

# 2011



## Small Business Conference



presented by:

SAME Northern Virginia  
and Washington, DC Posts

October 6, 2011



Thanks to Our Sponsors:



**Kiewit**

**JACOBS<sup>TM</sup>**

# Agenda

0900 – 1000 **Registration and Networking**

*Exhibit Hall opens*

1000 – 1015 **Welcome Remarks and Announcements**

*Jay Manik, President, SAME Northern Virginia Post, and  
Philios Angelides, PE, President, SAME Washington DC Post*

1015 – 1045 **What's New with the Small Business Administration**

*Bridget Bean, District Director of the Washington Metropolitan  
District Office for the U.S. Small Business Administration (SBA)*

1045 – 1115 **USACE Service Disabled Veteran Small Business  
Category Program Update**

*Jack Beecher, Program Manager for the U.S. Army Corps of Engineers,  
Norfolk District*

1115 – 1130 **Exhibitors and Networking**

1130 – 1230 **Lunch and Mentor Protégé Program Panel Discussion**

*Grace Fontana, Director of Technology and Development, Small  
Business Programs and Mentor Protégé Division in the Office of  
Small Business Programs, Office of the Secretary of the Air Force*

*Peggy Butler, Assistant to the Director, Subcontracting & Mentor  
Protégé Program Manager, U.S. Army, Office of Small Business  
Programs, Office of the Secretary of the Army*



# Agenda

1230 - 1300 **GSA Overview of Upcoming Procurement Initiatives**  
*Ann Marie Sweet-Absbire, AIA, CCM, Director, Project Delivery Programs at GSA*

1300 – 1315 **Exhibitors and Networking**

1315 - 1345 **Getting in the Door with NAVFAC**  
*Su Jones, Small Business Advocate for the Naval Facilities Engineering Command*

1345 – 1415 **Veterans Affairs Construction and Facilities Management**  
*Robert L. Neary Jr., Acting Director, Office of Construction and Facilities Management, Department of Veterans Affairs*

1415 – 1500 **Exhibitors and Speed Dating**  
*Department of Homeland Security, Darlene Bullock  
US Army Corps of Engineers, Norfolk District, Jack Beecher  
National Aeronautics and Space Administration, Richard Mann  
Naval Facilities Engineering Command, Washington, Su Jones  
Social Security Administration, Pat Bullock  
Balfour Beatty Construction, Bennie Kovach  
Rand Construction Corporation, Mark Henderson  
Defense Information Systems Agency, Sharon Jones  
Sundt Construction, Inc., John Alberghini  
GSA, Ann Marie Sweet-Absbire  
Kiewit, Susan McDaniel*

# List of Exhibitors

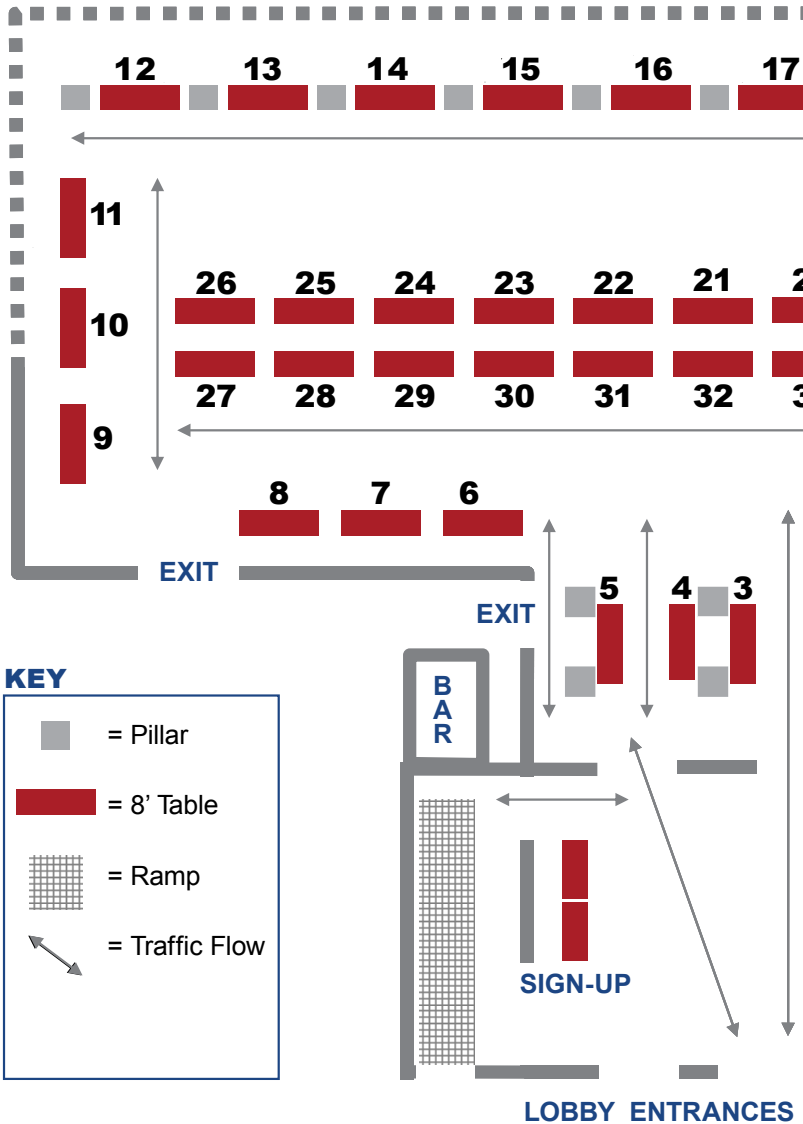
<b>Sponsors</b>	Kiewit	Exhibit 34
	Jacobs	Exhibit 2

<b>Exhibitors</b>	A. Morton Thomas and Associates, Inc.	Exhibit 16
	AFG Group, Inc.	Exhibit 23
	AMEC E&I, Inc.	Exhibit 28
	Balfour Beatty Construction	Exhibit 1
	CDM	Exhibit 17
	EA Engineering, Science and Technology, Inc.	Exhibit 30
	ECS Mid-Atlantic, LLC	Exhibit 15
	EMCOR Government Services	Exhibit 12
	Fireline Corporation	Exhibit 7
	Government Services IPT	Exhibit 18
	ING Financial Partners	Exhibit 25
	ITIS	Exhibit 6
	Johnson, Mirmiran, Thompson, Inc.	Exhibit 32
	Koffel & Associates	Exhibit 4
	Loiederman Soltesz Associates, Inc.	Exhibit 31
	M.C. Dean, Inc	Exhibit 10
	Mabbett & Associates, Inc.	Exhibit 8
	Manhattan Construction Co.	Exhibit 27
	Mimar Architects, Inc.	Exhibit 26
	Northwind Engineering, LLC	Exhibit 11
	Parsons	Exhibit 33
	Polu Kai Services, LLC	Exhibit 9
	Potomac-Hudson Engineering, Inc.	Exhibit 19
	SKE International	Exhibit 5
	Suffolk Construction	Exhibit 13
	Tidewater, Inc.	Exhibit 3
	Turner Construction Company	Exhibit 24
	URS Corporation	Exhibit 29
	VISTAtsi	Exhibit 14

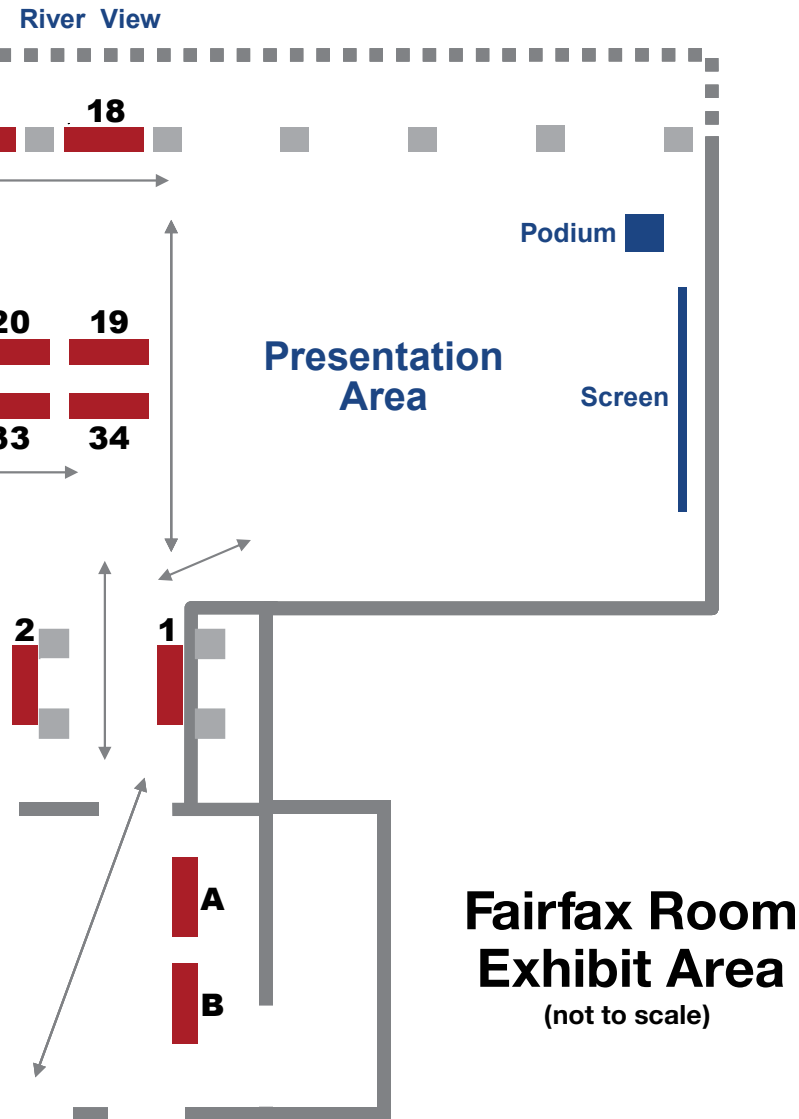
<b>Guest Exhibitors</b>	Small Environmental Business Action Coalition, Inc.	Exhibit A
	SAME Membership	Exhibit B



Windows With Potomac



# Exhibit Hall



As of September 26, 2011



## **Bridget Bean**

*District Director, Washington Metropolitan District Office, U.S. Small Business Administration (SBA)*

Bridget Bean was named District Director of the SBA Washington Metropolitan Area District Office in 2009. This promotion followed five years of service as Deputy Assistant Administrator for Field Operations, during which she oversaw government compliance for all 68 of the agency's district offices and led a cross-disciplinary team to eliminate the backlog of disaster assistance loans in the wake of Hurricane Katrina. The daily contact this posting afforded with all of the SBA District Directors allowed her to identify and study the best practices of the most effective offices in the agency – practices she has implemented in the Washington Metro Area office.

During her time with the SBA, Ms. Bean has held leadership positions in key areas such as procurement, field operations, and the Office of the Inspector General. The direct experience she has gained in small business government procurement and contracting, advocacy, and business development policy, has been a great boon to the small businesses in her district. Her knowledge of economic development issues has made Bridget Bean a subject matter expert on a wide range of business topics. She is frequently called upon as a source for journalists working in every medium, including the *The New York Times*, *The Washington Business Journal*, Fox News, and online streaming-video newscasts.

# Speaker Bios



## Jack Beecher

*Program Manager for the U.S. Army Corps of Engineers, Norfolk District*

After a tour of duty in Vietnam in 1968-1969, Jack landed a job with the Corps of Engineers Norfolk District in 1970 as a Surveying Aid. And he's been with the Norfolk District ever since.

In 1974 he joined the District's Contracting Division as a General Clerk working in the District's Plan Room. Jack has held virtually every position in the Contracting Division from Purchasing Agent to the Chief of the Division. He is currently the Chief of the Norfolk District's Small Business Program Office and special assistant to the District Commander on all issues related to the District's Small Business Program.

Jack has led the Norfolk District in becoming one of the most successful Districts in the CORPS in support of the Small Business Program. Over Fiscal Years 2004-2006, Norfolk District averaged awarding just over 51% of its total obligations to Small Businesses. In FY06 Jack was awarded the CORPS Commander's Small Business Team of Excellence Award and was also presented Rolling Thunder's - Veteran's Champion Award - for his efforts in promoting Veteran and Service Disabled Veteran (SDV) Owned Small Businesses. In FY07 Norfolk District embarked on the largest Construction Program in its history. With a BRAC workload of some \$3B thru FY11, the District has awarded approximately \$900M to Small Businesses across Virginia thru FY10. Approximately \$200M of the \$900M has been awarded to Small Businesses owned by Service Disabled Veterans (SDV). \$200M in SDVSB awards is approximately 9% of the total dollars awarded by the District in FYs 07-10.



## Grace Fontana

*Director of Technology and Development, Small Business Programs and Mentor Protégé Division in the Office of Small Business Programs, Office of the Secretary of the Air Force*

Ms. Fontana's role includes Program Management for the Mentor Protégé Program, Air Force semi-annual "SBA Small Business Procurement Scorecard" report and small business industrial base analysis.

Prior to her current position, Ms. Fontana was the Special Assistant to the Deputy Under Secretary of Defense, Director, Task Force for Business Stability and Operations (TFBSO) where she was responsible for special projects and acquisition programs in Iraq and Afghanistan.

She was a senior advisor to leadership on economic revitalization and stabilization efforts developing economic opportunities and private sector development through a range of efforts, including private investment, industrial, banking and financial network development, energy revitalization, IT infrastructure, and was Program Director for Agricultural diversification and revitalization. Ms. Fontana was deployed in Iraq and Afghanistan, working alongside local business, engineering professionals, and provincial reconstruction teams.

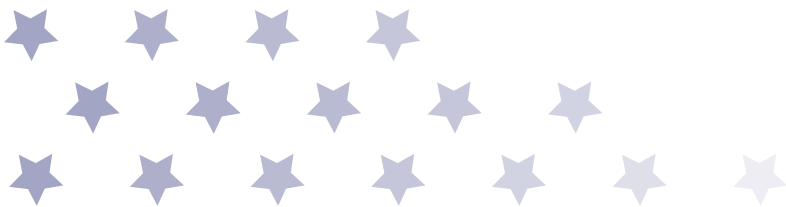
Her acquisition career began in industry; then, for the Air Force, in major weapon systems at Electronic Systems Command and subsequently AF Headquarters. Ms. Fontana has a broad acquisition management background spanning 25 years including major weapon systems, information technology, research and development, grants and service acquisitions.

# Speaker Bios

## Peggy W. Butler

*Assistant to the Director, Subcontracting and Mentor Protégé Program Manager  
U.S. Army, Office of Small Business Programs, Office of the Secretary  
of the Army*

As the Assistant to the Director for Subcontracting and Mentor Protégé Programs in the U.S. Army, Office of Small Business Programs for the Office of the Secretary of the Army, Ms. Butler is responsible for increasing industries awareness of the Army's small business subcontracting and Mentor Protégé program initiatives. She influences new policy updates to existing Subcontracting and Mentor Protégé acquisition regulations and solicits innovative Mentor Protégé technology transfer agreements from industry to support the real time needs of the war fighter. She actively participates on the Electronic Subcontracting Reporting System (eSRS) working group panel and manages the Summary Subcontracting Report validation process. In addition, she manages twenty-one (21) active Mentor Protégé contracts, ensures broad participation of small businesses in new DoD acquisitions valued over \$500 million and validates the soundness of subcontracting targets. Ms. Butler also participates on Army Strategic Sourcing panel reviews.





## **Ann Marie Sweet-Abshire, AIA, CCM**

*Director, Project Delivery Programs at GSA*

Ann Marie joined the Office of Design and Construction (ODC) in 2006 and is currently the Director of the Program Coordination Division covering Regions 1, 2, 3 and II on the Eastern Seaboard. She has formerly headed up the Construction Excellence and Project Management Division. Ann Marie joined GSA in 1991 in the design management section in GSA's National Capital Region.

In 1996, Ms. Sweet-Abshire joined the team tasked with bringing the Ronald Reagan Building/International Trade Center to completion. At the RRB/ITC, she was heavily involved in the construction of the federal tenant build-outs, as well as, the conference center, amphitheatre and ballrooms. Following the RRB/ITC project, Ms. Sweet-Abshire spent a short time working in the Presidential Libraries Center of Expertise, most notably on the Renovation and Addition to the Harry S. Truman Presidential Library in Independence, MO. Beginning in 2000, she moved back to NCR's Property Development Division as the Project Manager for both Design and Construction of The Modernization of the Department of the Interior Main Building. Ms. Sweet-Abshire remained on the DOI project through the completion of Phase II (of 6) when she made the decision to join ODC, then known as the Office of the Chief Architect.

Ann Marie is both a Registered Architect in the Commonwealth of Virginia and a Certified Construction Manager. Ann Marie received her BS in Architecture from Penn State University, College of Arts and Architecture.

# Speaker Bios

## Su Jones

*Assistant Deputy for Small Business Programs at the Naval Facilities Engineering Command, Washington*

Susan Jones is the Assistant Deputy for Small Business at Naval Facilities Engineering Command (NAVFAC) Washington. She serves as a Small Business Advocate and provides guidance and outreach in support of NAVFAC Washington's procurement programs. NAVFAC's product and services include Capital Improvements (CI), Public Works (PW), Asset Management (AM), and Environmental Services (ES).

Ms. Jones has worked for the Federal Government for more than twenty-four years, most recently in the acquisition workforce. She has procurement experience with Research & Development (SPAWAR System Center), Ship Maintenance (South West Regional Maintenance Center), Contract Administration (Office of Naval Research), and currently Small Business Programs Office (Naval Facilities Engineering Command, Washington).

Ms. Jones received her Bachelor of Science Business Administration (BSBA) from University of Phoenix, December 2000 and her Master of Art in Management (MAM) with Special Emphasis in Organizational Leadership from National University, July 2007. Ms. Jones is a Level III Certified Contracting Professional within the Defense Acquisition Corps.

# Speaker Bios



## **Robert L. Neary, Jr.**

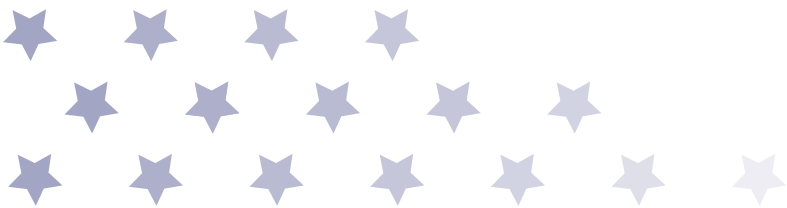
*Acting Director, Office of Construction and Facilities Management, Department of Veterans Affairs*

Mr. Neary is responsible for managing many of the Department of Veterans Affairs capital asset programs including: major construction, leasing and architectural and engineering policy and advice.

Mr. Neary is also the Director, Service Delivery Office, Office of Construction & Facilities Management. In this capacity, he directs a multi-disciplined professional staff which possesses the knowledge and experience to respond rapidly to Veterans Health Administration, National Cemetery Administration, and Veterans Benefits Administration requests for assistance on a broad range of design and construction problems from details to Facility Condition Assessments for entire networks. He is responsible for design and construction for VA's major construction program, which has an \$11.0 billion inventory of active projects. These duties include managing the negotiating, awarding, and administering of design, construction, and other related contracts, as well as reviewing design and supervising construction on-site across the country. He provides support in project scheduling, claims analysis, and risk management. He is also responsible for the acquisition, management, and disposal of realty assets for the VA nationwide.

Mr. Neary earned a Bachelor of Arts degree in Political Science from the University of Iowa and pursued graduate work at George Washington University.

Notes:





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[www.samedcpost.org](http://www.samedcpost.org)

*Program and signage design and printing courtesy of URS Corporation.*