



**Department of Defense  
Mid-Atlantic Regional Council Workshop  
November 7, 2019 - Rockville, MD**

## **AGENDA**

- 8:00 am Registration / Networking/ Lite Breakfast**
- 9:00 am Welcome**  
Mr. Ken Carkhuff, MARC Chairperson  
Ms. Diane Dempsey, Director, Small Business Programs, Intelligence & Security Section, BAE Systems
- 9:15 am Navy Small Business Overview:**  
Mr. Jimmy Smith, Director, SECNAV OSBP, Senior Executive Service (SES)
- 10:00 am DoD MARC Update**  
Mr. Ken Carkhuff, MARC Chairperson
- 10:15 am BREAK**
- 10:45 am Small Business Administration Subcontracting Compliance**  
Ms. Angela Terry, SBA
- 11:30 am Integration of Business Systems**  
Ms. Salomeh Ghorbani, GSA
- 12:15 pm Lunch / Networking**  
*Lunch will be provided*
- 1:00 pm Election of Officers for CY 2020-2021 (Federal Government only)**
- 1:15 pm DoD Office of Small Business Programs Overview:**  
Mr. Shannon Jackson, Deputy Director, DoD Office of Small Business Programs
- 1:30 pm Intellectual Property**  
Ms. Vicki Allums, Learning Director, Intellectual Property, Defense Acquisition University
- 2:15 pm Workforce Training**  
Ms. Diane Dempsey Director, Small Business Programs, Intelligence & Security Section, BAE Systems
- 3:00 pm Closing Remarks**  
Mr. Kyle Beagle, MARC Vice Chairperson

# SPEAKERS

## Mr. Jimmy Smith

### Executive Director, SECNAV OSBP

Mr. Jimmy D. Smith assumed the responsibilities of the Director for Small Business Program in June of 2019. He serves as the chief advisor to the Secretary on all small business matters. Mr. Smith has been charged with overseeing small business acquisition policy; strengthening government and private sector partnership; and fostering opportunities to leverage small businesses as strategic advantage for the benefit of our warfighters. In March 2017, Mr. Smith served as the Deputy Assistant Secretary of the Navy for Expeditionary Programs & Logistics Management. He served as the principal advisor to the Assistant Secretary of the Navy for Research, Development and Acquisition on matters related to the Navy's Expeditionary Force, delivering upon urgent warfighter needs, and overseeing acquisition logistics policy. Mr. Smith was selected for Senior Executive Service in March 2010, after 19 years of federal service. Mr. Smith received a bachelor's of science degree in mechanical engineering, in 1990, from Tuskegee University. Graduate level studies included Environmental Engineering, Marine Engineering, and Business Management. He also possesses four executive leadership certificates from the Cornell University School of Industrial and Labor Relations and two other business-related certificates from the University of North Carolina at Chapel Hill—Kenan-Flagler Business School.

## Mr. Ken Carkhuff

### Learning Director, Small Business; Defense Acquisition University (DAU) (MARC Chairperson)

Mr. Carkhuff serves as the Learning Director, Small Business at DAU. Prior to joining DAU, he served as a Program Analyst in the Secretary of the Air Force Office of Small Business Programs (OSBP). Mr. Carkhuff also served as a Program Manager in the Naval Air Systems Command OSBP from 2008-2019. Prior to that, he worked for a Service-Disabled Veteran-Owned Small Business and managed several programs that supported four Acquisition Category One programs. Mr. Carkhuff is a retired naval officer and former SH-60B helicopter pilot. Mr. Carkhuff is a graduate of the United States Naval Academy (B.S., Physical Science), the Naval War College (M.A., National Security and Strategic Studies) and the Naval Postgraduate School (M.S., Contract Management). He is a member of the Defense Acquisition Corps and is Level 3 certified in Program Management and Contracting. He has served as Chairperson of the DoD MARC.

## Ms. Diane Dempsey

### Director, Small Business Programs, Intelligence & Security Section, BAE Systems

Ms. Dempsey has enjoyed an extensive career in the field of procurement, subcontracting and supplier diversity. Currently she is the Director, Small Business Programs for BAE Systems Intelligence & Security Sector. Ms. Dempsey has also been a small business advocate for several prime contractors in the DC Metropolitan area. She serves on multiple boards and committees as well as receiving many awards for her advocacy in the small business community. Most recently, she received the 2018 Capital Regional Minority Supplier Development Council, Chairman's Award and National HUBZone Contractors Council, HUBZone Champion Award. Ms. Dempsey received her B.S. from Mary Washington College, Certificate in Contracts & Procurements from the University of Virginia, and Master's Certificate in Procurement & Supply Chain Management, MS and MBA from the University of Maryland. She is also a certified supplier diversity professional and instructor for the Alliance of Supplier Diversity Professionals

## Mr. Shannon Jackson

### Deputy Director, DoD Office of Small Business Programs

Mr. Jackson is a retired Lieutenant Colonel of the U.S. Army where he served for 23 years. In the military, he was the Deputy Program Manager for the U.S. Army Rapid Equipping Force; a Foreign Military Sales Acquisition Officer/Program Manager for a Major Weapon Systems, Ammunition and Service for the Government of Iraq; and the Department of the Army System Coordinator (DASC) within the office of the Assistant Secretary of the Army for Acquisition Logistics and Technology directly managing the Joint Air to Ground Missile (JAGM) and the Hellfire Missile System. Mr. Jackson earned a bachelor's degree in History from Virginia State University, a master's degree in Business Administration from Nichols College and a master's degree in Procurement and Acquisition from Webster University. He is a Defense Acquisition Workforce Improvement Act (DAWIA) Level 3 certified Program Manager and a Level 2 Contracting professional.

## Ms. Angela Terry

### Small Business Administration

Angela Terry joined the U. S. Small Business Administration (SBA) in 2006 as the Subcontracting Program Manager in SBA's Office of Government Contracting. She has held several positions within the organization to include Senior Program Analyst responsible enhancing and managing the Dynamic Small Business System (DSBS), Pronet and SBA's Subcontracting Solicitation System "Subnet" and ensuring external and internal system migration and interfacing with the System of Award Management (SAM). Angela is no stranger to the subcontracting environment. She has firsthand experience as a small business owner and a federal government subcontractor. She worked as a Federal Government subcontractor for 6 years before providing financial management, project management, program management, donor relation service, contract and subcontract policy, data integrity, system development, and implementation service. Angela has also worked with the General Service Administration Integrated Award Environment (IAE) division as a Systems Program Manager managing contract and system development and implementation for eSRS, FSRS, FBO, and FPDS-ng. Angela has an Associate in Applied Science in Accounting and a Bachelor of Arts degree in Business Administration and is currently working on her master's degree in Information Systems. She is also FAC-C Level III certified.

## Ms. Salomeh Ghorbani

### General Service Administration

Salomeh Ghorbani is a Program Manager within the Integrated Award Environment (IAE) of the Federal Acquisition Service (FAS) at the General Services Administration (GSA). She is currently responsible for transition planning for the modernization efforts of the IAE systems portfolio. These systems are used government wide and are required for all phases of the acquisition lifecycle. She also manages the User Testing for the transition, in addition to managing all of the feedback and support of the test and production sites. Ms. Ghorbani coordinates and manages IAE Stakeholder meetings for both government and industry, with a particular focus on the communications needed to support the modernization. In her previous experiences in IAE, she was the product owner for the Identity and Access Management system and also led the transition efforts of FPDS to new vendor management in 2013. Ms. Ghorbani has a Bachelors of Information Technology, and a Masters Degree in Project Management with multiple industry certifications for Management and IT Security

## Ms. Vicki Allums

### Learning Director, Intellectual Property, DAU

Ms. Vicki Allums currently serves as the Learning Director, Intellectual Property Foundational Learning Directorate (FLD) at the Defense Acquisition University (DAU). She has extensive policy and legal experience as a government and non-profit corporate attorney practicing in the areas of domestic and international intellectual property (IP), licensing, IP enforcement, international trade, cyber law, cybersecurity and information security matters. Her government experience includes working as Associate General Counsel for Intellectual Property and Information Law at the Defense Information Systems Agency (DISA), senior attorney in the Office of Legislative and International Affairs at the U.S. Patent and Trademark Office and senior attorney in the Intellectual Property Branch at U.S. Customs. She was Acting Deputy General Counsel at DISA from 2017- 2018.