

*Joe Anderson is the sole member of Anderson Marketing LLC.*

- *Anderson Marketing specializes in federal procurement preference programs for Service Disabled Veteran Owned Business, 8(a) firms, and HubZone business and offers government market coaching, consulting and training to small businesses.*

*Mr. Anderson worked in federal contracting for 32 years. He worked for the Army, Navy, Department of Defense and the US Small Business Administration. For twenty years Mr. Anderson served as the Contracting Officer for the SBA's Syracuse District's 8(a) program.*

- *The 8(a) program is the premier federal procurement preference program.*
- *Requirements as large as \$3 million, of all varieties of goods or services, are set aside for sole source negotiation with a specific 8(a) firm. Requirements larger than \$3 million are set aside for competition exclusively for 8(a) firms.*
- *Mr. Anderson worked as mentor, negotiator and contracting officer for the SBA Syracuse District portfolio of 8(a) small businesses.*

*Mr. Anderson also managed the Service Disabled Veteran Owned Business and HubZone Small Business contracting programs for SBA.*

*While at SBA, Joe Anderson was the Government Market "explainer" to upstate New York's small businesses and a "contracting coach" for federal buyers anxious to get the best value and expedited purchase that procurement preference programs can offer.*

*Mr. Anderson and his wife Patti live in Cazenovia, NY. They are active in community volunteer efforts. Mr. Anderson sings in the Cazenovia College choir and is a member of Syracuse SCORE Chapter*

*Mr. Anderson is a SCORE volunteer speaker for Government Market topics at schools and business centers throughout Central New York.*

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