



NASSAU COUNTY COMPTROLLER GEORGE MARAGOS **Business Roundtable**



**George
Maragos**

Nassau County Comptroller



Contact Us

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Join Nassau County Comptroller George Maragos
on **November 15, 2016 from 9AM to 3PM**
for a **FREE** event to increase minority, women, and
service-disabled veteran business owners' participation
in Nassau County contracts.

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

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



LEARN the benefits of certification for minority, women, and service-disabled veteran business owners.

IMPROVE your responses to bids and requests for proposals.

CONNECT with Nassau County government buyers and private sector buyers.

DISCUSS upcoming subcontracting opportunities with Nassau County contractors and hear about private sector MWBE opportunities.

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LISBAC
LONG ISLAND SMALL BUSINESS ASSISTANCE CORP



**Office of
General Services**

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Veterans' Business Development**

**VETERANS ENTREPRENEURIAL
DEVELOPMENT INITIATIVES, (VEDI) INC.**
a 501(c)(3) not for profit corporation

Event Schedule (Subject to change)

9:00 am	ARRIVAL AND CHECK-IN
9:20 am	OPENING SESSION
10:00 am	<p>PANEL DISCUSSION: Getting Certified—What, Why, and How</p> <p>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.</p> <p>Nassau County/NYS MWBE and HUD Section 3 Shelley Brazley, <i>Interim Executive Director, Nassau County Office of Minority Affairs</i></p> <p>NYS SDVOB Kenneth Williams, <i>Executive Director, Division of Service-Disabled Veterans' Business Development, NYS Office of General Services</i></p> <p>MWBE certification for the private sector Gina Slater Parker, <i>President & CEO, Black Women Enterprises</i></p> <p>SBA Section 8a Peter Fehnel, <i>Long Island Branch Manager and District Veteran Business Development Specialist, SBA</i></p>
11:00 am	<p>PRESENTATION: Successful RFPs: The RFP Toolkit</p> <p><i>Phyllis Hill Slater, President of the Hill Slater Group and Chairwoman of the Board of Directors of the National Women Business Owners Corporation</i></p> <p>PANEL DISCUSSION: Small Business Development and Procurement Assistance</p> <p>Roslyn Goldmacher, <i>President of the Long Island Development Corporation</i>, will lead a discussion with the directors of our region's small business development and procurement assistance centers:</p> <p>Lauren Linakis, <i>Associate Director, LaGuardia Community College PTAC</i></p> <p>Erica Chase-Gregory, <i>Regional Director of the Farmingdale State Small Business Development Center</i>, provider of small business resources and the BidLinks</p> <p>Comment by Osbert Orduna, <i>Managing Partner/Principal, M&C Venture Group</i></p>
12:00 pm	<p>NETWORKING LUNCH</p> <p>Introduction by Frank Garcia, <i>Chairman, New York State Coalition of Hispanic Chamber of Commerce</i></p>
1:00 pm	<p>PANEL DISCUSSION: Doing Business with Government Buyers.</p> <p>Government buyers discuss their agencies' procurement needs and answer questions about their expectations of vendors.</p> <p>MODERATOR: Erica Chase-Gregory, <i>Regional Director, Farmingdale SBDC</i></p> <p>PANELISTS INCLUDE:</p> <p>Michael Schlenoff, <i>Director of Purchasing and Contracts, Nassau County</i></p> <p>Claudia Colasurdo, <i>Technical Coordinator of Purchasing, Nassau County</i></p> <p>Kenneth Arnold, <i>Assistant to Commissioner, Nassau County Department of Public Works</i></p> <p>Douglas Bruce, <i>Purchasing Manager, Purchasing Dept., Nassau University Medical Center</i></p> <p>Walter Lowe, <i>MWBE Liaison, Purchasing Department, Nassau University Medical Center</i></p> <p>Phillip Capello, <i>Director of Procurement, Nassau Community College</i></p> <p>Jill Clough-Johnston, <i>Small Business Liaison, Brookhaven National Laboratory</i></p>
2:00 pm	<p>PANEL DISCUSSION: Upcoming Business Opportunities in Nassau County</p> <p>This panel will feature Nassau County contractors talking about subcontracting opportunities as well as private sector procurement specialists talking about business opportunities for MWBEs in the private sector. The panel will conclude with a discussion between these individuals and their MWBE/SDVOB business partners.</p> <p>MODERATOR: Kenneth Arroyo Roldan, <i>Chief Executive Officer, WB&B Executive Search</i></p> <p>PANELISTS INCLUDE:</p> <p>John Brennan, <i>Senior Director of Procurement, NICE Bus</i></p> <p>Michael DeNicola, <i>Vice President, Hazen and Sawyer (Bay Park STP Hurricane Sandy Recovery Program)</i></p>
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

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

Phillip Capello, Director of Procurement at Nassau Community College

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

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

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

Frank Garcia, Chairman, New York State Coalition of Hispanic Chamber of Commerce

Michael Garner, MTA Chief Diversity Officer

Roslyn (Roz) Goldmacher of the Long Island Development Corporation

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

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

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

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

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

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

Michael Schlenoff, Director of Purchasing and Contracts at Nassau County

Rafael Salaberrios, VP of Vice President Economic Revitalization, Empire State Development

Gina Slater Parker of Black Women Enterprises

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