



SOUTH CENTRAL Small Business Federal Contracting *Virtual* Summit

Connections, Information & Opportunities

Presented by:
U.S. Women's Chamber of Commerce
The American Small Business Chamber of Commerce



AGENDA: JANUARY 21, 2021

- 9:00 a.m.
CST
Chamber Welcome & Regulatory Update
Margot Dorfman - CEO, U.S. Women's Chamber of Commerce; V.P. Gov't Affairs, American Small Business Chamber of Commerce
Charmagne Manning, President/COO
U.S. Women's Chamber of Commerce
- 9:35 a.m.
CST
Finding Regional Opportunities
Sheena L. Little, Procurement Center Representative,
Office of Government Contracting, Area V
U.S. Small Business Administration
- 10:10 a.m.
CST
Accenture Opportunities Brief
Sherry Penson, Small Business Specialist
Accenture Federal Services
Sarah Brinkerhoff, Director, Small Business Liaison
Office, Accenture Federal Services
- 10:45 a.m.
CST
NASA Opportunities Brief
Kay S. Doane, Small Business Specialist
John C. Stennis Space Center (SSC)
- 11:20 a.m.
CST
DOD Opportunities Panel
Jerrol Sullivan, Deputy Director
Department of Defense, Missile Defense Agency
Linda Spadaro, Chief, Office of Small Business Programs,
Mobile District, U.S. Army Corp of Engineers
- 12:15 p.m.
Lunch (on your own)
- 1:00 p.m.
Matchmaking (all times are CST)
- 3:30 p.m.
Adjourn

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USWCC - @USWCC

ASBCC - @AmericanSBCC

Official Summit Hashtag - #SCFCS



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

- Environmental Protection Agency
- General Services Administration (GSA)
- Internal Revenue Service (IRS)
- Library of Congress
- Millennium Challenge Corporation (MCC)
- National Aeronautics and Space Administration (NASA): John C. Stennis Space Center (SSC)
- Securities and Exchange Commission
- U.S. Department of Agriculture: Animal and Plant Health Inspection Service, Farm Production and Conservation

- U.S. Department of Defense: Missile Defense Agency
- U.S. Department of Education
- U.S. Department of Housing & Urban Development
- U.S. Department of State
- Veterans Affairs

- Jacobs
- KBR
- Lockheed Martin Corporation
- M1 Support Services, L.P.
- Oklahoma County Purchasing Department
- Pratt & Whitney

Prime Contractors

- Accenture
- Airbus Helicopters, Inc.
- Amentum/DynCorp International LLC
- BL Harbert
- Caddell
- CGI Federal

Resource Partners

- Cross Timbers PTAC
- Arkansas Procurement Technical Assistance Center (PTAC)
- Small Business Administration

Biographies

Sarah Brinkerhoff

**Director
Small Business Liaison Office
Accenture Federal Services, LLC**

Sarah Brinkerhoff is the Director of the Small Business Liaison Office at Accenture Federal Services where the small business program has earned an Exception rating from DCMA for the past 3 years. Sarah has been with Accenture for 19 years, serving both commercial and federal clients in the SAP practice prior to pivoting to small business advocacy.

Kay S. Doane

**NASA Office of Small Business
Stennis Space Center, Mississippi
Small Business Specialist**

Kay Doane has been a government employee since 1991. 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. Kay received her Federal Acquisition Certification (FAC) Level I in 2013 and her FAC Level II in 2015. As of Feb 2017, Kay transferred to Stennis Space Center as their Small Business Specialist in the Office of Procurement.

Kay 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.

Margot Dorfman

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

**American Small Business
Chamber of Commerce – VP of
Government Affairs**

Margot Dorfman is the CEO and Co-Founder of the U.S. Women's Chamber of Commerce®. She is a visionary leader who has dedicated herself to promoting the economic and leadership interest of women and small businesses. Her extensive background in business, business ownership, publishing, and nonprofit leadership has prepared Ms. Dorfman to set the vision for the U.S. Women's Chamber of Commerce and represent the interests of small business for the U.S. Women's Chamber of Commerce and The American Small Business Chamber of Commerce.

Ms. Dorfman has spent two decades lobbying congress on behalf of women and small businesses. She has met with congressional leaders, testified before Congress on key issues impacting women and small businesses resulting in needed legislation to benefit women and the small business community.

Additionally, Dorfman has built respected relationships with federal Agency and Large Prime acquisition team members to advance access to contracts for small businesses.

Dorfman founded Arizona Women's News, Hispana News, and the Greater Phoenix Chamber Business Connection. She holds a Master's of Education from Lesley University and a B.S. in Education from Northeastern University. Additionally, her experience includes over ten years in executive positions with General Mills and other Fortune 500 firms.

Ms. Sheena Little
Procurement Center
Representative
U.S. Small Business
Administration
Office of Government
Contracting, Area V

Ms. Sheena Little is a Procurement Center Representative for the U.S. Small Business Administration, Office of Government Contracting, Area V. In this capacity, she is a small business advocate and ensures small business program compliance, supporting the Defense Health Agency and the U.S. Air Force and Army contracting agencies located on Joint Base San Antonio; the Texas Army National Guard, Austin, TX; Goodfellow Air Force Base; and Laughlin Air Force Base.

Ms. Little has over 31 years of federal service with the latter 20 being in the contracting career field. She is a graduate of the Air Force's premier COPPER CAP contracting internship program and has held various contracting positions in the Department of Defense with her latest being a Small Business Specialist.

She has a Masters in Human Relations, Bachelor of Science in Business Administration, and Associates of Science in Office Administration. Ms. Little is also a graduate of the Air Force's Squadron Officer School (in residence). She is a member of the National Contract Management Association (NCMA)-Alamo Chapter. Her professional certifications include Acquisition Professional Development Program (APDP) Level III in Contracting; Level I in Program Management; and Certified Federal Contracts Manager (CFCM) with the National Contract Management Association.

Charmagne Manning
President and Chief Operating
Officer
U.S. Women's Chamber of
Commerce

Charmagne Manning brings more than 15 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 business. Her goal is simple – to empower small business leaders to start and develop successful businesses while advancing related government policy.

Sherry Penson
Small Business Specialist
Accenture Federal Services, LLC

Sherry Penson is an Associate

Manager, supporting the Small Business Liaison Office at Accenture Federal Services, San Antonio Advanced Technology Center. Sherry has been with Accenture for 10 years, and prior to joining the SBLO team, Sherry provided consulting and project management support to federal clients in DMV.

Linda Spadaro
Chief, Office of Small Business
Programs, Mobile District
U.S. Army Corps of Engineers

Ms. Linda L. Spadaro has served as the Chief of the Office of Small Business Programs, Mobile District since May 2001. She manages and directs the Small Business Program for the Mobile District. Prior to this, she was a Contract Specialist/Contracting Officer. She holds a Bachelor of Science degree in accounting from Troy University.

Jerrold Sullivan
Deputy Director, Small Business
Department of Defense
Missile Defense Agency

Mr. Jerrold Sullivan is the Deputy Director for Small Business Programs at the Missile Defense Agency (MDA). Working collaboratively with Program Management Offices across MDA, as a small business advocate, he applies extensive knowledge of acquisition regulations and various types of contracts, incentive arrangements, policies, and procedures to plan, develop and implement initiatives that incentivize small business utilization in acquisitions supporting MDA's mission. He has served as the MDA Office of Small Business Subcontracting Program Manager, Outreach Manager, and the MDA Deputy Program Manager for Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs.

Mr. Sullivan has 20 Years of military service in the United States Air Force, and 15 years of Government service.



About Heuristic Solutions

Heuristic Solutions is an American software company headquartered in Arlington, VA that provides competency management software to public and not for profit organizations.

LearningBuilder makes it easy for learners to know what it takes to perform competently, demonstrate achievement, and understand professional next steps. LearningBuilder is used by over 45 different licensing, certification, accreditation and workforce development organizations and supports over one million users.

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How LearningBuilder Supports Federal / DoD Workforce Development

LearningBuilder is a competency management platform used by federal agencies for diverse professional development objectives, such as:

- US GSA Facilities Management Institute (FMI) – (AccelerateFM) as a workforce development platform
- US Air Force – as a learning management system
- US National Geospatial-Intelligence Agency – as a certification management platform
- Under Secretary of Defense for Intelligence (USD(I)) - as a certification management platform administered by Global Skills Exchange for the Intelligence Fundamentals Professional Certification (IFPC) and Certified Counter-Insider Threat Professional (CCITP)

As a career pathway / career journey tool

More than just a "certification or training database," LearningBuilder is a configurable, workflow management system. With LearningBuilder, agencies set standards for professional development, track learners' activity, deliver assessments, eLearning, nontraditional learning or assessment measures, and report on organizational metrics.

LearningBuilder's unique strength is organizing educational and assessment into a competency model based on credentialing domains, job responsibilities, or curriculum. This framework allows the agency to build a dynamic career pathways experience for their learners.

Using LearningBuilder, learners specify their career interests, solicit supervisor feedback, identify their skills gaps, and find relevant educational activities. With these tools, learners construct a personalized learning plan to achieve their professional development goals along a career pathway that aligns with agency workforce needs.

What competencies
are required for
my role?

What course
should I take?

What certification
should I pursue?

What training
does my team
need?



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A message from GIM's CEO, Carreen Schroeder

EDWOSB CERTIFICATION AWARD



U.S. Women's Chamber
of Commerce



Certified Economically
Disadvantaged Women-Owned
Small Business

Upcoming Meetings

National Summits & Agency Outreach

- + 3/2-4/2021 – National Small Business Federal Contracting Virtual Summit | Spring 2021 Celebrating Women's History Month
- + 6/3/2021 – 12th Annual National Small Business Federal Contracting Summit | Southeast 2021 (Charleston, SC)
- + 7/21/2021 – National Small Business Federal Contracting Summit | Fall (location TBD). This week will include the USWCC 20th Anniversary Celebration. . . more to come!

National Summits & Agency Outreach

- + 3/18/2021 – GSA | Women Entrepreneur Outreach
- + 3/30-31/2021 – Veterans Affairs (VA) | Women Entrepreneur Outreach

Check Out Our Online Meetings!

- Go to asbcc.org/meetings or uswcc.org/meetings.

Join ASBCC or USWCC to receive weekly news and meeting updates via email.



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"The largest woman-owned
workspace provider in the U.S."
by the Office Business Center
Association International (OBCAI).

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locations covering
DC, MD, and Northern VA!**

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Team Spaces
Multi-Office Suites
42 Meeting Rooms &
Collaboration Spaces
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Telework Plus
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USWCC | WOSB & EDWOSB Certifications

ED/WOSB Self Certification ended on October 15, 2020.

The U.S. Women's Chamber of Commerce is an Approved 3rd Party Certifier for the Women-Owned Small Business (WOSB/EDWOSB) Set-Aside Program. Secure your certification through the USWCC and just upload the certificate with proof of citizenship at <https://beta.certify.sba.gov/> to complete the new process.



USWCC also provides a unique "Certification Assist" program which will help businesses to prepare for the certification process. Our "Certification Assist" team will work with you to assure your firm is ready for the WOSB/EDWOSB certification process. <https://uswcc.org/cert-assist>

Go to <http://www.uswcc.org/certification> for details of how to get started with certification or how to leverage our USWCC | Certification Assist program.