



BIO

Robert. G. Flowers, Jr.

Mr. Robert G. Flowers, Jr. the principal and founder of RGF Consulting Corporation (RGFCC), has over 38 years of hands-on experience in the areas of operational management in the federal government and private sector business arena. In 2003, RGFCC was certified by the U.S. Small Business Administration, as a Section 8(a) government procurement company.

From January 1999 to present Mr. Flowers founded RGF Consulting Corporation with the express purpose of training small to medium government contractors in the art of preparing cost proposals and associated government procurement actions. He has conducted over four thousand workshops across the United States to private contractors as well as to several small business advocates such as the Department of Health & Human Services, OSDDBU; Small Business Development Centers (SBDC), Procurement Technical Assistance Programs (PTAP); Sponsored Program officials and faculty members of Historically Black Colleges and Universities (HBCU'S); and other Minority Institutions (MI'S); and the State of Georgia and Pennsylvania, Department's of Transportation contracting officers and consultants. Mr. Flowers and his cadre of instructors have been key facilitators on SBA's National 7(j) Basic CEO Training program across all SBA regions. He has published several cost proposal manuals and created numerous digital cost proposal interactive spreadsheets for the general market place.

Prior to the creation of his own company, Mr. Flowers has worked with six (6) different Section 8(a) firms sanctioned by the Small Business Administration in positions ranging from project manager, general manager, and chief operating officer to vice president. In the last sixteen (16) years, Mr. Flowers has been primarily involved in federal government service contract cost proposal preparation; budget and indirect rate development, contract administration, business development, and human resources management. During this period he has prepared and submitted numerous certified cost proposals with a high success rate to various federal agencies. In addition, he has been the primary action officer for numerous Defense Contract Audit Agency (DCAA) pre-award audits.

Mr. Flowers served as an officer in the U.S. States Army. Mr. Flowers completed two assignments as an Assistant Comptroller in the Office of the Adjutant General in Washington, DC and in Vietnam. In his last two military assignments, Mr. Flowers served as the Executive Manager of a 52 facility Army restaurant/club system with over 600 employees and a \$3 million budget, and as the Deputy Director of Army-wide club activities involving financial management with annual revenues of over \$280 million.

Mr. Flowers has a BS Degree in Business Administration from Lincoln University, in Jefferson City, MO; extensive graduate studies in Financial Management and Supervision, Certificates in Government Cost Accounting and Fundamentals of Indirect Rates from the George Washington Law School and Management Concepts School respectively and various other courses in Pricing Strategies, Cost Proposal Structure and DCAA Audit Preparation. He has been a Scheduled Cost Proposal instructor with the Procurement Technical Assistance Program at George Mason University and the National Women's Business Center, a Strategic Partner with the Contract Services Association of America, a member of the Retired Military Officers Association, National Contracts Management Association, National Association of Government Contractors, the National Federation of Independent Businesses, and a setting member of the SBA 7(a) and 504, Loan Review Committee, Prince George's Financial Services Corporation.