

# 2nd Annual Women Veterans Small Business Summit - June 22 - 23, 2022

DEPARTMENT OF VETERANS AFFAIRS



WOMEN VETERAN-OWNED SMALL  
BUSINESS INITIATIVE



*Featuring the Women Veterans Small Business Forum*

## 2nd Annual Women Veterans Small Business Summit

presented by

**U.S. Department of Veterans Affairs**

and

**U.S. Women's Chamber of  
Commerce**

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# 2nd Annual Women Veterans Small Business Summit

## June 22 -23, 2022

### AGENDA

#### Day 1 | June 22, 2022 - Women Veterans Small Business Forum

- 9:00 AM **Welcome and Opening Remarks from VA & USWCC**  
**Michelle' G-I" Gardner-Ince**, Director, Women Veteran-Owned Small Business Initiative (WVOSBI)  
**Charmagne Manning**, President, U.S. Women's Chamber of Commerce / VP of Government Affairs, American Small Business Chamber of Commerce
- 9:20 AM **Demographics for Women Veterans Businesses/Women Veterans Business Initiative**  
**Michelle Gardner-Ince**, Director, Women Veteran-Owned Small Business Initiative, OSDDBU, U.S. Department of Veterans Affairs
- 10:00 AM **GovCon 101**  
**Leigh Christian**, TechRich 7(j) Project Manager, The Catalyst Program
- 12:00 PM **Closing Remarks & Adjournment**  
**Kimberly Osborne**, Deputy Executive Director, U.S. Department of Veteran Affairs, OSDDBU
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#### Day 2 | June 23, 2022 - 2nd Annual Women Veterans Small Business Summit

- 9:00 AM **Welcome and Opening Remarks from VA & USWCC**  
**Kimberly Osborne**, Deputy Executive Director, U.S. Department of Veteran Affairs, OSDDBU  
**Charmagne Manning**, President, U.S. Women's Chamber of Commerce / VP of Government Affairs, American Small Business Chamber of Commerce
- 9:20 AM **Executive Order 13985 Brief | Advancing Racial Equity and Support for Underserved Communities through the Federal Government**  
**Sam Le**, Director of Policy, Planning and Liaison, Office of Government Contracting and Business Development, Small Business Administration
- 9:50 AM **Women Veterans Business Initiative**  
**Michelle Gardner-Ince**, Director, Women Veteran-Owned Small Business Initiative, OSDDBU, U.S. Department of Veterans Affairs
- 10:15 AM **Navigating the Federal Government**  
**Archisha Mehan**, Senior Federal Product Manager, Fedmine+GovSpend
- 11:00 AM **U.S. Department of Veterans Affairs Enterprise-Wide Acquisition Briefs & Building Bridges with VA Pathfinders (New Online Small Business Engagement Portal) | Breakout Sessions**
- Option 1:** Strategic Acquisition Center (SAC)  
**Regina McGregor**, U.S. Department of Veterans Affairs
- Option 2:** Building Bridges with VA Pathfinders  
**Ernest Reed**, U.S. Department of Veterans Affairs
- Option 3:** Technology Acquisition Center (TAC)

	<b>Tony Owens</b> , U.S. Department of Veterans Affairs	
11:30 AM	<b>Lunch Break</b>	
12:00 PM	<b>Building Bridges with Industry</b> <b>Kim Hayward</b> , Chief Quality Assurance, National Cemetery Administration, U.S. Department of Veterans Affairs	
1:00 PM	<b>Building Bridges with Industry</b> <b>Zebulon Fox</b> , Associate Executive Director, CFM, Office of Construction and Facilities Management (CFM), U.S. Department of Veterans Affairs	
2:00 PM	<b>Matchmaking Logistics</b> <b>Charmagne Manning</b> , President, U.S. Women's Chamber of Commerce / VP of Government Affairs, American Small Business Chamber of Commerce	
2:20 PM	<b>Roundtable Matchmaking Sessions   Prime Vendors, VA and Other Govt Agencies</b>	
	Session 1   2:20 pm - 2:40 pm	Session 2   2:45 pm - 3:05 pm
	Session 3   3:10 pm - 3:30 pm	Session 4   3:35 pm - 3:55 pm
	Session 5   4:00 pm - 4:20 pm	
4:30 PM	<b>Open Networking Sessions</b>	
	Community of Interest	Prime Vendors
	Govt Agency	Non-Profits
	State Resources	
5:05 PM	<b>Closing Remarks &amp; Adjournment</b> <b>Michelle' G-I" Gardner-Ince</b> , Director, Women Veteran-Owned Small Business Initiative (WVOSBI)	

## Matchmaking

Our thanks goes out to all of the staff from the government agencies, large prime contractors and resource providers for taking part in this summit and matchmaking sessions.

*We hope you will thank them, too.*

### Federal Agencies

- Millennium Challenge Corporation
- U.S. Agency for International Development
- U.S. Department of Agriculture
  - Farm Production and Conservation (FPAC)
- U.S. Department of Labor
- U.S. Department of Transportation
- U.S. Department of Veteran Affairs
  - National Cemetery Administration
  - National Acquisition Center (NAC)
  - Office of Construction and Facilities Management

- OSDDBU
- Strategic Acquisition Center (SAC)
- Technology Acquisition Center (TAC)
- Veterans Healthcare Administration (VHA)

### Prime Contractors

- Acumen
- Leo A Daly
- TriWest Healthcare Alliance

# Biographies

## Leigh Christian

### **TechRich 7(j) Project Manager The Catalyst**

The Catalyst Center serves entrepreneurs and small business owners in every stage of business. We aim to provide best-in-class coaching, in-demand services, and relevant programs to foster small businesses' success. We have two Women's Business Centers and a 7J Management and Technical Assistance Program.

The 7(j) Program provides specialized, high-quality assistance to small, disadvantaged businesses interested in Government Contracting. Funded by SBA, The Catalyst provides assistance across the nation. We serve all small businesses with special focus on small, disadvantaged businesses

Through our resources of national subject matter experts, The Catalyst provides one-on-one coaching to small businesses, numerous Government Contracting workshops in our Government Contracting Credential (GCC) program and many special events including our "Doing Business with...Different Federal Agencies series," and other networking/connecting events. Most of our events are virtual or hybrid for convenience to our clients.

## Dr. Zebulon Fox

### **Associate Executive Director, Office of Facilities Acquisition (OFA), Office of Construction and Facilities Management (CFM) U.S. Department of Veterans Affairs**

Dr. Zebulon Fox serves as the Associate Executive Director for the Office of Facilities Acquisition (OFA) within the Office of Construction and Facilities Management (CFM). As the Associate Executive Director of OFA, Dr. Fox oversees CFM's Major Construction and Architect and Engineering (A/E) contracting program as well as CFM's procurement policy office and interagency support program. Dr. Fox serves as the principal advisor to the Executive Director of CFM by providing procurement oversight and guidance to effectively manage the Major Construction Program, in addition to seismic corrections, physical security, and historic preservation of VA's facilities.

Prior to Dr. Fox's current appointment, Dr. Fox served as the CFM Director of AE Construction Contracting Policy Service. Dr. Fox's career at VA began at the VA Acquisition Academy as a member of the Acquisition Fellow class of 2009. Dr. Fox earned a Doctorate in Business Administration from Walden University in 2019 and maintains FAC-C Level III, LCP Level II, and FE/C Level I certifications.

## Michelle Gardner-Ince

### **Director, Women Veteran-Owned Small Business Initiative (WVOSBI) U.S. Department of Veterans Affairs**

Michelle "G.I." Gardner-Ince is the architect of the Department of Veterans Affairs' inaugural Women Veteran-Owned Small Business (WVOSB) Initiative. The program brings together like-minded female veteran and non-veteran entrepreneurs to position and enable their success and to remove obstacles that often stand in the way.

## Kim Hayward

### **Chief Quality Assurance, National Cemetery Administration, U.S. Department of Veterans Affairs**

Kim Hayward served active duty in the United States Marine Corps serving as a Contract Officer from 1994 – 1999. Upon leaving active duty, she joined the Defense Logistics Agency in Ft. Belvoir VA working as a Procurement Analyst. After leaving the Civil Service to teach, she returned to Contracting to work at the Defense Commissary Agency and later at the Navy Facilities Engineering Command where she worked as a Contracting Officer in Construction and Architecture and Engineering in Quantico, VA. In 2019 she served in the Contract Policy Department at the Defense Human Resource Activity in Alexandria VA. Ms. Hayward is currently serving as the Chief of Quality Assurance at the National Cemetery Administration Contracting Service. Ms. Hayward has a Bachelor of Science in Management from Park University.

## Sam Le

### **Director of Policy, Planning and Liaison, SBA's Office of Government Contracting and Business Development**

Sam is responsible for small business government contracting regulations, small business size standards, and small business prime contracting goals for

executive agencies.

## Charmagne Manning

### **President, U.S. Women's Chamber of Commerce/VP of Gov't Affairs, The American Small Business Chamber of Commerce**

Charmagne Manning is the President of the U.S. Women's Chamber of Commerce® (uswcc.org) and VP of Gov't Affairs at The American Small Business Chamber of Commerce (ASBCC). Charmagne brings more than 20 years of relevant experience to the table for any small business or entrepreneur. Ms. Manning's previous experience in developing and operating various service-related businesses in several markets – from construction management, hospitality, and personal care service, to governmental services, and non-profits. Additionally, Ms. Manning enjoyed a lengthy career while serving in multiple positions within Local Government. With her wealth of entrepreneurial abilities coupled with her vast knowledge of the interworking of government, she is able to extend a steady and knowledgeable hand toward the advancement of small businesses. Her goal is simple – to empower small business leaders to start and develop successful businesses while advancing related government policy.

## Regina McGregor

### **Director of Stakeholder Engagement, Strategic Acquisition Center U.S. Department of Veteran Affairs**

Regina McGregor is responsible for oversight and coordination of all internal and external communications on behalf of the Department of Veterans Affairs, Strategic Acquisition Center (SAC) to include introduction and marketing of SAC's new and existing strategically sourced contract vehicles via an evolving menu of communication platforms such as VA's intranet and internet sites, webinars, conferencing, training, Skype, brochure design and distribution, press announcements, and public service announcements.

## Archisha Mehan

### **Senior Federal Product Manager Fedmine+GovSpend**

Archisha Mehan is a seasoned professional and small business advocate with over 25 years of diversified experience in business management, strategy, finance and federal contracting.

At Fedmine she is engaged with our partners and government agency clients in providing superior federal business intelligence. Deeply rooted in the business and federal community she is VP for Education for SAME Small Business Committee and is a loan committee member for SBA 504 loans at BFG. She has an MBA in finance from University of Stirling, Scotland and an undergraduate degree in Finance and Accounting from University of Mumbai, India.

**Kimberly Osborne**  
**Deputy Executive Director, OSDBU**  
**U.S. Department of Veteran Affairs**

Ms. Osborne comes to the Office of Small and Disadvantaged Business Utilization from the Board of Veterans Appeals (BVA/Board), where she has served for 26 years as an attorney, Senior Counsel, Veteran Law Judge, Chief Veterans Law Judge and Deputy Vice Chairman.

As Deputy Vice Chairman, Ms. Osborne was an active member of the Board's top management team. In this role, she directly supervised Veterans Law Judges, attorneys and professional administrative staff in issuing quality and timely Board

decisions.

Ms. Osborne previously served as a Chief Veterans Law Judge from 2008 to 2016, where she managed a team of approximately 50 attorneys and judges in deciding appeals. In 2006, she was appointed by VA Secretary Jim Nicholson as a Veterans Law Judge, with the approval of President George W. Bush. Ms. Osborne's responsibilities included presiding over hearings and independently reviewing and issuing appellate decisions for the Secretary of the Department of Veterans Affairs (VA) pursuant to 38 U.S.C. § 7101A. While at the Board, she also served as an Associate Counsel, Counsel, and Senior Counsel.

During Ms. Osborne's tenure at the Board, she has received numerous awards, including the Gears of Government Award from VA Secretary Robert L. Wilkie in March 2019.

**Tony Owens**  
**Technology Acquisition Center**  
**(TAC), U.S. Department of Veterans**  
**Affairs**

Tony Owens serves as the TAC interface

with VA Office of Small and Disadvantaged Business Utilization (OSDBU) and Small Business Administration (SBA). Tony promotes compliance with the public law that provides priority to SDVOSB/VOSB awards.

**Ernest Reed**  
**Director, Category Management**  
**Support, Office of Procurement,**  
**Acquisition & Logistics, U.S.**  
**Department of Veteran Affairs**

As the Director of Category Management Support Office (CMSO), he assist Category Managers, Acquisition Professionals, and Program Managers in the acquisition of goods and services using the tenets of Category Management, including improved Vendor and Demand Management, Strategic Sourcing, and Data Analysis and Sharing, to achieve the lowest Total Cost of Ownership possible while leveraging every dollar spent for the good of the Veteran. Mr. Reed leads a team of 10 FTEs and 15 contracted personnel.



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DAP is a premier professional and certified as an SBA 8(a), HUBZone, SDVOSB, WOSB and LEED verified/certified company that has established a solid reputation with all clients to include numerous governmental agencies. DAPs achievements and milestones are what set them apart from many.

<p><b>NAICS CODES:</b> 236220, 561730, 236115, 236116, 236117, 236118, 237110, 238190, 238210, 238220, 238290, 238310, 238320, 238330, 238350</p>	<p><b>SAM UNIQUE ENTITY ID:</b> YR7CLZFGCM9 <b>CAGE:</b> 610F0</p>	<p><b>Bonding Capabilities</b> 30M-Aggregate 15M-Per Project</p>
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DAP PAST EXPERIENCE	Project Description	Estimated Cost
US Forest/NPS	TRBD/Replace Obsolete House	\$1.6M
GSA/CBP - Lukeville, AZ	Install BRG @ Lukeville LPOE	\$731k
USACE - Luke - AFB	POCA - ALIS F-16 Kiosk – Elec Upgrade	\$2M
GSA	Solar Tint (Las Vegas, NV & Roof Replace @ Luke AFB)	\$1M
DM - AFB - AZ	D/B - Reno & Coatings IDIQ/Fire Alarm/Supp Upgrades	\$7M
USACE - JBLM - WA	D/B - Ground-Up Aircraft Parts Warehouse	\$2.8M
Tobyhanna - TPG – PA	Encrypted Camera Building Security - SCIF	\$1.9M
B. of Reclamation - AZ	D/B Generator Fire Suppression System - Glen Canyon Dam	\$1.7M
Little Rock AFB - AR	D/B Construction Projects, Little Rock, AFB <ul style="list-style-type: none"> <li>• Airfield Paving/Stripping &amp; Concrete Repairs</li> <li>• FSS Theater Renovation &amp; ADA Upgrades</li> <li>• Upgrade Processing Facility</li> </ul>	\$5.6M
Veterans Affairs	General Construction – Tucson/Prescott/Santa Fe	\$1.4M
Dugway – DPG - UT	Repair Crew Facilities/Fire Sup & Generator Rep	\$1.8M
Cannon AFB - NM	D/B - Fire Suppression Loop Installation & HVAC	\$2.7M
USACE – YPG - AZ	Paving/Markings – (2) POCA's	\$5.3M
MICC - WSMR - TX	ADA Sidewalks/Forsyth Road & Guard Rails	\$1.5M



Alicia Hernandez, Owner/Principal, has over twenty-five (25) years of experience in Construction and Project Management. Ms. Hernandez has served in various roles and has extensive knowledge in construction management, design, contract work, service and repairs. She holds a Masters in Architecture, and proudly served in the United States Army as a Regular Army Officer (as Captain) and earned her Airborne Wings and the Bronze Star Medal for service during the Persian Gulf War.



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- ★ White House Honoree: Woman Veteran's Leader Champion of Change
- ★ SBA Santa Ana District: Small Businessperson of the Year
- ★ Washington Technology: Industry Innovators Finalist

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- Cloud Computing & Migration Services
- IT Service Management
- Systems/Network Engineering

## CYBERSECURITY



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- Situational Intelligence
- Risk Management
- Audit & Assessment
- Vulnerability Management & Remediation

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- Acquisition & Contracts Management
- Logistics

## ZERO TRUST ARCHITECTURE



- Asset Visibility
- Real-Time Risk Visibility & Control
- Risk & Threat Modeling
- Policy Management
- Policy Automation

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TechCORE MSS is a minority woman service-disabled veteran-owned small business (MBE/WOSB/SDVOSB) professional service solution organization with over 25 years of experience delivering high-quality technical and professional services to federal, state and commercial clients.



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# Upcoming Meetings

## National Summits & Agency Outreach

- **7/20/2022** – National Small Business Federal Contracting Summit Hybrid Summer
- **10/11/2022 – 10/12/2022** – National Small Business Federal Contracting Summit Hybrid Fall featuring *Hill Day and The National Association of Small Business Contractors Awards*

Check Out our online meetings at [uswcc.org/meetings](http://uswcc.org/meetings)

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Value-Added Experience

- Best practices
- People
- Technology
- Process
- Core Values

**Why?**  
Strategic Alignment



**What?**  
End-to-End Life Cycle Delivery

- Assess and plan
- Design
- Build
- Implement
- Optimize

### NAIC CODES

- 541211: Office of Certified Public Accounts
- 541219: Other Accounting Services
- 541611: Administrative Management & Consulting Services
- 561110: Office Administrative Services
- 611430: Professional & Management Development Training

UNIQUE ENTITY ID: LK83A6N86DN5

CAGE CODE: 5ZSF1

GSA MAS SCHEDULE CONTRACT NO: 47QRAA22D006V

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- Forensic Audits

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- Editing/Proofreading

#### Organizational Development

- Business Re-engineering
- Risk Management
- Policy Development
- Program Management

#### Administrative Support

- Staff Augmentation
- Acquisition Support
- Human Resources
- Logistical Support

#### Training

- Financial Accounting
- Risk Management
- Workforce Development
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#### Logistic Support

- Facilities Maintenance

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### SELECT STATE CLIENTS



### CERTIFICATIONS

