2019

NHOA

Native Hawaiian Organizations Association

BUSINESS SUMMIT CONFERENCE

5.21-23.2019

PRINCE WAIKIKI HOTEL

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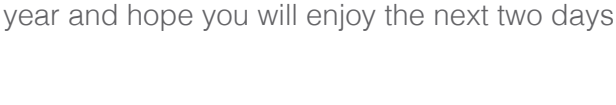
Aloha Kākou,

On behalf of the Board of Directors of the Native Hawaiian Organizations Association and our valued sponsors, we welcome you to the 5th Annual 2019 NHOA Business Summit Conference at the beautiful Prince Waikiki Hotel in Honolulu. On our 5 year anniversary, we are thrilled to see how this meeting has grown as we reunite with our many return attendees and welcome new attendees into our industry 'ohana. The theme for this year's conference is Ka `Upena,"the net", which reflects NHOA's vision to create a tight network that sustains our community. Inspiration for the theme comes from the traditional wisdom of a Hawaiian proverb or `Ōlelo No`eau:"He luelue ka `upena e ku`u ai"–"The fine meshed net is the one to let down into the sea." A fine meshed net misses nothing, big or small. In seeking wealth, the small things are just as important as the big ones.-Mary Kawena Pukui, `Ōlelo No`eau: Hawaiian Proverbs & Poetical Sayings For our small business community, this means that the strength and wealth of our industry is reflected in our ability to create a network that harnesses all available opportunities that come our way. By making a strong, finely meshed net, of which we are all a part, we benefit collectively and advance small business success together. One of the most important aspects of this conference is the abundance of netmaking and networking opportunities available. Whether you're seeking potential teaming partners, perspectives on small business issues, or insight from your peers, you'll make inspiring connections. Your presence here means that you are part of the greater net we are weaving to cultivate abundance in our industry and, ultimately, to give back to our communities. We extend our mahalo to you for joining us this year and hope you will enjoy the next two days of netmaking together.

LANI DAWSON ARENA
President,
Native Hawaiian Organizations Association

Mahalo,



Lani Dawson Arena
President, Native Hawaiian Organizations Association

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Program Agenda

Tuesday, May 21 - Pre-Conference

8:00AM – 4:00PM	**Northrop Grumman Cybersecurity Training**	Pi'inaio Ballroom

Wednesday, May 22 - Day 1

6:30AM – 7:30AM	**Exhibitor Set Up**	Pi'inaio Ballroom
7:00AM – 1:00PM	**Conference Registration**	Pi'inaio Ballroom Foyer
7:30AM – 8:30AM	**Breakfast**	Pi'inaio Ballroom
8:00AM – 8:30AM	**Opening Remarks** Lani Dawson-Arena, President, NHOA	Pi'inaio Ballroom
8:30AM – 9:00AM	**Featured Speaker: Indo-Pacific Regional Overview** Major General Suzanne Vares-Lum, Mobilization Assistant to the Commander, U.S. Indo-Pacific Command	Pi'inaio Ballroom
9:00AM – 9:25AM	**Small Businesses in Hawaii** Jane Sawyer, District Director, Hawaii District Office, SBA	Pi'inaio Ballroom
9:25AM – 10:10AM	**Government Contracting Outlook for Small Businesses** Robb Wong, Associate Administrator, Office of Government Contracting and Business Development, SBA	Pi'inaio Ballroom
10:10AM – 10:30AM	**Federal Contracting Trends** Kevin Plexico, Senior VP, Information Solutions, Deltek	Pi'inaio Ballroom
10:30AM – 10:45AM	**Break**	
10:45AM – 12:00PM	**SBA Legal and Regulatory Updates** John Klein, Associate General Counsel for Procurement Law, SBA Christine Williams, Managing Partner, Outlook Law, LLC	Pi'inaio Ballroom
12:00PM – 1:00PM	**Lunch**	Pi'inaio Ballroom
1:00PM – 1:15PM	**Break**	

Breakout Sessions - Track 1		
1:15PM – 2:15PM	**Partnering to Win: Teaming, Joint Ventures and Mentor-Proteges** Edward DeLisle, Principal and Chair, Government Contracts Group, Offit Kurmank	Palolo Room 1
1:15PM – 2:15PM	**Effectively Prosecuting Claims Against the Government** Alexander Major, Partner, McCarter & English, LLP Franklin Turner, Partner, McCarter & English, LLP	Palolo Room 2
1:15PM – 2:15PM	**Why FedRAMP and Cloud Security are Crucial for DoD Contractors** *Rob Wilson, Sr. Vice President & COO, NeoSystems LLC* *Ed Bassett, Chief Information Security Officer, NeoSystems LLC*	Palolo Room 3
1:15PM – 2:15PM	**Overview of SBA Certification Programs** *Mark Hagedorn, Attorney-Advisor, Office of Procurement Law, Office of General Counsel, SBA*	Palolo Room 4
1:00 PM – 1:15 PM	**Break**	

Breakout Sessions - Track 2		
2:30PM – 3:30PM	**Best Practices For Maintaining Successful Prime-Subcontractor Relationships** Michael Payne, Partner, Cohen Seglias Pallas Greenhall & Furman PC	Palolo Room 1
2:30PM – 3:30PM	**A Contractor's Guide to Mitigating Negative Past Performance Reviews** Adam Lasky, Partner, Oles Morrison Rinker & Baker, LLP	Palolo Room 2
2:30PM – 3:30PM	**SCA Compliance in Real Government Contractor Environments** Chris Porter, Vice President of Sales and Marketing, FCE Benefit Administrators, Inc.	Palolo Room 3
2:30PM – 3:30PM	**Legal and Structural Concerns for NHOs** Robert Tompkins, Partner, Holland & Knight	Palolo Room 4

Breakout Sessions - Track 3		
3:45PM – 4:45PM	**Developing and Executing an Effective Capture Management Strategy** Mike Wray, President, Bidspeed	Palolo Room 1
3:45PM – 4:45PM	**Legal Q&A with McCarter & English** Alexander Major, Partner, McCarter & English, LLP Franklin Turner, Partner, McCarter & English, LLP	Palolo Room 2
3:45PM – 4:45PM	**Leveraging the Managed Back Office as a Shared Services Model for Scaling Your Organizations** Michael Tinsley, President & CEO, NeoSystems LLC	Palolo Room 3
3:45PM – 4:45PM	**Access to Capital for Federal Contractors** *Moderator:* Pete Dwyer, Chief Financial Officer, Na Alii Consulting & Sales, LLC Kenneth Dodds, Government Contracting Industry Expert, Live Oak Bank Michael Haas, Vice President, Wells Fargo Bank	Palolo Room 4
4:45PM – 7:00PM	**Conference Reception** Sponsored by NeoSystems	Makiki Room

Thursday, May 23 - Day 2

6:30AM – 7:30AM	**Exhibitor Set Up**	Pi'inaio Ballroom
7:30AM – 8:30AM	**Conference Registration and Breakfast**	Pi'inaio Ballroom and Foyer
8:00AM – 8:10AM	**Welcome Remarks** Lani Dawson-Arena, President, NHOA	Pi'inaio Ballroom
8:10AM – 8:30AM	**Congressional Video Messages** The Honorable Brian Schatz (D-HI), U.S. Senate The Honorable Mazie Hirono (D-HI), U.S. Senate The Honorable Tulsi Gabbard (D-HI), U.S. House of Representatives The Honorable Ed Case (D-HI), U.S. House of Representatives	Pi'inaio Ballroom
8:30AM – 9:00AM	**Featured Speaker: How Small Businesses Fit in Support of National Defense** Arveice Washington, Deputy Director, Department of the Navy Office of Small Business Programs	Pi'inaio Ballroom
9:00AM – 10:10AM	**Panel: OSBP Offices** *Moderator:* Cassandra Martin, Director, Office of Small Business Programs, Defense Health Agency Jamie Adams, Deputy Director, Secretary of the Air Force Office of Small Business Programs Arveice Washington, Deputy Director, Department of the Navy Office of Small Business Programs Christy Jackiewicz, Deputy Director, Office of Small and Disadvantaged Business Utilization, U.S. Department of Energy Tabisa Taliwaku Kalisa, Program Manager, Office of Small Business Programs, National Aeronautics and Space Administration	Pi'inaio Ballroom
10:10AM – 10:25AM	**Break**	
10:25AM – 11:35AM	**Panel: Working with Hawaii DoD Small Business Offices** James Mastin, Director, Office of Small Business Programs OCONUS Hawaii and Alaska U.S. Army Contracting Command Monique Holmes, Office of Small Business Programs OCONUS Hawaii and Alaska U.S. Army Contracting Command Hayden Hu, Deputy Director, Office of Small Business Programs, NAVSUP Fleet Logistics Center Pearl Harbor Gina Pasqualucci, Chief, Office of Small Business Programs, U.S. Army Corps of Engineers Honolulu District Ailie Souriolle, Director, PACAF Small Business Programs	Pi'inaio Ballroom
11:35AM – 12:00PM	**Guided Discussion with a Large Prime** *Moderator:* Dave Johnson, General Manager, DAWSON Lynn Graybeal, Marketing Manager, National Governments, Hawaii, Guam, Asia-Pacific, AECOM	Pi'inaio Ballroom
12:00PM – 1:00PM	**Lunch**	Pi'inaio Ballroom
1:00PM – 1:15PM	**Break**	
1:15PM – 3:15PM	**Matchmaking powered by govmates**	Palolo Rooms
1:15PM – 2:15PM	**Panel: Section 809 Panel Recommendations** Christine Williams, Managing Partner, Outlook Law LLC Robert Tompkins, Partner, Holland & Knight Jon Devore, Attorney and Shareholder, Birch Horton Bittner & Cherot, P.C.	Pi'inaio Ballroom
2:15PM – 3:15PM	**Panel: NHOs - Impacts in our Community** *Moderator:* Keawe (Mike) Anderson, Director of Strategic Growth & Compliance, Na Alii Consulting & Sales, LLC Philip Kahue, Executive Director, Alaka`ina Foundation Edwin (Skip) Vincent, Chairman, The Hawaii-Pacific Foundation, Inc. Raymond Jardine, Chairman, Kina'ole Foundation Napua Leong, Hawaiian Native Corporation and DAWSON	Pi'inaio Ballroom
3:15PM – 3:30PM	**Closing Remarks** Lani Dawson-Arena, President, NHOA	Pi'inaio Ballroom

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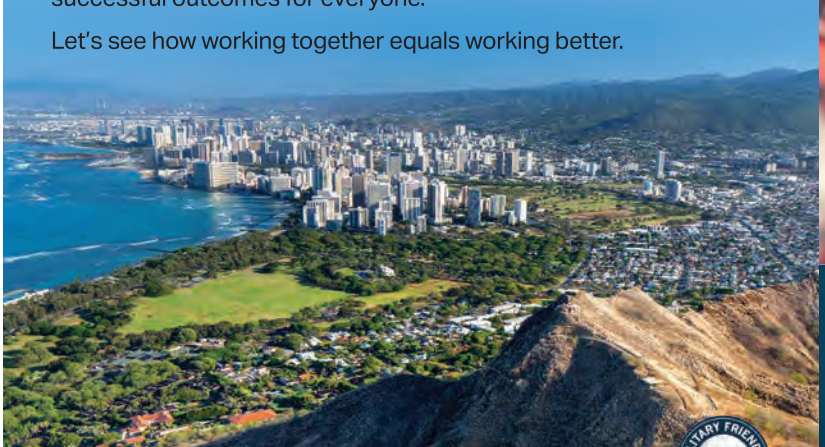

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