

2022 Hampton Roads Small Business Symposium

GETTING BACK TO
Business



June 22, 2022

Hampton Roads Convention Center - Hampton, Virginia

REGISTRATION LINK: <https://www.eventbrite.com/e/2022-hampton-roads-small-business-symposium-hampton-va-tickets-334653637037>

No matter how experienced you are at your business ... there is always room to grow!

This **FREE** half-day conference will have workshops focused on the basic elements of government contracting, the procurement process (including how to do Business with the City of Hampton and the Commonwealth of Virginia), other great topics that will provide guidance to business owners who want to stay on track and take their businesses to the next level.

You will also have an opportunity to network and collaborate with other business owners, learn from talented, experienced speakers and visit a host of exhibitors providing valuable resources and information you can use to grow your business or share with your peers!

NETWORKING/CHECK IN (7:30 a.m. – 8:00 a.m.)

Beverages/Continental Breakfast - Sponsored by



OPENING SESSION/WELCOME (8:00 a.m. – 8:55 a.m.)

Master of Ceremony - Gabe Diaz, Director of Hampton Unity Commission

The Honorable Mayor Donnie Tuck, City of Hampton
Matthew James, Director - Virginia Department of Small Business and Supplier Diversity
Recognition of Sponsors/Partners

Plenary Speaker

Floyd E. Miller II, M. Ed, President & CEO - Metropolitan Business League



Workshop Session I: 9:00 a.m. – 9:55 a.m.

Doing Business with the City of Hampton (Panel Discussion) *City of Hampton Procurement Specialists and Director of Procurement, Lavinia Whitley*

Moderated by Randy Brown, SBSD

Hampton Roads Small Business Contracting Opportunities (Panel Discussion): *Hampton Roads Bridge Tunnel Project, Port of Virginia, Ferguson Enterprises*

Moderated by Barbara Smith, BHS Contracting

Know Your Loans-504, SBA 7A and Micro Lending (Panel Discussion): *Sabrina Davis-Fulton Bank, Karen White-VSBFA, Melissa Burroughs-Business Finance Group*

Moderated by Kathy Dolan, SBSB

Leveraging Video to Establish Your Brand, Grow Your Business... And Win Clients! *The Importance of mastering your videos when communicating with your internal teams, with your clients, and with your partners.*

Cheryl Tan, President & CEO - Tan Media, LLC

10:00 a.m. - 10:25 a.m. - VISIT CORPORATE AND NON-PROFIT RESOURCE EXHIBITORS

Workshop Session II: 10:30 a.m. – 11:25 a.m.

Business Certifications – Learn the Differences and If It's Right for Your Business! (Panel Discussion with State, Federal & Corporate Certification/Contracting Representatives) *Randy Brown-SBSD, William Pohan-SBA, Marjillette Brown-CVMSDC, Elizabeth Reid-WBENC Greater DMV*

Moderated by Romain Gohar, SBSB

Obtaining a Surety Bond: The Power of Expanding Your Business Opportunities in Contracting: *Federal, State and Local governments require surety bonds in order to manage risk on construction projects and protect taxpayer dollars. Many private owners and lenders may require bonding on their projects and prime contractors may require subcontractors to obtain bonds.*

Nebiyu Aynu, Surety Bond Agent - Construction Bonds, Inc.

SWaM and DBE Certification Overview: *Benefits of SWaM/DBE certification and the application process.*

Nina Britton/Randy Brown, Virginia Department of Small Business & Supplier Diversity

Selling to the Commonwealth – eVA: *Virginia's Online Marketplace and Procurement Portal*

Kim Brewer, Marketing & Outreach Coordinator/eVA Bureau – Virginia Department of General Services

Session III: 11:30 a.m. - 12:30 p.m.

"The Steps to Mastering Your Business"

Tony DiSilvestro, CEO/Founder - YNot Italian Franchise
Membership Chair, Southeastern Virginia - Entrepreneurs' Organization



*Renowned international business and leadership trainer, business owner and 9 figure entrepreneur will share insights
On his blueprint to actually SCALE your business, while generating more revenue and profit.*



Networking until 1:00pm – Event Adjourned

PROFESSIONAL HEAD SHOTS BY: KeliSAW Pro Multimedia and Photography (**\$25 Special Offer**)

RAFFLE DRAWING FOLLOWING SESSION III ... BRING YOUR BUSINESS CARDS ... MUST BE PRESENT TO WIN!

COVID NOTE: *Per the Virginia Department of Health fully vaccinated people do not have to wear masks or practice physical distancing in most indoor or outdoor settings except where required by federal, state, local, tribal, or territorial laws, rules, and regulations, including local business and workplace guidance. Please follow the COVID guidelines to ensure that everyone stays safe and healthy!*

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