SOCIAL MEDIA ENGAGEMENT

@NASA_OSBP
@AZPTAC

#AerospaceBizMatchmaker
#NASASmallBusiness
#smallbiznetworking
#NASAOSBP
#NASASmallBizOutreach
Welcome to the Building Your Future: Connecting Businesses with Federal Opportunities Conference. Since NASA’s inception more than 60 years ago, small businesses have been at the core of our innovation and ability to achieve tremendous things on behalf of the American people and the world.

NASA takes great pride in collaborating with our Federal, State, and local partners to offer you one of the Agency’s premier events to help small businesses learn about and respond to, NASA’s acquisition needs. Last year, small businesses received nearly $5.9 billion in contracts from NASA prime and subcontracting awards.

At this event, the Agency, along with our prime contractors, intends to continue our strategic and dedicated efforts by providing access to requirements and opportunities that support NASA’s Missions.

By maximizing your matchmaking opportunities today and methodically following up with the connections you make, we are confident your diligence will pay off and when it does let us know.

Your presence today is an indication that you are committed to taking “the giant leap” needed to expand your business and enable NASA to get to the Moon, Mars, and beyond.

If there is anything our team can do to further your efforts, please do not hesitate to let us know. After all, at NASA, small business makes a BIG difference!

To learn more about the NASA Small Business Program, visit: https://www.osbp.nasa.gov.

Thank you for your support. Enjoy the event!

Sincerely,

GLENN A. DELGADO
Associate Administrator
NASA Office of Small Business Programs
On behalf of the students, faculty, and staff at Glendale Community College (GCC), I would like to welcome you to our campus. As one of the oldest and largest schools within the Maricopa Community College District, GCC is fully accredited and serves nearly 30,000 students annually on two campuses. We offer over 100 degree and certificate programs along with a wide variety of clubs and organizations, all of which combine to make GCC a vibrant and exciting learning environment.

Our goal at Glendale Community College is very straightforward: we want to apply innovative teaching practices along with a challenging curriculum in order to prepare our students for the workplace of the future. We recognize that our society is experiencing unprecedented change in the work environment, with job skill requirements evolving at high velocity. That is why all of us at GCC embrace the reality that higher education needs to prepare students for jobs that don’t yet exist and the fact that 50 percent of all jobs that exist today will be gone in the next 10 years. GCC students need to be able to thrive in an environment where they will most likely be working alongside a smart machine. Not only that, they must be prepared to adapt to a continually changing workplace, which is why I am excited about the opportunity to host the “Building Your Future” event.

GCC is proud to co-sponsor the “Building Your Future: Connecting Businesses with Federal Opportunities.” The theme of the event correlates perfectly with one of our core missions: to be a connection point between the workforce needs of the business community, the knowledge of our faculty, and the talent of our students.

You are visiting GCC and Arizona during a perfect time of year, with its warm days with fragrant plants in full bloom and our students focused on finishing out the semester. We invite you to take a moment and enjoy our beautiful campus and get to know our diverse student body.

Sincerely,

TERESA LEYBA RUIZ, Ed.D.
President
Glendale Community College
Letter from the Manager of Arizona Procurement Technical Assistance Center

On behalf of the Arizona Procurement Technical Assistance Center (AZPTAC) and the Maricopa Community Colleges District, welcome to the Building Your Future: Connecting Businesses with Federal Opportunities conference. We are proud to co-host this event with the American Indian Chamber Education Fund Procurement Technical Assistance Center (AICEF PTAC) in partnership with NASA.

AZPTAC helps small companies succeed in the Government marketplace. As part of our commitment, we are thrilled to participate in this event that brings businesses together with Government contracting officers and large primes.

Matchmaking events are a perfect venue to build relationships and connect to greater opportunities. It is our hope that participants will gain greater insight on how they can be part of upcoming Federal projects and benefit from our Nation’s thriving economy.

While in Phoenix, enjoy the final weeks of our idyllic spring weather. For ideas on exploring the metro area on foot or by car (or even electric scooter!), visit https://www.visitphoenix.com/things-to-do/.

Thank you for participating in this event and the best of luck to everyone.

Sincerely,

DANIEL AYALA
Program Manager, Arizona PTAC
Contracting Points of Contact

**Army ACC-APG / Fort Huachuca**
Sonya Delucia, Small Business Specialist  
sonya.p.delucia.civ@mail.mil

**Army National Guard – USPFO**
Adrian Hreshchyshyn, Contract Specialist  
adrian.v.hreshchyshyn.mil@mail.mil

**Bureau of Land Management**
David Hetterly, Contracting Officer  
detterly@blm.gov  
Mark Hess, Purchasing Agent  
mhesse@blm.gov

**Davis Monthan Air Force Base**
JoAnne Squire, Small Business Specialist  
joanne.squire@dm.af.mil

**Department of Veterans Affairs**
Cathy Fernandez, Small Business Specialist  
catalina.fernandez@va.gov

**General Services Administration**
Lori Falkenstrom, Business Specialist  
lori.falkenstrom@gsa.gov  
Pamela Smith-Cressel, Small Business Specialist  
pam.smith-cressel@gsa.gov

**Indian Health Services**
Barbara Bonnette, Supervisory Contract Specialist  
Barbara.Bonnette@ihs.gov

**Luke Air Force Base**
Mary Peetz, Small Business Specialist  
mary.peetz@us.af.mil

**Marine Corps Air Station**
Taz O’Brien Belcher, Supervisory Contracting Officer  
taz.belcher@navy.mil

**U.S. Army Corps of Engineers**
Prisco Eric Ravelli, Deputy, Small Business Programs  
Prisco.e.ravelli@usace.army.mil

**U.S. Customs and Border Patrol**
Frank Duarte, Contracting Officer  
frank.s.duarte@dhs.gov

**U.S. Department of Agriculture**
Dale C. Clark, Contracting Officer  
curt.clark@az.usda.gov

**Western Area Power Administration**
Byron McCollum, Procurement Management  
Mccollum@wapa.gov

**Arizona Department of Transportation**
Kent Lane
American Indian Chamber Education Fund
Procurement Technical Assistance Center
Arizona Office
3200 N. Dobson Road, Bldg. C, Suite 110
Chandler, AZ 85224
480-699-9529
http://aicef-ptac.org

American Indian Chamber Education Fund
Procurement Technical Assistance Center
California Office
5912 Bolsa Avenue, Suite 108
Huntington Beach, CA 92649
213-341-0104
http://aicef-ptac.org

American Indian Chamber Education Fund
Procurement Technical Assistance Center
Washington Office
713 Jadwin Avenue, Suite 9
Richland, WA 99352
509-581-7505
http://aicef-ptac.org

American Indian Chamber Education Fund
Procurement Technical Assistance Center
Oregon Office
522 S.E. Washington
Roseburg, OR 97471
541-391-2992
http://aicef-ptac.org

Arizona Procurement Technical Assistance Center
Glendale Community College
6000 W. Olive Avenue
Glendale, AZ 85302
623-845-4700
https://www.azptac.com

Arizona Procurement Technical Assistance Center
Gateway Community College
108 N. 40th Street, South Building
Phoenix, AZ 85034
480-784-0603
http://www.azptac.com

Arizona Procurement Technical Assistance Center
Cochise College Downtown Center
2600 E. Wilcox Drive, Suite H101
Sierra Vista, AZ 85635
520-515-5478
http://www.azptac.com

America’s SBDC Arizona Network
State Office
2411 W. 14th Street, Room 114
Tempe, AZ 85281
480-731-8720
www.azsbdc.net
7:30 AM  Event Registration
  Light Refreshments and Networking

8:00 AM  Welcome and Statement of Occasion
  Master of Ceremony:
  Scott Schulz, Interim Vice President
  Glendale Community College
  Remarks:
  Danny Ayala, Program Manager,
  Arizona Procurement Technical Assistance Center
  Shivani Dubey, Deputy District Director Arizona District Office
  U.S. Small Business Administration (SBA)

8:15 AM  Introductory Remarks and How to Do Business with NASA
  Glenn A. Delgado, Associate Administrator,
  National Aeronautics and Space Administration (NASA),
  Office of Small Business Programs (OSBP)

8:25 AM  NASA Center Overviews and a Conversation with Agency
  Small Business Specialists
  Moderator:
  Charles T. Williams, Program Manager
  NASA OSBP
  Panelists:
  NASA Space Centers
  Lynn Garrison, Small Business Technical Advisor,
  NASA Marshall Space Flight Center
  NASA Research Centers
  Robert O. Betts, Small Business Specialist,
  NASA Langley Research Center
  NASA Science Centers
  Elizabeth A. Haase, Small Business Specialist,
  NASA Goddard Space Flight Center

9:00 AM  Overview and Update on NASA Minority University Research
  and Education Project (MUREP)
  Presentation includes an overview of the MUREP program
  which engages underrepresented populations through a wide
  variety of initiatives.
  Roderick Chappell, MUREP Team Lead, NASA Langley
  Research Center Office of Education/STEM Engagement

9:05 AM  Partnering with Historically Black Colleges and Universities
  (HBCUs) and Minority Serving Institutions (MSIs) Capability
  Briefing Session
  Overview of NASA’s HBCU/MSI goal, the HBCUs/MSIs Technology
  Infusion Road Tour and featured Institutions of High Education
  Tabisa Taliwaku Kalisa, Program Manager, NASA OSBP

9:35 AM  Innovation and Technology at NASA
  Overview and update on the Agency’s Small Business
  Innovation Research (SBIR) and Small Business Technology
  Transfer (STTR) program
  Damian Taylor, STTR Mission Directorate Liaison,
  SBIR/STTR Program, Space Technology Mission Directorate,
  NASA Headquarters

10:00 AM  Break
10:10 AM  |  Doing Business with NASA Primes – What Companies Need to Know  
NASA Primes will discuss doing business with their respective companies and their current opportunities.

Panelists 
Elaine Clemens-Solomon, Small Business Liaison Officer, The Boeing Company  
Jenifer Scoffield, Small Business Liaison Officer (SBLO), Northrop Grumman Corporation 
Chemise Smith, Small Business Liaison Officer (SBLO), KBRwyle  
Kerry Webb, Sr. Manager of Supplier Management, SAIC

11:00 AM  |  Procurement Technical Assistance Center Presentation  
American Indian Chamber Education Fund Procurement Technical Assistance Center

Venessa Gleich, Program Manager, American Indian Chamber Education Fund PTAC

11:20 AM  |  Update from U.S. Small Business Administration (SBA)  
U.S. Small Business Administration Arizona District

Shivani Dubey, Deputy District Director Arizona District Office

11:45 AM  |  Lunch and Networking  
Glendale Community College

Tim Frank, Professor of Engineering, Engineering Program Director

1:00 PM  |  Matchmaking and Resource Tables Open

4:45 PM  |  Matchmaking and Resource Tables Close

4:50 PM  |  Closing Remarks

5:00 PM  |  Event Concludes
ROBERT O. BETTS
Small Business Specialist, NASA Langley Research Center

Robert O. Betts is the Small Business Specialist at the NASA Langley Research Center in Hampton, VA. Betts also serves as a Contract Specialist and the Industrial Relations Officer for the Center.

As the Small Business Specialist, he is responsible for planning, implementing, monitoring, and managing the NASA Langley Research Center Small Business Program. He serves as the Center advisor on all small business matters.

Betts has been a contract specialist with NASA since 2009, administering several complex contracts including the $70 million Tropospheric Emissions: Monitoring of Pollution (TEMPO) space flight instrument that will monitor pollution over North America from a Geostationary Earth orbit. He has also administered several research and development contracts for a variety of stakeholders.

Betts is an Air Force veteran with over 20 years of service to his country. He began his military service as a munitions supply technician and ended as a contract specialist working all aspects of operational contracting. He deployed overseas in support of multiple military actions and garnered several awards during his distinguished career. His post-military career includes civil service stints with the Department of the Air Force and Department of Veteran's Affairs as a contract specialist.

Betts holds a bachelor of arts degree in business administration with a specialty in management information systems from Saint Leo University. Betts is a Level III certified contracting professional.

RODERICK D. CHAPPELL
Team Lead, MSI Strategic Partnerships, NASA Langley Research Center Office Education/STEM Engagement

Roderick “Rod” Chappell is leading a team to develop a Center of Excellence (COE) at NASA Langley Research Center that provides leadership, best practices, research, support, and training for Minority Serving Institutions (MSIs). The COE will support capacity building at institutions engaged in STEM program development preparing the next generation of innovators. The key product is a repository of MSI data featuring capture management, information sharing, and matchmaking.

Chappell is a 20+ year veteran and entrepreneur in the marketing, promotions, and communications arena. In 2001, he revolutionized the promotions marketplace by forming Grassroots Promotions (GPs), a full-service marketing strategy firm specializing in targeted events and promotions. The first of its kind specializing in the African American and Hispanic consumer marketplace, GP is designed to be the link between managers of corporations and grassroots-level marketing programs in the urban community.

Chappell has a master’s degree in business from the Duke University Fuqua School of Business and a bachelor of arts from Morehouse College, Department of Business. Chappell travels the Nation as guest speaker for various business workshops and conferences, speaking about a principle he founded entitled “In Your Place Marketing.” He currently serves as a consultant and advisor for many current and future CEOs. He is also penning a book entitled HBCU CEO: Passion To Profit.
ELAINE CLEMENS-SOLOMON
Small Business Liaison Officer, The Boeing Company

Elaine Clemens-Solomon is a Small Business Liaison Officer for Boeing Defense, Space, and Security (BDS). In this role, she is responsible for integration of BDS strategy for small and diverse business participation across Boeing programs.

Clemens-Solomon was named to her current position in April 2010. Previous responsibilities have included Section Manager for the Apache Longbow Electromechanical Procurement Group, Major Subcontract Administrator for MD Explorer International Procurements, and Section Manager for General Procurement. Special Assignments have included Loaned Executive to the United Way and Executive Staff Legislative Liaison.

Clemens-Solomon holds a bachelor’s degree in Cultural Anthropology from the University of California, Los Angeles, and a master’s degree in Business Administration from California State University, Dominguez Hills. She has completed postgraduate certification programs in Project Management and Strategic Organizational Development from Villanova University. She is an alumna of The Boeing Company Leadership Experiences Program, the Black Board of Directors Project and Valley Leadership Class XIV.

GLENN A. DELGADO
Associate Administrator, NASA Office of Small Business Programs

Glenn A. Delgado is the Associate Administrator of the Office of Small Business Programs at the National Aeronautics and Space Administration (NASA). As the Associate Administrator, Delgado provides executive leadership and policy direction for developing and implementing policies and initiatives throughout NASA to ensure that all categories of small businesses are afforded opportunities to compete for Agency contracts. Since Delgado’s arrival in 2006, NASA has seen a 28 percent increase in direct awards, which equates to approximately $769 million to small businesses.

During his tenure as Associate Administrator, Delgado continues to lead his team in a collaborative project with the Office of General Counsel and Office of Procurement, to publish several new policies, contract clauses, and NASA Federal Acquisition Regulation (FAR) Supplement changes that are beneficial to the Agency’s small business programs. In 2009, the Small Business Administration (SBA), recognized the new policies/procedures that NASA implemented for its small business program as a Federal Government Best Practice.

In 2010, Delgado received the second-highest award bestowed by NASA, the NASA Outstanding Leadership Medal. He received this award for his innovative practices and outstanding stewardship of NASA’s small business programs in supporting the Agency’s mission, goals, and objectives. In September 2010, the Congressional Black Caucus honored him with the 2010 Small Business Champion Living Legends award. In July 2013, Delgado was presented with the NASA Exceptional Service Medal. His continued success was recognized in FY 2014, when he received the Presidential Rank Award of Meritorious Executive, which is the second highest annual award given to career Senior Executive Service members. In 2016, Delgado also received the Special Act Award and Mentoring Award, a NASA Headquarters Honors Award.

Delgado earned his bachelor’s degree from the University of New Hampshire, his master’s degree in business administration from Marymount University, and is a Level III certified in the Acquisition Professional field of Contracting.
SHIVANI DUBEY
Deputy District Director, U.S. Small Business Administration, Arizona District Office

Since January 2011, Shivani Dubey has been working at the U.S. Small Business Administration (SBA) Arizona District Office as the Deputy District Director to help ensure success and growth for small businesses. Prior to that position, she was the Associate District Director for Business Development in the Arizona District Office for 5 years. In these positions, she has worked to expand the SBA’s business development programs and create awareness of the SBA programs and opportunities available to small businesses.

Prior to the Arizona District Office, Dubey worked in Washington, DC, delivering various e-business solutions for the business community. During her time in Washington, she worked at the Small Business Administration and the White House Office of Management and Budget (OMB). At the OMB she served as the Federal Government’s Government-to-Business Portfolio Manager for information technology. In this role she was focused on making Government services cheaper, faster, and more efficient for the business community. Dubey began her Federal career in Washington, DC, working for the Environmental Protection Agency for 3 years.

Dubey has significant experience in Federal Government procurement and information technology policy. She is a contracting professional and holds a Federal Acquisition Certification in Contracting. She is a certified Project Management Professional. Dubey holds graduate and undergraduate degrees from the University of Pennsylvania. Dubey has a passion and mission to help small businesses thrive in Arizona.

TIM FRANK
Professor of Engineering, Engineering Program Director, Glendale Community College

Dr. Tim Frank grew up on the west side of Phoenix. After high school, he attended Baylor University, where he was a dual major in electrical engineering and physics. He graduated in 1990 with a B.S. degree, and then went on to attend the California Institute of Technology, and earned a Master’s of Science degree in applied physics in 1992 and a Ph.D. in 1998, with his area of research focusing on computing with artificial neural networks. While finishing his Ph.D. dissertation, he taught computer programming and circuit analysis courses for 2-and-a-half years within the electrical engineering department at Purdue University’s Indianapolis campus, (IUPUI). Dr. Frank returned to the Phoenix area in the fall of 1999. He taught computer programming, physics, and math courses for Western International University and Estrella Mountain Community College, before becoming the engineering instructor at South Mountain Community College in the fall of 2000. Tim worked at SMCC until May 2016, when he transferred to Glendale Community College to become their engineering program director. Tim has been married since 1990 to Dr. Karen Connally-Frank, who is a physician of internal medicine in Sun City West, and they have three daughters.

LYNN GARRISON
Small Business Technical Advisor, NASA Marshall Space Flight Center

Lynn Garrison serves as the Marshall Space Flight Center Small Business Technical Advisor in support of the Small Business Office. Garrison is also a Marshall Space Flight Center Technology Transition Lead for the Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR) programs, which help the Agency meet Federal research and development needs and increase private sector commercialization of innovations derived from Federal research and development.
VENESSA GLEICH
Program Manager, American Indian Chamber Education Fund PTAC

Venessa Gleich is the Program Manager at the American Indian Chamber Education Fund Procurement Technical Assistance Center in Chandler, AZ.

As the Program Manager she is responsible for implementing, monitoring, and direct oversight of the PTAC Program. The AICEF PTAC serves the Pacific (CA), Western (AZ, NV, UT), and the Northwest (WA, OR, ID) Bureau of Indian Affairs Regions. As part of the implementation and direct oversight she provides a broad range of strategic and tactical Government procurement counseling, training, and education to Native American businesses and Tribal Enterprise within the seven states that seek to sell their products and services to the Federal, state, tribal, and local Government agencies.

Gleich has gained over 25 years of practical insight into the opportunities and challenges facing small businesses as a proposal manager, procurement consultant, architectural designer, and business owner working with state, Federal, and Tribal communities. In 2009, Gleich worked to expand business development and create awareness of partnering and utilizing the various certification programs through Small Business Administration and communicate opportunities available to Native American Businesses with the Buy Indian Program and Department of Defense Indian Incentive Program. Gleich has provided over 350 small businesses guidance interpreting the Federal Acquisition Regulation as it relates to contracting.

ELIZABETH A. HAASE
Small Business Specialist, NASA Goddard Space Flight Center

Elizabeth Ann Haase is GSFC’s Small Business Specialist and is responsible for the Small Business Office and associated matters for the Center; implementing Center small business initiatives, as well as initiatives designated by NASA Headquarters’ Office of Small Business Programs. Haase is also the Assistant Division Chief for the GOES-R Procurement Office, Procurement Operations Division. She manages the GOES-R Procurement Office, ensuring effective and efficient support for all GOES-R Program and GOES-R Flight Project contract actions.

Haase has 28 years of experience in procurement. She has gained a vast and diverse amount of procurement knowledge through supporting institutional programs in functional procurement offices and in supporting flight programs and projects in the capacity of Contracting Officer, Procurement Manager, and most recently as Assistant Division Chief for Procurement. She served as the Contracting Officer on numerous Source Selection Boards and has held the position of SEB Coordinator. Haase participated in the Diversity Dialogue Project as a trained facilitator and also participated in the Mentor Program as a mentee and mentor and values these experiences as successful leadership opportunities, furthering the vision and strategic goals of the Procurement Operations Division.
TABIWA “TABI” TALIWAKU KALISA
Program Manager, NASA Office of Small Business Programs

Tabisa “Tabi” Taliwaku Kalisa currently serves as a Program Manager for the National Aeronautics and Space Administration’s (NASA’s) Office of Small Business Programs (OSBP) in Washington, DC. Kalisa oversees the Agency’s Women-Owned Small Business, Historically Underutilized Business Zone concerns, Historically Black Colleges and Universities (HBCUs)/Minority Serving Institutions (MSIs), and the Agency’s Mentor-Protégé Program. In addition, Kalisa serves as the Program Manager for NASA’s Ames Research Center and Armstrong Flight Research Center in California, Langley Research Center in Virginia, and Kennedy Space Center in Florida.

As a Program Manager, Kalisa provides small business guidance by presenting and interpreting Federal and Agency-wide policy to NASA Centers, external Government agencies, and industry. As the Communication and Social Media Manager, she is responsible for the development and implementation of all OSBP external communications and social media strategy, including Web site content development. With her oversight of collateral design and production, OSBP’s outreach materials have received multiple Communicator Awards, honoring excellence in marketing and communication. Since she joined NASA OSBP in 2006, her responsibilities have included overseeing the Agency’s small business prime and subcontracting goaling metrics and the OSBP budget. Kalisa has received numerous awards during her NASA career including a NASA Early Achievement Medal, a NASA Agency Exceptional Achievement Medal, a NASA Agency Honor Award, and a NASA Headquarters Honor Award.

Kalisa started working in the Federal Government small business arena in 2003 by providing support to the Department of the Army’s Office of Small Business Programs Mentor-Protégé Program at the Pentagon. A year later, she transitioned to providing support to the Department of Defense’s Office of Small Business Programs Mentor-Protégé Program and Indian Incentive Program.

JENIFER SCOFFIELD
Small Business Liaison Officer for Northrop Grumman Innovation Systems

Jenifer Scoffield has been with NGIS as the Small Business Liaison Officer (SBLO) since 1990. She is responsible for the oversight of all the compliance with small business activities at eight locations in the Innovation Systems Sector. Her primary function is working with and educating internal supply chain personnel in order to provide opportunities for the small business community to be involved with NGIS’s Government contracts.

As a Small Business Liaison Officer, Scoffield has had experience in purchasing chemicals, adhesives, and propellants for various Government programs. Knowledge in working with quality, logistics, and proposals has given her the experience and fundamental understanding needed to lead in the right direction those small businesses seeking to do business with NGIS. Scoffield has been awarded the NASA Agency-Level Large Business Prime Contractor of the Year and awarded the Marshall Space Flight Center (MSFC) Program Leadership Award.

Scoffield continues to work with the Marshall Prime Contractors Supplier Council (MPCSC). She was instrumental in initiating the council for MSFC prime contractors and held the first chairperson position. She currently is the chairman for the Utah Supplier Development Council (USDC) and is a member of the NASA Industry Forum (NIF) that includes both Industry and NASA Centers. Scoffield holds a bachelor’s degree in Organizational Communication from Utah State University in Logan, Utah.
CHEMISE SMITH
Small Business Liaison Officer, KBRwyle

Chemise Smith serves as the Small Business Liaison Officer (SBLO) for KBRwyle, taking her current position in 2016 with SGT, Inc., which was acquired in 2018. She is primarily responsible for the execution of the Small Business (SB) Office compliance program for Federal SB subcontracting activity within KBRwyle’s Space and Mission Solutions business unit, including the Mentor-Protégé Program, SB strategic sourcing supporting business development, SB subcontracting plan development, and Business SB utilization contract performance.

Smith worked for large prime contractors in similar positions prior to starting her current position. She was the Small Business Advocate for a multibillion-dollar Department of Homeland Security contract at Accenture, and later assumed the role of the SBLO, managing their Federal Practice Small Business Program, and then served as SBLO at CACI (formerly L-3 National Security Solutions). At both organizations, Smith managed and supported their Department of Defense (DOD) Mentor Protégé Agreements (MPA). She received a letter of appreciation from Defense Contracting Management Agency (DCMA) program manager for her responsiveness and positive working relationships. In May 2016, CACI’s Small Business Office received the Small Business Partner of the Year award from the Small and Emerging Contractors Advisory Forum (SECAF) for the dedication and work of supporting and promoting small businesses. KBRwyle’s MPA with NASA received the Ames Center Mentor Protégé Agreement award in 2017 and 2018.

Smith holds a bachelor of science in business administration from San Diego State University, and a master certificate in Government contracting from George Washington University.

DAMIAN TAYLOR
STTR Mission Directorate Liaison, SBIR/STTR Program, Space Technology Mission Directorate, NASA Headquarters

Damian Taylor is employed with the National Aeronautics and Space Administration (NASA) in the Space Technology Mission Directorate (STMD). He currently serves as the Small Business Technology Transfer (STTR) Mission Directorate Liaison in the Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR) program.

Prior to NASA, Taylor worked as an Engineering Consultant, Systems Engineer, Program Manager, and Business Unit Manager for various companies within the space, intelligence, and defense industries over the last 25 years. Lieutenant Colonel Taylor has also worked for the last 25 years as an Air Force reserve officer in various leadership positions and now serves as an Inspector General.

Taylor holds a bachelor of science and master of science degrees from Western International University and Florida Institute of Technology. He also is a graduate of the Air Force’s Squadron Officer School as well as Air Command and Staff College in the areas of electronics technology, international business, management, acquisition/contracts, leadership and national security/policy.
**KERRY WEBB**  
Senior Manager of Supplier Management, SAIC

Kerry Webb is a Senior Manager of Supplier Management for SAIC on the NASA Integrated Services (NICS) program. In his role, Webb oversees the acquisition of products and services integral to SAIC’s support of NASA’s communications infrastructure. Kerry has 20+ years’ experience in the Information Technology industry in systems and network administration and architecture. In recent years, Webb has incorporated his technical background into supplier management roles working in Subcontracts and Carrier Management.

---

**CHARLES T. WILLIAMS**  
Program Manager, NASA Office of Small Business Programs

Charles “Chuck” Williams currently serves as a Program Manager for the National Aeronautics and Space Administration’s (NASA’s) Office of Small Business Programs (OSBP) in Washington, DC. Williams joined the HQ OSBP in March of 2018. Williams oversees the Agency’s SDB/8(a) Program, Small Business Technical Advisory/Small Business Technical Coordinators Program, and serves as the Liaison to the Office of Procurement and the Office of the General Counsel, as well as the SBA Scorecard Manager. In addition, Williams serves as the Program Manager for NASA’s Shared Services Center at Stennis Space Center, MS; Glenn Research Center, OH; and Goddard Space Flight Center, MD.

As a Program Manager, Williams is responsible for providing small business guidance by presenting and interpreting Federal and Agency-wide policy to NASA Centers, external Government agencies, and Industry. Williams has a degree in electrical engineering and began his career with NASA in August 2006 at the Johnson Space Center (JSC) where he served as the Senior Small Business Specialist, the Center Technical Advisor, and the contact for the JSC Mentor Protégé Program.
Small Businesses will supply the vast majority of employment opportunities in the upcoming years. The range of small businesses is enormous, everything from food trucks and art stands to high-tech and software businesses. Those who have an entrepreneurial mindset are many times the leaders behind these small businesses. But the entrepreneurial mindset transcends just small business and can be utilized in almost any type of endeavor, not just related to small businesses. An entrepreneur can be an advocate with an idea, an innovator in a corporation, or an instructor with a teaching philosophy. There is always work and opportunity for entrepreneurs and small business owners.

Certificate of Completion (CCL) in Small Business Management (Level 1 and Level 2) is designed to prepare individuals to acquire the skills, tools and knowledge necessary for successful start-up and operations of a profit-making business. Emphasis is placed on evaluating potential business opportunities, developing a business plan, and practical application of small business operating principles. Students develop a foundation of business start-up strategies and practices that will enable them to prosper in the ever-changing small business environment.

Certificate of Completion (CCL) in Entrepreneurial Studies (Level 1 and Level 2):

Level 1 is designed to provide individuals with an introduction to the entrepreneurial process. Courses include tools to explore types of business start-up opportunities, venture creation and potential business model exploration. Students engage in hand-on activities for creating a preliminary business plan, as well as securing a healthy financial future.

Level 2 is designed to provide students with the necessary skills, knowledge, and abilities to start and run their own business. Courses include new venture legal issues, financial projections, sources of finding, in addition to market research to determine business feasibility. Also covers management and marketing skills and entrepreneurial mindset for owning and operating a small business.

Program Certificate of Completion*

Small Business Management (Level 1 and Level 2)
Entrepreneurial Studies (Level 1 and Level 2)
Small Business Entrepreneurship

*CCLs are pending approval for Fall 2019

What to Expect

Occupation: Online Merchants
Salary Range: $70,010 annual (median wages)
Required Training: Associate's degree
Source: O*Net, www.onetonline.org, 2018

There is more than one path available to students looking to gain knowledge or improve skills. Depending upon your education and career goals, GCC has something to fit your needs. The classes offered in these certificate programs may be used for electives towards the Associate of Applied Science (AAS), Associate in Arts (AA) or the Associate in General Studies (AGS) degrees. Talk to a program adviser. If certification is your goal, multiple Certificates of Completion (CCLs), credentials requiring fewer credit hours, are available to validate specific expertise.

CONTACT

Overall Academic Advising  Program Specific Advising
Anthony Reyes, Business Advisor  Gabriela Cojanu, Faculty
Room: 01-129   Room: 01-107
Phone: 623-845-3357  Phone: 623-845-3955
anthony.reyes@gccaz.edu   gabriela.cojanu@gccaz.edu

Occupation: Sales, Wholesale and Manufacturing
Salary Range: $56,970 annual (median wages)
Required Training: Bachelor's degree*
Examples of jobs from this program include:
• Retail Sales
• Online Sales
• Wholesale/Manufacturing
• Technology
• Service Industry

Occupation: General and Operations Managers
Salary Range: $100,410 annual (median wages)
Required Training: Bachelor's degree*

Boeing’s CST-100 Starliner’s parachute systems successfully completed a “lawn dart” test at the Yuma Proving Ground in Arizona in February, 2019. NASA and Boeing are preparing for the company’s uncrewed and crewed flight tests of Starliner as part of NASA’s Commercial Crew Program, which will return human space flight launches into low-Earth orbit from U.S. soil. (Credit: NASA)
To Learn More About the Small Business Program at NASA:

- [http://www.osbp.nasa.gov](http://www.osbp.nasa.gov)
- 202-358-2088
- smallbusiness@nasa.gov
- @NASA_OSBP
- NASASmallBusiness