The Hill: How It Can Help Your Small Business

June 1st, 2005; 10:30 – 11:15 AM

Moderator:

Ron Perlman, Buchanan Ingersoll PC
Chair, Government Contracts Practice Group
Vice Chair, NDIA Small Business Division

Panelists:

Jim Lightfoot, former Congressman (R-IA); member House Appropriations Comm.

Pete Steffes, former Staff Director, Subcommittee on Military Readiness, House Armed Services Comm.
The Hill, the Agency and the Contractor

• What is Congress’ (the Hill’s) role in determining what, how much and from who things will be bought?

• What is Congress’ role in performance of a contract?

• What are the different parts of Congress that get involved in contracting questions?
  • Member, staffs, various committees, etc.

• How do you get Congressional action?
How They All Work Together

- Agency personnel
- Contractors
- Legislators
- Govt Relations people
- Lawyers

- Authorizations
- Appropriations
- Solicitations
- Evaluations
- Awards
- Performance
- Successes
- Failures
- Payment
The Contractor, the Lawyer, the Member & the Staffer

– Perlman (the moderator)
  • US Air Force JAG; GSA counsel; law firm (Govt contracts) practice

– Lightfoot (the member and the contractor)
  • US Army; large & small private business; member, US House of Representative (Appropriations. Comm.); Govt contractor

– Steffes (the staffer and the Govt relations person)
  • US Air Force; staff, House Armed Services Comm.; NDIA