



NASSAU COUNTY COMPTROLLER GEORGE MARAGOS **Business Roundtable**



For Minority, Women & Veteran Business Owners

Join Nassau County Comptroller George Maragos on November 15, 2016 from 8:30AM to 3PM for a FREE event to increase minority, women, and service-disabled veteran business owners' participation in Nassau County contracts and government purchasing.

Theodore Roosevelt Executive & Legislative Building,
1550 Franklin Avenue, Mineola, NY 11501

REGISTER: <http://nassaucomptrollerprocurementforum.eventbrite.com>

George Maragos
Nassau County Comptroller



Contact Us

Office of the Nassau County Comptroller
240 Old Country Road
Mineola, NY 11501
(516) 571-2386



CERTIFY your minority, women, or veteran-owned business.

IMPROVE your responses to requests for proposals.

CONNECT with Nassau County, NYS, NYC & US government buyers.

DISCUSS subcontracting opportunities with Nassau's biggest primes.

CO-SPONSORS CO-SPONSORS



Event Schedule (Subject to change)

8:30 am ARRIVAL AND CHECK-IN

9:10 am OPENING SESSION

OPENING COMMENTS: **George Maragos**, *Nassau County Comptroller*

Norma Gonsalves, *Presiding Officer, Nassau County Legislature*

Dr. Phillip Elliott, *Nassau County Deputy County Exec;*

Shelley Brazley, *Interim Executive Director, Nassau County Office of Minority Affairs*

Michael Garner, *MTA Chief Diversity Officer;*

Terry R. Collins Reyes, *Founding Partner, ITS Express Inc.*

Kenneth Williams, *Executive Director, Division of Service-Disabled Veterans' Business Dev, NYS OGS*

10:00 am PANEL DISCUSSION: Getting Certified—What, Why, and How

Are you aware of the range of procurement-related certifications available to minority, women, and service-disabled veteran business owners? Learn the benefits of certification, how to get certified, and where to find certification assistance. HUD Section 3 certification will be conducted on the premises.

MODERATOR: **Erica Chase-Gregory**, *Regional Director, Farmingdale SBDC*

Nassau County/NYS MWBE and HUD Section 3

Shelley Brazley, *Interim Executive Director, Nassau County Office of Minority Affairs*

SBA Section 8a

Peter Fehnel, *Long Island Branch Manager and District Veteran Business Development Specialist, Small Business Administration*

NYC MWBE

Kimberly Hardy, *Deputy Commissioner of Economic and Financial Opportunity, NYC Department of Small Business Services*

DOT Disadvantaged Business Enterprise

Ron McCune, *Assistant Director, Certification Unit, Department of Diversity and Civil Rights, Metropolitan Transportation Authority*

MWBE certification for the private sector

Gina Slater Parker, *President & CEO, Black Women Enterprises*

NYS SDVOB

Kenneth Williams, *Executive Director, Division of Service-Disabled Veterans' Business Development, NYS Office of General Services*

11:00 am PRESENTATION: Successful RFPs: The RFP Toolkit

Phyllis Hill Slater, *President of the Hill Slater Group and Chairwoman of the Board of Directors of the National Women Business Owners Corporation*

PANEL DISCUSSION: Small Business Development and Procurement Assistance

Roslyn Goldmacher, *President of the Long Island Development Corporation*, will lead a discussion with the directors of our region's small business development and procurement assistance centers

Erica Chase-Gregory, *Regional Director of the Farmingdale State Small Business Development Center*, provider of small business resources and the BidLinks

Lauren Linakis, *Associate Director, LaGuardia Community College PTAC*

Comment by **Osbert Orduna**, *Managing Partner/Principal, M&C Venture Group*

12:00 pm PANEL DISCUSSION: Doing Business with Government Buyers

Government buyers discuss their agencies' procurement needs and answer questions about their expectations of vendors.

PANELISTS INCLUDE:

Kenneth Arnold, *Assistant to Commissioner, Nassau County Department of Public Works*

Douglas Bruce, *Purchasing Manager, Purchasing Dept., Nassau University Medical Center*

Phillip Cappello, *Director of Procurement, Nassau Community College*

Jill Clough-Johnston, *Small Business Liaison, Brookhaven National Laboratory*

Claudia Colasurdo, *Technical Coordinator of Purchasing, Nassau County*

Walter Lowe, *MWBE Liaison, Purchasing Department, Nassau University Medical Center*

Richard Mack, *Asst. Deputy Chief Procurement Officer, Long Island Rail Road*

1:00 pm NETWORKING LUNCH

2:00 pm PANEL DISCUSSION: Upcoming Business Opportunities in Nassau County

This panel will feature Nassau County contractors talking about subcontracting opportunities, including the Bay Park STP Hurricane Sandy Recovery Program and the LaGuardia Airport Central Terminal B redevelopment.

MODERATOR: **Kenneth Arroyo Roldan**, *Chief Executive Officer, WB&B Executive Search*

PANELISTS INCLUDE:

John Brennan, *Senior Director of Procurement, NICE Bus*

Peter Brindley, *Vice President, Long Island Operations, Posillico Inc.*

Philip Carlucci, *President, Phil Ross Industries*

Michael DeNicola, *Vice President, Hazen and Sawyer*

Bill Doremus, *Secretary and Treasurer, RJ Industries*

Lauren Esnes, *President, LPE Enterprises (WBE)*

Matthew GaNun, *Project Manager, Grace Industries*

Paul Jeris, *President, Stratis Contracting Corp.*

Gregory Murphy, *Managing Director MWBE, Skanska*

Michael Shamma, *President, HAKS*

3:00 pm CONCLUDING REMARKS

Presenters

Kenneth Arnold, Assistant to Commissioner, Department of Public Works

Shelley Brazley, Interim Executive Director, Nassau County Office of Minority Affairs

John Brennan, Senior Director of Procurement at NICE bus

Peter Brindley, VP of Long Island Operations, Posillico Inc.

Douglas Bruce, Purchasing Manager, Purchasing Department, Nassau University Medical Center

Phillip Cappello, Director of Procurement at Nassau Community College

Philip Carlucci, President, Phil Ross Industries

Erica Chase-Gregory, Regional Director of the Farmingdale State Small Business Development Center

Jill Clough-Johnston, Brookhaven National Laboratory Small Business Liaison Officer

Claudia Colasurdo, Technical Coordinator of Purchasing at Nassau County

Terry R. Collins Reyes, Founding Partner, ITS Express Inc.

Michael DeNicola, VP at Hazen and Sawyer (Bay Park prime contractor)

Bill Doremus, Secretary & Treasurer, RJ Industries

Lauren Esnes, President, LPE Enterprises (WBE)

Peter Fehnel, Long Island Branch Manager and District Veteran Business Development Specialist, SBA

Matthew GaNun, Project Manager, Grace Industries

Michael Garner, MTA Chief Diversity Officer

Roslyn (Roz) Goldmacher of the Long Island Development Corporation

Kimberly Hardy, Deputy Commissioner of Economic and Financial Opportunity, NYC Department of Small Business Services

Paul Jeris, President, Stratis Contracting Corp.

Lauren Linakis, Associate Director, LaGuardia Community College Procurement Technical Assistance Center

Walter Lowe, MWBE Liaison, Purchasing Department, Nassau University Medical Center

Richard Mack, Asst. Deputy Chief Procurement Officer, Long Island Rail Road

Ron McCune, Assistant Director, Certification Unit, Department of Diversity and Civil Rights, Metropolitan Transportation Authority

Gregory Murphy, Managing Director MWBE, Skanska

Osbert Orduna, Managing Partner/Principal, M&C Venture Group

Gina Slater Parker of Black Women Enterprises

Kenneth Arroyo Roldan, CEO of WB&B Executive Search, a minority-focused executive search firm.

Michael Shamma, President, HAKS

Phyllis Hill Slater, President of Hill Slater, Inc., Chairwoman of the Board of the National Women Business Owners Corporation (NWBOC)

Kenneth Williams, NYS Service-Disabled Veteran-Owned Business Certification



EVENT CATERING
Churrasqueira
Bairrada Restaurant
144 Jericho Turnpike,
Mineola, NY 11501
Phone: (516) 739-3856
www.Churrasqueira.com