, DC

This workshop provides practical advice on how to position an 8(a) business to obtain government contracts, and an overview of the required infrastructure. Subcontracting, partnering, bidding, and market analysis

**FEATURED
PROCUREMENT EXPO****June 16, 2010 - U.S. SBA
- 2010 B2G Matchmaking
Conference**

8:00 am - 4:00 pm

Renaissance Washington DC
Hotel, Washington, DC

This Conference by the U.S. Small Business Administration and Business Development Assistance Group will provide opportunities to meet with federal buyers and prime contractors to discuss federal and subcontracting opportunities, and to network with other small businesses. The Conference features the Small Business Awards Luncheon with a Keynote Address by Joseph G. Jordan, Associate Administrator Government Contracting and Business Development for the U.S. SBA. The Conference also includes several roundtable sessions with federal agencies including, HHS, DHS, NIH, NASA, Department of Treasury, and contractors, including BAE, Lockheed Martin, and Hensel Phelps Construction. For more info:

<http://sbaevents.com/agenda.htm>.

and other subjects will be discussed. For more info:

<http://www.scoredc.org/workshops.cfm?class=37>.

June 22, 2010 - GSA - GSA Schedules Contract Training: How to Obtain A GSA Schedule Contract

10:00 am to 12:00 pm, GSA Regional Office Building Auditorium, Washington, DC

This workshop is designed to encourage and support small businesses interested in obtaining a GSA Federal Schedule contract. Attendees will learn more about contracting opportunities, the procurement process, and resources available. For more info:

<http://www.gsa.gov/Portal/gsa/ep/eventView.do?viewType=DETAIL&eventId=5750&occurId=2707>.

July 12, 2010 - GSA - Q&A Webinars for Small Businesses: GSA Schedules & Marketing

1:00 pm to 2:00 pm, Webinar

This free is designed as a follow-up session to support vendors who have participated in the GSA Multiple Award Schedules webinar and the How to Market to the Federal Government webinar. The Q&A webinar provides an opportunity for vendors to receive additional assistance. For more info:

<http://www.gsa.gov/Portal/gsa/ep/eventView.do?viewType=DETAIL&eventId=5688&occurId=2590>.

July 21, 2010 - GSA - 8(a) Certification Training

1:30 pm to 4:00 pm, St. Elizabeth's West Campus, Washington, DC

This seminar by the GSA provides hands on computer training to assist local small businesses in completing and Securing 8(a) certification. Attendees will learn about the policies and procedures for 8(a) Certification, prepare the required documentation in a "Hands On" computer lab, receive onsite technical assistance from GSA and an SBA representative. For more info:

<http://www.gsa.gov/Portal/gsa/ep/eventView.do?viewType=DETAIL&eventId=5812&occurId=2787>.

Alexandria & Northern, Virginia

June 3, 2010 - FCCC - Government Contracting Hot Topics @ Mid Year: DCAA - Kicking It Up A Notch

11:30 am - 1:00 pm, Vienna, VA

Topics will include a brief discussion on proposed regulations' impact and the new airfare rule, DCAA's expanded expectations of prime contractor oversight of subcontractor costs, and access to records clause - should DCAA gain access to internal audits. For more info:

http://events.fccc.org/sbaweb/events/events.asp?details=true&cale_id=268&month=6/1/2010.

June 15, 2010 - MAHCC - Procurement Seminar: "Building a Strong Foundation for a Profitable Government Contracting Business"

7:45 am - 11:15 am, TEQcorner Building, McLean, VA

In this procurement seminar by the Mid-Atlantic Hispanic Chamber of Commerce, attendees will learn tips on how to market their businesses to federal government agencies. Presenters will also provide an overview of the small business and MBE certifications under Federal, State of Maryland and local government programs. Attendees will also learn about legal and ethics rules that government contractors must comply with. For more info: <http://www.eventbrite.com/event/691964685>.

June 16, 2010 - Fairfax County - Selling to Fairfax County Workshop

8:00 am - 10:00 am, Fairfax, VA

Business representatives are invited to attend the Selling to Fairfax County workshop held the third Wednesday of each month, where they will have an opportunity to meet staff from the county's Purchasing department and become familiar with the county's process. During the workshop, discussion will include the county's process, upcoming contracting opportunities and questions or concerns about

ABOUT THE LAW FIRM:

The Amadeo Law Firm, PLLC, is a litigation and consultation boutique with offices in Frederick, MD & Washington, D.C. The firm represents clients in commercial, employment & employee benefit, and government contracting matters.

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doing business with the county. For more info:
<http://www.fairfaxcounty.gov/dpsm/osb/workshop.htm>.

June 21, 2010 - NOVA PTAP - Responding to RFP's
 6:30 pm, Fairfax, VA

This course is designed to provide familiarity with the contents of a federal government Request for Proposal. Students will learn to understand the RFP and how to prepare and submit a compliant and winning proposal.

For more info:

<http://www.novaptac.org/eventcalendar/detail.asp?eid=82&sid=622>.

June 29, 2010 - NOVA PTAP - How to Obtain Prime and Subcontracting Opportunities with the Federal Government

6:30 pm, Fairfax, VA

Attendees will learn how to identify the agencies buying your products and/or services; why a company needs multiple contracting vehicles in place; when to market federal agencies with which there is no pre-existing relationship; how to obtain historical data to assist you in your marketing efforts; the various contracting vehicles used by federal agencies; and how to identify potential clients for your products and services. For more info:

<http://www.novaptac.org/eventcalendar/detail.asp?eid=234&sid=613>.

July 13, 2010 - MAHCC - ShoWorks- Greater Washington Procurement Fair

7:30 am - 4:00 pm, Dulles Expo Center, VA

This conference, sponsored by the Mid-Atlantic Hispanic Chamber of Commerce and ShoWorks, Inc., provides opportunities to meet buyers and contracting officers from major military bases, the surrounding states and large companies to discuss business opportunities. Matchmaking sessions will enable small businesses to schedule meetings with prime contractors and government agencies. For more info:

http://www.allianceforbiz.com/events/specific_event.php?id=131.

July 15, 2010 - FCEDA - 8(a) Compliance and Ethics - Maintaining Corporate Formalities

7:45 am - 10:30 pm, Vienna, VA

Attendees will learn how to avoid early termination of the company's 8(a) status and observe government contracting ethics rules. For more info:

<http://www.fairfaxcountyyeda.org/events/8a-compliance->

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