

Welcome

Lakehurst Small Business Roundtable (LKE-SBR)

April General Meeting

Topic: Small Business Resources Panel:

NAWCAD Lakehurst Office of Small Business Programs (OSBP); the Small Business Administration (SBA); and NJIT Procurement Technical Assistance Center (NJIT PTAC)

&

NAVAIR Long Range Acquisition Forecast Discussion

Thursday, April 19, 2018

Agenda

9:30 a.m. - 10:00 a.m.	Sign-in, Free-Form Meet and Greet
10:00 a.m. - 10:15 a.m.	Welcome and Announcements and Introduction of Speakers
10:15 a.m. - 10:45 a.m.	Dawn Chartier Deputy Director, Office of Small Business Programs NAVAIR/NAWCAD Lakehurst
10:45 a.m. - 12:00 p.m.	Small Business Resources Panel: Sheila Harris-Adams , Moderator Dawn Chartier , NAWCAD Office of Small Business Programs (OSBP) Dominick Belfiore , Small Business Administration (SBA) Raul Mercado , NJIT Procurement Technical Assistance Center (NJIT PTAC)
12:00 a.m. - 12:15 p.m.	Short Break
12:15 p.m. - 1:15 p.m.	NAVAIR Long Range Acquisition Forecast (LRAF) – Government and Industry Perspectives
1:15 p.m. - 1:30 p.m.	Closing Remarks
1:30 p.m. - 2:30 p.m.	Networking

Closing Remarks

- ▶ Presentations may be found on www.harrykahn.com/lke-sbr/
 - ▶ Look for www.LKESBR.org coming soon!!!
- ▶ Next General Meeting - TBD
 - ▶ Date - July (*date not set yet*)
 - ▶ Location - Mancini Hall at the Toms River Branch of the Ocean County Library
- ▶ Interested in sponsoring breakfast? Please contact Brad, Sheila or Margot

Thank You
to our
Breakfast
Sponsor



Biography

Sheila Harris-Adams, President of Visionary Business Solutions

Sheila Harris-Adams, President of Visionary Business Solutions is an Industry expert in Business Consulting, Federal Contracting, Labor Management, Professional Services, Human Resources and Business Development. She has a proven executive management track record and over 30 years of experience driving sales and marketing goals and objectives. In her commitment to educating and empowering small businesses Sheila Harris-Adams is also currently working as a NJIT-PTAC (Procurement Technical Assistance Center) Procurement Specialist and leads a team of three professionals providing business development and procurement support to over 300 small businesses throughout the state of New Jersey. Ms. Harris-Adams and her team focus on providing counseling (i.e. marketing to the government, certification, acquisition strategy, proposal, business intelligence) to clients seeking to work with the state, local, and federal government.

Prior to starting Visionary Business Solutions Ms. Harris-Adams was Vice President of Business Development for a Defense Contractor where she was the driving force that led to an increase of over 700% in sales over three years. While at the helm of this organization she not only drove sales, but dedicated her efforts to expanding the company's market share in the federal marketplace, establishing far-reaching industry wide relationships, and solidifying the company's brand and presence industry-wide.

Ms. Harris-Adams serves on the board of various non-profit organizations throughout the state. She is an active member of various defense industry associations such as the NDIA (National Defense Industrial Association), AUSA (Association of the United States Army), NCMA National Contract Management Association. She is currently serving as the Co-Chair of the NAVAIR-Lakehurst Small Business Roundtable and is the Education and Professional Development Chair of WID (Women in Defense) LC. Sheila Harris-Adams is also an active member of the Philadelphia Chamber of Commerce, the South Jersey Chamber of Commerce and the Burlington County Regional Chamber of Commerce where she has served on the Government Affairs Board, Political Action Committee, Economic Development Board, Ambassadors and the Military Council. Along with a degree in Business Ms. Harris-Adams holds numerous business certification and accreditations.

Biography

Dawn Chartier



**Deputy Director
Office of Small Business Programs
Naval Air Systems Command
Naval Air Warfare Center Aircraft Division Lakehurst**

Ms. Chartier currently has served as the Deputy Director for the Naval Air Systems Command (NAVAIR), Naval Air Warfare Center Aircraft Division (NAWCAD) Lakehurst Office of Small Business Programs (OSBP) since 2004. She is responsible for ensuring NAWCAD Lakehurst is in compliance with the various laws and regulations governing the Small Business Program. She also advises the NAWCAD Lakehurst Acquisition Community of new or changing public laws and political interests that affect NAWCAD Lakehurst's Small Business Program. Ms. Chartier also serves as the New Jersey State Representative for the Department of Defense Mid-Atlantic Regional Council.

Prior to joining the NAWCAD Lakehurst OSBP, Ms. Chartier served as a Contract Specialist in the NAWCAD Lakehurst Contracts Department. She supported various programs as a Contract Specialist, including serving as the Lead Contract Specialist for the PMA260, Consolidated Automated Support System Program.

Ms. Chartier has over 35 years of federal service and is a member of the Defense Acquisition Corps and is Level III certified in Contracting. She graduated Magna Cum Laude from Georgian Court University, receiving her undergraduate degree (BS) in Business Administration.

While serving as the OSBP Deputy Director, Ms. Chartier and the NAWCAD Lakehurst Small Business Program have received numerous awards including: two from the Center for Veterans Enterprise for awards made to Service Disabled Veteran Owned Small Businesses, the Department of Defense's Golden Talon Award and the Department of the Navy Achievement Awards for exceeding all the statutory small business and socio economic targets. They have also received the Department of Navy's Sarkis Tatigian Award for consistently awarding a significant portion of their contract dollars to small businesses. In addition, Ms. Chartier has also been awarded the Department of Navy's Small Business Specialist of the Year Award and was a member of the NAVAIR Office of Small Business Programs Team that received the Department of the Navy's Small Business Team Award.

Biography

Dominick M. Belfiore, CFCM



Dominick M. Belfiore, CFCM is the Lead Business Opportunity Specialist with the U.S. Small Business Administration (SBA) New Jersey District Office. His specialty is connecting business owners with the resources necessary to start, grow, and succeed, with specific focuses on strategic planning and aiding small businesses compete for contracts in the federal marketplace. Prior to coming aboard with the SBA, Dominick worked as a civilian in federal procurement for the Army Mission & Installation Contracting Command (MICC) and the Defense Contract Management Agency (DCMA) and served on active duty in the U.S. Marine Corps. Dominick is a Certified Federal Contracts Manager (CFCM) and an active member of the National Contract Management Association (NCMA) Picatinny Chapter. His formal education includes an M.B.A. from William Paterson University and a B.S. in Business Management from Ramapo College of NJ.

Biography



Raul Mercado

Raul Mercado, Director of NJIT Procurement Technical Assistance Center (PTAC) is a small business development professional with experience in the public and private sectors.

Raul has served as an entrepreneur, business coach, certification specialist, Special Improvement District Manager for the Jersey City Economic Development Corporation, and Small Business Liaison Officer for Schering-Plough and Merck.

During his tenure in the pharmaceutical industry, he served as Co-Chair for the Institute for Supply Management Pharma Forum while leading a cross-industry collaborative of Fortune 500 companies that expanded corporate sourcing opportunities for small, minority, women, disadvantaged, LGBT and veteran-owned businesses in the United States and Puerto Rico.

A graduate of Wesleyan University with a B.A. in Sociology, Raul also attended Dartmouth College via a student exchange program.

Raul Mercado, Director
NJIT Procurement Technical Assistance Center (PTAC)

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For FREE Technical Assistance Please Register at: <http://njitptac.ecenterdirect.com>

Lakehurst Small Business Roundtable

- ▶ LKE-SBR is a forum for government and industry to collaborate in order to:
 - ▶ Enhance small business participation in Naval Aviation contracts
 - ▶ Address small business issues and concerns
- ▶ LKE-SBR
 - ▶ Small Businesses working in collaboration with NAWCAD, Lakehurst Office of Small Business Programs (OSBP)
 - ▶ Draws on expertise of its members, the Government and industry experts to address small business concerns and to provide training and advice as it seeks to strengthen and expand the small business base supporting Naval Aviation
 - ▶ Self-governed organization of independent Small Business companies - not a Government-run organization
 - ▶ Not a marketing event/group, but rather an open forum designed to foster a stronger Small Business support community

Better Communication - Better Understanding - Better Collaboration

Lakehurst Small Business Roundtable Executive Steering Committee

- ▶ Brad Mead (Chair) - NDI Engineering Company
- ▶ Sheila Harris-Adams (Co-Chair) - Visionary Business Solutions, LLC.
- ▶ Margot Margle (Secretary) - Sabre Systems, Inc.
- ▶ Dawn Chartier - NAVAIR Lakehurst

- ▶ Kristen Amato, MTG Services
- ▶ Bob Bauder - Navmar
- ▶ Ed Eichen - The Oak Group
- ▶ Gordon Frank - Envision Innovative Solutions, Inc.
- ▶ Chris Gilberti - United Support Solutions-LMT, Inc.
- ▶ Kristi Hutchings - Sabre System, Inc.
- ▶ Raul Mercado - NJIT PTAC
- ▶ Pushpa Merchant - EPS Corp.
- ▶ Will Mumma - Harry Kahn Associates, Inc.
- ▶ Sherry Rose - NJIT PTAC