

# Goodman & Company


## 14th Annual Government Contracting Update - 2009

\$50 FOR CLIENTS OF GOODMAN & COMPANY AND FEATURED SPEAKERS | \$200 FOR NON-CLIENTS

Thursday, October 22, 2009 - Sheraton Premiere at Tysons Corner | Thursday, November 12, 2009 - The Westin: Virginia Beach Town Center

**Prerequisites:** A working knowledge of government contracting | **Advanced Preparation:** None | **Level of knowledge:** Intermediate to Advanced

**Objective:** This conference will provide an update of the latest developments affecting government contractors

8:00 - 8:45	Registration/Breakfast	<b>Sponsored by:</b> 
8:45 - 9:00	<b>Opening Remarks/State of the Union</b> - A discussion of current tax, accounting, and other legislation not covered in other presentations. <i>Gregg N. Funkhouser, CPA, Goodman &amp; Company, LLP</i>	
9:00 - 10:00	<b>Current Status of the M&amp;A Market in Government Contracting</b> - A review of current trends in public company valuations, M&A valuations and volume, the acquisition appetite of buyers and investors, and other trends that impact the ability to complete transactions and the terms on which those transactions are completed. <i>Kevin DeSanto, KippsDeSanto &amp; Co.</i>	
10:00 - 11:00	<b>DCAA Update</b> - An overview of DCAA's priorities for 2009, including executive compensation and FAR/CAS updates. <i>Ken Bricker, CPA, DABFA, Goodman &amp; Company, LLP</i>	
11:00 - 12:00	<b>SBA Update</b> - A discussion of several regulatory and policy proposals that may impact small business programs, teaming and joint venture relationships, and the way government contractors are required to do business with the government. <i>Antonio Franco, PilieroMazza, PLLC</i>	
12:00 - 12:30	Lunch	<b>Sponsored by:</b>  <b>Pleasant Valley Business Solutions</b>
12:30 - 1:00	<b>Optimizing Your Accounting Solution's Reporting Capabilities</b> - Many finance and accounting professionals struggle with producing effective reports for their project managers and executive teams. We'll take a look at the many types of reports you SHOULD be getting out of your cost accounting solution including web reports, OLAP-based reports, dashboards and others. <i>Paul Skurpski, Pleasant Valley Business Solutions</i>	
1:00 - 2:00	<b>Legal Update</b> - Discussions will center around methods of "cooking the books" and early warning signs of fraud. Maurice and Marion will provide real life examples of fraud and provide solutions for its prevention. <i>Maurice Whelan, CPA, &amp; Marion Hecht, CPA, CFE, CIRA, Goodman &amp; Company, LLP</i>	
2:00 - 3:00	<b>Valuation of Government Contractors</b> - The M&A frenzy that has occurred within this industry has led to some very high valuations for certain companies. Learn the value drivers of prospective buyers as well as other marketplace occurrences that can have a material impact upon your company's valuation. <i>Michael Smigocki, CPA, CVA, ABV, Federal Strategies Group, LLC</i>	
3:00 - 4:00	<b>Q&amp;A Session</b> - Our panel of speakers will answer any questions from participants related to government contracting which can be sent in with registration, submitted in writing during the seminar, or openly asked. <i>Speaker Panel</i>	
4:00 - 5:00	Happy Hour	<b>Sponsored by:</b> (Tysons Corner)  <b>Bank</b> (Virginia Beach) 

### REGISTRATION FORM FOR GOVERNMENT CONTRACTING UPDATE 2009

<u>Name</u>	<u>Company</u>	
<u>Title</u>	<u>Email</u>	
<u>Address</u>	<u>Phone</u>	<u>Fax</u>
<u>City</u>	<u>State</u>	<u>Zip</u>

I would like to attend this seminar in:  Tysons Corner (October 22, 2009)  Virginia Beach (November 12, 2009)

Registration forms should be completed and mailed with payment to:

Government Contracting  
1430 Spring Hill Road, Suite 300  
McLean, VA 22102

Email: govcon@goodmanco.com | Phone: 703.970.0400 | Fax: 703.970.0401

- Refunds are available with two weeks notice prior to the seminar
- Substitutions are accepted
- We reserve the right to substitute speakers and topics due to scheduling conflicts