

**National 8(a) Association 2017 Winter Conference
February 6-8, 2017
Caribe Royal, Orlando, FL
DRAFT AGENDA**

Monday, February 6, 2017

12:00pm – 5:00pm Early Registration & Exhibitor Booth Set Up

Pre-Intensive Sessions

1:00pm – 2:45pm Introduction to Lean Six Sigma – *Jim Sweeney, Teya Services, LLC*

1:00pm – 2:45pm Leadership Training and Business Coaching – *Roni Briggs, OSIYO*

15-Minute Break

3:00pm – 4:45pm Winning Proposal Techniques – *Speaker Pending*

3:00pm – 4:45pm Boot Camp for MBEs – *Leonard Greenhalg, Dartmouth*

Tuesday, February 7, 2017

8:00am – 9:00am Registration and Breakfast

9:00am – 9:30am Welcome and Introductions – *Ron Perry, National 8(a) Association*

9:30am – 10:00am Greetings from SBA – *Sean Crean, SBA*

10:00am – 11:15am Introducing, Interpreting and Applying the New SBA Regulations – *John Klein, SBA and Additional Panelists Pending*

15-Minute Break

Morning Breakout Sessions *Please note sessions take place simultaneously*

11:30 – 12:30pm Subcontracting with Prime Contractors – *Diane Dempsey, BAE Systems; Suzanne Raheb, Lockheed Martin; Donna Freitas, ABM Government Services; and Voltaire Walker, Northrop Grumman*

11:30 – 12:30pm Federal Contracting Outlook: 2017 and Beyond – *Panelists Pending*

11:30 – 12:30pm Breakout Pending – *Panelists Pending*

12:30pm – 1:30pm Lunch

1:30pm – 4:30pm Matchmaking *Please note afternoon sessions and matchmaking take place simultaneously*

Afternoon Breakout Sessions *Please note sessions take place simultaneously*

1:30pm – 2:30pm Successfully Navigating Federal Contracting and Marketing to Grow your Business – *Gloria Larkin, TargetGov; Cassius Butts, SBA; Lourdes Martin-Rosa, Government Business Solutions; and Wayne M. Gatewood, Jr., Quality Support, Inc.*

1:30pm – 2:30pm Navigating Mentor Protégé Programs – *Holland & Knight LLP; Tatia Evelyn-Bellamy, Defense Contract Management Agency, SBA and Additional Panelists Pending*

1:30pm – 2:30pm Breakout TBD – *Speakers TBD (Reserved for Sponsor)*

2:30pm – 3:30pm Learn How to Get on a GSA Schedule – *GSA (Invited)*

2:30pm – 3:30pm Leveraging your Certifications: 8(a), HUBZONE, WOSB, VOSB, NMSDC – *Scott Denniston, National Veterans Coalition; and Additional Panelists Pending*

2:30pm – 3:30pm Two is Better than One: Teaming Panel – *Panelists Pending*

3:30pm – 4:30pm Separating Fact from Fiction: Planning for Federal Contracting from a Buyers Perspective – *Camille Geiger, Boeing; Marie A. Myszkier, Sandia National Laboratories; Margery Jones, Unisys Federal; and Additional Panelists Pending*

3:30pm – 4:30pm Doing Business with the Department of Defense – *Amy Sajda, Defense Logistics Agency; Leslie Faircloth, Naval Air Systems Command; Lee Rosenberg, Missile Defense Agency; William Chavez, Jr., DLA Land & Maritime; Earl Madison, DLA Land & Maritime; and Department of Defense*

3:30pm – 4:30pm Civilian Agency Perspectives on Procurement – *Gabriela Morales-Richards, MBDA; Tom Leney, Department of Veterans Affairs; and Department of Energy*

5:30pm – 7:30pm Networking Reception

Wednesday, February 8, 2017

8:00am – 9:00am Breakfast

9:00am – 9:15am Welcome Back Day II – Ron Perry, National 8(a) Association

9:15am – 10:00am Keynote Day II – Speaker Pending

15-Minute Break

10:15 – 11:00am Plenary Pending– Panelists Pending

11:00 – 12:00pm Minority Business Resources: Inside Information from the Experts – Ron Perry, National 8(a) Association; NMSDC (Invited), U.S. Hispanic Chamber (Invited); U.S. Black Chamber (Invited); WIPP (Invited)

12:00pm – 1:00pm Lunch

1:00pm – 4:00pm Matchmaking *Please note afternoon sessions and matchmaking take place simultaneously*

Afternoon Breakout Sessions *Please note sessions take place simultaneously*

1:00pm – 2:00pm Construction in Federal Contracting –Associated General Contractors of America; Edward DeLisle, Cohen Seglias; Gordian/RSMMeans; and Additional Panelists Pending

1:00pm – 2:00pm Access to Capital Resources (Including Bonding)– Scott Mahorsky, Mahorsky Group; Jack Beecher, Mahorsky Group; and Additional Panelists Pending

1:00pm – 2:00pm Doing Business with HHS – Annette Owens-Scarboro, National Institutes of Health; Teresa Lewis, Department of Health and Human Services; and Additional Panelists Pending

2:00pm – 3:00pm Make Your Debriefing Count: How to Use the Debriefing Process to Your Advantage – Chris Shiplett, Randolph Law; and Additional Panelists Pending

2:00pm – 3:00pm Some Agencies are Different: Marketing to Agencies that do not Follow the FAR – Marleitha Williams, Federal Reserve Board; Federal Aviation Administration (Invited), Barbara Oliver, AMTRAK National Railroad Passenger Corporation (Invited)

2:00pm – 3:00pm Doing Business with DHS – Robert Boone, Transportation Security Administration; Darlene Bullock, Department of Homeland Security; and Additional Panelists Pending

3:00pm – 4:00pm A Roadmap to Success: Lessons Learned and Best Practices for the 8(a) Program –Panel of Successful New 8(a), Mid-way 8(a) and Graduated 8(a) Companies

3:00pm – 4:00pm Expanding into the Global Market: Small Business Opportunities Outside the Continental U.S.– Mauricio Vera, USAID; Holland & Knight LLP; and Rick Phillips, ABM Government Services

3:00pm – 4:00pm Doing Business with DOI – Teresa Manovich, Bureau of Safety and Environmental Enforcement; Josh Gordon, Fish and Wildlife Service; and Additional Panelists Pending

CLOSE OF CONFERENCE
