OSBP Learning Series: What to Know Before You Go

Countdown to Success Supplier Summit with Supplier Matchmaking Session

Featured Speakers
Kevin Limehouse, Charleston County Government
Steven Dykes, Charleston County Government
Tammie Greene, South Carolina Department of Commerce
Truphelia M. Parker, NASA Office of Small Business Programs

February 17, 2021
Housekeeping

- If you have any questions during the presentation, please enter them into the Q&A Box.
- Other comments, like technical difficulties, please input them in the Chat Box.
- We will have a formal Q&A after the final presenter concludes, using questions from the Q&A Box.
- Please keep your computers on mute when not speaking.
- Please fill out the survey sent at the end of this presentation.
Polling

1. Is this the first webinar hosted by the NASA Office of Small Business Programs that you have attended?
   a. YES
   b. NO

2. How did you learn about this webinar?
   a. OSBP Website
   b. Communication from a NASA Center
   c. Marketing email from OSBP
   d. Marketing email from MUREP
   e. Social Media
   f. Eventbrite email
   g. Other (if you select other, tell us where in the CHAT BOX)
The NASA Office of Small Business Programs (OSBP) is located at Headquarters in Washington, D.C. and is under the leadership of Associate Administrator Glenn A. Delgado.

Our vision is to promote and integrate all small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautics research.

The NASA OSBP webinar series offers in-depth training relevant to small businesses; and provide the opportunity to ask questions directly to key points of contacts at the Agency.
Kevin Limehouse
Featured Speaker

Mr. Kevin Limehouse
Project Officer
Office of the Deputy Charleston Administrator
Charleston County

Kevin Limehouse is the Project Officer for Charleston County. Kevin works directly with staff to improve the services the County provides to its citizens, researches and develops efficient internal processes, and cultivates relationships with external partners by developing innovative projects and initiatives that result in community improvements. Some of his current projects include: planning and preparing for connected and autonomous vehicles, developing smart city improvements, smart green infrastructure, electric vehicles, renewable energy improvements, hosting the PGA's return in 2021, and various events and programs with NASA.

Kevin is especially proud of the partnerships that led to the creation of the Center of Resilience Excellence South Carolina (CORE SC), a NASA inspired center serving the State of South Carolina focusing on creating resilience solutions.

A native of Charleston, South Carolina, Kevin attended the College of Charleston and graduated with a degree in Political Science.
J. Steven Dykes has served as the director of the Charleston County Economic Development Department since the inception of its program in 1993. A native of Charleston, Dykes earned his undergraduate degree in political science at the College of Charleston in 1979 and his Master’s in Public Administration (MPA) in 1982 from the joint University of South Carolina / College of Charleston program. He is a 1995 graduate of the Economic Development Institute at the University of Oklahoma, a 1996 graduate of Leadership Charleston, and earned his accreditation in 2008 as a South Carolina Certified Economic Developer. He recently graduated from The Advanced Economic Development Leadership Program, sponsored by The University of Alabama, Clemson University, Texas Christian University and Southern Mississippi.
Tammie Greene serves as the Business Outreach Program manager at the South Carolina Department of Commerce. In this role she is responsible for overseeing the Small Business and Supplier Outreach programs. She is also charged with facilitating business growth and supplier outreach opportunities in South Carolina, while supporting existing industries. Tammie is a graduate of the University of South Carolina and has over 17 years in Economic & Workforce Development.
Truphelia M. Parker joined the NASA Office of Small Business Programs in November 2006 as a program support contractor. Currently, Ms. Parker, now a civil servant, provides direct oversight of five major programs and several operational components providing guidance and information for the agency’s small business program to include but not limited to strategic planning, information technology, organizational processes and external relations and outreach. Ms. Parker is a Contracting Officer’s Representative and has a Master of Public Administration from Southern University in Baton Rouge, Louisiana and a Bachelor’s of Science in Political Science from Tuskegee University in Tuskegee, Alabama and is a member of the Presidential Management Intern Class of 1999. In a volunteer capacity Ms. Parker is actively involved in the Loudoun County Alumnae Chapter of Delta Sigma Theta Sorority, Incorporated, which is a private, not-for-profit organization whose purpose is to provide assistance and support through established programs in local communities throughout the world.
Featured Presentation
INTRODUCTION TO CHARLESTON COUNTY ECONOMIC DEVELOPMENT

Steve Dykes
Executive Director

February 17, 2021
MISSION

- Recruiting new business
- Growing existing industry
- Improving the Charleston business climate

Created 35,291 jobs & $6.6B in capital investment since 1993.
CHARLESTON IS GLOBALLY CONNECTED

4.5 million passengers fly out of CHS annually

2.2 million container units handled by SCPA annually

Home to multi-national corporations

Cultural epicenter known as an international tourism destination

Airport and Port continue to invest millions in infrastructure.

*Pre-COVID-19 data
CHARLESTON IS DIVERSIFIED

AEROSPACE

AUTOMOTIVE

INTERNATIONAL TRADE & LOGISTICS

LIFE SCIENCES

INFORMATION TECHNOLOGY & DEFENSE

Only county in the world that hosts a wide-bodied aircraft manufacturer and an automotive vehicle manufacturer.
BUSINESS CONCIERGE PROGRAM

• Workforce Solutions
• Real Estate
• Marketing Support
• Sector Initiatives
• Incentives

Since 2013, assisted 58 company expansions generating more than 5,500 jobs and $1.9B in capital investment.
TESTIMONIALS

“Since coming to South Carolina in 2009, the Boeing Company has greatly appreciated our deep relationship with Steve Dykes and the Charleston County Economic Development team. They are committed to the success of this region and we know they are as committed as we are to ensuring that Boeing South Carolina is successful for generations to come.” - Former Boeing South Carolina Vice President & General Manager Joan Robinson-Berry

“The support we have had with Charleston County Economic Development, Steve Dykes and his staff, is more like family than anything else. In 1993, when the base closure was announced, Steve and his staff stood up and went to work.”

- CMMC, LLC Owner Danny Rowland
CONTACT US TO LEARN MORE

Steve Dykes, Executive Director
SDykes@CharlestonCounty.org

Jennifer Brown, Director of Business Development
JDBrown@CharlestonCounty.org

Visit CharlestonCountyDevelopment.org to learn more.
NASA COUNTDOWN TO SUCCESS
WHAT TO KNOW BEFORE YOU GO
Business Outreach Team

- Provides access to tools
- Networking Opportunities
- Referrals to agency partners
- Provides direct customized assistance
How Does the Business Outreach Team Assist Companies?

The goal of the Business Outreach team is to provide mutually beneficial connections for South Carolina Businesses.

Business Resource Website - https://scbizdev.sccommerce.com/

• Connects companies with funding, data and analytics, local resources and potential buyers.

• Provides directories for business consultation, funding and workforce recruitment opportunities.
• **Small Business Forums** – connect small businesses with financial, operational, and business development resources virtually and in-person.

• **SizeUp tool** - to help individual companies evaluate S.C. markets and competition.

In need of a product, component or service?

• Use **SourceSC** - a free online portal to help find local suppliers and also listed as a supplier to grow your business.  [www.SourceSC.com](http://www.SourceSC.com)

• **Sourcing Requests** – direct inquiries from S.C. companies who are in need of specific goods, services, or recycling needs provided by suppliers within the state.
Business Outreach Team Company Assistance Continued

- **Initial Supplier Support** – Assist with locating suppliers for every stage of the process (construction, indirect, direct). Serve as temporary point of contact, personalized email setup & supplier database.

- **Outreach Events** - Contractors, subcontractors, and suppliers learn more about a new announcement or expansion project and how to get involved.

- **B2B Matchmaker Events** - Opportunity for suppliers to meet one-on-one with companies to discuss capabilities.

- **Supplier Optimization Support** – Assist suppliers experiencing marginal performance issues identified through OEM/Tier 1.
February 16 – 17 – STREAM 2021 (Virtual)
Connect manufacturers within the greater Charlotte region in an exposition, allowing businesses to strengthen local supply chain channels, both upstream and downstream, and to enhance the efficiency of industry operations by accessing critical components and raw materials.

March 3 – NASA Matchmaking (Virtual)
One-on-one rapid interviewing sessions that connect businesses with NASA Centers, the Jet Propulsion Laboratory, NASA Solutions for Enterprise-Wide Procurement, and NASA Prime Contractor.

May 11 – South Carolina Automotive B2B (Virtual)
OEM and Tier 1 companies will have an opportunity to meet with potential suppliers in a one-on-one matchmaker setting. On the indirect and direct side, South Carolina manufacturing, logistics and technical services related companies will be invited to sign up for meetings with your buyer/procurement representative(s).
NASA Matchmaker – What to Know

Community Partners:
Small Business Development Center - SBDC
Small Business Administration - SBA
South Carolina Department of Commerce

Prime Contractors:
Northrop Grumman
Serra Nevada Corporation
Jacobs Technology, Inc.
SAIC
Linc Research Group
Teledyne Brown
Boeing
S3 Syncom Space Services

NASA Centers:
NASA Ames Research Center
NASA Armstrong Flight Research Center
NASA Glenn Research Center
NASA Goddard Space Center
NASA Jet Propulsion Laboratory
NASA Johnson Space Center
NASA Kennedy Space Center
NASA Langley Research Center
NASA Marshall Space Flight Center
NASA Support Services Center
NASA Stennis Space Center
NASA Office of Procurement
NASA Solution Enterprise Wide Procurement
**NASA Matchmaker – What to Know con’t**

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<th><strong>NASA Centers:</strong></th>
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<td>NASA Solution Enterprise Wide Procurement</td>
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**Deadline to sign up for Matchmaker Session:**

**February 23rd 11:59 pm EST**

Business Outreach Team

Sonja Barkley  
Small Business Outreach Manager  
P 803-737-1661 | C 803-603-0614  
sbarkley@sccommerce.com

Dayton Ward  
Supplier Outreach Program Manager  
P 803-737-0651 | C 803-360-3338  
dward@sccommerce.com
Questions?

Tammie Greene
803.737.0585 direct
803.331-4553 mobile
tgreene@SCcommerce.com
OSBP Learning Series: What to Know Before You Go

Countdown to Success Supplier Summit with Supplier Matchmaking Session

Truphelia M. Parker
Program Specialist
Do Your Homework!

• **Start** with a Small Business Specialist (SBS) at each NASA Center
  • Build relationships with the Center SBS and the Industry Small Business Liaison Office (SBLO)

• Learn about NASA's various missions
  • Each NASA Center has different Missions
  • Varied mix of products and services

• Respond to Sources Sought Synopses / Request for Information

• Use Small Business resources:
  • Agency Acquisition Forecast
  • Procurement Technical Assistance Center (PTAC)
  • Small Business Administration (SBA)
  • Trade associations
  • Outreach Events
NASA Small business Specialists Around the Country

- Ames Research Center
  Aerospace and Small Spacecraft
  Moffett Field, CA
  Allan Cochran
  Christine L. Murrow

- Armstrong Flight Research Center
  Atmospheric Research and Testing
  Edwards, CA
  Charles E. Boyer, Jr.
  Mary Helen Ruiz
  Matthew B. Christian
  Tara A. Frey
  Anna N. Hevano

- Jet Propulsion Laboratory
  Deep Space Robotic
  Rovers and Networks
  Pasadena, CA
  Charles E. Boyer, Jr.
  Mary Helen Ruiz
  Matthew B. Christian
  Tara A. Frey
  Anna N. Hevano

- Glenn Research Center
  Aeronautics and
  Spacecraft Technology
  Cleveland, OH
  Eunice J. Adams-Sipp

- Goddard Space Flight Center
  Science Missions and Telescopes
  Greenbelt, MD
  Jennifer D. Pares
  Shoanalika Martin
  Kandice P. Chappell

- Langley Research Center
  Aviation and Space Research
  Hampton, VA
  Robert O. Betts

- Marshall Space Flight Center
  Space Transportation, Propulsion
  Systems, Space Systems, and Science
  Huntsville, AL
  David E. Brock

- Johnson Space Center
  Human Space Flight Operations
  Houston, TX
  Robert E. Watts
  Richard T. Slater
  Monica F. Craft

- NASA Shared Services Center
  Agency Contract Support
  Bay St. Louis, MS
  Troy B. Miller

- Stennis Space Center
  Vehicle Engine Testing
  Bay St. Louis, MS
  Kay S. Doane
## NASA Small Business Specialists

<table>
<thead>
<tr>
<th>Center Category</th>
<th>Center</th>
<th>Name</th>
<th>Phone</th>
<th>Email</th>
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<tbody>
<tr>
<td><strong>RESEARCH CENTERS</strong></td>
<td>Ames Research Center</td>
<td>Christine L. Munroe</td>
<td>650-604-4695</td>
<td><a href="mailto:Arc-smallbusiness@mail.nasa.gov">Arc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Armstrong Flight Research Center</td>
<td>Christine L. Munroe</td>
<td>650-604-4695</td>
<td><a href="mailto:Arc-smallbusiness@mail.nasa.gov">Arc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Glenn Research Center</td>
<td>Eunice J. Adams-Sipp</td>
<td>216-433-6644</td>
<td><a href="mailto:Grc-smallbusiness@mail.nasa.gov">Grc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Langley Research Center</td>
<td>Robert O. Betts</td>
<td>757-864-6074</td>
<td><a href="mailto:Larc-smallbusiness@mail.nasa.gov">Larc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td><strong>SPACE CENTERS</strong></td>
<td>Johnson Space Center</td>
<td>Robert E. Watts</td>
<td>281-244-5811</td>
<td><a href="mailto:Jsc-smallbusiness@mail.nasa.gov">Jsc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Kennedy Space Center</td>
<td>Joyce C. McDowell</td>
<td>321-867-3437</td>
<td><a href="mailto:Ksc-smallbusiness@mail.nasa.gov">Ksc-smallbusiness@mail.nasa.gov</a></td>
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<tr>
<td></td>
<td>Marshall Space Flight Center</td>
<td>David E. Brock</td>
<td>256-544-0267</td>
<td><a href="mailto:Msfc-smallbusiness@mail.nasa.gov">Msfc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Stennis Space Center</td>
<td>Kay S. Doane</td>
<td>228-688-1720</td>
<td><a href="mailto:Ssc-smallbusiness@mail.nasa.gov">Ssc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td><strong>SCIENCE CENTER</strong></td>
<td>Goddard Space Flight Center</td>
<td>Jennifer D. Perez</td>
<td>301-286-4379</td>
<td><a href="mailto:Gsfc-smallbusiness@mail.nasa.gov">Gsfc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td><strong>FEDERALLY FUNDED R&amp;D CENTER</strong></td>
<td>Jet Propulsion Laboratory</td>
<td>Charles E. Bray, Jr.</td>
<td>818-354-5620</td>
<td><a href="mailto:smallbusiness.programsoffice@jpl.nasa.gov">smallbusiness.programsoffice@jpl.nasa.gov</a></td>
</tr>
<tr>
<td><strong>AGENCY-WIDE RESOURCE CENTER</strong></td>
<td>NASA Shared Services Center</td>
<td>Troy E. Miller</td>
<td>228-813-6558</td>
<td><a href="mailto:nssc-smallbusiness@mail.nasa.gov">nssc-smallbusiness@mail.nasa.gov</a></td>
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Contact

Truphelia M. Parker
Program Specialist
NASA Office of Small Business Programs
(202) 358-1820
smallbusiness@nasa.gov
Q&A Session
OSBP Updates
Virtual NASA HBCU/MSI Engagement Workshop at CIAA

The NASA Minority University Research and Education Project (MUREP) will host a virtual workshop during the Central Intercollegiate Athletic Association (CIAA) tournament for Historically Black Colleges and Universities (HBCUs) and Minority Serving Institutions (MSIs) seeking NASA funding opportunities.

Tuesday, February 23, 2021
2:00 - 4:00 pm EST

Register Today!

For information and to register, click here.
Countdown to Success Supplier Summit
with Supplier Matchmaking Session

Virtual! COUNTDOWN TO SUCCESS Supplier Summit with Supplier Matchmaking Session
Wednesday, March 3, 2021
This virtual event is free but requires registration

Matchmaking Session Sign up

The Bridge to Local, State, and Federal Opportunities

For more information, click here.
# OSBP Learning Series

<table>
<thead>
<tr>
<th>Event Date</th>
<th>Description</th>
<th>Action</th>
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<tbody>
<tr>
<td>January 27, 2021</td>
<td><strong>How to Do Business with NASA Langley</strong> Research Center&lt;br&gt;Guest Speaker: Robert O. Betts, Small Business Specialist</td>
<td>Register</td>
</tr>
<tr>
<td>February 17, 2021</td>
<td><strong>What to Know Before You Go: Countdown to Success Supplier Summit</strong>&lt;br&gt;Charleston County Government</td>
<td>Register</td>
</tr>
<tr>
<td>March 17, 2021</td>
<td><strong>How to Do Business with NASA Shared Services Center</strong>&lt;br&gt;Guest Speaker: Troy E. Miller, Small Business Specialist</td>
<td>Register</td>
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- Monthly on 3rd Wednesday
- 1:00 – 2:30 pm ET
- FREE!

Register: [https://osbp.nasa.gov/knowledge-portal.html](https://osbp.nasa.gov/knowledge-portal.html)
Connect with OSBP at www.osbp.nasa.gov or smallbusiness@nasa.gov

- OSBP Website
- OSBP Learning Series Webinars
- Small Business Outreach Events
- OSBP Mobile App
- Social Media
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
- OSBP Mobile, available on iOS and Android devices