



Congressman hosts contracting event

By Jim Lisk, Editor

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— Congressman Larry Kissell hosted the Stanly County Federal Contracting Symposium at the Stanly Agri-Civic Center on Monday.

In total, 22 resources and agencies and 10 prime contractors were on site to assist small businesses in the getting started in the bidding process to become providers of work and products to the federal government, including the military which had all branches represented.

Con. Kissell, who recently toured Afghanistan to visit the troops and assess the situation, said of the symposium, “Jobs remain our number-one priority. The whole intent of this today is to help businesses interested in doing business with the military.”

While Kissell has sponsored similar events in Fayetteville, this was a first for Stanly County and was the brain child of County Commissioner Sherrill Smith and Economic Development Commission Director Kevin Gullette.

“When Sherrill and Kevin came to me with the idea, I thought they had a good one, but I never envisioned more than 400 attendees,” Kissell said.

Kissell mentioned one Stanly County business, United Protective Technologies (UPS), as a perfect example of a small business developing a product that improves life for the US military. UPS has developed a new windshield for military helicopters that overcome a problem seeing through night-vision goggles when the windshield becomes scratched. The UPS windshield has layers, and when the scratched layer is removed, helicopter pilots can once again see with their night-vision goggles.

“This is an example of a company with a good idea and making it a reality,” Kissell said. “We want to help people by fostering these good ideas. That's what today is all about.

Linn Owen of the North Carolina Military Business Center (NCMBC) told attendees, “The Federal economy is booming. There's a tremendous amount being spent on construction right now as base realignment continues. This should continue until 2012-2013.”

Owen advised all business attendees that working with the government “is a process and you must be registered, then look for business opportunities.” She said that NCMBC has 10 representatives across the state and they work with more than 15,000 businesses and 30,000 individuals in North Carolina.

“For every \$100 million spent on military defense contracts, we create 3,000 jobs, add \$7 million in corporate taxes and add sales, payroll and local taxes,” Owen said. “That's what our agency is all about. We're here to help you.”

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Photos



Above, attendees discuss how to do business with the Air National Guard and the Army National Guard in the foreground and with the North Carolina Military Business Center in the background.