

Federal Acquisition Institute Acquisition Learning Seminar

“Small Business Contracting”

April 8, 2008

Speaker Biographies

JOANIE F. NEWHART

Ms. Newhart is the Director of Business Operations and Senior Procurement Executive at the Small Business Administration (SBA), has 25 years experience in Government Contracting. Prior to the SBA, Ms. Newhart supported the Naval Air Systems Command, and worked at the U.S. Army's Community and Family Support Center (CFSC) and Information Technology, E-Commerce, and Commercial Contracting Center (ITEC4), and the Securities and Exchange Commission (SEC). She has a Master's Degree in Strategic Studies from the Air War College and an MBA from George Mason University (1990). She is Level III certified in Contracting and is a Certified Professional Contracts Manager (CPCM).

DARRYL K. HAIRSTON

Mr. Hairston was appointed Deputy Associate Administrator for Management and Administration in July 2006. In this position, Hairston is responsible for assisting the Associate Administrator with the oversight and management of the Office of Human Capital Management, the Office of Business Operations and the Office of the Executive Secretariat.

Prior to this appointment, Hairston served as the Assistant Administrator for Administration and the Senior Procurement Executive. In this position, Hairston had overall responsibility for the award and administration of contracts and grants, property management and building operations, safety and emergency services, and administrative information management.

Hairston also served as the Deputy Associate Deputy Administrator for Government Contracting and Business Development. He held this position from October 2000 to September 2003. In this capacity, he assisted the Associate Deputy Administrator for Government Contracting and Business Development with the day-to-day management and oversight of a variety of programs designed to facilitate small business access to Federal procurement opportunities.

Prior to this, Hairston served as District Director of SBA's Washington, DC District Office from December, 1997 to October, 2000. In this position he was responsible the delivery of the Agency's programs and services in the District of Columbia and parts of Maryland and Virginia.

Hairston also served as Deputy Associate Administrator for Investment at SBA headquarters from 1994 to 1997. Here he managed the day-to-day activities of the agency's venture capital program. From 1991 to 1994 he served as the Director, Division of Program Certification and Eligibility in the Office now known as the Office of Government Contracting and Business Development. In this position he was responsible for all matters related to 8(a) and Small Disadvantaged Business eligibility.

He started his career with SBA in 1978 in the Charleston, West Virginia branch office as a Business Management Specialist. From there, he held various positions in SBA branch, district and headquarters offices. Prior to joining SBA, Hairston served as the Budget and Marketing Director for the Transportation Division in the Governor's Office of Economic and Community Development for the State of West Virginia.

He is a native of Institute, West Virginia, and holds an MBA from Marshall University, and a bachelor's degree in Business Administration from West Virginia State College.

Hairston's wife, Bonzetta, is an Assistant Principal employed in Fairfax County, Virginia. They are the parents of one son, Brian and the grandparents of one grandchild, Aidan. Brian is a graduate of the University of Virginia School of Engineering and the University of Virginia, School of Law. He is currently a practicing patent attorney in the Washington, DC area.

STAN FUJII

Mr. Fujii works for the US Small Business Administration as the Assistant District Director for the 8(a) Business Development Program at the Washington Metropolitan Area District Office. The district office has the largest 8(a) Portfolio in the Nation with over 1,600 firms. Currently assigned to SBA Head Quarters to work on a special assignment for the Office of Business Development where he is working on the streamlining of the 8(a) & SDB application process, electronic Business Development Management Information System and the development of an Office of Business Development Customer Service Center. Prior to working for SBA, Stan Fujii worked for the Defense Logistics Agency as a Contract Price/Cost Analyst and Financial Analyst.

MICHAEL P. MCHALE

Mr. McHale is the Director of the HUBZone Program. During the past several years Mr. McHale has been responsible for drafting regulations for the HUBZone Program, designing the program's application and conducting outreach and training seminars to support implementation of the program. Prior to this appointment he served as SBA's Assistant Administrator for Procurement Policy. In this position he was responsible for the review and evaluation of policies, regulations and proposed legislation affecting small business participation in Federal sector contracting.

A career federal employee, Mr. McHale has been with SBA since 1978, and has held several management positions.

BILLY C. JENKINS

Mr. Jenkins a native of Washington, DC, serves as the Veteran's Procurement Liaison for the U.S. Small Business Administration (SBA). In this role, he is responsible for the delivery of the U.S Government's Veteran's Procurement program for Service-Disabled Veteran Owned Small Businesses as required by Executive Order 13360. Jenkins has a 31-year career with the SBA and four years with the U.S. Air Force. He spent 28 years of his career as a contract specialist, procurement analysis, after which he obtained a position as the Senior Contracting Officer for the SBA headquarters in Washington, DC.

KAREN HONTZ

Karen, just last week, returned from a nine month detail to the Senate Small Business Committee to her position as Counselor to the Administrator. Karen has been with the SBA since 1991 and has held many positions within the agency including Associate Administrator for Government Contracting and Associate Deputy Administrator for Congressional and Legislative Affairs. Karen also worked for the Department of Defense in Panama and Turkey in budgeting positions.

Karen worked in the private sector as a lobbyist for a large multi-national conglomerate that included among its subsidiaries movie companies, sports teams, financial services companies and sugar plantations. Karen also worked in the banking industry.

Karen holds a bachelor's degree in business administration and economics from Furman University and a master's degree in political science from George Washington University.

DEAN KOPPEL

Mr. Koppel is a program manager with a diverse 30 year background in federal procurement. Prior to his current assignment at SBA Headquarters, he worked in the SBA's New York Regional Office in the Office of Procurement Assistance and for the Department of Defense in Quality Assurance and Industrial Preparedness and Planning. He has also held private sector positions with Loral Corporation, Western Electric and Burroughs Corporation in Quality Assurance and Production Engineering.

The Office of Policy and Research under SBA's Office of Government Contracting, is responsible for assisting in the development of SBA's legislative initiatives used to strengthen and enhance opportunities for small businesses in federal procurement and developing and implementing the Agency's small business procurement program regulations, initiatives and policies. The Office of Policy and Research also acts as liaison to the Department of Defense, other Federal agencies, members of congress, and the private sector on small business procurement related issues. Further, the Office also represents the Agency on senior-level federal committees reviewing procurement practices, policies and procedures affecting small business.

Mr. Koppel is a Vietnam veteran, is married and has two daughters.

JAMES E. HOUSE

Jim was appointed as the director of the Office of Small and Disadvantaged Business Utilization for the Department of Agriculture in December, 2001. He successfully served in this same position during the last 2 years of the George H. W. Bush Administration from 1991 through January, 1993. He also is the Presidential appointed USDA Member of The Committee for Purchase From People Who Are Blind Or Severely Disabled (AbilityOne Committee). During the Reagan Administration, he served on the National Small Business Advisory Committee.

He began his career as an engineer in the aircraft and aerospace industry, responsible for design and testing of the F4 Phantom for the Vietnam Conflict and worked on the development of the 747 as the nation's first commercial jumbo aircraft. He has subsequently been involved in small business.

House has received numerous awards, honors and citations. He is a native of Wayne County, Goldsboro, N.C., the son of local educators; and holds a Bachelor of Science degree in mechanical engineering from Howard University in Washington, D.C.