

U.S. Department of Transportation

presents:



Agenda

8:00 am Registration

9:00 am Welcome and opening remarks

9:25 am From Service to Success: Federal Contracting

for SDVOSBs

10:00 am Transition

10:15am On the Road to Success: Navigating USDOT

Opportunities for SDVOSB

11:05 am Navigating Federal Subcontracting Requirements

Best Practices and Compliance

11:50 am Connect to Capital

12:00 pm Lunch break

1:00 pm Matchmaking

4:00 pm Adjourn





Morning Session Descriptions

FROM SERVICE TO SUCCESS: FEDERAL CONTRACTING FOR SDVOSBS

Moderator:

Mandy Wylie, Senior Small Business Specialist Panelists:

- Stephen Watts-Oelrich, Boots to Business Program Manager, Office of Veterans Business Development, SBA
- Andrieka McCane, VetCert, SBA
- Barbara Ashe, National Director, Veteran Institute in Procurement (VIP)

Session Description:

This session will focus on Service-Disabled Veteran-Owned Small Business (SDVOSB) participation in federal contracting and will cover the following key areas: explanation of the SDVOSB Program, certification process, contract opportunities and developing competitive proposals.

STRATEGIC OUTLOOK AT DOT CONTRACT OPPORTUNITIES

<u>Moderator</u>: Ross Jeffries, Director, Acquisition Management, NHTSA

Panelists:

- K.C. Flynn, StepC Program Manager, Federal Railroad Administration
- Steven Budd, Contract Specialist, Office of the Secretary
- Allen Bresley, Program Manager, FAA
- Sarah Berman, IT ACE Director, FHWA

Session Description:

This will be an insightful session designed specifically for Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) looking to explore and capitalize on opportunities with the U.S. Department of Transportation (USDOT). This session will provide a comprehensive overview of the resources, programs, and procurement opportunities available to SDVOSBs through the USDOT.

NAVIGATING FEDERAL SUBCONTRACTING REQUIREMENTS: BEST PRACTICES AND COMPLIANCE

<u>Moderator</u>: Christopher Dooley, Branch Chief Acquisitions, Volpe

Panelists:

- Ebony Lane, Subcontracting Program Lead, OSDBU DOT
- Rahel Molaligne, Commercial Market Representative Area Office II (DC), SBA
- Shawn Ralston, Small Business Program Manager, AECOM

Session Description:

This information session will cover the requirements and best practices for developing and implementing subcontracting plans in federal contracts, including FAR requirements, key components of a subcontracting plan, developing and implementing a plan, and a case study.

CONNECT TO CAPITAL

<u>Speaker</u>: Samuel J. Boyd , Jr., Program Manager, Access to Capital Initiative, OSDBU DOT <u>Session Description</u>:

Learn about the afternoon Connect To Capital roundtables sessions where we will have engaging discussions about private investment capital finding its way to SDBs/DBEs.





SECRETARY PETE BUTTIGIEG

Pete Buttigieg serves as the 19th Secretary of Transportation, having been sworn in on February 3, 2021. His focus as Secretary is to deliver the world's leading transportation system for the American people and economy. He has worked to achieve organizational excellence in the department's operations, and to focus the department on five policy goals: safety, jobs, equity, climate, and innovation. In his first year at the Department, he prioritized supporting the development and passage of President Biden's signature Bipartisan Infrastructure Law. Since the law's passage, Secretary Buttigieg and his team have focused on effectively delivering the investments provided by this legislation, enabling the most significant improvements in U.S. transportation infrastructure in over half a century.

TYRA REDUS, ESQ. CDE

Tyra L. Redus is the Director of the Office of Small and Disadvantaged Business Utilization (OSDBU) at the U.S. Department of Transportation, where she drives policies to foster inclusivity for minority-owned, womenowned, small, and disadvantaged businesses. Previously a Senior Advisor in the Departmental Office of Civil Rights at USDOT, Tyra has led significant civil rights and equity initiatives across multiple organizations, including Skanska and the District Department of Transportation (DDOT). She holds board roles with Girls Inc. Washington and the Enterprising Women of Color DMV Business Center and is a Certified Diversity Executive. She is a proud member of Alpha Kappa Alpha Sorority, Inc., and a Certified Diversity Executive (CDE®) Tyra earned her bachelor's and J.D. from the University of Kentucky, with executive training from Georgetown University.





MELISSA "LISA" OLIVA

Melissa "Lisa" Oliva serves as the Deputy Director & Senior Business Advisor in the U.S. Department of the Treasury, Office of Small and Disadvantaged Business Utilization (OSDBU). In this role, bring years of experience as a champion for small businesses wanting to do business with the Federal government. Lisa currently leads efforts to increase stakeholder engagements internal and external to Treasury, promote equity in the utilization of underserved small businesses, and find opportunities for new entrants in Treasury's contracting space. Ms. Oliva is responsible for managing OSDBU's annual priorities, coordinating compliance in accordance with Executive Orders and Office of Management and Budget's small business directives, providing outreach and technical assistance to Treasury bureaus and Department Offices. Treasury OSDBU's 50 States Initiative birthed from Ms. Oliva's creativity and innovative approach to engaging with Small Businesses in underserved and underrepresented communities.





MANDY WYLIE

Mandy serves as the Senior Small Business Specialist in the U.S. Department of Transportation's Office of Small and Disadvantaged Business Utilization. She aids small businesses in marketing to federal buyers, ensures compliance with contracting rules to enhance opportunities for disadvantaged businesses, and advocates for Service-Disabled Veteran-Owned and Women-Owned Small Businesses. Mandy has a master's degree in public administration and over 14 years of experience in federal contracting and small business advocacy.

STEVE WATTS-OELRICH

Carbondale and served in the U.S. Air Force.

Steve is a member of the U.S. Small Business Administration's Office of Veterans Development (OVBD) and leads the Boots to Business, Boots to Business Reboot, and Military Spouse Pathways to Business programs, supporting veterans, transitioning service members, and military spouses globally. Formerly a Boots to Business instructor and 2018 National Instructor of the Year, he later directed Business Impact NW's Veterans Business Outreach Center and became VP of Military and Contracting Programs in 2023. An SBA ecosystem veteran since 2016, Steve has deep expertise in SBA programs, particularly in Veterans Business Development. He holds degrees from Seattle University School of Law and Southern Illinois University-



ANDRIEKA MCCANE

Andrieka is a Supervisory Program Specialist for the Small Business
Administration's (SBA), office of Government Contracting and Business
Development (GCBD), serving over 25 years in federal service, customer service, and
Veteran small business advocacy. Andrieka directs GCBD's customer relations
department, to include the GCBD Contact Center supporting MySBA Certifications.
She was recognized by SBA's Administrator for her leadership in customer service.

BARBARA ASHE

Barbara is President of the Montgomery County Chamber Community Foundation (MCCCF), National Director of the Veteran Institute for Procurement (VIP), and Executive Vice President of the Montgomery County Chamber of Commerce. She launched VIP in 2009, leading a team that now trains 550 Veteran-owned businesses annually for federal and commercial success. Recognized by the U.S. Small Business Administration with several awards, Ms. Ashe also speaks nationally on veteran entrepreneurship. As Executive Vice President, she oversees the GovConNet Council and supports strategic initiatives across the Chamber's programs and Board.







ROSS JEFFRIES

Ross S. Jeffries is an Army Veteran that served from 1989 through 1994. While in the Army, Ross had many deployments - one of which was to the Gulf War. After his honorable discharge from the Military, Ross attended the University of Maryland in College Park, Maryland where he earned his bachelor's degree in government and politics. Ross started his Civil Service career in 2000 as a Contract Specialist for the National Highway Traffic Safety Administration (NHTSA) here at the Department of Transportation (DOT). He later became a Senior Contracting Officer for the Census Bureau in 2005 working on Billion-dollar procurements in support of the ten (10) year Census. In 2008, Ross returned to DOT/NHTSA as the Director of Acquisition where he currently serves. Ross has over twenty-four (24) years of Federal Acquisition experience.

K.C. FLYNN

KC Flynn is a Contracting Officer Representative, Project Manager, and a PRISM requisitioner for the Federal Railroad Administration (FRA). Since joining FRA in 2022, he has led the DOT Professional Services Category Management team and worked on myriad FRA-wide and DOT-wide contracting efforts including initiatives like the Blanket Purchase Agreement for Services for Technical Writing, Editorial, Presentation, and Communication (STEPC). Before joining FRA, he was a Contracting Officer at the General Services Administration (GSA) and a Statistician for the Census Bureau. He has a FAC C, FAC COR-III, and FAC-PPM III as well as a Master of Science in Applied Statistics from the University of Villanova, and a Bachelor of Arts with a Double Major in Mathematics and Japanese from the University of Queensland.



STEVEN BUDD

Steven serves in the U.S. Department of Transportation's Office of the Secretary (OST) as Small Business Specialist, Acquisition Career Manager, and Contract Specialist. Previously, he handled contracts for the U.S. Army Corps of Engineers and procured medical supplies for the Defense Logistics Agency. Steven holds a B.S. in Computer Forensics from Bloomberg University and a J.D. from Drexel Law, and he practiced law in public interest, housing, and criminal defense before his federal career. In his free time, he enjoys the outdoors, travel, and dancing with friends.

ALLEN BRESLEY

Allen Bresley is currently the Manager of the Small Business Program at the Department of Transportation (DOT), Federal Aviation Administration (FAA). Allen has held this position since July 2020, and is responsible for overseeing the FAA's Small Business Program, which focuses on Small Business utilization within the agency. Prior to his current role, Allen began his career as a Contract Specialist/Contracting Officer for NAVAIR, and subsequently served as a Manager and Contracting Officer for the FAA.







CHRISHAUN JONES

In September 2024, Chrishaun became the Senior Procurement Executive for the U.S. Department of Transportation, responsible for overseeing procurement policies and programs. Previously, she served as Deputy Director for Acquisition at the FAA, managing over \$5 billion in annual acquisitions and leading the FAA Acquisition Strategy Review Board. With a background at Lockheed Martin and extensive federal contracting expertise, she has advanced the safety and effectiveness of national procurement systems. Chrishaun holds degrees from Morgan State and Johns Hopkins and, in her free time, enjoys traveling, reading, exercising, and creating floral designs for celebrations.

SARAH BERMAN

Sarah has spent 20 years at the Federal Highway Administration (FHWA), currently serving as Director for the IT ACE, where she leads a team that manages all IT procurement for the US DOT of the Chief Information Officer and FHWA. With a \$268M annual budget and 560 transactions, Sarah was pivotal in establishing IT ACE, transitioning OCIO workload, and expanding the team by 300%. Her work earned her the USDOT Silver Medal for Meritorious Achievement. Sarah, who began her career through the Outstanding Scholar's Program, holds certifications in federal contracting and digital IT acquisition, and has served in key FHWA roles.



CHRISTOPHER DOOLEY

Since 2021, Chris has served as an Acquisitions Branch Chief and Small Business Specialist at the U.S. DOT Volpe National Transportation Systems Center, in Cambridge, Massachusetts. Prior to working for the Volpe Center, Chris worked for the Department of Defense as an Acquisitions Team Lead and Contracting Officer for 4 years. Preceding his civilian government experience, he spent 8 years in the private sector working in the regulated commercial nuclear power industry. Chris is a military veteran serving 5 years active duty in the U.S Army. Chris' has a Bachelor of Science (BS) in Business Administration, and a Master of Business Administration (MBA) in Leadership and Organizational Behavior from Southern New Hampshire University.

EBONY LANE

Ebony Lane is a Small Business Specialist in the OSDBU at the Department of Transportation (DOT), where she supports small businesses through outreach, training, and subcontracting compliance across DOT administrations. With over 10 years of experience in contract compliance and supporting small and disadvantaged business goals, Ebony has consistently driven optimal contract solutions that enhance small business participation. Before joining DOT, she held roles with Prince George's County and the D.C. DOT, focusing on contract compliance, DBE goal-setting, and establishing small business certification programs.







RAHEL MOLALIGNE

Rahel is the Area II Commercial Market Representative for the U.S. SBA covering the DC and surrounding states. She held previous positions as Senior Strategic Sourcing Specialist and Small Business Liaison Officer at various companies. She managed and administered all aspects of small business utilization enhancing the Small Business Program by working closely with Business Development, Program Managers, Subcontract Administrators and Supply Chain Management. Rahel has spent over 15 years in various procurement roles and continues to be an active participant in Supplier Diversity Programs. She graduated from Royal Roads University with a Bachelor or Commerce in Entrepreneurial Management and has a Masters Certificate in Project Management.

SHAWN RALSTON

Mr. Ralston is the Small Business Program Manager for AECOM's National Governments Business Line, overseeing small business reporting, mentor-protégé agreements, and outreach, as well as providing strategic guidance on legal and regulatory matters. He also chairs planning for the Department of Defense's Mid-Atlantic Regional Council, organizing workshops for small business and acquisition professionals. Previously, he managed a mentor-protégé program at a consulting firm and worked for U.S. Senator John Warner on small business and government contracting issues. Mr. Ralston holds degrees from the University of Virginia, Virginia Commonwealth University, and George Mason University Law School, and is licensed to practice law in Virginia and D.C. He has been honored twice as SAME's Small Business Advocate of the Year, and his program was recognized as Large Business Program of the Year in 2019.





SAMUEL J. BOYD, JR.

Samuel J. Boyd, Jr. joined the U.S. DOT's OSDBU team permanently in February 2023 as Program Manager for the Access to Capital Initiative, focusing on expanding capital for small disadvantaged businesses involved in Bipartisan Infrastructure Law contracts through partnerships with federal agencies and private institutions. Previously, he directed program development for the SBA's SBIC program, overseeing outreach and applicant assessments, and served as CEO of the National Association of Investment Companies. Mr. Boyd holds an MBA from the University of Virginia and a BS in Civil Engineering from North Carolina A&T State University.



Afternoon Sessions

CONNECTIONS MARKETPLACE (CMP) MATCHMAKING TABLES

Oklahoma City A-C

- 1.AMTRAK
- 2. Anne Arundel County Central Services
- 3. USDOT Federal Transit Administration (FTA)
- 4. USDOT Federal Aviation Administration (FAA)
- 5. USDOT Federal Aviation Administration (FAA)
- 6.USDOT Federal Highway Administration (FHWA)
- 7.USDOT Federal Motor Carrier Safety Administration (FMCSA)
- 8. USDOT Federal Railroad Administration (FRA)
- 9. National Highway Traffic Safety Administration
- 10. National Park Service
- 11. USDOT Office of the Secretary of Transportation (OST)
- 12.USDOT Pipeline and Hazardous Material Safety Administration (PHMSA)
- 13.U.S. Small Business Administration (SBA)
- 14. USDOT Volpe System Center
- 15. USDOT Maritime Administration (MARAD)
- 16.U.S. Department of Veterans Affairs OSDBU
- 17. Defense Counterintelligence and Security Agency (DCSA)
- 18. Defense Health Agency Office of Small Business Programs
- 19.U.S. Department of Education
- 20.U.S. Department of Health and Human Services OSDBU

Rooms 8-10

- 21.U.S. Department of Navy-Office of Small Business Programs
- 22. Immigration Customs Enforcement (ICE)
 Department of Homeland Security (DHS)
- 23. Transportation Security Administration (TSA)
 DHS
- 24.US Environmental Protection Agency (EPA)
- 25.U.S Department of the Interior (DOI)
- 26.U.S. Department of Energy OSDBU
- 27.U.S. Office of Personnel Management (OPM)
- 28. United States Coast Guard
- 29.U.S. Army Office of Small Business Programs
- 30.U.S. Department of Housing and Urban Development (HUD) OSDBU
- 31.U.S. Department of the Air Force Small Business Programs
- 32.U.S. Department of Treasury, Bureau of Fiscal Service

Room 5

- 33. ABSG Consulting Inc.
- 34.AECOM
- 35. Deloitte
- 36.KBR
- 37. QinetiQ US
- 38. Westat







Afternoon Sessions

CONNECT TO CAPITAL ROUNDTABLE SESSION

Room 3

- 1. Private equity 101—what is it and how has/is it used to help small businesses
- 2.Federal private capital investment programs—SBIC, CDFI, SSBCI
- 3.Getting started—federal resources for starting and maintaining your business

Room 4

- 4. Small business growth strategies
- 5. Private capital receipt rules for designated underserved programs— DBE, ACDBE, WBE etc.

BUSINESS EXPO

West Atrium

- 1. Airport Minority Advisory Council (AMAC)
- 2.DC APEX Accelerators
- 3. South Atlantic Small Business Transportation Resource Center (SBTRC)
- 4.U.S. Small Business Administration (SBA)
- 5. Veteran Institute for Procurement (VIP)
- 6. USDOT OSDBU Programs
- 7. HUBZone Contractors National Council
- 8.EXIM Bank





Small Business Resources

- DOT Procurement Forecast
- <u>SAM.gov</u> the Official U.S. Government System for Contract Opportunities and Data, Assistance Listings, Entity Reporting and Information, and more
- SBA offers Federal contracting assistance for small businesses, including their APEX Accelerators, which provide technical assistance to businesses interested in selling products and services to federal, state, and local governments. You can search for an APEX Accelerator near you or other local assistance from SBA here.
- DOT uses <u>Category Management</u> (CM) / Spend Under Management (SUM) / Best In Class (BIC) contracting whenever possible – simply, category management is buying "like" goods and services in a simplified way across the department and the federal government. A list of <u>BIC vehicles</u> can be found on the <u>GSAAcquisition Gateway</u>.
- <u>Upcoming DOT events</u>
- DOT CONNECT TO CAPITAL Powered by: My Business Matches (dotcmp.com)
- DOT Small Business Resources and Tools
- <u>Small Business Transportation Resource</u> <u>Centers | US Department of Transportation</u>
- DOT's Subcontracting Directory
- DOT's Connection Marketplace

- SBA's <u>Sub-Net</u>
- · connect.sba.gov
- Dynamic Small Business Search (DSBS)
- State Small Business Credit Initiative (SSBIC)
- https://certifications.sba.gov/
- https://certify.sba.gov/upgrade
 - certifications@sba.gov
 - FAQ
- https://www.sba.gov/article/2024/07/31/administ rator-guzman-announces-transformationcustomer-experience-federal-contractingcertifications
- · How to get on the GSA Schedules
- GSA Training Resources for Vendors
- GSA Forecast Tool
- FHWA's active IDIQ/BPA list
- Procurement Technical Assistance Centers (PTACs)
 -- Find your local PTAC/APEX for free government expertise related to contract opportunities.
- <u>USAspending.gov</u> USAspending is the official open data source of federal spending information.
 This is a great resource to dig into where federal dollars are being spent and who is buying goods/services that your company can provide.
- SBA VOSB site
- SBA's <u>Boots-to-Business Program</u>
- Veteran Institute for Procurement --https://nationalvip.org/resources/

Thank you for attending!

Please **CLICK HERE** to complete the event survey.



