

Conference Workshop Schedule

9:00 a.m. – 10:00 a.m.

State of Maryland: BRAC Update and the Opportunity to Take Advantage of the New Maryland Jobs Creation and Recovery Tax Credit (JCRTC) - Building I, Room 101

Brigadier General Mike Hayes USMC (Ret.) Managing Director, Office of Military & Federal Affairs; David Ghee, Manager, Department of Labor, Licensing & Regulation; Sean McEvoy, Director, Office of Small Business

Doing Business with the National Security Agency - Building I, Room 102

Mark L. Barnett, Chief, Industry Outreach and Facilitation, Directorate of Acquisition; Also Present: Katrina Kindle, PISA (Provisional Industrial Security Approval) Program Manager

Doing Business with the Department of Homeland Security - Building I, Room 203-4

Soraya Correa, Director, DHS Office of Procurement Operations; Expo Booth: Patricia Wyatt and Faye Jones, Office of Procurement Operations, Small Business Specialists; Harrison Smith, Contracting Officer, PACTS Program; Holly Donawa, Contracting Officer, EAGLE II Program

Basic Accounting for Government Contractors - Building II, Room 1012

Mark D. Chase, Partner

Doing Business with the U.S. Agency for International Development - Building II, Room 1022

Mauricio Vera, Director, OSDBU & Council Chair

Doing Business with the U.S. Department of Transportation - Building II, Room 1032

Jerry Franco Chief, Procurement Assistance Division, OSDBU

Department of Economic Development Services and Programs for Businesses - Building II, Room 1042

DeVance Walker, Jr., Ph.D. – Moderator and Presenter on Small Business Resources; John Korpela – An Overview of the Business Innovation Centers; Gerald F. Aldridge – Montgomery Works One-Stop Career Center; Lydia Lan – Department of Economic Development's Financing Programs

Marketing to the Nuclear Regulatory Commission - Building II, Room 1052

Diana Strong, Director, OSDBU

Guidelines for Success for Service-Disabled Veteran-Owned Small Businesses - Building II, Room 2022

Barry Kane, President, Catapult Technology

A Professional Approach to Government Business Development - Building II, Room 2052

Michael Bowlds, President, Mountaintop Marketing Group

Doing Business with the U.S. Department of Veterans Affairs - Building II, Room 3022

Tim J. Foreman, Executive Director, OSDBU

The Ins and Outs of Joint Ventures - Building II, Room 3062

Antonio Franco, Senior Partner, PilieroMazza, LLC

10:15 a.m. – 11:15 a.m.

The GSA Schedule: Your Ticket to the Federal Market - Building I, Room 101

Vanessa Payne, Analyst, Aronson & Company

Doing Business with a General Contractor as a Small Business - Building I, Room 102

Wesley Stith, Vice President, Clark Construction Group

Doing Business with the U.S. Army Corps of Engineers - Building I, Room 203-4

Jack Beecher, NAO, SDVOB Program Manager

Cloud Computing for Government Contractors - Building II, Room 1012

Joe Jezior, Jay Etheridge, & Tim Bailey, Technology & Business Solutions

Financing Options for Government Contractors - Building II, Room 1022

Kwesi Rogers, President, Federal National Payables, Doug Brown, Senior Vice President & Group Manager, Government Contractors Group, PNC Bank; Kristen Soles, CPA, Director, Government Contracting Group, Watkins Meegan LLC; Larry Davis, Managing Partner, Aronson Capital Partners

Doing Business with the U.S. Department of Energy - Building II, Room 1032

Kent Hibben, Business Opportunity Session Coordinator, Small Business Specialist, ED-3, EERE/Science/SBIR/STTR/TT/PA

Identifying Contracting Opportunities for Small Businesses Montgomery County Government

Department of General Services - Building II, Room 1042

David Dise, Director, Department of General Services; Kenneth Taylor, Manager, Office of Business Relations, Department of General Services

Doing Business with the U.S. Army - Building II, Room 1052

Alice Williams-Gray, Associate Director, Office of Small Business Programs

Doing Business with Lockheed Martin - Building II, Room 2022

John A. Zuccaro, Senior Manager, Procurement, Information Systems & Global Services

Strategies for Preparing Winning Proposals - Building II, Room 2052

Molly K. Gimmel, Executive Vice President, Design to Delivery, Inc.

Contractor Strategies for Responding to Government In-Sourcing - Building II, Room 3022

Robert Burton, Partner, Venable LLP

11:30 a.m. – 12:30 p.m.

Subcontracting in the Federal Environment - Building I, Room 101

Rebecca L. Kehoe, Senior Government Contracts Consultant, Watkins Meegan LLC

Doing Business with a General Contractor as a Small Business - Building I, Room 102

Wesley Stith, Vice President, Clark Construction Group

Doing Business with the U.S. Food & Drug Administration - Building I, Room 203-4

Sandra Bellinger, Director, Division of Information Technology; Also Present: Glenda Barfell, Director, Acquisitions and Grants; Leonard Grant, Associate Director

Deltek GovWin™ - Building II, Room 1012

Jeff White, Vice President, Sales, Deltek

The ABCs of Government Contracting - Building II, Room 1022

Alan Swendiman, Esq., Jackson & Campbell, P.C.; Hope A. Lane, Aronson & Company

How to Market and Team with Large Businesses - Building II, Room 1032

Wayne Pizer, Vice-President, Small Business Programs, L-3 STRATIS

Procurement Process and Legal Aspects with the Montgomery County Government Department of General Services (DGS) and Office of the County Attorney - Building II, Room 1042

Pam Jones, Division Chief, Office of Procurement; Richard Melnick, Associate County Attorney

United States Small Business Administration Overview - Building II, Room 1052

Loretta Taylor, Assistant Deputy Director for 8(a) Programs

Doing Business with Lockheed Martin - Building II, Room 2022

John A. Zuccaro, Senior Manager, Procurement, Information Systems & Global Services

Opportunities with the Defense Intelligence Agency - Building II, Room 2052

Don Camden - Contracting Officer will present the briefing; Ken Hartwell - Small Business Specialist will be located at booth.

Government Rejects Proposals Due to Non HR Compliance. Let Us Educate You. - Building II, Room 3022

Jackie Asencio, President, C2 Portfolio, Inc.

Doing Business with the National Institute of Standards and Technology - Building II, Room 3062

Cecelia Royster, Deputy Division Chief and Competition Advocate