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Introduction

Find efficiencies while distinguishing your business

As we move into a reshaped world economy, there is reawakening interest in the environmental movement by America's business community. Not because of regulation or compliance, but because of the basic economics of long-term business strategies that sustain themselves. It may not yet be universally recognized that what is good for the environment is good for business. However, the well-informed businessperson who takes a wide-angled look at his or her business and its competitors will quickly conclude that having improved, energy-efficient facilities and supply chain resources, and environmentally friendly products and services is not only wise, it may be the distinguishing characteristic for the company.

This symposium brings together the top environmental experts from around the state and our local business community. It is designed as a learning forum on environmental and energy issues that impact and improve business performance. It will focus on energy-efficient solutions, innovation and entrepreneurial ideas that will help your business grow and the environment thrive, while providing useful insight into necessary and productive environmental planning for businesses.

The symposium's speakers represent the acknowledged talent in our region's emerging and growing green business sectors. As a participant you will become better prepared and equipped for startups from funding to marketing. An immense reservoir of interest and talent is available in government and private industry support. The session speakers of the Environmental Business Symposium will review value-stream mapping, supply chain management, organizational structure, integration and the development and improvement of physical plants and intellectual innovations.

We hope this symposium provides the necessary information for you to improve the efficiency of your business as you remain competitive and in turn benefit the environment as well.

The details

What Inside Business-Green Jobs Alliance Environmental Business Symposium

When May 11

Where Norfolk Waterside Marriott, 235 E. Main St., Norfolk

Tickets \$195

Register by May 4 at www.insidebiz.com/ebs2010



what's inside

Schedule

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Publisher

Ed Power

Associate publisher

Mike Herron



Green Business Opportunities & Entrepreneurship

SESSION A | Emerging Growth Green Business Sectors

9:00 - 10:00 a.m.

Ken Hutcheson

PRESIDENT

Virginia Alternative & Renewable Energy Association



Ken Hutcheson is a director in the Richmond office of Troutman Sanders Strategies. As a member of the TSS team,

Hutcheson provides full-service, bipartisan public affairs strategies in order to support his clients' initiatives amid the complex public policy challenges they face.

Hutcheson works with TSS clients on political, grassroots and government relations matters. His previous experience leading campaigns for numerous political leaders has provided him with insight into navigating the channels of government and a breadth of long-term personal and professional relationships with elected officials, key staff, business leaders, trade associations, members of the media and grassroots/grasstops leaders.

Hutcheson has worked with small and large corporate clients on significant legislative, grassroots and public affairs projects helping to advance the organization's business objectives. He has representative experience with clients' issues related to agribusiness, consumer finance, energy, healthcare, telecommunications and transportation.

Prior to joining TSS, Hutcheson spent 12 years working on political campaigns across Virginia. Specifically, he served as principal of Old Dominion Strategies LLC of Richmond, where he managed four statewide political campaigns and consulted on the campaigns of more than a dozen current and former members of the Virginia House of Delegates and State Senate.

In late 2008, Hutcheson organized the Virginia Alternative & Renewable Energy Association, a 501(c)6 business trade association, and currently serves as its president. VA-AREA has attracted 50 companies and organizations from across the commonwealth that are at the forefront of the renewable energy industry.

Gov.-elect Bob McDonnell appointed Hutcheson in November to the Energy Subcommittee of the Economic Development Committee of his transition team. Hutcheson received his BA from Hampden-Sydney College in 1994.

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Green Business Opportunities & Entrepreneurship

SESSION A (continued) Emerging Growth Green Business Sectors

9:00 - 10:00 a.m.

Steve Lowe

MECHANICAL
ENGINEERING
DISCIPLINE MANAGER

AECOM Design



Steve Lowe is a registered professional engineer in the commonwealth of Virginia and the National Council of Examiners for Engineering and Surveying. He graduated with a bachelor's degree in mechanical engineering from the University of Virginia in 2002. He has since worked as a consulting engineer at Hayes, Seay, Mattern & Mattern and Hankins and Anderson.

His body of work includes the study, planning, design and construction administration of commercial and institutional HVAC systems.

He is currently employed at AECOM in Virginia Beach where he is the mechanical engineering discipline manager. Lowe is an ASHRAE member and past president of the Hampton Roads Chapter of ASHRAE and currently serves on the Chapter Board of Governors. Lowe is also a member of The National Society of Professional Engineers and the Virginia Society of Professional Engineers.

Aneil Kumar

PRESIDENT & CEO

SENCON, ASIS

Aneil Kumar serves as the president and CEO of SENCON, as well as its parent company Applied Sciences and Information Systems Inc. He has been part of the Hampton Roads community since 1985 after moving here from Frankfurt, Germany, where his father completed a three-year assignment with the Army Corps of Engineers. He has an associate's degree in engineering and a bachelor's degree in environmental engineering from Old Dominion University. He also has a master's of engineering management degree from George Washington University. He earned industry certification by obtaining LEED Accredited Professional, Engineering-in Training and Class-A Contractors licenses. His career in the environmental industry dates back to the early 1990s when as an environmental engineer, he performed environmental investigations and remedial actions on everything from small local gas station sites to superfund remediation projects and large government natural resources contracts.

Crucial to the growth of ASIS and SENCON was the move into the government contracting market while maintaining a solid base of business in the private sector. In September 2007, ASIS received its 8a certification and within six months was awarded its first direct contract from the Department of the Army. ASIS provides a full range of environmental services that embraces the use of technology to provide clients with better decision making tools.

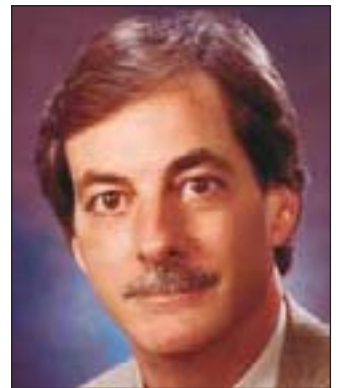
SESSION B Green Biz Startups: Business Plans and Incubators

10:15-11:15 a.m.

Tim Early

PRESIDENT & CEO

Hampton Roads Technology Council



As president of the Hampton Roads Technology Council, Tim Early is responsible for the day-to-day operations of the association. He is responsible for providing assistance to local startup companies and entrepreneurs.

He also works to link the region's companies and entrepreneurs with resources in the commonwealth's universities, federal laboratories and other organizations to address technical, manufacturing and environmental opportunities and problems.

Early brings extensive practical business experience to HRTC. Prior to HRTC, he assisted Virginia companies in the Center for Innovative Technology and earlier, the Technology Applications Center at Old Dominion University's College of Engineering and Technology.

His experience includes assisting individual manufacturers and groups of manufacturers with technology and managerial methodologies. With the implementation of innovative approaches, Early helped companies improve productivity, which resulted in more competitive operations.

Early also served as president and general manager of a window systems and door manufacturer. His experience in this role offers clients a sound perspective regarding small business operations.

Carole Inge

PRESIDENT & CEO

National Institute for the
Commercialization of Clean Energy



President and chief executive officer of the National Institute for the Commercialization of Clean Energy in Washington, D.C., Carole Inge is also the founder of the Virginia Clean Energy Business Incubator and the chief visionary officer at the National Modeling and Simulation Center of Excellence being established near Washington, D.C.

The NICCE and its stakeholders are creating the world's largest modeling and simulation center and will assist in commercializing clean energy technologies using next-generation modeling and simulation services and tools. The institute plans to include the World Data Center on Energy with network architecture now developed. The target market for the technology is the U.S. Department of Defense, utility companies, hospitals, universities, governments, manufacturing facilities, local and regional municipalities and developing countries. NICCE also works with local economic groups to help partners realize the goals of developing technology and creating human capi-

» CONTINUED ON NEXT PAGE



Green Business Opportunities & Entrepreneurship

SESSION B (continued)

James T. Carroll III

VICE PRESIDENT OF SMALL BUSINESS

Hampton Roads Chamber of Commerce

EXECUTIVE DIRECTOR

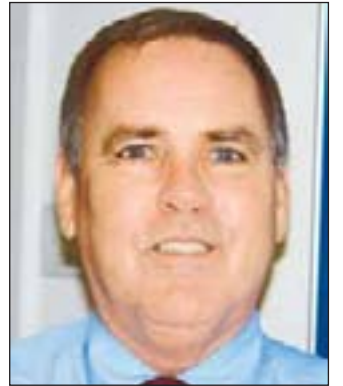
Small Business Development Center of Hampton Roads

James "Jim" T. Carroll graduated from Villanova University with a BA in history and Salve Regina College with an MA in international relations. He is also a graduate of the U.S. Naval War College with an MA in national security affairs and strategic studies and the Cass Business School of the City University of London with an MBA in international business.

Carroll has lived in the Hampton Roads region on and off for more than 20 years while serving in the Navy and permanently since 1995. He retired from the Navy after a 21-year career as a commissioned officer. In the Navy, he qualified as a surface warfare officer and earned subspecialties in communications and political-military affairs. He completed more than 15 years of sea duty serving on a variety of ships and staffs stationed on both coasts as well as overseas.

Since 1996, Carroll has served as an associate professor with the

U.S. Naval War College's College of Distance Education, a member of the board of advisers for the Luter School of Business at Christopher Newport University and on the executive advisory board for Old Dominion University's School of Business and Public Policy.



Since 1997, Carroll has served as the executive director for the Hampton Roads Small Business Development Center Inc. and vice president for small business for the Hampton Roads Chamber of Commerce. The center provides one-on-one counseling and training and education programs for small businesses in the 18 cities and counties in southeastern Virginia and the Eastern Shore.

He was formally recognized by the SBA in 1999 for his actions to support recovery efforts in Franklin in the aftermath of Hurricane Floyd and again in 2008 when the center received the SBDC Excellence Award.

Since assuming the director's position he has led the staff in providing assistance to more than 6,000 clients, helping them create \$200 million in economic impact, and in creating or saving more than 7,000 jobs in the Hampton Roads region.

» CONTINUED FROM PREVIOUS PAGE

al within their regions and communities.

Previously, Inge worked for six years as the department head, founder and executive leader of the Virginia Tech Modeling and Simulation Center of Excellence. She was the principal investigator and program manager of the NASA Center for Distance Learning and the founder and executive director of the National Institute for Technology Policy and Research.

In addition, her experience includes serving as policy analyst for the Virginia Department of Education, senior project director and co-founder of EdTek Inc., human factors social scientist at Intelligent Automation Inc., policy analyst at the Office for Civil Rights with the U.S. Department of Education and senior research fellow at the National Institute of Literacy.

Inge is a graduate of George Washington University, where she received a doctorate in education administration and a master's degree in education policy studies.

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SCHEDULE OF EVENTS | MAY 11, 2010 | NORFOLK WATERSIDE MARRIOTT

SYMPOSIUM SCHEDULE

8 - 9 a.m.

Registration and breakfast.
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9 a.m. - 12:30 p.m.

Concurrent workshop sessions

12:30 - 1:30 p.m.

Lunch

1:30 - 4 p.m.

Concurrent workshop sessions

4 - 5 p.m. Keynote Speaker – Douglas Domenech

5 - 6 p.m. Cocktail reception.

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TRACK I: Green Business Opportunities & Entrepreneurship

This track addresses growth opportunities through funding, marketing, and new sectors for startups, small and large businesses.

Sponsored by:



Session A: Emerging Growth Green Business Sectors 9 - 10 a.m.

Moderator – Tim Wilkins, Paliria Energy

Ken Hutcheson, VA-AREA – Alternative & Renewable Energy

Stephen Lowe, Mechanical Engineering Discipline Manager, AECOM – Sustainability

Aneil Kumar, President and CEO, SENCON – Energy Efficiency

SUFFICE IT TO SAY that emerging growth sectors are where the biggest opportunities lie; however there are more opportunities than just wind, solar, hydrogen and other alternative energy options. The opportunity list dramatically expands when businesses transform their existing product lines and services in the environmental space. Take most traditional business categories and the view looks different depending on the focus. In real estate, how different is an environmental focus in residential than in commercial? In financing, is the opportunity easier or more difficult depending on the public or private direction you take? Will energy credits quickly lead to the trading of energy credits? Come learn more from a panel of experts with insight into a wide array of emerging territory.

Session B: Green Biz Startups - Business Plans and Incubators 10:15 - 11:15 a.m.

Moderator: John Esson, Environmental Career Center

Tim Early, President & CEO, Hampton Roads Technology Council & Incubator System

Carole Inge, Executive Director, National Capitol Clean Energy Incubator; Chief Executive Officer and President, National Institute for the Commercialization of Clean Energy
 Jim Carroll, Executive Director, Hampton Roads Small Business Development Center

SOMETIMES CRITICAL DECISIONS are made right from the start. Business planning not only ensures clarity and direction, it begins to move you into the operational details. Going it alone may be too lonely and it may be unwise. Support is available with access to physical and intellectual muscle. Shared support structures will link you to many of the answers to your questions. This panel has background

in these issues and can help lighten the path with examples of previous success stories.

Session C: Green Marketing and Branding 11:30 a.m. - 12:30 p.m.

Jocelyn Tice, Founder, Green Duck Compostables

OTHER BUSINESSES, as well as consumers, want to know what your business is doing related to environmental matters. The impression you are making on your market and how your business is being perceived is important. What should you expect in the way of results that translate to your bottom line? Hear about marketing best practices and how other businesses are making green work for them.

Session D: Funding Your Green Enterprise - Private and Government Sources 1:30 - 2:30 p.m.

Steven J. Spinner, Chief Strategic Operations Office for Loan Programs, U.S. Department of Energy

Anna Mackley Cobb, Project Finance Manager, Virginia Department of Business Assistance

DOES YOUR INNOVATION come from you or your company's financial investment or will it be supported by additional or independent funding? Are there loan programs or grants in your future? Financial services and resources are out there, but which is the right path to take for your initiatives? Learn more about services that can make a difference in your future success.

Session E: Legal Considerations - Organizational Structure, Intellectual Property 2:45 - 3:45 p.m.

Bambi Walters, Patent and Trademark Attorney, Bambi Faivre Walters PC

Todd Lynn, Corporate Law, Patten, Wornom, Hatten & Diamonstein

IT IS BETTER TO HAVE a modest idea in the hands of a good attorney, than a terrific idea in the hands of an inexperienced one. Environmental initiatives typically move in a new direction, and when you head that way it helps to have great counsel. Learn about practical applications that will keep you both compliant and protected.

TRACK II: Sustainability & Business Performance

This track will focus on implementing green for better business performance in the commercial and industrial sectors.

Sponsored by:



Session A/B/C: Lean & Green - Value Stream Mapping & Benchmarking 9 a.m. - 12:30 p.m.

Jeff Kohler, Executive Director, Virginia's Philpott Manufacturing Extension Partnership

Bill Baker, President, Speed To Excellence; Vice President of Affiliations, Association For Manufacturing Excellence

THE ASSOCIATION FOR MANUFACTURING Excellence and the Environmental Protection Agency are both keenly ingrained in Lean & Green initiatives. Particularly if your business is depending on money for support, you won't want to miss this session.

Session D: Green Supply Chain Management: Corporate Business Case Study 1:30 - 2:30 p.m.

Bill Haslett, Manager, Enterprise Sourcing and Logistics Procurement Shared Services Northrop Grumman

THE CONCEPT OF ENVIRONMENTALLY friendly and green business practices has grown far beyond attempts to limit or reduce energy use and recycling materials. Green principles have been extended to all operations including the manufacturing process and supply chain management. Learn how it has changed supply chain management at the corporate level for Northrop Grumman.

Session E: Green Building and Supply Chain Management: Business Perspective on a Military Case Study 2:45 - 3:45 p.m.

Karron Small, Director of Aviation Engineering, Defense Supply Center-Richmond

Bruce Grulke, Renewable Energy Concepts

GOVERNMENT AND SPECIFICALLY the military have been leading the way in the green building and supply chain management movement. See firsthand from this case study how things have changed.

Keynote speaker: Virginia Secretary of Natural Resources Douglas Domenech 4 p.m.



DOUGLAS DOMENECH was appointed by Gov. Bob McDonnell in January to be the Virginia Secretary of Natural Resources, placing him in charge of five state agencies including the departments of Environmental Quality, Conservation and Recreation, Historic Resources, Game and Inland Fisheries, and the Marine Resources Commission. In addition, he oversees the Virginia Museum of Natural History and the Virginia Council on Indians. Previously, he served in a number of positions at the U.S. Department of Interior from 2001 to 2009

including White House liaison and as deputy chief of staff to the secretary. A forestry and wildlife management graduate from Virginia Tech, Domenech has had a career in natural resource management including work for the U.S. Forest Service, ITT Rayonier (a major pulp and paper company), Alabama A&M University, and 12 years working for the Forest Resources Association.

Prior to his appointment as secretary, Domenech was the senior vice president of Artemis Strategies, a Washington, D.C.-based government relations firm, and was a principal at Chrysalis Energy Partners, a green energy consulting firm focused on renewable energy issues.

Cocktail reception 5 p.m.

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TRACK II: Sustainability & Business Performance

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Session E: Green Building and Supply Chain Management: Business Perspective on a Military Case Study **2:45 - 3:45 p.m.**

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Cocktail reception **5 p.m.**



Green Business Opportunities & Entrepreneurship

SESSION C Green Marketing & Branding

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



Jocelyn Tice

FOUNDER

Green Duck Compostables

Jocelyn Tice is the founder of Green Duck Compostables, a company located in Richmond that distributes BPI-certified compostable, plant-based goods such as plates, cups, cutlery, bags and restaurant to-go containers.

Tice was prompted to create Green Duck after learning about the amount of waste that is created by to-go food packaging. She found that by making plant-based packaging easily accessible and affordable she could be an active steward of the environment.

Green Duck launched in September 2008 and has been successful in providing compostable packaging solutions that reduce waste for events, restaurants, educational and corporate facilities.

Tice also consults on what products are truly "green" and has become the go-to, compostable packaging expert for facilities around the country, and international events such as the World Equestrian Games 2010.

SESSION D Funding Your Green Enterprise - Private and Government Sources

1:30-2:30 p.m.

Anna Mackley Cobb

PROJECT FINANCE MANAGER

Virginia Small Business Financing Authority, Virginia Department of Business Assistance

Anna Mackley Cobb is a project finance manager for the Virginia Small Business Financing Authority in the Virginia Department of Business Assistance, where she has responsibility for marketing and administering VSBFA's financing programs. Cobb has 23 years of commercial lending experience in both the private and public sector. Prior to joining VSBFA, she served as a vice president of business development and operations for an entrepreneurial company specializing in lending to physicians. Cobb began her commercial lending career at Central Fidelity Bank in Richmond, where she worked with both small and middle-market businesses.

She graduated from the McIntire School of Commerce at the University of Virginia with a degree in finance. She is also a graduate of the School of Commercial Lending at the Colgate Darden School of Business.

In addition to her various community interests, Cobb serves as a member of the board of directors for the Virginia Economic Developers Association.

SESSION E Legal Considerations - Organizational Structure, Intellectual Property

2:45-3:34 p.m.

Bambi Faivre Walters

PATENT AND TRADEMARK ATTORNEY

Bambi Faivre Walters PC

Bambi Faivre Walters received her JD, magna cum laude, from Tulane in 1997 and her BS in systems engineering with a minor in environmental and water resource systems from the University of Virginia in 1992.

Walters is a registered patent attorney, having prosecuted more than 1,000 foreign and domestic patent and trademarks applications. She serves on the board of directors of the United Inventors Association, the Native American Inventors Association and the Virginia Inventors Forum.

Walters is a member of the Greater Richmond Intellectual Property Lawyers Association, Hampton Roads Technology Council, International Trademark Association and other professional organizations. She has served as in-house patent counsel to Corning and as a patent associate to Kilpatrick Stockton LLP.

Prior to establishing an active intellectual property practice, Walters was a product liability associate with McGlinchey Stafford in New Orleans and worked with electrical and mechanical engineers at Ford Motor Co., Toyota Motor Corp., DaimlerChrysler Corp., Caterpillar Inc., and medical equipment manufacturers and suppliers.

From 1988-1992, she was an engineer with the U.S. Naval Sea Support Services for the Atlantic Fleet and provided engineering and maintenance support for Atlantic fleet ships including support for LM2500 engines, motor controllers, aircraft and weapons elevators, and various radar systems. She graduated from Woodrow Wilson High School in Portsmouth in 1988.



Todd M. Lynn

PARTNER

Patten, Wornom, Hatten & Diamonstein LC

Todd M. Lynn, a partner in the law firm of Patten, Wornom, Hatten & Diamonstein LC, received his BBA degree from James Madison University and his law degree from The T.C. Williams School of Law, University of Richmond.

Lynn practices principally in the areas of corporate, securities and commercial real estate law. His corporate and securities practice focuses on serving as general counsel to numerous businesses and the representation of clients in transactional matters includ-





Sustainability & Business Performance

SESSIONS A/B/C

Lean & Green: Value Stream Mapping & Benchmarking

9 a.m.-12:30 p.m.

Jeff Kohler

EXECUTIVE DIRECTOR

Virginia's Philpott Manufacturing Extension Partnership



Jeff Kohler is the executive director of VPMEP, Virginia's Philpott Manufacturing Extension Partnership. The mission of VPMEP is to create and maintain industrial and manufacturing jobs by helping Virginia industries compete.

VPMEP is a network affiliate of the National Institute of Standards and Technology Manufacturing Extension Partnership, a national network of 59 centers bringing enterprise expertise to businesses across the United States. Services include lean, six sigma, strategy, quality, talent and change management. Independent surveys document an impact of more than \$1 billion from VPMEP's work with clients over the past decade.

Prior to VPMEP, Kohler spent many years working in the furniture industry in Pennsylvania, Indiana and North Carolina. His positions have included foreman, project engineer, marketing analyst, manufacturing engineer, production manager, assembly manager, machining manager, engineering manager, fabrication superintendent, plant superintendent, plant manager, quality director, planning director, operations manager, general manager and president.

He has earned a BS in mechanical engineering from MIT and an MBA from Harvard.

Bill Baker

PRESIDENT

Speed to Excellence

VICE PRESIDENT OF AFFILIATIONS

Association for Manufacturing Excellence



At Speed To Excellence, Bill Baker has been a frequent speaker on benchmarking, performance measurement, knowledge management, Raytheon Six Sigma and the Lean Enterprise. He was one of the key trainers in the USAF Executive Transformation Seminars that focused on training leaders in change management and joining the Lean journey in 2006 and 2007. He has assisted companies and organizations in pursuit of strategic objectives including ESCO, Raytheon, Sandia, AME, APQC, SME, ASQ, U.S. Air Force, U.S. Army, CSCMP, National Nanotechnology Manufacturing Center, IIE and the Shingo Prize.

As vice president of affiliations for the Association for Manufacturing Excellence, he has worked to form alliances with other like-minded organizations. Since 2008, 13 alliances have been formed in an attempt to rebuild the American manufacturing base and promote job creation.

Baker is a senior Shingo Prize Examiner and was a key design contributor of the 2006 AME-Shingo-SME developed Lean Certification process. In 2005 he served as conference chairman of the AME International Conference.

He was the knowledge management and benchmarking champion for Raytheon from 1997 until his retirement in 2004. Raytheon received the Most Admired Knowledge Enterprise Finalist designation in the U.S. by Teleos in 2003 and was the North American winner in 2004, 2005 and 2006.

He also was responsible for benchmarking at Texas Instruments from 1990 until 2004. He developed the Fast Track Benchmarking process and edited and published six revisions of the benchmarking handbook.

He was one of the five founders of the AME/APQC Benchmarking Community of Practice in 2007 and remains a key member of the steering team.

Earlier in his career he was the manufacturing manager on several high-profile missile/electronic systems including Shrike, Paveway, Harpoon seeker, TOW Night Sight, HARM and Tacit Rainbow, as well as the Lunar Mass Spectrometer experiments on Apollo 15, 16 and 17. He was the U.S. Air Force Engineering Chief responsible for evaluating satellite launches at Vandenberg AFB, Calif.

» CONTINUED FROM PREVIOUS PAGE

ing mergers and acquisitions, venture capital financings and private offerings, joint ventures, entity formations, corporate divorces and contracts.

Much of his work involves working with entrepreneurs and emerging growth companies with issues encountered in the start-up and evolution of their businesses, including structure, capitalization and financing; employment agreements, non-compete agreements and incentive plans; contracts and the establishment of contract templates; and intellectual property protection.

Lynn has represented clients in numerous mergers and acquisitions and private placement transactions. He has represented private and public companies in contract negotiations, including national purchase agreements, distribution agreements, license agreements, consulting, advertising and marketing agreements, and retail and supply agreements.

Lynn's commercial real estate practice focuses on the representation of clients in the purchase, sale, leasing, development and financing of commercial real estate, and I.R.C. Section 1031 exchanges. His representation has included the acquisition of convenience store and supermarket chains, acquisitions for restaurant chains and automobile dealerships, and the sale of a golf course.



Sustainability & Business Performance

SESSION D

Green Supply Chain Management: Corporate Business Case Study

1:30-2:30 p.m.



William "Bill" Haslett

MANAGER, ENTERPRISE SOURCING AND LOGISTICS PROCUREMENT SHARED SERVICES

Northrop Grumman Corp.

William "Bill" Haslett has been employed with Northrop Grumman for more than 20 years in various positions ranging from material requirements planning to program management to his current responsibilities for supply chain corporate agreements.

His focus includes consolidation of agreements within commodities to an emphasis on sustainability in the supply chain as well as the products and services under agreement.

Haslett has a bachelor's degree in mathematics from the University of Pittsburgh. He also has an MBA from the University of California at Irvine.

SESSION E

Green Building and Supply Chain Management: Business Perspective on a Military Case Study

2:45-3:45 p.m.

Karron E. Small

DIRECTOR,
AVIATION ENGINEERING

Defense Supply Center-Richmond

Karron E. Small is the director of the Aviation Engineering Directorate at Defense Supply

Center Richmond, a field activity of the Defense Logistics Agency, Fort Belvoir. As the lead center for aviation within the Defense Logistics Agency, Defense Supply Center Richmond serves within the DOD supply chain as the primary source for nearly 1.25 million repair parts and operating supply items. DSCR's core mission is to supply products with a direct application to aviation. This includes a mix of military-unique items supporting more than 1,300 major weapons systems, including critical, safety-of-flight air frame structural components, bearings and aircraft engine parts. The center also operates an industrial plant equipment repair facility in Mechanicsburg, Pa.

Small is the manager of aviation engineering programs for the center and the aviation supply chain. These programs include product data management, hazardous materials minimization and information services, green product development, value engineering and sustainment engineering, standardization, aviation critical item management, engineering liaison, and technical and quality oversight for the aviation supply chain.

A native of Norfolk, Small held senior technical and management positions in engineering at the Naval Aviation Depot Norfolk. She joined DSCR in January 1996 as technical and quality branch chief for aircraft engines. She provided technical and quality assurance support for the acquisition and inventory management of an approximate \$1 billion worldwide inventory of aircraft engine parts. She transferred to Engineering Directorate in 2000 and established the Technical Oversight Office for DSCR and DLA. She has been director of aviation engineering since August 2006.

Small has more than 25 years of government service in engineering, quality assurance and policy, including 15 years in naval aviation maintenance engineering.

She has a BS from the University of Virginia, MS in management from Troy University and a post graduate certificate in Technical Program Management in Commercial Business from Rensselaer Polytechnic Institute. She is DAWIA Level III certified in Systems, Planning, Research, Development and Engineering; Manufacturing, Production and Quality Assurance and Acquisition Logistics. She is also a member of the Defense Acquisition Corps.



Bruce Grulke

ARCHITECT

Renewable Energy Concepts

Bruce Grulke NCARB, AIA, CSI, LEED AP has 30 years of experience in architecture.

He has worked as a senior architect at Hayes, Seay, Mattern & Mattern in Virginia Beach and Clark Nexsen. He also operated his own firm, BGA Design, in Savannah, Ga. Currently he is working with Renewable Energy Concepts in Chesapeake with solar web and solar accelerator technology.

He has been LEED-certified since 2003 by the U.S. Green Building Council.

Projects he has worked on include the USS Wisconsin Museum in Norfolk and the Statue of Liberty in New York Harbor.

A graduate of Ohio State University and the University of California at Berkeley, he has been an instructor for the Virginia Society of Architects and the American Institute of Architects Hampton Roads chapter, preparing interns for their NCARB/ARE registration exam.

He also served as director of architectural services at the Savannah College of Art & Design.



About the organization

Green Jobs Alliance reaches out to provide new opportunities

The Green Jobs Alliance is a nonprofit organization established in direct response to the Green Jobs Act, federal



legislation authorizing energy efficiency and renewable energy worker training programs.

With millions of Americans out of work, the alliance is presented with a unique opportunity to assist in assembling an education and training infrastructure that will support green job creation.

GJA works to coordinate the resourcing, training, outreach and associated support for the development of an evolving energy efficiency and renewable energy industries workforce with a goal of economic independence for individual workers, including those who seek a pathway out of poverty.

The GJA includes a coalition of business, labor, educational institutions and technical training schools, community service organizations, environmental groups, workforce development boards, green building and renewable energy companies, sustainable small businesses and veteran's groups that have partnered to provide education, green jobs training and job placement.

It also provides career development for the under-employed/

unemployed, military veterans, at-risk youth including teens who are "aging out" from state foster care systems, workers affected by national energy and environmental policy and individuals in need of updated training related to energy efficiency, renewable energy industries and green careers. It also provides career development for those who were former incarcerated, adjudicated, nonviolent offenders and those seeking a pathway out of poverty.



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