

2018 Aviation Industry Day Workshop Descriptions

8:30 AM TO 9:30 AM GENERAL SESSION

FAA Matchmaker

The FAA System (faa.dbesystem.com) is an online system operated jointly by FAA and B2Gnow to provide relevant services to airports, contractors, concessionaires, and DBE/ACDBE firms. Originally launched in 2009 to facilitate a national DBE/ACDBE directory and online bid board, the system has been expanded to include airport goals and new functionality to automatically match certified firms with relevant bid opportunities. There are over 40,000 certified firms listed and 300 bids posted annually.

The Matchmaker module takes posted airport opportunities and finds DBE/ACDBE matches based on work code. Certified firms that have opted-in receive automated alerts when matching bids are posted, saving time and effort. Firms can also identify and validate the certification credentials to ensure they are accurate and current. There is no cost for airports or firms to participate. The session will be led by Mr. Justin Talbot-Stern, President of B2Gnow.

9:40 AM TO 10:30 AM SESSIONS

Let's Talk Business with the Car Rental Companies

Join us in Diplomat I for a unique opportunity to hear first-hand the steps required for landing the right opportunity with two of the nation's leading brands in the multi-billion dollar car rental industry. Presenting are Mr. Lee Lewis, Jr., Global Supplier Diversity Manager for Enterprise Holdings and Ms. Sue Pettit, Senior Procurement Specialist for the Avis Budget Group.

How to Fulfill Bonding and Insurance Requirements

Mr. Maurice Evans, Risk Advisor for SouthGroup Insurance and Financial Services, will demystify the requirements for bonding and insurance in contracting. Join Mr. Evans in Diplomat II.

Contractors and Consultants Roundtable: Good Faith Efforts...Are They Good Enough?

In the world of public contracting, no phrase or concept elicits as strong a reaction from the general contracting community and the M/W/DBE community, albeit for different reasons, than "good faith efforts". We invite you to join our roundtable

discussion of industry thought leaders in a provocative discussion on “Good Faith Efforts” ... and are they good enough? The discussion leaders are Barry Artz, Project Manager, Gregory Construction; Gennie Jones, President, Minority Contractors Association of MS, Inc.; Jeanne Simmons, Owner, Simmons Erosion Control; and Leigh G. Jaunsen, AIA, LEED AP BD+C, Managing Partner, Dale Partners. Add your voice to the conversation in Salon A.

Speak Up, Speak Out, Speak Often: Mastering Your Presentation Skills

Join award-winning presentation guru, Pamela Confer, and learn to Speak BIG...with purpose, with power and with respect. This lively, entertaining and transformational experience will take place in the Cabana.

10:40 AM TO 11:30 AM SESSIONS

Navigating the Disadvantaged Business Enterprises Certification Process

DBE Certification is the portal for access to the billion-dollar aviation industry. The purpose of this workshop is to provide potential applicant firms with information pertaining to the certification process. The presentation will include the interstate and on-line certification processes. To learn more, join our knowledgeable local expert, Sharon Carter of JMAA, in Diplomat I.

Workplace Safety-Safety Does not Cost...It Pays!

Workplace safety is about preventing injury and illness to employees in the workplace. It is about protecting your most valuable asset...your employees. Kenny McKine, Region Safety Manager for Johnson Controls, Inc. will lead this discussion. Join Mr. McKine in Diplomat II.

The Power of Strategic Alliances and Teaming Relationships!

Anthony (“Tony”) Thompson, Chairman and CEO of Kwame Building Group has been a successful business owner for over twenty-five years. Lean-in and listen-up as he shares tips, strategies and insights to assist you in forming strategic alliances and teaming relationships to increase your capacity to deliver goods and services to your clients. This extremely valuable and timely session takes place in Salon A.

Using Social Media to Grow Your Business

This session is designed to assist small businesses in optimizing, leveraging, and strategically use social marketing tools to gain more visibility, build credibility, and attract an audience for their products and services. To learn more from JMAA’s in house expert, L. Sherie Dean, meet us in the Cabana.

11:40 AM TO 12:20 PM SESSIONS

Recruiting and Training Tomorrow's Workforce

Numerous surveys indicate that 80% of construction businesses are having an extremely difficult time finding qualified skilled labor. See how Mike E. Barkett, President of the Mississippi Construction Education Foundation, is addressing this growing national problem. We will see you in Diplomat I.

Estimating and Project Management

"Old School" techniques meets "new school" technologies to form a unique blend of estimating and project management capabilities. Meet Elliot Marsh of The Elcon Group in Diplomat II.

Let's Talk Business-Doing Business with the State's Airports-Part I-Airport Procurement of Goods and Services

Airports are magnets for small businesses. Our distinguished panel of commercial airport representatives will share with the audience the wide array of goods and services purchased by their respective Airports. The discussion will also include the Airport's procurement requirements and how you, as a business owner, can earn their business. The panelists are Robin Byrd, Procurement Manager, Jackson Municipal Airport Authority; Mike Hainsey, A.A.E., Executive Director, Golden Triangle Regional Airport; and Don Shepley, Director of Planning and Business Development, Gulfport-Biloxi International Airport. This very important discussion will take place in Salon A.

Being Credit Smart

You are what your credit score says you are! Learn the importance of establishing and maintaining good credit in order to run a successful business. Resources will be available to assist you in determining where your credit stands. Aletha Washington, MBA, Director, Small Business Development Center, for Jackson State University, will lead this informative session in the Cabana.

12:30 PM TO 2:00 PM LUNCHEON PRESENTATION

Let's Talk Business-Part II-Airport Design and Construction Opportunities

This general session will take place during our luncheon. An esteemed and distinguished panel of commercial airport representatives will share with the audience the planned capital improvements scheduled for their respective Airports over the next 12-18 months. The panelists are Darion Warren, Capital Programming Director, Jackson Municipal Airport Authority; Mike Hainsey, A.A.E., Executive Director, Golden Triangle Regional Airport; and Don Shepley, Director of Planning and Business Development, Gulfport-Biloxi International Airport. This session will take place in the Westbrook Ballroom.