

**Small Businesses Connecting, Securing Contracts** 

& Creating Jobs



**Presents** 

# Istamual

Small Business Summit

May 17, 2012

Perris, California



Hosted By
City of Perris

And

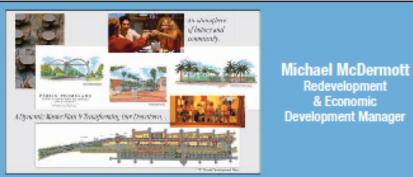
Perris Valley Chamber of Commerce





# Great Location Incredible Opportunity





The City has recently begun a bold, dynamic master plan transforming our downtown "D" Street corridor into an icon for the City of Perris. This landmark civic venture will create a signature transit and pedestrian-oriented corridor along the 2.0 mile stretch of the street. Stretching a half mile wide at times, the project is a melting pot of people, culture, institutions and activities making this an incredible location for restaurants and retail stores alike. A key feature of the revitalization project is the introduction of the Metrolink commuter train system that links Perris to Riverside, Stretching 22 miles, this \$120 million project expects to accommodate an estimated 2,500 passengers a day. This service is expected to be utilized by people living throughout Southwest County. There are many benefits to opening and/or expanding your business in Downtown Perris.



City of Perris • 101 N D St., Perris, CA 92570

Bus. (951) 943-6100 ext. 277 • Fax (951) 443-1768 • mmcdermott@cityofperris.org

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Where Communities Serve Veterans\*

# Board of Directors Chairman and CEO

**Albert R. Renteria**, Chairman and CEO

Albert R. Renteria Corporation, Perris CA

#### **Directors**

Coreena Conley, Director

Veterans Business Outreach Center, Sacramento Ca

Dan Sockle,

Vancouver, WA

Frank Mancini, Chairman and CEO

IRG Plotters & Printers Inc, Santa Monica, CA

Gail Martin, CFO, Perfection Imaging, Fallbrook, CA

Parish Morris, CEO

Document Security Solutions, Murrieta CA

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President 3d Global, Westfield NJ

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Senior VP/SPAWAR Account Manager

SAIC, San Diego, CA

Colonel Rocky Chavez, USMC, Retired

Former Acting Secretary California Department Veteran Affairs



Host and Official Summit Spokesman

Rex Smith www.rexsmith.com is a multi-talented performer who never lacks for energy. His natural singing ability has led him to a successful career as a singer and actor. A platinum recording artist and a veteran of stage and screen, Rex's most notable Broadway credits include starring roles in the original production of "Grease", "Grand Hotel", "Sunset Boulevard", "The Scarlet Pimpernel", "Annie Get Your Gun", and "Kiss Me Kate". Rex received the Theater World Award for his memorable portrayal of Frederick in "The Pirates of Penzance".



Franklin J. Henderson
Colonel (Retired), Army of the United States
Keynote Speaker

Franklin J. Henderson is a Past National President of the 9<sup>th</sup> and 10<sup>th</sup> (Horse) Cavalry Association, also known as the "Buffalo Soldiers". He earned a BS degree in Mathematics at Southern University, Baton Rouge LA, a BS degree in Electrical Engineering at Tennessee State University, Nashville TN, and a MS degree in Engineering at the University of California at Los Angeles.

In 1952, he was commissioned a 2LT at Southern University. He was called to active duty from a reserve status during the Korean conflict and remained on active duty until 1957. After voluntary relief from active duty, he continued his military service in the US Army Reserve. He was assigned to command and staff positions as a Military Intelligence Officer until his retirement in 1982 with 30 years of active and reserve service.

Colonel Henderson is a graduate of the Command and General Staff College, Fort Leavenworth KS and the Army War College, Carlisle Barracks PA. His military awards and decorations include the Parachute Badge, Meritorious Service Medal with Oak Leaf Cluster, National Defense Service Medal, Army Reserve Component Achievement Medal, and the Armed Forces Medal with two 10-year Devices.

# **OPENING CEREMONY**

# **Host and Official Spokesman**

**Rex Smith** 

#### **Color Guard**

California Military Institute

**National Anthem** 

**Prayer** 

**Mayor, City of Perris** 

Daryl Busch (Invited)

### **Perris Valley Chamber of Commerce**

Ted Norton, CEO

#### **United States Small Business Administration**

J. Adalberto Quijada, Director Santa Ana District

Wells Fargo Presentation Rachelle Stewart

to

Mary Ann Hillery, SWVBRC

# Southwest Veterans' Business Resource Center Where Communities Serve Veterans®

Albert R. Renteria, Chairman, Founder and CEO & Albert R. Renteria Corporation Founder & CEO

# **Workshop Schedule**

| First name | Last name      | Organization                                       | Topic   | Building | Time        |
|------------|----------------|--|---|----------|-------------|
| AB         | Bonner         | The Federal Technology Center                      | Panel - Types of Certifications Needed to get Federal & State   | С        | 0900 - 1000 |
| Rene       | Cota           | CMG Alliance                                       | Contracts Panel - Types of Certifications Needed to get Federal & State Contracts                         | С        | 0900 - 1000 |
| Julie      | Padilla        | RCCD - Procurement Assistance<br>Center            | Panel - Types of Certifications Needed to get Federal & State Contracts                                   | С        | 0900 - 1000 |
| Jill       | Andrews        | U.S. SBA   |   | С        | 1000 - 1030 |
| Gloria     | Gomez          | U.S. SBA   | Advantages of Operating in a HUB Zone   | С        | 1030 - 1130 |
| Michael    | McDermott      | City of Perris                                     | Advantages of Operating in a HUB Zone   | С        | 1030 - 1130 |
| Franklin   | Henderson      | 9th & 10th (Horse) Cavalry Association             | Keynote Speaker   | С        | 1130 - 1300 |
| Wayne      | Gross          | Department of General Services-<br>State of CA     | Opportunities to Get State Contracts  | С        | 1300 - 1500 |
| Daniel     | Payne          | Cable Links Consulting/<br>Construction Group Inc  | Success in Starting A Business  | EH       | 0900 - 0930 |
| Yvonne     | Lee            | SBA-Advocacy Region IX                             | Panel Veteran Affairs, Metro Water District, Department of<br>Transportation and SBA                      | EH       | 0930 - 1030 |
| Jim        | Ruester        | Department of Veterans Affairs                     | Panel Veteran Affairs, Metro Water District, Department of<br>Transportation and SBA                      | EH       | 0930 - 1030 |
| Thomas     | Knox Jr        | Department of Transportation                       | Panel Veteran Affairs, Metro Water District, Department of<br>Transportation and SBA                      | EH       | 0930 - 1030 |
| Carmen     | Bermudez-Bracy | Metropolitan Water District of So. California      | Panel Veteran Affairs, Metro Water District, Department of<br>Transportation and SBA                      | EH       | 0930 - 1030 |
| Roxanne    | Rapske         | The Franchise Genie                                | Franchising 101 - An Introduction to Franchising  | EH       | 1030 - 1100 |
| Coreena    | Conley         | Veterans Business Outreach Center                  | Veteran Business Resources  | ЕН       | 1100 - 1130 |
| Stanley    | Fujii          | U.S. Small Business Administration                 | Veterans Entrepreneurship and Procurement   | EH       | 1130 - 1200 |
| Mercy      | Moreno         | State of CA. Employment Development Dept.          | Employment Tax Consultant   | ЕН       | 1300 - 1330 |
| Michael    | Sabellico      | Orange County Small Business<br>Development Center | Marketing to the Government   | EH       | 1330 - 1400 |
| Darryl     | Rawlings       | East West System Solutions Inc.                    | Business Security   | EH       | 1400 - 1430 |
| Lloyd      | Tran           | Cleantech Institute                                | Electric Vehicles   | EH       | 1430 - 1500 |
| Randall    | Harrelson      | Trainer, Eric Lofholm Intl.                        | Would You Like to Close More Sales?   | EH       | 1500 - 1530 |
| Stanley    | Fujii          | U.S. Small Business Administration                 | Veterans Entrepreneurship and Procurement   | EH       | 1530 - 1600 |
| MOLLY      | MURO           | U.S. SMALL BUSINESS ADMINISTRATION                 | -8(a) Certification   | L1       | 0900 - 1200 |
| Lee        | Collier        | Wells Fargo Bank                                   | Panel - Where's The Money? - Options for Financing Your<br>Veteran Owned Business - Patriot Express Loans | L1       | 1300 - 1400 |
| Doug       | Dare           | SBA  | Panel - Where's The Money? - Options for Financing Your<br>Veteran Owned Business - Patriot Express Loans | L1       | 1300 - 1400 |
| Debra      | Thelen         | DK Construction Services                           | Marketing Your Business, How to Prepare a Competency<br>Statement   | L1       | 1400 - 1500 |
| Paul       | Nolta          | Inland Empire SBDC                                 | Things You Need to Know About Operating a Home Based Business   | L2       | 0900 - 1000 |
| Diana      | Cescolini      | SCORE  | Creating a Business Plan that Works   | L2       | 1000 - 1200 |
| Izzy       | Avila          | Grand Canyon University                            | _<br>Military Transcripts & Education   | L2       | 1300 - 1330 |
| Richard    | DeRose         | Global Health Solutions, LLC                       | Surviving a Catastrophic Economic Event   | L2       | 1330 - 1400 |
| Joseph     | Fischer        | f and h office systems.com                         | Recycling   | L2       | 1400 - 1430 |
| Abdi       | Lajevardi      | Pro Education Group                                | Success in the work place   | L2       | 1430 - 1500 |

**Location Legend**: C = Council Chamber, EH = Exhibit Hall, L1 = Library Room 1 and L2 = Library Room 2

#### **Meet the Buyers**

### Must secure an appointment

### Match-making event starts at 1530—1730

**Department of Transportation** 

Thomas L. Knox, Jr.

Chief, Governmental and Legislative Affairs
Division of External Affairs
Caltrans Dist. 7
213.897.7563

Department of General Services of California

#### **Wayne Gross**

**Procurement Division** 

Communication and Outreach Branch

#### AT&T

#### **Caren Bowan**

AT&T Global Supplier Diversity, New Business Development

National Lead SDVOB/DVBE

**Veteran Affairs National Cemetery Administration** 

#### Jim Ruester

Communications & Outreach Support Division

Special Session at 1530 in Exhibit Hall

Focus of Effort On Veteran Entrepreneurship

#### Stanley Fujii

Veterans Procurement Liaison for the U.S. Small Business Administration (SBA)

Office of Veterans Business Development

Others invited after program print will be included during event registration

Look for a white board in the Exhibit Hall to schedule your appoint to meet the buyers.

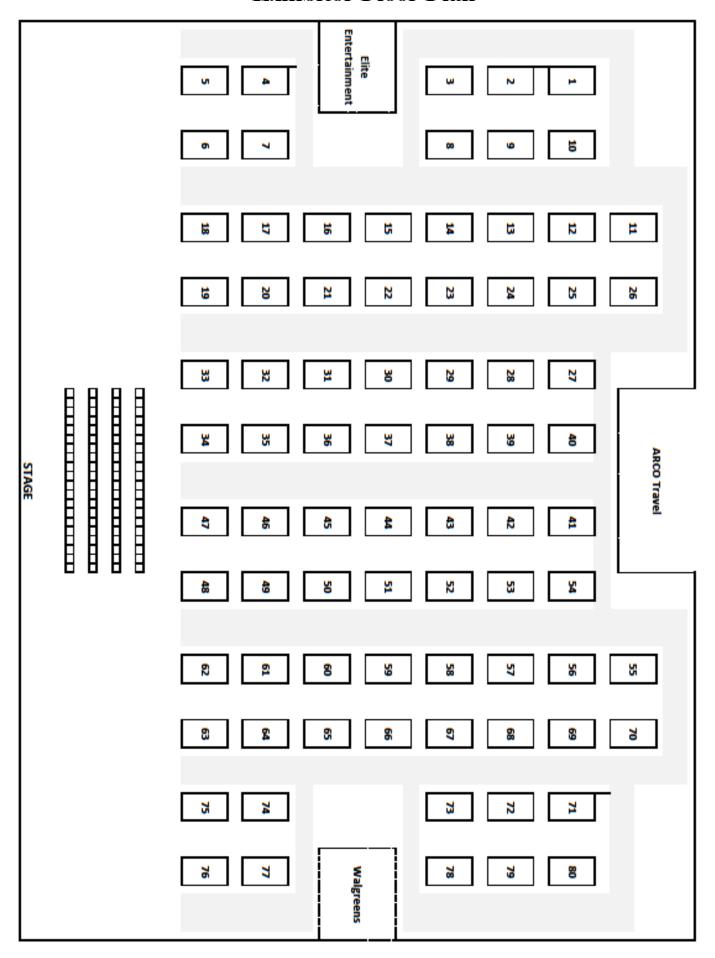
A complete list with contact information will be provided at the end of the program

### **Exhibitors**

| EXHIBITORS |            |   |    |             |   |              |             |  |
|------------|------------|---|----|-------------|---|--------------|-------------|--|
| #          | Last name  | Organization  | #  | Last name   | Organization  | #            | Last name   | Organization                                     |
| 15         | Strong     | 3D Infotech   | Α  | Emanuel     | Elite Level Entertain-<br>ment                              | 36           | Padilla     | RCCD - Procurement Assistance<br>Center          |
| 6          | Fredericks | American Security Patrol                                  | 60 | Harrelson   | Eric Lofholm Interna-<br>tional                             | 35           | Martinez    | RCCD Procurement Assistance<br>Center            |
| В          | Mazarei    | ARCO Travel Zone Center                                   | 21 | Rough       | Excelsior Elevator Corporation                              | 58           | Bocage      | Release Your Potential Inc.                      |
| 27         | Rodriguez  | ARK Los Angeles Consulting Company                        | 37 | Fischer     | f and h office sys-<br>tems.com                             | 49           | Merlino     | Riverside County Workforce<br>Development Center |
| 3          | Barnes     | Artist  | 26 | Garcia      | G&G Risk Management Consultants, Inc.                       | 19           | Ruester     | Riverside National Cemetery                      |
| 16         | bowman     | AT&T  | 39 | Perez       | GC Green  | 48           | Fisher      | Sam's Club                                       |
| 66         | BARAHONA   | B&B DEVELOPERS INC  | 14 | McCoy       | General Security Ser-<br>vice Inc                           | 20           | Banuelos    | San Diego Unified School District                |
| 2          | Stukes     | BAS Consulting Group, LLC                                 | 23 | Prouty      | GEWDC Veteran Resource Center                               | 52           | Cescolini   | SCORE  |
| 55         | Montgomery | Blinded Veterans Association, San<br>Diego Regional Group | 28 | Baker       | Gigi Hill Bags  | 50           | Luevanos    | small business                                   |
| 80         | Williams   | Bookkeeping/Tax Services                                  | 24 | Avila       | Grand Canyon Univer-<br>sity                                | 59           | Kirkpatrick | SMART Safety Group, Inc.                         |
| 79         | Shuster    | Business Thru Government                                  | 18 | Luu         | Hensel Phelps, Construction                                 | 31           | Gibson      | So.Cal Business Solutions                        |
| 65         | Bogarin    | CA Dept of Veterans Affairs                               | 53 | Williams    | Inland Empire Buffalo<br>Soldiers Heritage Asso-<br>ciation | 33           | Moreno      | State of CA. Employment Development Dept.        |
| 7          | Knox       | California Department of Transportation                   | 13 | Goodman     | Laser Light Images  | 70           | Harris      | SWVBRC   |
| 64         | Winbigler  | California Public Utilities Commission                    | 67 | Martin      | LegalShield   | 17           | Reed        | The Blue Pyramid Design Studio                   |
| 78         | Castaneda  | California Rx Card  | 30 | Jones       | LipsAtLast  | 32           | Bonner      | The Federal Technology Center                    |
| 40         | Beamer     | CalVet, State of California                               | 57 | Martinez    | Los Alamos Construc-<br>tion Inc.                           | 74           | Rapske      | The Franchise Genie                              |
| 69         | Valdez     | Center For Employment Training                            | 61 | Arena       | Metropolitan Water<br>District                              | 43           | Dickey      | The Patriot Group                                |
| 41         | Chavez     | City of Perris  | 62 | mendoza     | MWD   | 29           | Kanavos     | Turrill Transitional Assistance<br>Program       |
| 54         | McDermott  | City of Perris  | 45 | Simones     | Neighbors Newspaper   | 34           | Andrews     | U.S. SBA   |
| 10         | Tran       | Cleantech Institute                                       | 51 | Tran-Vakili | New York Life   | 22           | Guzman      | Unique Services America                          |
| 71         | Williams   | Community Association of Perris, CA                       | 8  | Norton      | Perris Chamber of Commerce                                  | 38           | Newman      | United Way of the Inland Valleys                 |
| 9          | Douglas    | Crystal's Senior Services L. L. C.                        | 25 | Schoof      | Perris Valley Family<br>Resource Center                     | 46           | Russell     | University of Redlands                           |
| 1          | Gross      | Department of General Services-<br>State of CA            | 11 | Nader       | Plast Source  | 42           | Sabellico   | Vanguard Global Solutions                        |
| 75         | Morris     | Document Security Solutions                               | 73 | Clark       | Pressure Washer Sales<br>Co.                                | 47           | Conley      | Veterans Business Outreach<br>Center             |
| 44         | Costello   | Dollars For Teens   | 12 | dyson       | private electrician   | С            | Fausto      | Walgreens  |
| 63         | Hassell    | Dura-Chem Inc.  | 68 | Lajevardi   | Pro Ed Group  | 76           | Stewart     | Wells Fargo / Worldwide Military<br>Banking      |
| 72         | Rawlings   | East West System Solutions Inc.                           | 56 | Gray        | Proforma DVE Global<br>Marketing                            | 77           | Stewart     | Wells Fargo / Worldwide Military<br>Banking      |
|            | Action 1   |   |    | A Special   |   | <b>公分前</b> 图 | 35 68       | 1000   |



### **Exhibitor Floor Plan**



#### **SPEAKERS**



Jill Andrews is the Lead Business Development Specialist in the Santa Ana District Office of the U.S. Small Business Administration and manages the BDS Outreach Team. Before joining the Small Business Administration she was the regional manager of the Peace Corps, serving the region that encompassed southern California and Arizona. Jill Andrews is a former state director of the National Federation of Independent Business (NFIB). In this capacity, Ms. Andrews provided services to more than 7,800 small businesses and represented their concerns before regulatory and administrative agencies and elected officials.



Izzy Avila enlisted in the US Navy in 1989. There he earned his BS in Organization Leadership and an MA in Education. Retiring as a Navy Counselor in 2011, Izzy Avila now works as a Military Liaison for Grand Canyon University, where he continues to educate and invest in the lives of those who have served.

#### Carmen Bermudez-Bracy-Metro Water District Los Angeles



**A.B. Bonner** joined The FTC with more than 20 years of successful DOD prime contractor negotiations and Small Business program management experience. In addition, Mr. Bonner has 30 years of U.S. Navy Logistics experience in customer development, which all focused on DOD Logistics support. Through his work in a variety of projects and assistance in serving other non-profits and service oriented organizations he has developed extensive experience in marketing and organizational development. He earned a Bachelors Degree in Business from Alabama State University and an MBA from National University with emphasis in Human Resources.



**Diana Cescolini** spent over 25 years in the electronics industry with a major focus on Military specified connectors. She was general manager of the west coast operations for a nationwide distributor. She also held titles of Product Manager and Sales Manager for Arrow Electronics, TTI Electronics, and PEI-Genesis. Her supplier interfacing was with ITT Cannon and Amphenol Aerospace (a.k.a. <u>Bendix</u>). She started her own small business in government contracting with the Department of Defense for 5 years. She has a BA in Business and a MA in Management from University of Redlands. She currently is a Professor of Accounting, Business, & Management.



Lee Collier is a SBA Banker for the South West region of Wells Fargo SBA. As part of SBA Lending, Mr. Collier works with small businesses to help choose the best loan for their growing business and implement solutions based on a comprehensive understanding of their goals and vision for their business. Prior to joining Wells Fargo's SBA Lending Group, Mr. Collier was a Sr Business Banking Specialist at Wells Fargo in Mission Viejo, CA for 7 years, where he specialized in assisting business customers with all aspects of their business banking needs from opening accounts, to business lending, to payroll, and business insurance needs. He has been in the Banking industry for more than 8 years. Mr. Collier earned his Bachelor of Arts degree in Communications from San Diego State University.

Coreena Conley—Veterans Business Outreach Center

Rene Cota—Southwest Veterans' Business Resource Center



**Doug Dare** has been a Business Development Specialist with the Santa Ana District Office of the U.S. Small Business Administration (SBA) since November 2009. As part of the Marketing and Outreach team. His regular duties include writing & distributing press releases, newsletters, marketing materials, and of course, helping small businesses access the three C's of SBA: capital, contracting, and counseling. Prior to joining the SBA, Doug worked on economic development and planning initiatives for the City of Fountain Valley. He joined the United States Marine Corps and served in Charlie Company, 1<sup>st</sup> Battalion, 7<sup>th</sup> Marines from 2002 to 2005. Doug holds a Bachelor of Arts in Environmental Science and Policy with a minor in Economics from California State University, Long Beach.



Richard DeRose has conducted training seminars related to infectious diseases since 1991. His educational background includes a Bachelor of Science Degree and is an expert in the study and research of pending epidemics and pandemics. His career started as a Search and Rescue Paramedic for the United States Navy which was then followed by a civilian career as a medic. Having been a healthcare provider, he realized how critical it was to prevent exposure to infectious diseases while performing his normal work duties.

#### Joseph Fischer—f and h office systems



Stanley Fujii—serves as the Veterans Procurement Liaison for the U.S. Small Business Administration (SBA) Office of Veterans Business Development. The Office of Veterans Business Development's mission is to maximize the availability, applicability and usability of all administration small business programs for Veterans, Service-Disabled Veterans, Reserve Component Members, and their Dependents or Survivors. Other positions within the SBA have been a Senior Program Analyst with the Historically Underutilized Business Zone (HUBZone) Program; (both the Deputy and the) Assistant District Director for the 8(a) Business Development Program for the Washington Metropolitan Area District Office; the Acting Associate Administrator for the Office of Business Development and the Assistant District Director for the 8(a) Program for the Santa Ana District Office, along as serving as a Business Opportunity Specialist. Prior to SBA, I served as a Contract Price/Cost Analyst with the Defense Logistics Agency/Defense Contract Management Agency.

#### Gloria Gomez—SBA

**Thomas L. Knox Jr.**—Chief, Governmental and Legislative Affairs, Division of External Affairs, Caltrans Dist. 7 213.897.7563



Wayne Gross has thirty-nine years of customer service skills starting from his early days as a USAF Captain. Wayne currently serves as a Customer Liaison and SB/DVBE Advocate for the State of California Department of General Services, Procurement Division. In this role, he educates the business community and ensures that Small and DVBE businesses can access their share of state contracts. Wayne holds a Master's degree in Business Management.



Randall Harrelson, Trainer, Eric Lofholm Intl., randall.ericlofholmintl@gmail.com, 619-838-5978, Randall grew up outside of Chicago, IL and graduated with a BS in Business Administration from Northern IL University. Moved to San Diego in 1998 to continue a career in Sales, Support and Business Management, which has spanned multiple industries for the past 25+ years.

#### **SPEAKERS**



**Abdi Lajevardi** began his career in education in 1985 as Regional Executive Director of Associate Technical College in California, two years later he joined UEI( United Education Institute) as it's president, he started English as a Second Language (ESL) programs, as well as medical related programs and technology based programs and eventually turned the school into a leader in vocational and training programs.



Yvonne Lee is the Office of Advocacy's regional advocate for federal region IX. Region IX consists of the states of Arizona, California, Hawaii, and Nevada, and the territory of Guam. Lee is the chief counsel for advocacy's direct link to small business owners, state and local government agencies, state legislators, trade associations, and small business organizations throughout the region. Lee was appointed to her post in January 2011. Lee has a 20-year record in public engagement and governmental affairs. A public affairs consultant in San Francisco since 1994, she has organized and led strategic planning campaigns in public policy and programming. Appointed to the U.S. Commission on Civil Rights by President Clinton in November 1995, Lee served as a commissioner until December 2001.

Michael McDermott—City of Perris

Mercy Moreno — State of CA Employment Development Department

Molly A. Muro is approaching 20 years of service with the Santa Ana District Office of the U.S. Small Business Administration. Since February 2004, she has been part of the 8(a) Business Development Division. First, she served as a Program Assistant and now as a Business Development Specialist. In this capacity, she assists socially and economically disadvantaged small business owners with an opportunity to sell their products and services to government agencies.

Paul Nolta, After serving this country in the Air Force, Paul graduated from San Francisco State University with a Bachelor of Science degree in Business Administration, with an Emphasis in Finance and a Minor in Entrepreneurship. Paul joined the Small Business Development Center (SBDC) team in 2005. He has an extensive background in financial analysis and business planning. Paul operates SBDC Outreach offices in both Murrieta, Temecula, and San Jacinto.



Mrs. Julie Ann Padilla is currently the Director of the RCCD Procurement Assistance Center. She is responsible for the delivery of procurement-related services to businesses interested in selling their services or products for federal, state and local governments. Mrs. Padilla has worked with businesses in the government contracting arena for ten years. Mrs. Padilla joined the Procurement Assistance Center (PTAC) of Puerto Rico in 2000, as a Procurement Specialist and became Program Manager in 2002. The Puerto Rico PTAC reported approximately more than \$80 million in contract awards under her management. She has a Bachelor Degree in Business Administration with a major in Marketing from the Sacred Heart University in San Juan, Puerto Rico.



Mr. Daniel Payne is the President of Cable Links Consulting, Inc., A Telecommunications cabling firm, which he established in 1997: He brings over 34 years of experience as an innovator, trainer and designer of various systems related to security, communications and operational readiness. Under his direction, the company has successfully completed many DoD contracts, various Federal, numerous State, many municipals and 39 Community college contracts. As the Principal in Charge he provided management oversight of the company's performance at all 11 locations including Okinawa Japan. These contracts pertained to developing a flexible mechanical fiber optic splice that can be utilized in a tactical environment with out any power sources needed. The splice had the requirement of being able to be carried with one hand while still allowing the other arm to carry the prescribed weapon for that Marine



Roxanne Rapske, the Franchise Genie, materializes the dream of business ownership through franchising. Combining her 25+ years of experience in Corporate America and her own process of starting a business, Roxanne works with people who are in a career transition, unemployed, underemployed or unhappy with their corporate environment to determine if franchising is a viable choice for them. She does this by partnering with her clients to match their skill sets and financial qualifications to the appropriate franchise. Roxanne's clients love working with her because she has the heart of a teacher, and she makes the process easy by introducing them to potential franchisors at a high level, while providing knowledge and support along the way. Roxanne makes herself available throughout the community to educate others on the topic of franchising. On a personal note, Roxanne's "can do" attitude has helped her complete 5 full marathons. Roxanne spends her free time enjoying life in beautiful Vista California with her husband and son.

Darryl Rawlings—East West System Solutions Inc.

#### Jim Ruester Department of Veterans Affairs



Michael Sabellico is a versatile executive management professional offering 24+ years of successful, extensive and diverse experience in leading programs and personnel, managing multi-million dollar budgets and assets, and improving quality and processes. He is a hands-on program manager with an impressive ability to coalesce diverse technical and management skill sets within a team environment to achieve desired results. He is also a 20 year veteran of the US Coast Guard with several Command Cadre tours on ships ranging in size from 82 feet to 378 feet with associated crews ranging from 10 to 160+ personnel. He has significant Maritime, and Emergency Response experience ranging from Search and Rescue and Maritime counter smuggling efforts to Hurricane and natural disaster response both from a planning and actual operations perspective. After leaving the USCG, he managed a robust business development program for a San Diego based defense contractor with offices throughout the US before leaving to create Vanguard Global Solutions, a Service Disabled Veteran Owned Small Business.

#### Debra Thelen—DK Construction Services



Lloyd L. Tran is the Director of the Clean Tech Institute, a leading research, consulting and training organization in renewable energy industry. He has also served as the Director of the California Institute of Nanotechnology since 2006 and the President of the International Association of Nanotechnology since 2003. Lloyd is a scientist with 20 years of experience working in research and business development in biotechnology and nanotechnology. Previously he worked as a research scientist of Monsanto Corporation, one of the largest chemical and biotechnology companies in the world. Lloyd is currently conducting research on nonmaterial lithium air battery which has a potential of having 10 times more energy density than lithium ion battery technologies. In addition, Lloyd serves as the chairman of AMPTRAN Motor Corporation with the goal to develop an electric car that can drives 400-500 miles per charges using Lithium Air technology licensed from the Clean Tech Institute.

| schools         Sarcial Services         Environmental Services         Johnstein Services         Alliambra Services           schools         Kullisms         So Gal Land Ministerance, inc.         supplement Guise         So Gal Land Ministerance, inc.         supplement Guise         Antoch           Schools         Gas Risk Management Consultants. Egardiaggmrc.com         Antoch           schools         Frost         Integr/www.russobooks.com         russobooks@gmail.com         Biblioshilled           sonn         Russo         http://www.russobooks.com         russobooks@gmail.com         Biblioshilled           form         Million         http://www.russobooks.com         russobooks@gmail.com         Biblioshilled           fester         Million         patisal Inc.         russobooks@gmail.com         Biblioshilled           fester         Million  | _          |            | Atten                                   |   |                  |
|--|------------|------------|---|---|------------------|
| Services    | First name | Last name  | Organization                            | e-Mail  | City             |
| Despite         Cuise         Social and Maintenance, inc.         guise (Broadlin com         Anahelm           Carry         Williams         GAG Risk Management Consultants. guillans@ggmc.com         Antioch           Grönn         GAG Risk Management Consultants. guillans@ggmc.com         Antioch           Baken Prost         http://www.russothooks.com         russothooks@gmail.com         Bakerfield           Brown         http://www.russothooks.com         russothooks@gmail.com         Bakerfield           Brown         http://www.russothooks.com         russothooks@gmail.com         Bakerfield           Brown         http://www.russothooks.com         russothooks@gmail.com         Bakerfield           Brown         Karbana         Parka Inc.         pere. nc.baydingethal.cem         Burst           Willer         GAG Risk Management Consultants         Chrome Common         Burst           Raymond         Flores         GAG Risk Management Consultants         Common         Burst           Kolphan         Face of And In office systems.com         Garthal         Burst           Kolphan         Face of And In office systems.com         Garthal         Burst           Kolphan         Face of And In office systems.com         Garthal         Burst Systems.com         Garthal           <  | Ruben      | Garcia     |   | ruben@empirebuilding-es.com                     | Alhambra         |
| Sary (williams)         GS (sikk Management Consultants)         pwilliams@ggmc.com         Antioch Inc.           cidwin         Garcia         GS (sikk Management Consultants)         Eparcialgggmc.com         Antioch Inc.           sison         Frost         http://www.nussobooks.com         russobooks@gmall.com         Bakersfield           fromy         Blogs         http://www.nussobooks.com         russobooks@gmall.com         BAKERSFIELD           sonia         Beggin         CA Dept of Veterans Affairs         Doors (all political   | David      | Willisms   |   | david.williams@ttechsi.com                      | Alpine           |
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