

2nd Annual  
**Small Business Federal  
Contracting Summit**  
*New Orleans, LA | January 16 - 17, 2024*

Welcome friends:

Small businesses lead our economy and are the very fabric of our vibrant American communities. We provide the federal government with a level of flexibility, innovation, ingenuity, and commitment to quality that is simply unmatched.

The Small Business Alliance of Government Contractors™ – a joint council of The American Small Business Chamber of Commerce® and the U.S. Women's Chamber of Commerce® – is the strong, independent force working to open the doors to small business contracts and assure government accountability for small business suppliers.

Thank you for all the support provided by our friends at the federal agencies and prime contractors who are speakers and attending one-on-one meetings with attendees.

**Charmagne Manning, Summit Facilitator**  
President - U.S. Women's Chamber of Commerce  
VP Gov't Affairs - The American Small Business Chamber of Commerce

We extend our thanks to all of the government and prime contractor representatives supporting this summit.

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## NSBFCS SUMMIT SCHEDULE

**Tuesday**  
**January 16, 2024**  
**Central Time**

**Supplier Technical Training**  
**Federal Agency & Large Prime Opportunities Briefs**  
**Small Business Networking**

11:30 a.m. **Registration and Networking**

12:00 p.m. **Small Business Alliance of Government Contractors (SBAGC) Welcome, Chamber Update and Sponsor Recognition**  
**Charmagne Manning** - President, U.S. Women's Chamber of Commerce  
V.P. Gov't Affairs, American Small Business Chamber of Commerce

12:15 p.m. **Joint Session: Small Business Resource Every Federal Supplier Needs**  
**Paula Roddy**- DOTD Program Director, Department of Transportation and Development  
**Tatiana Bruce** - Senior Program Manager, Small Business Services, Louisiana Economic Development  
**Jo Ann Lawrence** - Deputy District Director, Louisiana District Office, U.S. Small Business Administration  
**Dr. Gayle Flowers** - Director, Northwest Louisiana APEX Accelerator  
**Klassi Duncan** - Vice President, Center for Entrepreneurship & Innovation

1:15 p.m. **Working with FEMA Before, During, and After a Disaster**  
**Latesha Holloman** - Industry Liaison Specialist, FEMA  
**Amy Connolly** - Management Analyst | OCCPO | Mission Support, FEMA

2:00 p.m. **Panel: U.S. Army Corp of Engineers | Working with the Districts of Mississippi Valley & New Orleans**  
**Marlan Snodgrass** - Assistant Director Office of Small Business Programs, USACE Mississippi Valley Division (MVD)  
**David Willis** - Deputy, Office of Small Business Programs, USACE New Orleans

2:30 p.m. **NASA Small Business Opportunities and Resources Featuring John C. Stennis Space Center**  
**Kay Doane** - Business Development Specialist, John C. Stennis Space Center (SSC)

3:00 p.m. **Small Business Networking Challenge**  
**Host: Charmagne Manning** - President; U.S. Women's Chamber of Commerce; VP of Gov't Affairs, The American Small Business Chamber of Commerce

4:00 p.m. **Adjourn**



# NSBFCS SUMMIT SCHEDULE

Wednesday  
January 17, 2024  
Central Time

Supplier Technical Training  
Federal Agency & Large Prime Opportunities Briefs  
One-on-One Matchmaking

- 7:45 a.m.      **Registration, Coffee and Networking**
- 8:00 a.m.      **Small Business Alliance of Government Contractors (SBAGC) Welcome, Chamber Update and Sponsor Recognition**  
**Charmagne Manning** - President, U.S. Women's Chamber of Commerce  
V.P. Gov't Affairs, American Small Business Chamber of Commerce
- 8:30 a.m.      **Air Force Material Command (AFMC): Overview, Mission, and How to Connect to Acquisition Opportunities**  
**Jeff Mellott** - Director of Small Business Programs, Air Force Material Command, United States Air Force
- 8:50 a.m.      **Air Force Installation and Mission Support Center (AFIMSC): Overview, Mission, and How to Connect to Infrastructure Support Opportunities**  
**Gregory Santiago** - Director, Small Business Programs, Air Force Installation and Mission Support Center (AFIMSC), United State Air Force
- 9:20 a.m.      **Working with the U.S. Department of Homeland Security**  
**Sharon Phillips** - Senior Procurement Analyst, U.S. Department of Homeland Security  
Office of Small and Disadvantaged Business Utilization
- 10:00 a.m.      **Get in the Game with U.S Department of Health and Human Services (HHS)**  
**Shannon C. Jackson** - Executive Director, Office of Small and Disadvantaged Business Utilization (OSDBU), U.S Department of Health and Human Services
- 10:45 a.m.      **Morning Break**
- 11:00 a.m.      **Legislative and Regulatory Update**  
**Sam Le** - Director of Policy, Planning, and Liaison, Office of Government Contracting and Business Development, U.S. Small Business Administration
- 11:45 p.m.      **Procurement Readiness for the Small Business Federal Supplier**  
**Diane G. Dempsey** - Director, Small Business Programs, Intelligence & Security  
BAE Systems, Inc.
- 12:30 p.m.      **Lunch** (on your own)
- 1:30 p.m.      **Matchmaking** (one-on-one)
- 4:30 p.m.      **Adjourn**

# Matchmaking Participants

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

- Federal Aviation Administration (FAA)
- Federal Emergency Management Agency (FEMA)
- General Service Administration (GSA)
- Louisiana Department of Transportation & Development
- National Aeronautics and Space Administration (NASA)
  - NASA Shared Services Center
- U.S. Air Force
  - Air Force Global Strike Command
  - Air Force Installation and Mission Support
  - Air Force Materiel Command
- U.S. Army Corp of Engineers
  - Memphis District (MVM)
  - Mississippi Valley Division (MVD)
  - New Orleans Division
- U.S. Department of Defense-Defense Threat Reduction Agency (DTRA)
- U.S. Department of Environmental Protection Agency (EPA)
- U.S. Department of Health & Human Services
- U.S. Department of Homeland Security

- U.S. Department of Veterans Affairs
  - National Cemetery Administration (NCA)
  - OSDDBU
  - Strategic Acquisition Center (SAC)
  - Veterans Health Administration | NOLA - Network Contracting Office 16

## PRIME CONTRACTORS

- B.L. Harbert International
- BAE Systems
- CGI Federal
- L3 Harris
- SAIC

## RESOURCE PARTNERS

- Center for Entrepreneurship & Innovation | Women's Business Resource Center
- Louisiana Economic Development | Small Business Services
- Northwest Louisiana APEX Accelerator
- Small Business Administration | HQ (DC Area)
- Small Business Administration | Louisiana

## Matchmaking Table Assignments

1. Louisiana Economic Development	8. Air Force Global Strike Command	15. B.L. Harbert International	15	8
2. LA Dept. of Transportation & Development	9. FEMA	16. DTRA	27 23 19	7
3. Center for Entrepreneurship & Innovation	10. U.S. Dept. of Homeland Security	17. EPA	26 22 18	6
4. SBA   Louisiana & HQ	11. U.S. Army Corp of Engineers   New Orleans	18. HHS	25 21 17	5
5. NASA Shared Services Center	12. U.S. Army Corp of Engineers   Mississippi Valley	19. CGI Federal	24 20 16	4
6. FAA Administration	13. U.S. Army Corp of Engineers   Memphis District	20. BAE Systems	11	3
7. Air Force Materiel Command	14. GSA	21. L3 Harris	10	2
		22. SAIC	9	1
		23. VA   OSDDBU		
		24. VA   NCA		
		25. VA   SAC		
		26. VA   VHA NOLA		

# Biographies

## Tatiana Bruce

**Senior Program Manager  
Small Business Services  
Louisiana Economic  
Development**

Tatiana Bruce is a native of Cali, Colombia and has been living in Louisiana for the last fifteen years. In 2005 she graduated with a BS in Economics from Universidad del Valle (Cali, Colombia). Before graduating from College, she worked as an intern in a family-owned chemical company and after graduation moved to a position overseeing the retail side of the business. After five years with the company she decided moved to the U.S. to pursue a Master's degree and received a scholarship from Southern University and A&M College MBA program, completing her Master of Business Administration in December 2013.

Tatiana joined the LED Small Business Services team in January 2014 and has worked with planning, coordinating, and implementing programmatic and educational efforts that enhance the entrepreneurial environment across the state of Louisiana. She is responsible for programs providing training and developmental assistance to business owners including the Small and Emerging Business Development (SEBD) Program, Hudson and Veteran Initiatives, Mentor Protégé Recognition Program in addition to supporting of business to business activities particularly related to woman and minority owned businesses, best practices and policy issues to identify potential opportunities for enhancement of services to Louisiana small businesses.

Since joining the team, Tatiana has completed trainings related to economic development including the True South Economic Development Course at the University of Southern Mississippi as well as the Supplier Diversity Leadership certification at the University of Central Florida.

## Amy Connolly

**Management Analyst | OCCPO |  
Mission Support  
Federal Emergency Management  
Agency**

Amy Connolly is a Small Business Specialist under FEMA's Office of Chief Component Procurement Officer. Amy started working for FEMA after Hurricane Katrina and has been working for FEMA in various programs and regions for the past 15 years. Her experience in Individual Assistance, Disaster Operations, Voluntary Agency Programs, Congressional Affairs and External Affairs benefits her knowledge of FEMA's program areas and procurement needs.

## Diane G. Dempsey

**Director, Small Business  
Programs, Intelligence & Security  
BAE Systems, Inc.**

Ms. Dempsey has enjoyed an extensive career in the field of procurement, subcontracts and supplier diversity. Currently she is the Director, Small Business Programs for BAE Systems Intelligence & Security Sector. Ms Dempsey has also been a small business advocate for several prime contractors in the DC Metropolitan area. She serves on multiple boards and committees, most recently served as the Chair, Capital Region Minority Supplier Development Council Board of Directors. Additionally, she has served as the TRIAD Industry

Group Co-Chair since 2006. Her leadership and advocacy have been recognized with many awards, including the National Veterans Small Business Coalition 2021 Prime Contractor – Advocate of the Year and U.S. Women's Chamber of Commerce, 2021 CEO Award.

Under her leadership, BAE Systems Inc. Intelligence & Security Sector received the prestigious SBA Dwight D. Eisenhower Award in 2023.

She received her B.S. from Mary Washington College, Certificate in Contracts & Procurement, University of Virginia, and Master's Certificate in Procurement & Supply Chain Management, MS and MBA from the University of Maryland. She is also a certified supplier diversity professional and instructor for the Alliance of Supplier Diversity Professionals for 13 years.

## Kay S. Doane

**Small Business Specialist  
NASA Office of Small Business  
Programs, John C. Stennis Space  
Center, Mississippi**

Mrs. Kay S. Doane is the Small Business Specialist (SBS) at NASA's John C. Stennis Space Center (SSC) in Mississippi. Mrs. Doane retired from the Air Force Reserve in 2009 as an E7 Master Sergeant with 20 years of honorable service. She holds a bachelor's degree from Grantham University in Business Administration. Kay worked as a government employee since 1991 in various positions. She started her career in Finance with the Department of the Navy (DON) transferring briefly to the Defense Information Systems Agency (DISA) until joining NASA Shared Services (NSSC) in 2005. In 2013, Kay accepted a detail to

Procurement within the NSSC to start her career as a Contract Specialist receiving her Federal Acquisition Certification (FAC) Level II in 2015. As of Feb 2017, Kay transferred to Stennis Space Center as their Small Business Specialist in the Office of Small Business Programs (OSBP).

### **Klassi Duncan**

#### **Vice President**

#### **Center for Entrepreneurship & Innovation**

Klassi R. Duncan currently serves as Vice President of the Center for Entrepreneurship & Innovation (CEI) at the Urban League of Louisiana (ULLA). The CEI provides small business education, counseling services, and access to resources for women and minority entrepreneurs across the state of Louisiana. The CEI's operations include: the Women's Business Resource Center, the Contractor's Resource Center, and the Small Business Support Services Center. Ms. Duncan also oversees ULLA's work with the Louisiana Department of Transportation and Development to administer its Disadvantaged Business Enterprise (DBE) Supportive Services Program in Region B (New Orleans/Hammond).

Under her leadership, the Women's Business Resource Center was awarded the 2020 State and Region VI Women's Center of Excellence Award, the 2019 Region VI Women's Center of Excellence Award, and the 2017 Women's Business Champion Award by the U.S. Small Business Administration, Louisiana District Office for their work in promoting and developing women-owned

businesses across the region.

Ms. Duncan earned a BS in Business Management and a Master in Business Administration at Florida A&M University in Tallahassee, FL. She is also a Certified Professional in Supply Chain Management and a Certified Professional in Supplier Diversity.

### **Dr. Gayle Flowers**

#### **Director**

#### **Northwest Louisiana APEX Accelerator**

Dr. Gayle Flowers is the Director of the Northwest Louisiana APEX Accelerator (NWL APEX), a federally funded program providing counseling, education, and connections at no cost to help business owners secure federal, state, and local government contracts.

Before NWLA APEX, Dr. Flowers was a community college Vice Chancellor for Economic & Workforce Development for five years, leading the college's mission to provide customized and relevant education and training and connected employers to the college. Prior to that, Dr. Flowers served as a Director for Caddo Parish Public Schools. Her extensive responsibilities included serving as director of high schools, career-technical education, alternative schools, adult education, and school counseling. Dr. Flowers' visionary leadership was evident as the principal of the nationally recognized Caddo Career and Technology Center, where she implemented student work-based learning experiences, industry-recognized certifications, and dual enrollment, revolutionary initiatives then which are now north stars of

quality education and economic development.

While the success of Louisiana's workforce and economy have always been at the forefront in her career, she also invests her knowledge and leadership by serving on local, state, and national boards.

### **Latesha Holloman**

#### **Liaison Specialist**

#### **Federal Emergency Management Agency (FEMA)**

Latesha Holloman has been an Industry Liaison Specialist under FEMA's Business Relations Branch of the Office of the Chief Component Procurement Office for the past eleven years. Prior to that she worked for the Department of Defense's Human Resource Command where she conducted army officer assignments for 25 years. Latesha Holloman has been deployed to disasters in Texas and Puerto Rico where she supports contract and program staff as well as FEMA's Local Business Transition Team.

### **Shannon C. Jackson**

#### **Executive Director, OSDDBU**

#### **U.S Department of Health and Human Services**

Mr. Shannon Jackson was appointed as the Executive Director for the U.S. Department of Health and Human Services (HHS) Office of Small and Disadvantaged Business Utilization (OSDBU) in November 2021. He is responsible for implementing small business procurement programs across the HHS portfolio valued at more than \$9 billion in awarded contracts to small businesses annually.

Mr. Jackson joined HHS with 29 years of experience which includes his U.S. Army Officer service, and the Department of Defense (DoD) Office of Small Business Programs (OSBP) where he served in various roles as Acting Director of OSBP, Deputy Director of OSBP, Associate Director for the DoD Mentor Protégé Program, and Senior Advisor to the Director of the DoD OSBP.

**Jo Ann Lawrence**  
**Deputy District Director,**  
**Louisiana District Office**  
**U.S. Small Business**  
**Administration**

As the Deputy District Director for the Louisiana District Office Jo manages the district office staff. She is responsible for providing effective leadership, management and oversight to ensure optimization and deployment of SBA programs and services. She has extensive experience and expertise in providing business development, financial management, contracting, and procurement assistance to small businesses in Louisiana. She is a nationwide expert on the 8(a) Business Development program, HUBZone certification, Woman-owned Small Business certification, Veteran-owned Small Business Certification, 7(j) Management and Technical Assistance, Joint Ventures and Mentor Protégé Programs. Mrs. Lawrence is frequently called upon for training initiatives across the country, and she has worked on several standard operating procedures (SOP) manuals in all areas of small business development. In August 2017, she successfully completed the

Excellence in Government Fellows Leadership Program where she improved her leadership skills, increased her knowledge of pathways into the SES Program and increased her knowledge of the SES experience. Jo has more than 48 years of service with the Federal Government, all with SBA. Mrs. Lawrence has won numerous awards throughout her career with the most recent being July 2019, the SBA Associate Administrator for Field Operations recognized her for 45 years of service. On January 24, 2021, the National Coalition of 100 Black Women New Orleans Chapter, Inc. honored her as the Pandemic Unsung Hero for Economic Development. In April 2021, she was nominated for the Samuel J. Heyman Service to America Medals (Sammies) as part of Public Service Recognition Week 2021. On July 15, 2021, the SBA Deputy Associate Administrator for Field Operations presented her with the Advocate of the Year Award. On June 26, 2022, Lawrence was recognized and honored as a Leader in Entrepreneurship and Economic Empowerment.

**Sam Le**  
**Director of Policy Planning and**  
**Liaison**  
**U.S. Small Business**  
**Administration**

Sam Le serves as the Director of Policy Planning and Liaison at the U.S. Small Business Administration. In that role, he directs the SBA's size standards, small-business scorecard, and regulatory development programs.

Sam has been a member of the Federal government's senior

executive service (SES) since 2021. As part of SBA's leadership team, he leads negotiations on small-business goals with all 24 CFO Act agencies and collaborates with them to diversify their spending with disadvantaged, women-owned, service-disabled veteran-owned, and HUBZone small businesses. He chairs the Small Business Procurement Advisory Council. For his efforts in fostering diversity and equity within SBA, he was honored with the first-ever SBA Embrace Award.

Sam holds a law degree from the University of Virginia and is a co-chair of the American Bar Association's small business committee and a fellow in the American Bar Foundation.

As an expert in procurement policy, Sam authored major revisions to SBA's size, certification, and subcontracting regulations. He advises the White House on procurement policy as a member of the Interagency Policy Committee on Equity in Procurement, and he heavily influenced recent Administration policies on creating a more welcoming environment for small-business contractors. He is SBA's representative to the Civilian Agency Acquisition Council, the Integrated Acquisition Environment Change Control Board, the Federal Acquisition Regulation Small Business Team, and the Category Management Leadership Council.

**Charmagne Manning**  
**President; U.S. Women's**  
**Chamber of Commerce**  
**VP Government 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.

**Jeff Mellott**  
**Director of Small Business Programs**  
**Air Force Materiel Command (HQ AFMC)**

Jeff Mellott is the Headquarters Air Force Materiel Command (HQ AFMC) Director of Small Business Programs located at Wright-Patterson Air Force Base (AFB), Ohio. He is responsible for enabling relationships between Small Business enterprises and AFMC requirement owners. Previously, he served as Chief, Services and Strategic Acquisition Division, HQ AFMC, supporting the AFMC Executive Director in the

management and oversight of a services acquisition portfolio exceeding \$70B. Mr. Mellott began his contracting career in January 1987 as a Contract Negotiator in the Directorate of R&D Contracting, Wright Patterson AFB. Further assignments in the F-111, F-117 and C-130U program offices culminated in obtaining an unlimited Contracting Officer warrant in November 1994. He then served as lead Contracting Officer for the Andrews AFB VIP aircraft replacement program. This was the first commercial aircraft acquired under FAR Part 12 and received the Vice Presidential Hammer Award for Re-inventing Government. Mr. Mellott holds a B.S. Degree in Business as well as a M.B.A. from Wright State University.

**Sharon Phillips**  
**Senior Procurement Analyst**  
**U.S. Department of Homeland Security**

Mrs. Phillips is a Senior Procurement Analyst in the Department of Homeland Security's Office of Small & Disadvantaged Business Utilization. Mrs. Phillips serves primarily as a Desk Officer to five (5) DHS components: United States Coast Guard, Transportation Security Administration, United States Citizen and Immigration Services, United States Secret Service, and Federal Law Enforcement Training Center, with the responsibility for providing acquisition advice with respect to the Small Business Programs. She is also the WOSB Program Manager and SDB/8(a) Co-Program Manager.

Mrs. Phillips serves as the

DHS representative on the Federal Acquisition Regulation (FAR) Small Business Team from August 2009 to present. The committee is responsible for revising the Federal Acquisition Regulation (FAR) to implement changes to the Small Business Administration's (SBA) programs as a result of revisions to its regulations.

Mrs. Phillips has been with DHS since January 2008. She began her federal career over 34 years ago as a Contracting Officer's Technical Representative (COTR), and transitioned into the procurement field (in 1994) as a Contract Specialist and subsequently progressing to Contracting Officer/Supervisory Contracting Officer.

Mrs. Phillips is FAC-C Level III certified and holds a Bachelor of Science degree in Chemistry from Howard University, and a Master of Science degree in Management with a specialization in Procurement and Contract Management from the University of Maryland Global Campus (formerly University of Maryland University College).

**Paula Merrick-Roddy**  
**DOTD Program Director**  
**Department of Transportation and Development**

Paula Merrick-Roddy is a native of Baton Rouge and a resident of Zachary. She is a graduate of Louisiana State University with a Bachelor's degree in History and Secondary Mathematics and Southern University, with a Master's of Public Administration-Finance concentration degree. She is the Director of Compliance Programs with the Louisiana Department of



Transportation and Development, which includes the Disadvantaged Business Enterprise/Small Business Element (DBE/SBE) programs, Labor and Contract Compliance, ADA/Title VI, EEOC/Title VII, and the On-the-Job Training (OJT) program. She is a member of GFOA, ACCA, SASHTO, AASHTO, WTS and president of the Louisiana Chapter of COMTO.

**Gregory Santiago**  
**Director, Small Business Programs Office**  
**Air Force Installation and Mission Support Center (AFIMSC/SB)**

Mr. Gregory Santiago is the Director of Small Business Programs for the Air Force Installation and Mission Support Center (AFIMSC), Joint Base San Antonio Lackland, Texas. In this position, he partners with industry and the acquisition community to execute the Air Force Small Business Program while accomplishing AFIMSC strategic sourcing mission. His office provides support to a multi-billion portfolio for the Air Force Installation Contracting Center (AFICC) that includes: the 771st Enterprise Sourcing Squadron - Wright-Patterson AFB, Ohio, 772nd Enterprise Sourcing Squadron - Joint Base San Antonio Lackland, Texas, 773rd Enterprise Sourcing Squadron - Joint Base San Antonio Lackland, Texas, 774th Enterprise Sourcing Squadron - Offutt AFB, Nebraska and 338th Enterprise Sourcing Squadron - Joint Base San Antonio Randolph, Texas.

**Marlan Snodgrass**  
**Asst. Director Office of Small Business Programs**  
**United States Army Corps of Engineers**  
**Mississippi Valley Division (MVD)**

Marlan Snodgrass is a Procurement Analyst and a Contracting Professional. Marlan's relevant work experience began at Camp Lejeune, NC, at Naval Facilities Engineering Command, as a Procurement Clerk. Overtime, from 1991 through 1995 Marlan earned her Level II Contracting Certification. Marlan soon received orders to Naval Air Station, Rota Spain to work at Naval Engineering Facilities Command, Mediterranean Division. Marlan became a Warranted Contracting Officer in Construction and Services and was promoted to GS-12 and earned Level III Contracting Certification. Ultimately, Marlan became a member of the Defense Acquisition Corps in 2010 and was returned to the USA to Edwards Air Force Base in 2011 for 4 years, before coming to USACE Mississippi Valley Division, Director of Small Business Program for the last 8 years as a GS-14. Marlan is a Small Business Professional and is DAU credentialed in Small Business.

Marlan and her husband, Henry (a retired Marine) have five adult children, and 9 grandchildren. Marlan has come full circle as a Dept. of Defense civilian, having worked for the Army (USACE), Navy, Air Force, DOD Dependent Schools, and Marine Corps over the past 41 years.

**David J. Willis**  
**Deputy, Office Small Business Programs**  
**United States Army Corps of Engineers**  
**New Orleans District (MVN)**

Mr. David Willis serves as the Deputy Small Business Program for the U.S. Army Corps of Engineers, New Orleans District. He accepted the position in 2018 and brings over 35 years honorable military service and government experience to the position. His 20 years of Navy experience started as a Supply/Logistic Professional, but quickly converted to an Aviation Anti-Submarine Warfare Technician before ending his military career as a Master Training Instructor in 1999. After completion of military service, became a government contractor supporting the Naval Air Reserves Electromagnetic Environmental Effects (E3) Program until accepting a contracting position with the New Orleans District in 2010. Mr. Willis quickly gained a reputation for successfully dealing with complex supply and service requirements but found his calling handling large scale construction projects until 2018 when he accepted his current position.

Among his numerous awards and honors, recognized as the third person within the Army Corp Small Business Community to earn the Defense Acquisition University's Small Business credential in 2021.



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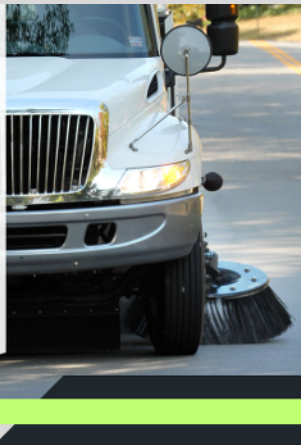
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# Notes

## Connect for Success

To make the most of your connections and expand your marketing team but not your budget, is easy – just create a bigger network. The relationships you make today can lead you to added opportunities that you may not find on your own.

As you are meeting other event participants today, make sure to find the following:

- **3 Competitors** – This network will be used to respond to Sources Sought and RFI notices – remember, you need two or more to respond if the contract is to be set aside for your small business category.
- **2 Potential Teaming Partners** – Expand your capacity and take on larger or more diverse contracts.
- **At least 1 potential partner from each of the socioeconomic categories** – ED/WOSB, 8a, HUBZone, SDVOSB. There is a current request for DBEs as well. This will allow you to find work in programs for which your business may not be qualified.
- **A business already successful in winning and executing contracts.** Find out to what do they attribute their success, mistakes they've made and how they overcame them and check out their capabilities statements to see how you might improve yours.
- **A business who needs a lending hand** and share accordingly – give to get – you never know when that business will return the favor and bring you an opportunity.
- **A business in your region or a region in which you wish to expand** – ask what you need to know about that market.

**Additional Resources** available to you – make sure you get connected to them as well:

**USWCC / ASBCC** Join us as a member and participate in all meetings and events and become active. We often hear from agencies looking to fulfill contracts – if we know you, we think of you and will make the connection. [www.uswcc.org](http://www.uswcc.org)  
[www.asbcc.org](http://www.asbcc.org)

**Procurement Center Representatives (PCRs)** help small businesses win federal contracts. PCRs view many federal acquisition and procurement strategies before they're announced, enabling them to influence opportunities that should be set aside for small businesses. PCRs also conduct market research, assist small businesses with payment issues, provide counseling on the contracting process, and more. PCRs are regional and assigned to specific agencies. For the full list, go here: <https://www.sba.gov/federal-contracting/counseling-help/procurement-center-representative-directory>

**The APEX Accelerators**, formally known as the Procurement Technical Assistance Program (PTAP), was authorized by Congress in 1985 to expand the number of businesses capable of participating in government contracts. The National Defense Authorization Act (NDAA) for the FY 2020 ordered the PTAP to move to Under Secretary of Defense for Acquisition and Sustainment (USD(A&S)); and the DoD Office of Small Business Programs (OSBP) began to manage and operate PTAP with a new name, APEX Accelerators, effective FY 2023. The APEX Accelerators program focuses on building a strong, sustainable, and resilient U.S. supply chains by assisting a wide range of businesses that pursue and perform under contracts with the DoD, other federal agencies, state and local governments and with government prime contractors. For a full list of services, go here: <https://www.apexaccelerators.us/#/about-us>

## Upcoming Meetings and Agency Outreach:

- **March 6, 2024**  
GSA Virtual Meet & Match:  
Supporting the Success of  
Women-Owned Small  
Businesses
- **March 26 - 27, 2024**  
National Small Business  
Federal Contracting Summit |  
Spring (DC Area)

## Check Out Our Online Meetings!

- Go to [asbcc.org/meetings](http://asbcc.org/meetings) or [uswcc.org/meetings](http://uswcc.org/meetings).

U.S. Women's Chamber of Commerce®

## Certification Services Options

### USWCC provides TWO certification services options:

#### Service Option #1: **Third-Party Certification Application and Exam** *Formal, Certification Application Submission and Examination Service*

As an SBA authorized third-party certifier for the federal WOSB and EDWOSB set-aside programs, the **USWCC | Certification Examination Team** must follow strict federal guidelines for the intake and exam of your documents and application.

- When a firm makes an application for third-party examination, the USWCC | Certification Examination Team cannot consult with you regarding your firm's eligibility. We may **ONLY** review the documents and application you submit and render a decision regarding your firm's eligibility.

#### Service Option #2: **USWCC | Certification Assist** *Certification Assist is a Certification Application Preparation Service*

If you are seeking a certification with a third-party certifier like the U.S. Women's Chamber of Commerce or direct with the SBA, the **USWCC | Certification Assist Team** supports you **before** you formally apply for certification. We help you to:

- Organize your documents and prepare the application.
- Troubleshoot potential issues with preparation and eligibility.
- Answer questions and concerns before you formally apply for certification.

Let the U.S. Women's Chamber of Commerce support you with ALL of your women-owned certifications needs.

<http://uswcc.org/certification>



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workspace provider in the U.S."  
by the Office Business Center  
Association International (OBCAI).

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