HUBZone
SMALL BUSINESS WEEK

SEPTEMBER 8-11, 2020

VIRTUAL SUMMIT
GUEST SPEAKER

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 HUB-Zone Program to bring jobs to areas of poverty and high unemployment.
SEPTEMBER 8, 2020

HUBZONE PROGRAM CHANGES

Lori Gillen
Director

Bruce Purdy
Deputy Director

Alison Amann
Attorney Advisor

SUBCONTRACTING ROUNDTABLE DISCUSSION

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?*

Angela Terry
Subcontracting Program Manager

SBA REGULATORY & POLICY UPDATE

John Klein
Associate General Counsel

Sam Le
Attorney Advisor
# September 8, 2020

## Morning Workshops

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

## Afternoon Workshops

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

<table>
<thead>
<tr>
<th>Time</th>
<th>Speaker/Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00AM - 10:00AM</td>
<td>Gloria Larkin Presents: Stand Out From the Crows: Value Propositions &amp; Differentiators</td>
</tr>
<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>
</tr>
</tbody>
</table>

### Afternoon Workshops

<table>
<thead>
<tr>
<th>Time</th>
<th>Speaker/Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>1:00PM - 2:00PM</td>
<td>Olessia Smotrova Presents: Government Business Development for HUBZone Businesses</td>
</tr>
<tr>
<td>1:30PM - 2:30PM</td>
<td>Nichole Atallah’s Presents: Return to Work: Not Business As Usual</td>
</tr>
<tr>
<td>3:00PM - 4:00PM</td>
<td>Bill Gerber &amp; Luke Backus Presents: Discover How to Run DCAA Compliant Accounting in QuickBooks</td>
</tr>
<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>
</tr>
</tbody>
</table>
September 10, 2020
Small Business Match-Making Participants
Federal Agencies

[Logos of various federal agencies]
SEPTEMBER 10, 2020
SMALL BUSINESS MATCH-MAKING PARTICIPANTS
LARGE BUSINESSES
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.

### Hosts
- **HOST**
  - Elizabeth Sullivan, VP
  - Madison Services Group
- **Barbara Carson**
  - Deputy Associate Admin.
  - SBA, GCBD
  - Invited
- **Jon Williams, Partner**
  - PilieroMazza, PLLC
- **Therese Meers**
  - Counsel
  - Senate Small Business Entrepreneurship Committee

## Workshops

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00-9:30</td>
<td><strong>SBA</strong> U.S. Small Business Administration</td>
</tr>
<tr>
<td>9:30-10:30</td>
<td><strong>Guy Timberlake Presents</strong> Harvesting Low Hanging Fruit, Opportunities in GovCon!</td>
</tr>
<tr>
<td>10:30-11:30</td>
<td><strong>Elizabeth Sullivan hosts</strong> CMMC Panel Discussion</td>
</tr>
<tr>
<td>1:30-2:30</td>
<td><strong>Kindra Harvey presents</strong> Resources for Your HZ Workforce</td>
</tr>
<tr>
<td>2:30-3:30</td>
<td><strong>Stephen Bartley &amp; Kris nieswiadomy Presents:</strong> Marketing and Selling to the Government</td>
</tr>
</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
Event Sponsors

App Dashboard

PILIERO MAZZA

Registration

Matross Edwards LLC
GovCon • Cyber • Business Law
www.MatrossEdwards.com

Match-Making

TEAMING PRO
DISCOVER STRATEGIC TEAMMATES & OPPORTUNITIES
TeamingPro.com

Silver

SOSi

Bronze

FEDERAL MAINTENANCE
COMMERCIAL CLEANING SERVICES

Jacobs

Alyn

BADIE DESIGNS

J.I. GARCIA
construction, inc.

INTERCONTINENTAL CONSTRUCTION CONTRACTING, INC.
COMMITMENT TO EXCELLENCE

PROCAS
ACCOUNTING SOFTWARE FOR GOVERNMENT CONTRACTORS

13
2020 HUBZone Small Business Week—Virtual Summit