HUB Zone Small Business Week — Virtual Summit

September 8-11, 2020

Virtual Summit
Senator Christopher S. “Kit” Bond

From 1995-2001, Bond served as Chairman of the Senate Small Business Committee. During his tenure, he fought to reduce government red tape that was stifling business, cut small business taxes, and create fairness in tax policy for employees of small businesses. He also established the creative HUBZone Program to bring jobs to areas of poverty and high unemployment.
HUBZONE PROGRAM CHANGES

In preparation for the round table attendees should watch the training presentations titled:

- SBA’s Role in Subcontracting: A Guide for Small Businesses
- Small Business Subcontracting Compliance Guide: What Every Large Business Needs to Know

SUBCONTRACTING ROUNDTABLE DISCUSSION

SBA REGULATORY & POLICY UPDATE
## September 8, 2020

### Morning Workshops

<table>
<thead>
<tr>
<th>Time</th>
<th>Presenter(s)</th>
<th>Topic</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00AM - 10:00AM</td>
<td>Lori Gillen★Bruce Purdy★Alison Amann</td>
<td><strong>Presents:</strong> HUBZone Program News &amp; Updates</td>
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<tr>
<td>10:30AM - 11:00AM</td>
<td>Angela Terry</td>
<td><strong>Presents:</strong> Live Q&amp;A to Discuss SBA’s Subcontracting Program</td>
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<tr>
<td>11:00AM - 12:00PM</td>
<td>Aditi Dussault &amp; John Shoraka</td>
<td><strong>Presents:</strong> Keeping Up with Shifts in Acquisition Trends: What Your Businesses Needs to Know to Stay Competitive.</td>
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<tr>
<td>11:30AM - 12:30PM</td>
<td>Kathryn Hickey</td>
<td><strong>Presents:</strong> 10 Things You Need to Know About PPP Loan Forgiveness</td>
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### Afternoon Workshops

<table>
<thead>
<tr>
<th>Time</th>
<th>Presenter(s)</th>
<th>Topic</th>
</tr>
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<tbody>
<tr>
<td>1:00PM - 2:00PM</td>
<td>Matthew Schoonover</td>
<td><strong>Presents:</strong> Is Your Small Business Really Small? Understanding Size &amp; Affiliation</td>
</tr>
<tr>
<td>2:00PM - 2:45PM</td>
<td>Joshua Duvall</td>
<td><strong>Presents:</strong> Getting the Most out of FAR Part 15 Debriefings</td>
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<tr>
<td>2:30PM - 3:30PM</td>
<td>John Klein★Sam Le</td>
<td><strong>Presents:</strong> SBA Regulatory &amp; Policy Updates</td>
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<tr>
<td>3:30PM - 4:30PM</td>
<td>Jon Williams</td>
<td><strong>Presents:</strong> Effective Bid Protest Strategies—What Every Contractor Needs to Know</td>
</tr>
<tr>
<td>4:15PM - 5:00PM</td>
<td>Steve Julal</td>
<td><strong>Presents:</strong> Compliance: How Will You Measure Up?</td>
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## Morning Workshops

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<thead>
<tr>
<th>Time</th>
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<tr>
<td>9:00AM - 10:00AM</td>
<td>Gloria Larkin Presents: Stand Out From the Crows: Value Propositions &amp; Differentiators</td>
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<tr>
<td>9:30AM - 10:15AM</td>
<td>Nicole Tripodi Presents: Finding Business Opportunities Using Strategic Methods Your Competition Isn’t Using &amp; Tracking the Opportunities You’ve Found</td>
</tr>
<tr>
<td>10:30AM - 12:00PM</td>
<td>John Davis &amp; Robert Brooke &amp; Ron Lewis Presents: How Small Businesses Can Leverage SBIR Advantages Into Large, Lucrative Federal Sole-sourced Awards</td>
</tr>
<tr>
<td>11:00AM - 12:00PM</td>
<td>Mark Amtower Presents: Why HUBZone Companies Need to Develop a Subject Matter Expert Market Position</td>
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<tr>
<td>1:00PM - 2:00PM</td>
<td>Olessia Smotrova Presents: Government Business Development for HUBZone Businesses</td>
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<tr>
<td>1:30PM - 2:30PM</td>
<td>Nichole Atallah’s Presents: Return to Work: Not Business As Usual</td>
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<tr>
<td>3:00PM - 4:00PM</td>
<td>Bill Gerber &amp; Luke Backus Presents: Discover How to Run DCAA Compliant Accounting in QuickBooks</td>
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<tr>
<td>3:30PM - 4:30PM</td>
<td>Elizabeth Jochum Presents: Building a Size-Appropriate GovCon Compliance Program</td>
</tr>
<tr>
<td>4:15PM - 5:00PM</td>
<td>Guy Timberlake Presents: Tactics, Tips and Tools for Connecting the Dots!</td>
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SEPTEMBER 10, 2020
SMALL BUSINESS MATCH-MAKING PARTICIPANTS
FEDERAL AGENCIES

[Logos of various federal agencies, including Department of Health & Human Services, Intelligence agencies, Navy, Air Force, NASA, USDA, and others]
SMALL BUSINESS MATCH-MAKING PARTICIPANTS
LARGE BUSINESSES

- BAE Systems
- ERG
- AstraZeneca
- Boeing
- Siemens
- Battelle
- Vertex Aerospace
- Chemonics
- Jacobs
- Westat
- CACI
- FirstEnergy
- Lockheed Martin
- Deloitte
- Ipsen
- SOSi
- Elbit Systems of America
- General Dynamics
  Information Technology
- Manson Construction Co.
- Northrop Grumman
- Parsons
- CenturyLink
- RoofConnect
  National Roofing Services
- RTI International
- SAIC
- Bausch Health
- Teva
Jovita Carranza serves as the 26th Administrator of the U.S. Small Business Administration (SBA). As a member of President Trump’s Cabinet, she advocates on behalf of the 30 million small businesses in America. In her role as Administrator, she leads a team of professionals dedicated to ensuring entrepreneurs located across America have the support and resources they need to start, grow, and expand their small businesses, and recover in the event of a declared disaster.

Prior to leading the SBA, Administrator Carranza served as Treasurer of the United States at the U.S. Department of the Treasury under President Donald J. Trump. In her role as a principal advisor to Secretary Mnuchin, Carranza focused on increasing participation in our vibrant economy by fostering financial capability and sustainability.

Dr. Francis (Frank) Spampinato currently serves as the Associate Administrator of Government Contracting and Business Development (GC/BD) at the U.S. Small Business Administration (SBA). His team supports thousands of small businesses every year as they compete for over $500 billion in federal prime contracts and billions more in subcontracts. In his current role, Dr. Spampinato is responsible for overseeing the Agency’s offices of Size Standards, HUBZone, Business Development, which includes the 8(a) and All Small Mentor Protégé Programs, and the Office of Government Contracting which includes the Women-Owned Small Business Program.
## Workshops
### September 11, 2020

### CMMC Panel Discussion

The final model for the Department of Defenses (DOD) Cybersecurity Maturity Model Certification (CMMC) came out earlier this year and it is moving full steam ahead whether you are ready or not. Tune in to find out what is happening on the Hill and what you need to be doing to prepare.

**HOST**
Elizabeth Sullivan, VP
Madison Services Group

Therese Meers, Counsel
Senate Small Business Entrepreneurship Committee

Barbara Carson
Deputy Associate Admin.
SBA, GCBDD
Invited

Jon Williams, Partner
PilieroMazza, PLLC

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### Workshops

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<tr>
<th>Time</th>
<th>Session</th>
<th>Speaker/Panel</th>
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<tbody>
<tr>
<td>9:00-9:30</td>
<td><strong>Key Note Address</strong></td>
<td>SBA ADMINISTRATOR &amp; ASSOCIATE ADMINISTRATOR</td>
</tr>
<tr>
<td>9:30-10:30</td>
<td><strong>Guy Timberlake Presents</strong></td>
<td>HARVESTING LOW HANGING FRUIT, OPPORTUNITIES IN GOVCON!</td>
</tr>
<tr>
<td>10:30-11:30</td>
<td><strong>Elizabeth Sullivan hosts</strong></td>
<td>CMMC PANEL DISCUSSION</td>
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<tr>
<td>1:30-2:30</td>
<td><strong>Kindra Harvey presents</strong></td>
<td>RESOURCES FOR YOUR HZ WORKFORCE</td>
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<tr>
<td>2:30-3:30</td>
<td><strong>Stephen Bartley &amp; Kris Nieswitadomy Presents:</strong></td>
<td>MARKETING AND SELLING TO THE GOVERNMENT</td>
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</tbody>
</table>
Meet Our Speakers

Steve Julal, Founder VAAS Professionals LLC
Ann Sullivan, President Madison Services Group
Elizabeth Sullivan, Vice President Madison Services Group
Ron Lewis, CEO AtWork
John Davis, CEO SBIR Resources Center
Robert Brooke, Director Center for Innovative Technology
Bill Gerber, Co-Founder Accounting Department
Luke Backus, Business Development Representative Accounting Department
Kindra Havey, Founder PurposeWorx
Elizabeth Jochum, Partner Smith Pachter McWhorter
Guy Timberlake, CEO & Chief Visionary Officer SCIIF
Mark Amtower, Founding Partner Amtower & Company
Meet Our Speakers

John Shoraka, Managing Director
GovContractPros

Aditi Dussault, Director
GovContractPros

Gloria Larkin, President
TargetGov

Nicole Tripodi, Principal
FEDinform

Joshua Duvall, Managing Partner
Matross Edwards, LLC

Matthew Schoonover, Managing Partner
KoPrince Law, LLC

Kathryn Hickey, Partner
PilieroMazza, PLLC

Jon Williams, Partner
PilieroMazza, PLLC

Nichole Atallah’s, Partner
PilieroMazza, PLLC

Kris Nieswiadomy, Business Development Specialist
GSA

Stephen Bartley, Marketing Specialist
GSA

Olessia Smotrova, President
OST Global Solutions, Inc.
Thank You
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