

From: Hampton Roads Convention Center • JBLE 4.13.17
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To: Kester, Tonykester@aging.sc.gov
Date: 3/13/2017 2:32:56 PM
Subject: Meet Helena Koch • GSA • View Lectures • Panels • Keynotes • Expo

FREE Conference & Expo Pass!

TTE expoJBLE2017.org

Hi Valued Customer,

Hampton Roads Convention Center
Thursday, April 13, 2017

7am Early Registration
with Complimentary beverage & pastry service

Roundtable Meal Sessions
7:30am: "Breakfast with the Pentagon"
Noon: "Small Business Procurement Luncheon"

8:00am - 4:00pm **Free**
Lectures & ExpoJBLE Trade Show

10:00am • Noon 2:00pm
"Small Business Procurement Initiatives" Panel Discussions

Lecture Series & Workshops

Lectures start on the hour and run concurrently.

Small Business Procurement Initiatives Panel Discussions

Panel I • Panel II • Panel III

Panel Discussion run 1 1/2 - 2 hours

The lecture and panel agenda will finalize soon - use hot links for detail

Keynote Address: Breakfast with the Pentagon

Tommy Marks

United States Army

Director: Office of Small Business Programs - Pentagon

Mr. Tommy Marks was appointed the Director for Army Small Business Programs on April 19, 2015 and serves as the Army's lead for small business policy, goals and procedures.

In this position, Mr. Marks represents the Secretary of the Army at congressional Committees and Subcommittee hearings on small business, HBCUs/MI, and other small business matters. Serves as the focal point in responding to industrial, Congressional, and individual inquiries on small business, HBCUs/MI, economic utilization and other business matters. Represents the Army in inter-agency communication with the Small Business Administration, the Office of Federal Procurement Policy, the Minority Business Development Agency (Department of Commerce), and other agencies and Presidential commissions.

Keynote Address: Breakfast with the Pentagon

Defense Logistics Agency (DLA)

Bradley Holtzapple: DLA Aberdeen Proving Ground

The Defense Logistics Agency is the Department of Defense's largest logistics combat support agency, providing worldwide logistics support in both peacetime and wartime to the military services as well as several civilian agencies and foreign countries.

DLA employs about 27,000 employees. Small businesses provide critical resources that contribute to DLA's mission. We are committed to providing all categories of small businesses an opportunity to participate in DLA acquisitions. This site contains information to inform and educate small businesses about DLA requirements and procurement practices whose mission is to "Support the Warfighter." DLA is the Department of Defense's (DoD) largest combat support agency. It provides worldwide logistics support in both peacetime and wartime to America's Military Services as well as civilian agencies and foreign countries.

We are looking for Small Businesses to provide the goods and services we buy! DLA needs capable Small Businesses (SB), Small Disadvantaged Businesses (SDB) and 8(a)s, Historically Underutilized Business Zone Small Businesses (HUBZone), Women-Owned Small Businesses (WOSB), and Veteran-owned (VOSB) and Service-Disabled Veteran-Owned Small Businesses (SDVOSB).

Keynote Address: Small Business Procurement Luncheon

Ron Uba

U.S. Department of Commerce

**Minority Business Development Agency
(MBDA)**

Senior Business Development Specialist

MBDA, www.mbda.gov, is the only Federal agency dedicated to the growth and global competitiveness of U.S. minority-owned businesses. Our programs and services better equip minority-owned firms to create jobs, build scale and capacity, increase revenues and expand regionally, nationally and internationally. Services are

provided through a network of MBDA Business Centers. After 47 years of service, MBDA continues to be a dedicated strategic partner to all U.S. minority-owned businesses, committed to providing programs and services that build size, scale and capacity through access to capital, contracts and markets.

Chris Cannon

Motivational Speaker

"From Fear to Freedom"

Chris is the creator of The Confidence Academy and his work has been featured internationally and frequently quoted by industry experts. Audiences often express their appreciation for the positive impact his award-winning, interactive, nontraditional presentations have on them. Chris provides practical, powerful strategies that produce real results and can be implemented immediately!

He skillfully teaches how to go from tragedy to triumph, from pitiful to powerful, and from regrets to rewards. As a committed husband and father with a strong belief in investing in people, he draws this strength from his family. Shortly after graduating from Eastern Michigan University, he began sharing his personal journey of becoming a victim of your own choices, which is transforming lives as far reaching as the continent of Africa.

His story about decisions defining you, overcoming obstacles and self-doubt, while staying resilient and focused in the midst of adversity routinely brings audiences to their feet! Audience participants from entrepreneurs, employees, to guests at major international conferences walk away equipped and empowered with a sense of HOPE! This supports his philosophy; "The battle is not lost unless you accept defeat."

John Maher

MORE LTD

President

Leadership and management covering 27+ years with Department of Defense, 6 years in higher education, 3 years in Municipal Government, and 8+ years as CEO of a "Top Gun" consulting practice. 16 years building and leading high performance teams capable of achieving the highest levels of productivity and efficiency. National & international executive with diverse, recognized private business and public service leadership. An effective communicator with exceptional organizational, business development and people skills.

Secret/SSBI security clearance (prior Top Secret/SCI that can be reactivated).

U.S. Department of the Navy

Military Sealift Command (MSC)

James Kanash: Small Business Specialist

Small companies offer maritime solutions for MSC and our global fleet. Each year MSC awards approximately \$600 million in contracts to companies that are registered as small businesses by the U.S. Government's Small Business Administration.

We look to the private sector to charter and operate ships; procure logistics support; recruit, process and retain more than 5,000 civil service mariners; and provide overhaul and repair services for more than 120

government-owned and operated ships. It is MSC's policy to provide maximum practicable opportunities in its acquisitions to small business, VOSB's, SD-VOSB's, small disadvantaged business, and woman-owned small business concerns. Such concerns must also have the maximum practicable opportunity to participate as sub-contractors in the contracts awarded by any executive agency, consistent with efficient contract performance. It is also MSC's policy to place a fair proportion of its acquisitions with small disadvantaged business.

National Aeronautics and Space Administration (NASA)

NASA's Langley Research Center

"Doing Business with NASA LaRC"

Randy Manning: Small Business/Industry Relations Specialist

Langley's array of innovative and technical capabilities support many of NASA's missions. Many of our successes are built on partnerships with organizations beyond NASA, and we're looking for more opportunities to collaborate with external partners. Our strategy and our future success depend on it.

There are opportunities for you to work with NASA.

U.S. Air Force Air Combat Command (ACC)

"Doing Business with ACC"

Tonney Kawuh: Contracting Officer AMIC Contracting Office

Air Combat Command (ACC) is one of ten Major Commands (MAJCOMs) in the USAF, reporting to Headquarters, USAF (HAF) at the Pentagon. ACC is headquartered at Langley Field, Joint Base Langley-Eustis (JBLE).

The mission of Air Combat Command is to be the primary force provider of non-nuclear global strike combat aircraft to America's

warfighting commands, the geographic Unified Combatant Commands, specifically to the United States European Command, United States Pacific Command, United States Central Command, United States Southern Command, United States Northern Command, and United States Africa Command.

ACC organizes, trains, equips and maintains combat-ready units for rapid deployment abroad while also ensuring strategic air defense of the United States is strong enough for both peacetime and wartime needs. In addition, ACC augments the forces of the United States European Command, United States Pacific Command and United States Central Command when needed. ACC operates fighter, attack, reconnaissance, combat search and rescue, air battle management and electronic combat aircraft along with command, control, computing, communications and intelligence (C4I) systems, and conducts global information operations.

Air Combat Command consists of approximately 98,000 active duty members and more than 11,000 Department of the Air Force Civilians. When mobilized, more than 63,000 additional members of the Air Force Reserve and the Air National Guard, along with over 600 additional aircraft, are operationally-gained and assigned to ACC, bringing total aircraft to more than 1,750.

Marine Corps Systems Command (MCSC)

NASA's Langley Research Center

“Doing Business with MarCorpSysCom”

Austin Johnson: Deputy Director MCSC OSBP

The Marine Corps Systems Command Office of Small Business Programs is the gateway for small businesses.

This includes veteran-owned, service-disabled, HUBZone, small disadvantaged, and women-owned small businesses. Over the last five years, the office has met or exceeded nearly all of its federal small-business targets. Small business and a competitive, healthy industrial base are vital to the long-term success and affordability of the Department of the Navy as well as our national security.

The Small Business Program promotes acquisition opportunities where small businesses can best support the needs of our Marines and Sailors. Through policy, advocacy and training, we foster industry innovation, technology development, and the acquisition of quality products, services, and solutions from small business providers. Our vision is to ensure small businesses are the first option in the acquisition planning process.

Naval Facilities Engineering Command (NAVFAC)

“Doing Business with NAVFAC”

Kim Vallone: Small Business Procurement Specialist

The NAVFAC OSBP team is comprised of highly skilled and dedicated business professionals located at each NAVFAC contracting office. We identify and communicate small business opportunities; establish internal program targets and objectives; track and communicate achievements; and provide expertise to command and industry representatives on all small business program issues.

U.S. Nuclear Regulatory Commission (NRC)

“Doing Business with NRC”

Anthony Briggs: Small Business Program Manager

The U.S. Nuclear Regulatory Commission (NRC) is committed to ensuring that small businesses are afforded the maximum

practicable prime and subcontract opportunities in support of agency mission operations. The Small Business Program takes the lead in this effort by serving the NRC and the business community by advocating for small businesses, including businesses owned by the disadvantaged, women, veterans, and service-disabled veterans, as well as companies located in Historically Underutilized Business Zones (HUBZones)

U.S. Army Corps of Engineers(NRC)

“Doing Business with ACE”

Antwinette Goodman-Cooper: Director Small Business Program

The U.S. Army Corps of Engineers has approximately 37,000 dedicated Civilians and Soldiers delivering engineering services to customers in more than 130 countries worldwide.

With environmental sustainability as a guiding principle, our disciplined Corps team is working diligently to strengthen our Nation’s security by building and maintaining America’s infrastructure and providing military facilities where our servicemembers train, work and live. We are also researching and developing technology for our war fighters while protecting America’s interests abroad by using our engineering expertise to promote stability and improve quality of life. We are energizing the economy by dredging America’s waterways to support the movement of critical commodities and providing recreation opportunities at our campgrounds, lakes and marinas. And by devising hurricane and storm damage reduction infrastructure, we are reducing risks from disasters.

Defense Logistics Agency's

Procurement Technical Assistance Program

Cecelia Cotton: Lead Procurement Counselor, Hampton

Contracting with the government can be a challenging process. We are here to help you through it

The Virginia PTAP is administered by George Mason University, our regional sponsor, and covers a significant portion of the state ranging from Northern Virginia down through Fredericksburg, Williamsburg into the Hampton Roads area, Chesapeake, Central Virginia into Richmond past Charlottesville and as far west as Roanoke. Headquartered in Fairfax, Virginia, we offer multiple locations and partner with local public and private organizations to offer counseling and training close to our clients.

Virginia PTAP’s mission is to “Help business do business with government”, both federal and state/local. Our services cover the full range of information, from the very basics for newcomers (FAR, FBO, SAM, DSBS, and more) to WOSB, SDVOSB, GSA schedules application, 8(a) certification, and more.

We help our clients understand how to analyze and respond to RFPs, the advantages of priming and subcontracting opportunities, and assist with more intricate company-specific challenges including pricing and compliance questions.

As the Virginia PTAP Lead Counselor for the Hampton Roads area, Cecelia F. Cotton coordinates support services to assist businesses in finding government procurement opportunities, and assists government agencies in reaching socioeconomic goals. Retired from Civil Service after 31 years, Ms. Cotton served as a Contracting Specialist, Procurement Analyst, and OSDBU for the Army. She has an A.A. in Public Administration, B.A. in Human Resources Management, and a Graduate Degree in Religious Studies. She is Level III DAWIA certified contracting professional. Cecelia loves serving the needs of others, and lives by the motto: “Time is money to the small business person.” She enjoys singing, writing, public speaking, studying Scripture, old movies/sitcoms, and spending time with family.

U.S. National Guard Bureau (USNGB)

“Doing Business with USNGB”

Dr. Donna Peebles: Director Small Business Program

Mission: The Mission of the National Guard Bureau's Office of Small Business Programs is to serve as an advocate for small business enterprises. We ensure that a fair proportion of total purchases, contracts, subcontracts, and other agreements for property and services, be placed with small business, small disadvantaged business, women owned small business, Historically Underutilized business (HUBZone), service disabled veteran owned small business.

U.S. Department of Veteran Affairs (VA)

Chanel Bankston-Carter: Director of Strategic Outreach

VA is one of the largest procurement and supply agencies of the federal government.

The mission of the Department of Veterans Affairs is one of service to more than 27 million veterans who have so unselfishly served their country. To accomplish this mission, the products and services of industry are required by a nationwide system of hospitals, clinics, Veterans Integrated Service

Networks (VISN),

data processing centers, and National Cemeteries which require a broad spectrum of goods and services.

We purchase these goods and services on a national, regional, and local level.

So no matter how large or small your business is, VA is a potential customer. Each facility purchases a majority of requirements for direct delivery through its local Acquisition office. You are encouraged to contact each facility for inclusion in its procurement process. Drugs, medical supplies and equipment, IT equipment and services, and other critical patient care items must be procured and distributed to VA healthcare facilities. VA implements and coordinates programs for Veteran-owned small businesses. Annually, VA offers help to Veteran-owned business and works with them to locate government and corporate procurement opportunities.

Raytheon Space and Airborne Systems

Sam Rhodes

Raytheon Space and Airborne Systems (SAS) is a major business segment of US defense conglomerate Raytheon. Headquartered in McKinney, Texas, SAS has a total employment of

12,000 and 2010 sales of US\$ 4.8 billion.

Raytheon Company's (RTN) Space and Airborne Systems segment, headed by Richard R. Yuse, designs and develops integrated sensors such as EO/IR (electro-optical/infrared) sensors, airborne radars for surveillance and fire control applications, and communication systems for advanced missions such as the traditional and nontraditional ISR (intelligence, surveillance, and reconnaissance). The segment also makes precision engagement and guidance systems, intelligence systems, unmanned aerial operations, processors, communication systems, electronic warfare systems, and space-qualified systems.

The segment supplies to the U.S. Navy, U.S. Air Force, U.S. Army, and some international customers.

Department of State

Procurement Technical Assistance Program

Anthony Josey: Procurement Analyst

Department Mission Statement

The Department's mission is to shape and sustain a peaceful, prosperous, just, and democratic world and foster conditions for stability and progress for the benefit of the American people and people everywhere. This mission is shared with the USAID, ensuring we have a common path forward in partnership as we invest in the shared security and prosperity that will ultimately better prepare us for the challenges of tomorrow.

As the lead U.S. Foreign Affairs agency, the Department of State helps to shape a freer, more secure, and more prosperous world through formulating, representing, and implementing the President's foreign policy. The Department of State uses diplomacy to promote and protect American interests.

We:

- Manage diplomatic relations with other countries and international institutions.
- Promote peace and stability in regions of vital interests.
- Bring nations together to address global challenges.
- Create jobs at home by opening markets abroad.
- Help developing nations establish economic environments that provide investment and export opportunities.

Federal Deposit Insurance Corporation (FDIC)

“Doing Business with FDIC”

Angela Herring: Program Analyst

The FDIC does not use appropriated funds, and is not subject to the Federal Acquisition Regulation (FAR) and other federal statutes such as the Competition in Contracting Act . The FDIC works under separate and unique laws, and has established its own contracting policies and procedures for procuring its goods and services. This allows the FDIC to be more flexible in addressing its policy and procedural requirements, and has taken the best of the FAR and the best of the corporate world to create its own unique blend of policies and procedures.

Firms interested in providing goods and/or services to the FDIC can do so by responding to our solicitations and offering the best possible technical and price solution for our requirement. This includes forming the best possible team to perform the contract. Many of our requirements can be performed by one firm referred to as a prime contractor. In other cases, a firm may need to supplement their own technical expertise with that of another firm. This is done through subcontracting arrangements. The best contractor teaming arrangement must be considered by each offeror on a solicitation by solicitation basis.

General Services Administration (GSA)

Helena Koch

Small Business Utilization Officer

GSA provides the best value for government and the American people.

The Mid-Atlantic Office of Small Business Utilization is GSA's regional advocate for small, minority, veteran, service-disabled veteran, HUBZone and women-owned businesses. This office is committed to providing access to federal business opportunities to small businesses, and to working with the GSA's acquisition community to reach the goals that have been mandated by law.

GSA has been delivering the best value in real estate, acquisition and technology services, to the federal government and American people for more than 67 years.

By using the purchasing power of the federal government, we will drive down prices, deliver better value, and reduce costs to our customer agencies.

As a result, these agencies can focus their resources and attention on their core missions.

We will also step up our efforts to save agencies money by creating 10 new ways that the entire government can purchase resources smarter and more efficiently.

In addition, we are looking to maximize the value of our real estate assets and reduce our federal footprint. At the same time, we are looking to help

our partner agencies find the space and services they need to serve the American people. GSA will ensure that doing business with us is as easy

and reliable as possible by simplifying and streamlining our processes and systems. We are dedicated to providing an excellent customer experience for our partner agencies and vendors. GSA will create a culture of continuous improvement by always searching for better ways to meet our customers' needs and expectations.

U.S. Department of Energy (DoE)

"Doing Business with the DoE"

Kent L. Hibben: Acquisition Specialist

The Office of Acquisition Management (OAM) is responsible for all contracting, financial assistance

and related activities to fulfill the Department's multitude of missions through its business relationships.

As the business organization of the Department, OAM develops and supports the policies, procedures

and procurement operational elements.

Kent is an Acquisition Specialist with the U.S. Department of Energy, Office of Small and Disadvantaged

Business Utilization. Kent has extensive experience concerning the Office of Energy Efficiency and

Renewable Energy, as well as issues related to small businesses and technology transfer, SBIR/STTR. Kent graduated from the University

of Maryland, Baltimore County with Bachelor of Arts degrees in Economics, French, German, and Linguistics, and a minor in Political Science.

Office of Personnel Management (OPM)

Desmond Brown: Director OSDBU

The United States Office of Personnel Management (OPM) is a center of excellence in human resource management, providing high-quality services to all of our customers. The President, Congress, and Federal agencies look to OPM for advice on human resources policy. OPM provides effective, merit-based, and family-friendly personnel systems for use government wide.

OPM is the preferred source for system design and expert consultation concerning human resource operating systems, research and innovation, and education and training in human resources and management. Ultimately, OPM's efforts support a Federal workforce that achieves the results desired by the American public.

OPM's responsibilities include administering the Federal employment merit system (recruiting, examining and promoting workers), the pension system, and health and life insurance programs.

Vision: Small businesses become the suppliers of choice for OPM acquisitions.

Mission: Establish a world-class small business program at OPM by:

- using the authorities of small business legislation to expedite the acquisition process in order to maximize the use of small businesses that provide the best value to OPM.

What We Buy: Major programs

To meet its Government-wide responsibilities and support its own operations, OPM maintains a number of major programs. Many of these programs require contractor support. The largest, in terms of contract dollars spent, are:

- Personnel background investigations for Federal employees. This program is operated by the Federal Investigative Services Division in Boyers PA.
- The Customized Human Resource Solution (CHRS) program, which assists other Federal agencies assistance to establish training programs and reengineer their organizations. The CHRS program operates on a fee-for-service basis.
- Modernization of OPM's retirement and financial management systems.
- The GoLearn program, which offers on-line training for Federal agencies on a fee-for-service basis.
- The Electronic Human Resources Initiative (eHRI), which will convert OPM's personnel management document process to electronic format.
- Operation of OPM's Federal Executive Institute in Charlottesville VA, Eastern Management Development Center in Shepherdstown WV, and Western Management Development Center in Aurora CO.
- Management of OPM's IT infrastructure by OPM's Office of the Chief Information Officer for all OPM operating locations.
- Management and security of OPM's central office, the Theodore Roosevelt Federal Office Building.

U.S. Department of Transportation (DoT)

“Doing Business with DoT”

Edward Timberlake, Jr.: Program Director

The mission of the Department is to:

Serve the United States by ensuring a fast, safe, efficient, accessible and convenient transportation system that meets our vital national interests and enhances the quality of life of the American people, today and into the future.

The **Procurement Assistance Division** is responsible for working closely with each of the Operating Administrations' *Small Business* specialists to ensure that adequate procurement opportunities are made available to small businesses. The role of the Procurement Assistance Division is to ensure that small businesses have an equitable opportunity to participate in DOT's direct procurement and federal financial assistance programs.

Specific responsibilities include:

- Working closely with DOT's Office of Senior Procurement Executive, Operating Administrations (OAs) and their Small Business Specialists to ensure small businesses have an opportunity to compete for and obtain a fair share of DOT contract and subcontract awards;
- Partnering with the OAs and the Small Business Administration's (SBA) Procurement Center Representatives (PCRs) in analyzing procurements for small business preference and set-asides, as set forth in Federal Acquisition Regulations (FAR) Part 19-Small Business Programs, as supplemented by the Transportation Acquisition Regulation Part 1219 - Small Business Programs, and the Transportation Acquisition Manual.

United States Department of Agriculture (USDA)

“Doing Business with USDA”

Michelle Warren: Deputy Director OSDBU

USDA was established by Congress in 1862 "...to acquire and to diffuse among the people of the United States useful information on subjects connected with agriculture...and to procure, propagate, and distribute among the people new and valuable seeds and plants.

" Today, The Department of Agriculture's mission has evolved and touches the lives of the American people each and every day. Our work is felt in every sector of society from food and nutrition; assisting rural communities; conservation; marketing and trade; and education and research. USDA buys goods and services on a decentralized basis. There are

eleven different buying agencies which purchase goods and services for the 29 agencies and staff offices that make up the Department. Each of the eleven buying agencies has a designated Small Business Specialist. These Small Business Specialists are advocates within the buying agency and vendors are encouraged to contact them for more information on the specific products and services being purchased.

What we procure is as diverse as our programs, and includes (but isn't limited to):

Agricultural Commodities (grain)	Maintenance, Repair and Rebuilding of Equipment
Food Commodities (meat, poultry, fruits, vegetables,bakery/cereal, dairy, sugar and notes)	Lease or Rental of Office Buildings
Construction	Security
Housekeeping Services	Real Property
Architectural and Engineering Services	Arts, Graphics and Reproduction Services
Information Technology	Restoration of Family Housing
Special Studies and Analyses	Medical/Psychiatric Consultation Services
Professional, Administrative and Management Support Services	Office machines, text processing systems and visible record equipment
Natural Resources and Conservation Services	Medical, Dental and Veterinary Equipment and Supplies

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