



NACA 2016 B2B

Conference & Expo

Oct. 31 - Nov. 3, 2016

Hard Rock Hotel & Casino Tulsa – Tulsa, OK

Agenda-At-A-Glance

Monday, October 31, 2016 - Welcome Events

12:00 to 5:00	Open Registration	Pre-Function
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1:00 to 5:00	Department of Commerce, Minority Business Development Agency (MBDA) Tribal Consultation	
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6:00 to 8:30	Welcome Reception	Salon A&B
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Tuesday, November 01, 2016 - Federal Contracting Through a Native Lens

8:30 to 9:00	Continental Breakfast	Pre-Function
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9:00 to 9:30	Opening Ceremony Medicine Eagle Drum Group Opening Prayer - Rob Daugherty Color Guard - Delaware Tribe of Indians Welcome Address - Steven Bilby	Sequoyah 1/2/3
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9:30 to 10:15	Opening Keynote Speaker Steven Bilby , President of Diversified Business, Cherokee Nation Businesses Bill John Baker , Cherokee Nation Principal Chief	
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10:15 to 10:30	Coffee Break	
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10:30 to 11:30	General Session Panel: Native Corporations and Communities <i>Corporate Executives from Tribes, NHO's, and ANC's discuss ways they have effectively collaborated to support their respective communities. Hear about how they navigate local politics, conflicts of interest, business-government lessons learned and how they use profits and federal contracting to benefit their communities.</i>	Sequoyah 1/2/3
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Moderator:

Michael Anderson, Executive Director, NACA

Panelists:

Lance Morgan, President & CEO, Ho-Chunk, Inc.

Lani Dawson-Arena, Policy Director, Native Hawaiian Organization Association

Gail Schubert, President & CEO, Bering Straits Native Corporation

11:30 - 12:00	Presentation: Buy Indian Act of 1910 "Is it real or just a Flash-in-the-Pan?" <i>After 103 years the final regulations were published to implement the Buy Indian Act. In 2016 the first attempt to modify and modernize the Act has been introduced as S.3234, a bill to amend Native American Business Development, Trade Promotion, and Tourism Act of 2000, the Buy Indian Act, the Indian Trader Act, and the Native American Programs Act of 1974 to provide industry and economic development opportunities to Indian Communities. How do you maximize the Buy Indian Act to fit into today's procurement environment? And what can your company do to ensure any changes to the Buy Indian Act are in the best interest of Native American businesses? Join us for a compelling and important discussion as we develop an action plan to see full implementation of the Buy Indian Act.</i>	Sequoyah 1/2/3
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Presenters:

Kay Bills, Executive Director, Mid America Government Industry Coalition

Neal McCaleb, Board Chairman, Chickasaw Nation Industries



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12:00 - 12:30	Presentation: The Election and Indian Country <i>With the Presidential election looming, House seats up for vote, and the Senate up for grabs, how might the different results affect Native communities, economic programs, and businesses?</i> Presenter: <i>Denise Desiderio, Policy Director, National Congress of American Indians (NCAI)</i>	
12:30 to 1:30	Lunch - Guest Speaker Congressman Markwayne Mullin, OK-2 (R)	Sequoyah 4/5/6
1:45 to 3:15	1A. Federal Programs for Native Procurement <i>Learn about special procurement set asides for Native American Businesses, how agencies are focusing on upholding the Buy Indian Act, and other procurement opportunities available to Native Contractors.</i> Moderator <i>Kay Bills, Executive Director, Mid America Government Industry Coalition</i> Panelists: <i>Anne Jennings, Procurement & Buy Indian Specialist, Office of Indian Energy & Economic Development, BIA</i> <i>Ronda Longbrake, Chief Contracting Officer, Oklahoma City Area</i> <i>Ted Bujewski, Sr. Staff, Global Security of Supply, Dept. of Defense</i> <i>Steven Bilby, President of Diversified Business, Cherokee Nation Businesses</i>	Sequoyah 1
1:45 to 3:15	1B. Federal Procurement <i>Listen to federal agencies present on where they are contracting most, their future projects, and what you can do to stand out as a contractor.</i> Moderator: <i>Clara Pratt, Founder & CEO, Strong Bow Strategies</i> Panelists: <i>Norbert Doyle, Associate Deputy Assistant Secretary, U.S. Dept. of Energy</i> <i>Henry Bennett, OSBU Director, U.S. Department of Agriculture</i> <i>Jocelyn Littlechief, Supervisory Contract Specialist, Bureau of Indian Affairs</i> <i>Lauren "Chip" Chambers, Director, Small Business Office, Air Force Sustainment Center</i>	Sequoyah 2
1:45 to 3:15	1C. 8a Policies & Advocacy <i>Reflect on 2016 policy changes; discuss upcoming policy impacts. What policies are impacting 8a programs today? Where should advocacy efforts be focused to mitigate potential threats?</i> Moderator <i>Alisha Drabek, Afognak Native Corp, Alutiiq, LLC</i> Panelists: <i>Janice Dearman, Senior Director, Cherokee Nation Business, LLC</i> <i>Annette Hamilton, Vice President & COO, Ho Chunk, Inc.</i> <i>Michael Anderson, Executive Director, NACA</i>	Sequoyah 3
3:15 - 3:30	Coffee Break	Pre-Function
3:30 to 5:00	1D. Market & Policy Intersections <i>Where is the Market of federal contracting headed? What policy changes can greatly impact the future markets of federal contracting? And how can you position yourself to be prepared to adjust to them.</i> Moderator <i>Lanie Dawson-Arena, Chief Advocate, Hawaiian Native Corporation</i> Panelists: <i>Kenneth Dodds, Director of Policy, Planning & Liaison, Small Business Administration</i> <i>CJ Zane, Managing Principal Blank Rome Government Relations, LLC</i>	Sequoyah 1



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3:30 to 5:00	1E. Getting Your Foot In The Door. Proven Tips For Finding Customers and Winning Contracts (TRAINING)	Sequoyah 2
	<p><i>Doing business as a contractor or subcontractor supporting federal agencies continues to be a viable opportunity for many companies across the spectrum of locations, sizes, experience-level and offerings. The challenge for many is knowing where, why and how to get started and knowing what resources are needed to do so. During this session, Guy Timberlake of The American Small Business Coalition will describe and discuss tangible steps and practical tactics for effectively positioning your company to identify, qualify and ultimately win government contracts and subcontracts.</i></p>	
	<p>Trainer: Guy Timberlake, Chief Visionary, American Small Business Coalition</p>	
3:30 to 5:00	1F. How to be effective in Advocacy (TRAINING)	Sequoyah 3
	<p><i>What you can do to work with your congressman or federal agency to create change.</i></p>	
	<p>Trainers: Kim TeeHee, Director of Government Relations, Cherokee Nation Business Denise Desiderio, Policy Director, NCAI</p>	
5:30 - 8:30	e.VIP Reception and Silent Auction	
Wednesday, November 02, 2016 - Intersection Between Government and Industry		
8:30 to 9:00	Continental Breakfast	
9:00 to 9:15	Cherokee Youth Choir	
9:15 to 9:30	Opening Remarks Michael Anderson , Executive Director, Native American Contractors Association	
9:30 to 10:00	Federal Contracting Keynote - Cherokee Nation Secretary of State Chuck Hoskin Jr.	
10:00 to 11:00	General Session Panel: Federal Contracting Update <p><i>Hear from Subject Matter Experts on small business, 8(a), and procurement programs. Learn about the changes in 8(a) and federal contracting regulations, and the upcoming priorities for the SBA in 2017.</i></p> <p>Moderator Michael Anderson, Executive Director, NACA</p> <p>Panelists: John Klien, Associate General Counsel, Procurement Law, Small Business Administration Christine Williams, Founder, Outlook Law, LLC</p>	
11:00 to 11:15	Coffee Break	
11:15 to 11:45	DoD Procurement Presentation <p><i>Examine what the Department of Defense has been doing around Federal Contracting. Look back at 2016 and what to expect for 2017.</i></p> <p>Presenter: Eugene Snyman, Deputy for Small Business, Tulsa District, Army Corps of Engineers</p>	
11:45 to 12:15	Federal Spending Trends <p><i>Where is the federal money going? Is it increasing or decreasing and in what agencies or procurement opportunities.</i></p> <p>Presenter: Mike Wray, President, BidSpeed</p>	



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12:15 to 12:30 NACA Updates

A review of what has NACA accomplished in 2016 and goals of 2017. What are the policies we are focusing on and what partners have been key to our success.

Presenter:

Michael Anderson, Executive Director, NACA

12:30 to 1:30 Lunch - Board of Director Campaign Speeches

1:45 to 3:15 2A. Commercial Contracts and Acquisitions

Learn how to thrive in the Commercial Sector of contracting. What makes this sector different from federal contracting? Best practices on securing contracts in the commercial sector. The different rules and regulations of commercial contracting.

Moderator

Jon Panamaroff, Koniag Corporation

Panelists:

Jay Calhoun, Strategic Investments Director, Cherokee Nation Businesses

Craig Williams, President & CEO, Koasati Construction Management Corp

Dan Alderman, Vice President, Business Development, American Indian Consulting Services

Carlos Garcia, President, KIRA, Tlingit-Haida Tribal Business Corporation

Keith Lennon, COO/CFO, Texzon Technologies, LLC

1:45 to 3:15 2B. Procurement Systems & Contracts/Grants Management

Learn methods to do market research and identify the right bid opportunity. Once you know how to go after the right opportunity and win it, how do you manage it effectively? Learn how to set up your contracts and grants to ensure they survive audits.

Moderator

Julie Potter, Associate Director, NACA

Panelists:

Mike Ray, President, BidSpeed

Raymond Bantum, CPA, CITPO

1:45 to 3:15 2C. Labor and Employment Compliance Strategies in the Wake of New DOL Rules (TRAINING)

This year has been inundated with new labor and employment rules and regulations. There are new Fair Labor Standards Act salary exemption requirements, and recently issued regulations regarding the Fair Pay and Safe Workplaces and Contractor Sick Leave executive orders, among so much more. All these new rules have made compliance even more critical, but seemingly further out of reach. But it's not! Join us on November 2 to tackle these challenges head on and feel confident in your compliance strategy as you head into 2017.

Trainer:

Corey Argust, Associate, Labor & Employment, Litigation, Govt. Contracts, Piliero Mazza

3:15 to 3:30 Break



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3:30 to 5:00

2D. IT/Cyber Security

IT and Cybersecurity are becoming more and more important as business shifts to living on a cloud, a secure server, or email. What are the cyber security compliance regulations you should be aware of, what systems can you use to increase the security of your company information, and how can you also take advantage of this emerging market?

Moderator

Julie Potter, Associate Director, NACA

Panelists:

Sean Hoar, Partner, Privacy & Security Practice, Davis Wright Tremaine, LLC

Will Dantzler, Chief Strategy Officer, Rofori Corporation

Navroop Mitter, President, Armor Text

3:30 to 5:00

2E. Financial Management/Access to Capital

Access to capital and managing your funds are the two most crucial areas to business success. Hear from banks, CPA's and small business development organizations on how to get going, get strong, and manage it effectively.

Moderator

Kutraluk Bolton, NANA Regional Development Corporation

Panelists:

Jack Coviello, Manager, Baker Tilly

Leonard Smith, Executive Director, Native American Development Corporation

Daucey Brewington, Executive Director, Two Rivers CDC

JR Baguidi, Access to Capital Team Lead, Minority Business Development Agency

3:30 to 5:00

2F. SCA Fringe Benefit Compliance, Administration and Best Practices (TRAINING)

Companies that compete for Service Contract Act (SCA) jobs face endless challenges educating and enrolling geographically dispersed variable-hour employee populations, while maintaining fringe benefit and Affordable Care Act (ACA) compliance. In today's dynamic government contracting environment, employee benefits programs with reliable administration and effective audit and compliance support have never been more important. Learn more about how leading contractors are designing and administering programs that work for employees, employers and the auditors that are checking them.

Trainers:

Jeff Hartnett, Regional Vice President, SCA Markets, Fringe Benefits

Bill Henson, Vice President, SCA Markets, Fringe Benefits



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NACA Board Meeting Agenda

Thursday, November 03, 2016 - Membership Meeting

8:30 to 9:15	Breakfast, Registration & Voter Credentialing	Pre-Function
9:15 to 9:30	NACA Board of Directors Election	Deer Room
9:30 to 9:45	State of the Association	Deer Room
9:45 to 10:00	NACA Policy Positions and Priorities	Deer Room
10:00 to 10:30	Looking Toward The Future- What metrics say	Deer Room
10:30 to 10:35	Announcement of 2016-2018 Board of Directors	Deer Room
10:35 to 10:45	Break	Pre-Function
10:45 to 12:00	Board of Directors Meeting	Deer Room
12:00 to 1:00	NACA Management Q&A and Closing Remarks	Deer Room