



# SBTW★23

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**Driving Small Business Performance**

JUNE 20-23, 2023 | BALTIMORE MD

# The Department of Defense (DoD) Regional Councils for Small Business Education and Advocacy



Dr. Sonny D. Hatcher

Assistant Director, DCMA Small Business Compliance Group



June 21, 2023



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# What is the Department of Defense Regional Council

The Department of Defense (DoD) Regional Councils for Small Business Education and Advocacy are a nationwide network of small business and acquisition professionals, from government and industry, organized to promote the Federal Small Business Programs.

The DoD Office of Small Business Programs (OSBP) established seven Regional Councils to support a small business training program. Per 15 U.S.C. 644(k)(13) and as outlined in DoDI 4205.01(2)(g), responsibilities of the DoD Director of Small Business Programs include training for DoD small business professionals and other DoD acquisition personnel.

The Councils provide a unique, single forum whereby small business and acquisition professionals, located nationwide, can gather for training, disseminate information and share ideas in a collaborative effort to address issues impacting their small business programs. The training is often held in conjunction with other outreach efforts to solicit small businesses.

The Councils afford a reasonable, accessible and cost effective way to ensure that the workforce has the pertinent training, tools and resources.

In addition, the Councils are a venue to ensure that policy from the Office of the Secretary of Defense is passed to the field levels and that the training supports DoD's initiatives. As a result, the workforce will become more effective participants in the acquisition process, and be empowered to promote effective competition and increase small business participation in DoD contracting and subcontracting.



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# Who and How to be a Member

**Council members come from three communities of Small Business Professionals:**

- **Government:** DoD and other federal agencies
- **Industry:** Small Business Liaison Officers
- **Resource Partners:** APEX Accelerators, formerly known as Procurement Technical Assistance Program (PTAP), Minority and Business Development Centers, etc.
- **Small businesses are not council members.**



# How Are the Council's Set Up

- Officers (Government (DoD) Personnel ONLY!)
- Executive Committee (Government or Industry)
- Planning Committee (Plans the Workshop)
- Membership Committee (Membership Drive)
- Social Media Committee (Social Media Platforms)



# How Are the Council's Set Up

## What Does This Actually Look Like?



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# FY 2022-2023 DoD MARC Officers | Executive Committee | Support

## Officers & Executive Committee



**Dr. Sonny Hatcher, Chairperson**  
Assistant Director, Small Business Compliance Group  
Defense Contract Management Agency



**Mr. Kyle Beagle, Vice Chairperson**  
Director, Office of Small Business Programs  
National Guard Bureau



**Ms. Anita Perkins, Secretary**  
Small Business Professional | Procurement Analyst  
DHS | ICE | Office of Acquisition Management



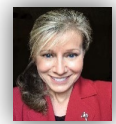
**Mr. Tonney Kaw-uh, Treasurer**  
Director of Small Business Programs Air Combat  
Command  
U. S. Air Force



**Ms. Tyler Brooks-Craft, Virginia Representative**  
Director Strategic Operations - Small Business Engagement | Supplier Diversity  
CGI Federal



**Ms. Lisa King, Maryland Representative**  
Federal Deputy SBLO - Finance & Operations | Global Supplier  
Diversity  
IBM



**Ms. Stephanie Sherwood, Pennsylvania Representative** | Social Media Committee  
Chair  
Small Business Program Manager | SBLO  
Weston Solutions, Inc.

## DoD OSBP Council Support



**Mr. Shawn Ralston, Planning Committee Chair**  
Small Business Liaison Officer – National Governments  
AECOM



**Ms. Carla Johnson, DoD Liaison**  
Associate Director, Acquisition Support &  
Contracting  
DoD Office of Small Business Programs



## Committees & Support



**Ms. Alissa Weathers, Membership Committee Chair & Planning Committee**  
Supplier Diversity & Sustainability Manager  
Xerox



**Mr. Willie Franklin, Planning, Membership & Social Media Committees**  
Small Business Liaison Officer  
Peraton



**Mr. John Davis, Planning & Membership Committees**  
Small Business Liaison Officer  
GHD



**Ms. Tina Ho, Board Administrative Support, Planning Committee**  
Small Business Liaison Officer  
KPMG



**Ms. Pamela Brunson, Planning Committee**  
Small Business Specialist  
National Guard Bureau



**Mr. Carlos Duran, Planning Committee**  
Deputy Small Business Programs, Naval Surface Warfare Center  
Carderock

**Open Seats**

- State Representatives: DC, DE, NJ, WV
- Legislative Committee Chair



# FY 2022-2023 DoD PNW Officers | Executive Committee | Support

## Officers & Executive Committee



**Ms. Kay Riplinger-Baltz, Chairperson**  
Deputy Small Business Program Galveston District  
USACE



**Mr. Michael Gilbert, Vice Chairperson**  
Director Business Operations  
United States Air Force Fairchild



**Mr. Dave Walz, Secretary**  
Small Business Professional  
Naval Undersea Warfare Center NAVSEA Keyport



**Mr. James Glynn, Treasurer**  
Deputy Small Business Program Walla Walla District  
USACE

## DoD OSBP Council Support



**Ms. Carla Johnson, DoD Liaison**  
Associate Director, Acquisition Support &  
Contracting  
DoD Office of Small Business Programs



## Committees & Support



**Ms. Jackie Hacker, Membership Committee Chair & Planning Committee**  
Small Business Liaison Officer  
HDR



**Ms. Melinda Martirosian, Planning Committee Chair & Membership Committee**  
Small Business Advisor  
Washington Apex Accelerator



**Ms. Venessa Gleich, Planning & Membership Committees**  
Small Business Advisor  
American Indian Chamber Education Fund APEX  
Accelerator



**Ms. Mary Jo Juarez, Board Administrative Support, Planning Committee**  
Small Business Advisor  
Kitsap Economic Development Alliance



**Mr. Jeremy Sandoval, Board Administrative Support, Planning Committee**  
Procurement Specialist  
American Indian Chamber Education Fund APEX Accelerator





# What is the Mission of the DoD Regional Council

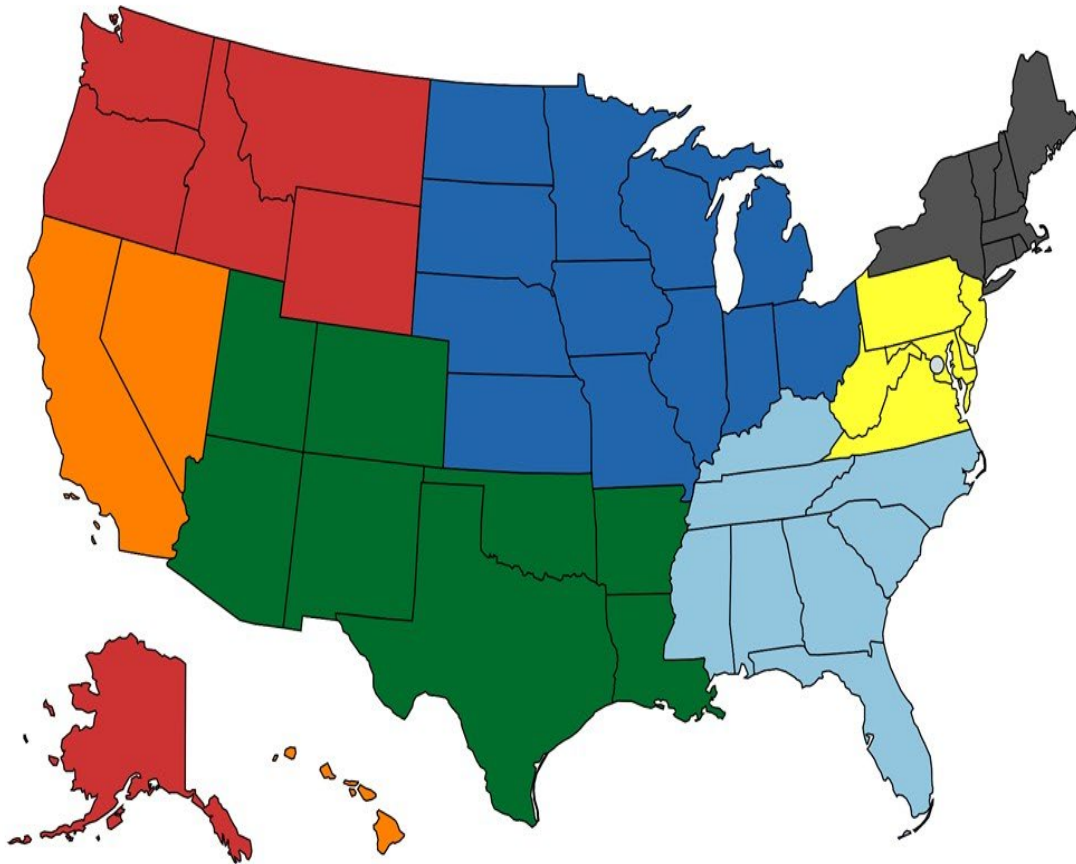
The Councils serve the members by offering a venue to disseminate statutes and regulatory policies, changes and updates, as well as an opportunity to provide feedback for collective action to affect small business issues. No other training forum or organization offers this type of small business support. **The DoD OSBP considers the councils to be a vital component of its overall mission and strongly encourages participation.**

The Regional Councils provide the following principle benefits for its members:

- Access to information to ensure the effective utilization of small businesses throughout the acquisition process, to include acquisition strategy, contract award and compliance
- Opportunity to network with other professionals sharing common goals
- Opportunity to provide input on proposed policies, business processes and small business-related initiatives
- Opportunity to support small business outreach effort
- Membership is a group that serves as a strong advocate for small business



# The Seven(7) Council Locations



1. Northeast Regional Council
2. Mid-Atlantic Regional Council
3. South Central Regional Council
4. Pacific Northwest Regional Council
5. Western Regional Council
6. Southeast Regional Council
7. North Central Regional Council



# The Seven Council Locations- Continued

1. **Mid-Atlantic Regional Council**: Pennsylvania, New Jersey, West Virginia, Maryland, Delaware, Virginia, DC
2. **Northeast Regional Council**: Maine, New Hampshire, Vermont, New York, Massachusetts, Rhode Island, Connecticut
3. **Pacific Northwest Regional Council**: Alaska, Washington, Oregon, Idaho, Montana, Wyoming
4. **South Central Regional Council**: Utah, Colorado, Arizona, New Mexico, Texas, Oklahoma, Arkansas, Louisiana
5. **Western Regional Council**: California, Nevada, Hawaii.
6. **North Central Regional Council**: North Dakota, South Dakota, Nebraska, Kansas, Minnesota, Iowa, Missouri, Wisconsin, Illinois, Michigan, Indiana, Ohio
7. **Southeast Regional Council**: Kentucky, Tennessee, North Carolina, Mississippi, Alabama, Georgia, South Carolina, Florida



# Regional Council Chair POC's

- 1. Mid-Atlantic Regional Council:** Dr. Sonny D. Hatcher, [sonny.d.hatcher.civ@mail.mil](mailto:sonny.d.hatcher.civ@mail.mil); Assistant Director, DCMA Small Business Compliance Group
- 2. Northeast Regional Council:** Ms. Eva Marie D'Antuono, [evamarie.dantuono@usace.army.mil](mailto:evamarie.dantuono@usace.army.mil); Deputy, U.S. Army Corps of Engineers
- 3. Pacific Northwest Regional Council:** Ms. Kay Riplinger-Baltz, [kay.j.riplinger-baltz@usace.army.mil](mailto:kay.j.riplinger-baltz@usace.army.mil); Deputy, U.S. Army Corps of Engineers
- 4. South Central Regional Council:** Ms. Jaime Como, [jaime.m.como.civ@mail.mil](mailto:jaime.m.como.civ@mail.mil); Team Lead, DCMA Small Business Compliance Group
- 5. Western Regional Council:** Mr. Derrick Hu, [derrick.h.hu.civ@us.navy.mil](mailto:derrick.h.hu.civ@us.navy.mil); Deputy Director, NAVAIR Weapons Division OSBP
- 6. North Central Regional Council: VACANT**
- 7. Southeast Regional Council: VACANT**



# Upcoming Workshops

July 20, 2023 - Mid-Atlantic Regional Council Summer Workshop (Virtual Meeting)(GSA/SBIR/STTR/MPP)

July 26, 2023 - Western Regional Council. Training Session, prior to the Navy Gold Coast Small Business event

August 2, 2023 - South Central Regional Council Workshop (Virtual Meeting)

August 9-10 2023 - Northeast Regional Matchmaker, Business Training & Resource Fair

August 16, 2023 - Pacific Northwest Regional Council Workshop, Fife/Tacoma Washington (**Hybrid**, In-person/Online)



# Previous Workshop



**The Department of Defense (DoD) Mid-Atlantic Regional Council (MARC)  
*U. S. Small Business Administration Legislative Update. and  
Agency OSDBU Discussion Panel*  
2022 Fall | Winter Virtual Workshop – December 1, 2022**



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# Previous Workshop Continued

## AGENDA SUMMARY



12:45 – 12:55 PM	Online Check-in to MS Teams Event Link
12:56 – 1:00 PM	Welcome   Housekeeping   Agenda Dr. Sonny Hatcher, DoD MARC Chairperson <i>Assistant Director, DCMA Small Business Compliance Group</i>
1:01 – 1:05 PM	Pledge of Allegiance Ms. Tina Ho, DoD MARC Planning Committee <i>Small Business Liaison Officer   KPMG</i>
1:06 – 1:10 PM	Weston Solutions, Inc. Host Welcome Mr. Matt Beatty <i>Senior Vice President, Chief Strategy and Development Officer   Weston Solutions, Inc.</i>
1:11 – 1:25 PM	DCMA Agency Update Dr. Sonny Hatcher, MARC Chairperson <i>Assistant Director, DCMA Small Business Compliance Group</i>
1:26 – 1:45 PM	U. S. Small Business Administration (SBA) Legislative Update Mr. Sam Le <i>Director, Office of Policy Planning and Liaison   U. S. Small Business Administration</i>
1:46 – 1:55 PM	Q & A with Mr. Sam Le of SBA <i>Facilitator – Mr. Shawn Ralston (DoD MARC)</i>
	Agency OSDBU Discussion Panel <i>Facilitator – Mr. Shawn Ralston (DoD MARC)</i>
	<b>OSDBU Panel Participants:</b> <ul style="list-style-type: none"><li>• Mr. P. Antoine Broughton – Director, Direct Access Program U. S. Department of Veteran Affairs Office of Small Disadvantaged Utilization</li><li>• Ms. E. Darlene Bullock – Director U. S. Department of Homeland Security Office of Small Disadvantaged Utilization</li><li>• Mr. Shannon C. Jackson – Director U. S. Department of Health and Human Services Office of Small Disadvantaged Utilization</li><li>• Mr. Leonardo San Román – Manager U. S. Department of Transportation Office of Small Disadvantaged Utilization Procurement Division</li></ul>
2:36 – 2:55 PM	Q & A with OSDBU Panel Participants <i>Facilitator – Mr. Shawn Ralston (DoD MARC)</i>
2:56 – 3:00 PM	Thank you   Acknowledgements   Closing Remarks Ms. Stephanie Sherwood, DoD MARC Planning Committee, Social Media Committee Chair <i>Supplier Diversity Program Manager and Small Business Liaison Officer   Weston Solutions, Inc.</i>



# Questions



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# Thank you.



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