



B2Gconnect 2010: Presenters

Joan Grunberg
Contact Specialist
DCMA

Joan is a Contract Specialist for the Ground Systems and Munitions Division of DCMA, stationed in Arlington Heights IL. Her primary duties are to work with the Contract Management Offices (CMOs) to review their work products to help them attain maximum performance, and to provide training and support as needed.

She also provides on the job training for newly hired Contract Administrators, and is a mentor to several new hires. She has been with DCMA for 20 years, and in contracts for the past 12 years; prior to becoming a Contract Administrator she was a Procurement Technician monitoring contractor performance and graduated from DePaul University, Chicago with a BA in Psychology.

Jeff Hawthorne
Bentley Word Packaging

Pat Hotton
Bentley World Packaging

Daryl Zahn
DRS Power & Control Technologies, Inc.

Janis E. Kaiser
Deputy for Small Business
Naval Facilities Engineering Command, Midwest, (NAVFAC Midwest)
Naval Station Great Lakes, Illinois

NAVFAC Midwest manages the planning, design, construction and support of facilities for the U.S. Navy, Marine Corps and other clients in sixteen Midwest states. In her position at NAVFAC Midwest, Ms. Kaiser assists and supports the interests of small businesses providing outreach and liaison support concerning acquisition related issues. Ms. Kaiser has worked in the contracting field since 1994 and has been involved with the small business program since 1999. In 2004 she received the U.S. Small Business Administration/Chicago Federal Executive Board Procurement Official of the Year Award. Ms. Kaiser serves as an officer of the DoD's North Central Regional Business Council, is a member of the National SAME Small Business Executive Council and the Chicago Federal Interagency Forum. Ms. Kaiser graduated with a Bachelor's degree in Management and Business from Barat College in Lake Forest, Illinois.

Phil Bail
CPCM, Fellow
Phil Bail & Associates

Philip G. Bail, Jr. is the Owner of Phil Bail & Associates, a veteran-owned small business (VOSB). Phil is a retired Air Force Contracting officer. He has also worked for more than twenty years in both the aerospace and hazardous waste disposal industries as Purchasing Manager, Manager of Major Subcontracts, Director of Government Contract Administration, and Small Business Liaison Officer (SBLO).

William Moscoso
CIV USA AMC
Small Business Advisor, Army Sustainment Command, Rock Island, Illinois

Mr. Moscoso has worked for the Dept of the Army for 25 years. During those 25 years he spent 10 years as a Product Quality Manager, 10 years as a Contract Specialist and the last 5 years as a Small Business Advisor. He is Contracting Level III certified. In his current position he advises contract specialists on the Small Business Program, participates on acquisition strategy panels and works with contractors wanting to learn how to do business with the government. Mr. Moscoso has a Bachelors Degree in Business and a Masters in Leadership from St. Ambrose University.

Tom Koopmeiners
Small Business Program Manager
St. Paul District
U. S. Army Corps of Engineers

After serving in a twenty year stint with the U. S. Air Force, Mr. Koopmeiners joined what was then the Defense Contract Management Office as a Cost and Pricing Specialist/Financial Analyst in May of 1987. After a few years in that capacity, he went on to become a Contract Specialist and a Contract Negotiator, ending up at the U. S. Army Corps of Engineers as a Contracting Officer. Since February of 2002, Mr. Koopmeiners has served in his current position as the Deputy for Small Business with the St. Paul District office. Mr. Koopmeiners holds a BA degree from the University of Maryland and a MBA from the University of St. Thomas in St. Paul, MN. Additionally, he holds a Defense Acquisition Level III Certification in Contracting and a Level I Certification in Program Management.