

# VIRTUAL BUSINESS

## Development & Procurement

CONFERENCE 2022

APRIL 12-13



## “CONNECTING BUSINESSES WITH CONTRACTS” CONFERENCE AGENDA

### DAY ONE – APRIL 12, 2022

#### GREETINGS & OPENING REMARKS

**Krystle J. Allen, Ph.D.** | Program Leader, FCS Assistant Specialist, CED  
*Southern University Ag Center*

**De'Shoin A. York, Ph.D.** | Vice Chancellor  
*Extension & Outreach, Southern University Ag Center*

**Michael Stubblefield, Ph.D.** | Vice Chancellor  
*Office of Research and Strategic Initiatives  
Southern University and A&M College*

**Edward “Ted” James** | Regional Administrator (Region 6)  
*U.S. Small Business Administration*

**Bryan Greenwood** | LSBDC State Director  
*Louisiana Small Business Development Center*

**Stephanie R. Hartman** | Director  
*Small Business Services, Louisiana Economic Development*

## GREETINGS & OPENING REMARKS

## DAY ONE (CONTINUED)

### PROCUREMENT PANEL

**David Willis | Deputy**

*Office of Small Business Programs*

**Tony Gregg | Procurement Analyst**

**Kay S. Doane | Small Business Specialist**

**Paula Roddy | DOTD Program Director**

**Melinda Martirosian | Small Business Liaison Officer**

**Anselmo Rodriguez | Manager**

*Supply Chain Management*

**Apurva R. Naik | Economic Development Integrator**

### WEBINAR SESSIONS - APRIL 12

The general session on April 12, 2022 will be from 9:00 AM to 10:00 AM. Concurrent sessions are from 10:15 AM to 11:00 AM and they will all repeat from 11:15 AM to noon. Exhibitors' rooms will open at 9:15 AM on both days.

#### General Session: Procurement Panel

#### Breakout/Concurrent Sessions:

- **Category Management and Increasing Small Business Participation**

**Presenter:**

**Sam Q. Le | Director**

*Office of Policy Planning and Liaison  
Small Business Administration*

- **CVE and Veteran-owned Small Business Certification**

**Presenter:**

**Larry Stubblefield | Associate Administrator**

*Office of Veterans Business Development  
Small Business Administration*

- **Mental Health Wellness, Taking Care of Yourself While Taking Care of Business**

**Presenter:**

**Gayle Young | Owner**

*Laughter in Your Belly Wellness*

**Jo Ann Lawrence | Deputy District Director**

*Louisiana District Office, U.S. Small Business Administration*

**De'Shoin A. York, Ph.D. | Vice Chancellor**

*Extension & Outreach, Southern University Ag Center*

**Colleen Broussard-Perry | Resource Coordinator/  
Counselor**

*Louisiana Procurement Technical Assistance Center*

**Ada Womack | Director**

*Louisiana Small Business Development Center*

**Deanna Smith | Executive Director for Strategic  
Engagement**

*Office of Research at The Innovation Center*

### WEBINAR SESSIONS - APRIL 13

The general session on April 13, 2022 will be from 9:00 AM to 10:00 AM. Concurrent sessions are from 10:15 AM to 11:00 AM and they will all repeat from 11:15 AM to noon. Exhibitors' rooms will open at 9:15 AM on both days.

#### General Session:

- **Building Capacity Through Joint Ventures and Mentor Protégé Agreements**

**Presenter:**

**Jo Ann Lawrence | Deputy District Director**

*Small Business Administration*

#### Breakout/Concurrent Sessions:

- **Federal Contract Readiness Program**

**Presenter:**

**Eric Ruffin and Walt Ruffin**

*Ruffin Consulting*

- **Responding to Proposals and Addressing Contract Disputes**

**Presenter:**

**Colleen Broussard-Perry | Government  
Contracting Consultant**

*LA PTAC*

- **DBE Certifications and Technical Assistance Available**

**Presenter:**

**Kenyatta Sparks | Program Manager**

*SJB Group*

- **LED Programs and SSBCI Presentation**

**Presenter:**

**Tatiana Bruce**

# Conference EXHIBITORS

## **2nd Contracting Squadron, Barksdale AFB**

*Marla J. Poirier*

## **b1 Bank**

*Will M. Campbell, Jr.*

## **BankPlus**

*David Johnson, Sr.*

## **Blue Cross Blue Shield of Louisiana**

*Anselmo Rodriguez*

*Tad Aycock*

*Rod Teamer*

## **Department of Energy, Strategic Petroleum Reserve**

*Leslie Bourgeois*

## **Department of Transportation and Development**

*Paula Roddy*

*Rhonda Wallace*

*Warren Morgan*

*Shirley Ard*

## **Equal Employment Opportunity Commission**

*Toni Goff*

*Jenifer Ortiz Prather*

*Lee Dollison*

*Raymond Bautista*

*Eva Quiles*

*Byron Sylve*

*Phyllis Fletcher*

## **General Services Administration (GSA)**

*Tony Gregg*

## **Hancock Whitney**

*Anthony Montgomery*

## **Hornbeck Offshore Services**

*Sonya Toohey*

## **Iberia Industrial Development Foundation**

*Evelyn Ducote*

*Mike Tarantino*

## **Kiewit Boh, JV**

*Hugh Harrison*

*Harry Koenigs*

*Nick Fleming*

*Dennis Moore*

## **Life Towne Center**

*Carla Antoine*

## **Louisiana Economic Development (LED)**

*Stephanie Hartman*

*Tatiana Bruce*

## **Louisiana Minority Business Development Center**

*Charletta (Charlie) Fortson*

## **Louisiana Office of State Procurement**

*Amber White*

## **Louisiana PTAC**

*Joyce James*

*Colleen Broussard-Perry*

## **LSU Supplier Diversity**

*Tiffany Robinson*

*Don Lawhorn*

## **Manson Construction Company**

*Melinda Martirosian*

*Jennifer Jaccuzzo*

## **Marine Forces Reserve**

*Tammy Crump*

# Conference EXHIBITORS

C O N T I N U E D

**Morial Convention Center**  
*Roscean Spencer*

*Blaine Smith*  
*Cynthia Robinson*

**NASA Office of Small Business Programs,  
John C. Stennis Space Center (SSC)**  
*Kay S. Doane*  
*Briana Lynn*

**Southern University AG Center**  
*Krystle J. Allen, Ph.D.*

**New Orleans Regional Black  
Chamber of Commerce**  
*Jeffrey Hunt*

**Tulane University**  
*Pamela C. Johnson*  
*Michael Dirnbauer*  
*Gina Bertrand*

**NOLA Public Schools**  
*Barbara Robillard*  
*Shawan O. Bellow*  
*Jonathan Temple*

**Urban League of Louisiana**  
*Klassi Duncan*  
*Lori Jackson*

**Port of New Orleans**  
*Antonia Taylor*  
*Chanel Labat*

**USACE, Memphis District**  
*Priscilla G. Sweeney*

**Ruffin Consulting**  
*Eric Ruffin*  
*Walt Ruffin*

**USACE Mississippi Valley Division (MVD)**  
*Marlan Snodgrass*

**SCORE**  
*Barbara Holloway*

**USACE, Vicksburg District**  
*Demetric Erwin*

**Secretary of State**  
*Quincy Mouton*

**U.S. Army Corps of Engineers  
New Orleans District Office**  
*David Willis*  
*Sherrie Cordia*

**SJB Group**  
*Kenyatta Sparks*

**U.S. Department of Agriculture,  
Rural Development**

**Small Business Administration**  
*Jo Ann Lawrence*  
*Marjorae Ball*  
*Elaine Bailey*  
*Gail Brogan*  
*Alec Banks, Jr.*  
*Benita Rice*

**U.S. Department of Commerce,  
Economic Development Administration**  
*Apurva R. Naik*

**Veterans Administration**  
*Krystal Glasper*

**Small Business Development Center**  
*Ada Womack-Bell*  
*Sonia Wilson*

**Veterans Business Outreach Center**  
*Mark Scott*  
*Mike Pornovets*

**Woodward Design+Build**  
*Lauren Marshall*