

## Agenda

# *2019* BUSINESS ROUNDTABLE

Tapping the Government Subcontracting Market

Naples Accelerator, 3510 Kraft Road, Ste. 200, Naples, FL, 34105  
April 24, 2019



- 8:45 a.m. Registration**
- 9 a.m. Welcome:** Jace Kentner, Director, Collier County Office of Business & Economic Development
- 9:05 a.m. Honoring Contractors:** Commissioner Penny Taylor, Chair, Collier County Economic Development Committee
- 9:10 a.m. Workforce Grants:** Adrian Kerr, Director of Corporate Planning, Florida SouthWestern State College
- 9:20 a.m. SBA Subcontracting Assistance:** Ronald Brunner, Business Opportunity Specialist, SBA
- 9:40 a.m. Successfully Subcontracting Panel: What Do Prime Contractors Look for in Subs and What Support Do Subs Provide?**  
 Allison Murrell, CEO, Quality Enterprises USA Inc.  
 Melva Borley, President, Melco Inc.  
 Swain Hall, Collier County Procurement Manager  
 Ronald Brunner, SBA Business Opportunity Specialist  
 Dan Telep (Moderator), Florida PTAC Business Analyst

- 10:30 a.m. Questions & Reactions:** Dan Telep (Moderator)

**Working Coffee Break brought to you by:**



- 10:45 a.m. Challenges and Opportunities Subcontractors Face When Partnering with Prime Contractors**  
 David Zammit, Consultant, NSquare Inc.  
 Ed Dort, CEO, Directional Command LLC  
 Arpad “Arpi” Solti, CEO, HyperTeam USA  
 Jay Baldwin, Sr. Vice President, First Florida Integrity Bank  
 Adrian Kerr, Corporate Planning Director, FSW State College  
 Dan Telep (Moderator)
- 11:35 a.m. Questions & Reactions:** Dan Telep (Moderator)
- 11:55 a.m. Vote of Thanks:** Jennifer Pellechio, President, Economic Incubators Inc., the non-profit parent of the Naples Accelerator and the Florida Culinary Accelerator @ Immokalee.

## Speaker Bios

### **Ronald Brunner:**

#### ***Business Opportunity Specialist, U.S. Small Business Administration***



Ronald Brunner, a Business Opportunity Specialist in the SBA's 8(a) Business Development Division, South Florida District Office, and has over two years of federal government service. As a Business Opportunity Specialist, he ensures small business owners who are socially and economically disadvantaged are aware of the various programs offered by the SBA's Small Business Certification programs, such as the SDB, 8(a), WOSB and the HUBZone program. Ron worked as a Service Engineer for an IT Company in Cincinnati, Ohio, after serving on Active Duty for six years in the U.S. Army as an Infantry and Signal Officer. He continues to serve in the Army Reserve and has 15 years of service. Ron is a native of Cincinnati, Ohio, and received a Bachelor's of Business Administration from the University of Cincinnati in Business Information Systems.

### **Dan Telep Jr:**

#### ***Business Analyst, Florida Procurement Technical Assistance Center (PTAC)***



Dan Telep has been with Florida PTAC for 16 years and works with business owners to identify business opportunities with the federal, state and local governments. His 36 years of experience in federal government contracting has given him insight on issues related to all size businesses, for-profit and non-profits. He's a Certified Business Analyst, Procurement Specialist and certified by the National Contract Management Association. He has federal procurement experience in military and civilian agency contracting and his experience includes small purchase awards, major contracts, best-value awards, cost and pricing analysis, procurement policies and procedures. He's a retired U.S. Navy Reserve Supply Corps Commander (O-5) with contracts, logistics and submarine experience and worked at Defense Logistics Agency, in Richmond, VA, handling contracts in the 1980s. He was also a GM-GS-14 Contracting Officer with a Level III unlimited contracting officer warrant in the Washington, DC, area covering the Pentagon, military and civilian agencies. He has awarded federal contracts for construction, architect and engineering, research and development, and supplies and services. He earned his Master's in Business Management and Supervision at Central Michigan University in 1982.

### **Jay Baldwin:**

#### ***Sr. VP, Asset-Based Lending and Factoring, First Florida Integrity Bank***



Jay Baldwin is an experienced financial director with a demonstrated history of working in the banking industry. His experience includes commercial lending, banking, entrepreneurship, commercial banking and team building. FFIB offers not only traditional bank lines, term financing and real estate, but also provides clients with true asset-based lines of credit and factoring lines.

## Speaker Bios

### Arpad 'Arpi' Solti:

*President, HyperTeam USA*



“Arpi” Solti is a successful entrepreneur, executive manager and IT consultant with over 15 years of experience in operational excellence and business architecture design and modeling. His management consulting project repertoire includes engagements in Business Architecture (BA) and Enterprise Architecture (EA), as well as the areas of ECM, ERP and CRM. HyperTeam has been successful in landing various contracts as a prime contractor with Collier County. He’s currently focusing on the implementation of Logiscool’s computer-coding STEM program in the state of Florida.

### Allison Murrell:

*CEO, Quality Enterprises Inc. (QE)*



Allison Murrell manages contracts and bids for private and federal government contracting for Quality Enterprises Inc., a leading construction firm that has over 44 years of public and private experience. It’s known for satisfying owners with projects completed on time, within budget and at approved levels of quality. QE has a reputation for quality performance in the areas of major civil, building and specialized construction. Allison also is working with the U.S. Veterans Administration in Washington D.C., discussing business development and designs for future VA projects, such as clinics, cemeteries and hospitals. She also is involved in tours, including the Mississippi Coastal Restoration Project with the U.S. Corps of Engineers.

### David Zammit:

*Project Consultant, NSquare Inc.*



David Zammit is a Certified Foundation Specialist through the Supportworks Network, the nation’s largest and most experienced network of authorized foundation repair and concrete leveling contractors. Through Supportworks, he has access to the research and advancements of a full staff of experts in construction, repair, geotechnical and structural engineering, manufacturing, training, foundation assessment and installation of repair products. NSquare is the exclusive South Florida crawlspace dealer for the CleanSpace® Contractor Network.

## Speaker Bios

### Melva Borley:

***President, Melco Inc.***



Melco Inc., a registered U.S. Women-Owned Minority Small Business, provides facilities management, training and real estate services to state and federal institutions, private businesses and corporations. The Estero-based consulting company operates in:

- Specialty trade work (NAICS 238990);
- Property management (NAICS 531311);
- Real-estate agents/brokers (NAICS 531210)
- Facilities support services (NAICS 561210)

Melco's recent work includes a \$9.75 million concrete and asphalt repaving services contract; a \$2.257 million operations and maintenance contract; and a \$3.662 million operations maintenance and elevator maintenance contract.

### Ed Dort:

***CEO, Directional Command LLC***



Directional Command LLC, a Certified Service-Disabled Veteran-Owned Small Business, provides the leadership and coordination of major government, utility, infrastructure and healthcare projects. Ed Dort is a highly entrepreneurial business development professional with 20 years of experience in securing sales, including utility, power delivery, energy, telecom, wireless infrastructure and services engagements. Directional Command was established in 2017 and has won numerous contracts, mainly with the U.S. Department of Veteran Affairs. Ed's track record includes completing nine projects in 25 states and he's currently involved in 11 projects with the U.S. Department of Veterans Affairs, including:

installation of equipment, ground-effect vehicles, motor vehicles trailers and cycles; radio and television communication equipment (except airborne); and communication, detection and coherent radiation equipment installation.

### Adrian Kerr:

***Director, Corporate Planning, Florida SouthWestern State College***



Since 2010, Adrian Kerr has been the Director of Corporate Training at FSW State College. He's responsible for the strategic long-term vision, planning and operation of the college's Corporate Training Department, which provides a host of educational training services to businesses in the region.

He's FSW's SWFL Fiscal Agent and has been successful in assisting local businesses obtain over \$13 million in Quick Response Training (QRT) grants to train over 7,000 new hires as their businesses expand. He also assists businesses with Incumbent Worker Training (IWT) grants for training existing employees. He has developed over 50 one-day and half-day training classes customized to businesses' needs.



## **Commissioner Penny Taylor**

### ***BCC Commissioner, District 4; Chair, Economic Development Committee***



Commissioner Taylor was elected to the Board of Collier County Commissioners' District 4 seat in 2014, following 10 years as a member of the Naples City Council, including two years as Naples' vice-mayor. In 2017, she was named chair of the Board of County Commissioners by fellow commissioners. The commissioner has owned and operated her own photography business in Naples for the past 35 years and her work has appeared in some of the nation's largest newspapers and magazines, numerous Southwest Florida exhibits and various local and regional magazines. Her work also is on permanent exhibit at the city's Norris Center.

## **Jennifer Pellechio**

### ***President, Economic Incubators Inc. (EII)***



Jennifer Pellechio oversees the Naples Accelerator and the Florida Culinary Accelerator @ Immokalee, both public-private partnerships between the county Office of Business & Economic Development and EII. The intent of the accelerator program is to help grow startups and small businesses to diversify the county's economy. Prior to that, she was the deputy director of the Southwest Florida Regional Planning Council and a business consultant. Jennifer has many years of experience in project management, leadership, coordinating, training, programming and grant-related activities in both public and private arenas.

## **Swain Hall**

### ***Collier County Procurement Manager, Acquisitions***



Swain Hall, a U.S. Air Force veteran, focuses on local levels of government as Collier County's Procurement Manager. He's responsible for county acquisitions and believes that public officials are entrusted with the public's interest and must conduct themselves in that manner. Execution of implemented policies must be ethical and deliver the best value, specifically in the areas of public safety, land use, revenues, roads and transportation, utilities and other programs because we're stewards to our citizens and their tax base.

## **Jace Kentner**

### ***Director, Collier County Office of Business & Economic Development***



Jace Kentner heads the Collier County Office of Business & Economic Development, whose mission is to foster a business-friendly environment and grow a healthy, diversified economy. Jace is an economic development professional who holds a J.D. and a Master's degree in Health Services Administration. His broad scope of demonstrated business experience ranges from startups to Fortune 200 companies, health care, bio-medical, technology and manufacturing industries. Jace was managing partner for the Jace Kentner Law Group P.C. in Missouri and was president of Kentner Enterprises Inc., a diversified holding company.