

NATIONAL 8(a) 
ASSOCIATION

2012 Winter Conference

Partnering small business teams to capture large federal contracts

February 7th & 8th, 2012
Walt Disney World® Resort, Florida
Hosted by Disney's Grand Floridian Resort and Spa



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Co-host – US Hispanic Chamber of Commerce

February 6, 2012

MONDAY

- 5:00pm—7:00pm Pre-registration - Grand Foyer

If you are in town and would like to stop in for a light snack, introduce yourself and pick up your registration materials, please join us.

February 7, 2012

TUESDAY

- 7:00am—8:00am Registration - Grand Foyer
- 7:00am—8:00am Breakfast - Salons I-V
- 7:45am—12:30pm General Session—Salons I-V
- 7:45am—8:00am Welcome and Good Morning by Ron Perry



Ron Perry

President

National 8(a) Association



- 8:00am—8:15am Introduction of Keynote Speaker



Cassius Butts

Region IV Administrator

U.S. Small Business Administration

- 8:15am—8:45am Keynote Address



Marie Johns

Deputy Administrator

U.S. Small Business Administration

- 8:45am – 9:30 How to do Business with the Missile Defense Agency



Lee Rosenberg

Director
Small Business Programs
Missile Defense Agency



- 9:30am – 10:15am How to do Business with the US Intelligence Community /
Defense Intelligence Agency



Sherry Baldwin

Director
Small Business Programs
US Intelligence Community
Defense Intelligence Agency



- 10:15am – 11:00am How to do Business with NASA



Glenn Delgado

Associate Administrator
Small Business Programs,
NASA



- 11:00am – 12:30pm Jobs Act Update: Recent Developments Affecting 8(a)'s and Small Business Includes multiple award contracts, venture capital involvement, joint ventures, MAS set-asides, size reviews, New SBIR language, veteran preference, and GAO studies



John Klein

Associate General Counsel for
Procurement Law

U.S. Small Business Administration



Jon DeVore

Counsel

Birch Horton Bittner & Cherot,
Washington, DC

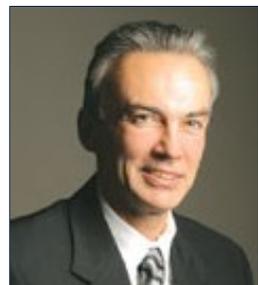
Birch Horton Bittner & Cherot
a professional corporation



Bob Tompkins

Partner

Patton Boggs, LLP Law Office



Walter Featherly

Anchorage Managing Partner
Patton Boggs, LLP Law Office



- 12:30pm – 1:30pm Lunch Speaker



Javier Palomarez

President
USHCC



- TRACK I CLASSES - St. Augustine Hall A&B
- 1:30pm – 2:30pm How to do business with these major primes



Layli Pietri

Small Business Liaison Officer
Balfour Beatty



Joellen Moore

Small Business Program Manager
IAP



Debbie Melvin

Small Business Liaison Officer
Boeing



Bruce Emerson

Procurement and Small Business
Programs
SAIC



- 2:30pm – 3:30pm Making your 8(a) Status Work For You
How to Get Noticed by Setting Yourself Apart from the Competition



Gloria Berthold Larkin

President
TargetGov at Marketing Outsource
Associates, Inc.



- **3:30pm – 4:30pm DELTEK – Industry Trends Report & Federal Budget Outlook**

Includes the status of FY2012 Appropriations, strategic areas of growth for federal contractors, overall contract opportunity outlook for FY2012, and benchmark results from the latest Clarity Survey – how they rank against their peers



Brian Haney

Vice President, Client Services
Deltek



Kim Koster

Director of Product Marketing
Deltek

Deltek Know more.
Do more.™

- **TRACK II CLASSES – St. Augustine Hall C&D**

- **1:30pm – 2:30pm Legislative Threats to the 8(a) Program**



Senator

Lisa Murkowski

United States Senator
for Alaska
via video



Christopher James

Assistant Administrator
Office of Native American Affairs
U.S. Small Business Administration

- 2:30pm – 3:30pm How To Win Federal Contracts and Make a Profit



Michael Payne
Partner
Cohen Seglias Pallas Greenhall



- 3:30pm – 4:30pm Upcoming Enhancements to the 8(a) Program



Darryl Hairston
Associate Administrator
U.S. Small Business Administration

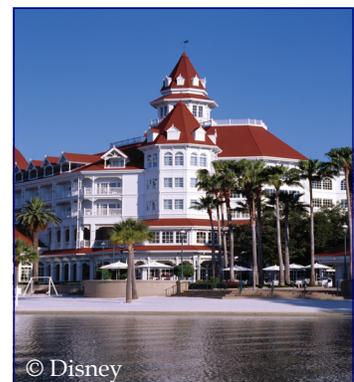


LeAnn Delaney
Deputy Associate Administrator for
Business Development
U.S. Small Business Administration



Jorge Silva-Puras
Region II Administrator
U.S. Small Business Administration

- 6:30pm – 8:30pm Networking Reception – Summer House



February 8, 2012

WEDNESDAY

- 7:00am – 8:00am Breakfast Salon I-V
- 7:50am – 8:00am Welcome Back for Day Two by Ron Perry
- 8:00am – 8:30am Keynote Address



David Hinson
National Director
U.S. Department of Commerce
MBDA



- 8:30am – 9:30pm Partnering Small Business Teams to Capture Large Federal Contracts -
MBDA and its network of Business Centers helps foster the growth and global competitiveness of US businesses that are minority owned. MBDA helps increase the size, scale, and capacity of minority business enterprises through access to capital, access to contracts, access to new markets and strategic business consulting.



MODERATOR

Holden Hoofnagle
Chief of Business Development
US Department of Commerce
MBDA

PANALISTS

Malik Ali
MBDA Business Center - Orlando, FL

Joseph Montes
MBDA Federal Procurement Center

DeAnn Alexander
Senior Advisor for Native American
Affairs, US Department of Commerce

Carlos Guzman
Senior National Business Development
Specialist



- 9:30am – 10:15am How to do Business with the US Department of the Interior



Mark Oliver

Director
OSDBU US Department of
the Interior



- 10:15am – 11:00am How to do Business with the US Department of Health and Human Services



Teresa Lewis

Director
US Department of
Health and Human Services



- 11:00am – 11:45pm USACE Service Disabled Veteran Owned Small Business Program



Jack Beecher

Program Manager
SDVSB Program, USACE



- 11:45am – 12:30pm How to do Business with the US Department of Treasury



Pamela Wilson

Business Analyst
US Department of
Treasury



- 12:30pm – 1:30pm Lunch

Lunch will be served in Salons I-V

- 1:30pm – 3:00 Federal Investigation, Suspension and Debarment



John Klein

Associate General Counsel for
Procurement Law

U.S. Small Business Administration



Christine V. Williams

Counsel
Perkins Coie



Richard W. Oehler

Partner
Perkins Coie



Donald (Don) Carney

Partner
Perkins Coie



- TRACK I CLASSES – St. Augustine Hall A&B
- 3:00pm – 4:00pm Today’s Business Runs on the Social Network: How Does it Affect You?



Danielle Ryman
 Counsel
 Perkins Coie



- 4:00pm-5:00pm How to do Business with the US Department of State





Shapleigh Drisko
 Director
 OSDDBU
 US Department of State



- TRACK II CLASSES – St. Augustine Hall C&D
- 3:00pm – 4:00pm Making your 8(a) Status Work For You
 Learn the core values of teaming as an 8(a) certified firm, teaming within particular industries, new mentor / protégé rules and regulations on 8(a)'s



Lourdes Martin-Rosa
 President & Founder
 Government Business Solutions



- 4:00pm – 5:00pm Partnering with Tribes, Alaska Native Corps., Native Hawaiian Organizations: We are great teaming partners/ What we offer as teaming partners/ What we are looking for in teaming partners



Maver Carey

President & CEO
The Kuskokwim Corp.

INVITED



Annette Hamilton

COO and Vice President
Ho-Chunk, Inc.

INVITED



Janice Hotch

Office of Diversity Solutions
Sealaska Corp.

INVITED



Robert Mele

President & CEO
Seneca Construction, LLC

INVITED



- 4:00pm – 5:30pm Matchmaking Session

The matchmaking session is a face to face meetings to help grow alliances between small business, government agencies, and prime contractors. The following will be participating in the matchmaking session.

U.S. Department of the Interior



National Aeronautics & Space Administration



U.S. Department of the Treasury



U.S. Department of Health & Human Services



U.S. Department of State



U.S. Defense Intelligence Agency



Missile Defence Agency



TEYA TECHNOLOGIES



- Close of conference

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