



TUSKEGEE
UNIVERSITY

23rd Annual Booker T. Washington Economic Development Summit

September 18-19, 2019

Embassy Suites by Hilton Montgomery Hotel and Conference Center

"Aligning Policies, Resources & Opportunities: Strengthening Small Businesses, Entrepreneurs & Communities"

Summit Conference Background

The Booker T. Washington Economic Summit uses the historical and philosophical perspectives of Booker T. Washington to focus on present day changes and to promote entrepreneurship and business opportunities for economic development in small towns, the southern region, and rural America. As a conference, the objectives are:

- (1) Provide technical assistance for individual and organizations to become eligible for financing opportunities
- (2) Provide a forum and a source of funding that eligible individuals can access to launch and/or grow for-profit and not-for-profit business entities
- (3) Act as an aggregation point for entities in target industries seeking to improve their profitability through alliances, partnerships and/or cooperatives

Conference participants are expected from the minority business sector, community-based organizations, government, HBCUs and other universities. They will convene to learn more about procurement and funding opportunities; examine best practices, programs and policies; and exhibit success stories and model business programs for new opportunities and growth in individual businesses, small towns and rural communities.

Entrepreneurship and Start-up Business Development and Education is a Research and/or Extension Team Project (RETP) within the planned program area on Community Development and Resources. This program area primarily focuses on community resources and leadership development, business and entrepreneurial development, individual and family financial management. The major objective is to enhance financial security and organization for families, start-up micro-entrepreneurs, and communities. Research and/or Extension Team Projects (RETPs) for this program area include: (a) Family Finances, (b) Start-up Businesses and Non-Profits, (c) Heir Property and African American Landloss, and (d) Volunteer Leadership Development.

Summit Website

www.tuskegee.edu/btwsummit

Agenda at a Glance

Booker T. Washington Economic Development Summit
Embassy Suites by Hilton Montgomery Hotel & Conference Center
September 18-19, 2019

“Aligning Policies, Resources & Opportunities: Strengthening Small Businesses, Entrepreneurs & Communities”

WEDNESDAY, September 18, 2019		
Time	Event	Room/Location
1:00 – 5:00 p.m. Concurrent Sessions	Resources for Community & Economic Development: Public Policy Business Pitch Contest	Capital Ballroom Governor’s Boardroom
6:00 – 8:00 p.m.	Reception and Networking Session sponsored ALDOT DBE Supportive Services	Capital Ballroom
THURSDAY, September 19, 2019		
Time	Event	Room/Location
8:30 – 9:45 a.m.	Opening Plenary Session	Embassy Ballroom
10:00 – 11:00 a.m. Concurrent Sessions I	Concurrent Workshop Sessions Resources for Community & Economic Development: Funding Start-UP Workshop, Part 1 of 3 (pre-registration required) Contracting Workshop, Part 1 of 3 (pre-registration required) Small Business Expo Food Entrepreneurship Young Professionals, Part 1 of 2	Union Station Governor’s Boardroom State Boardroom Embassy Ballroom Capital Ballroom 1 Capital Ballroom 3
11:00 a.m. –11:15 am.	Break	
11:15 a.m. -12:15 p.m. Concurrent Sessions II	Concurrent Workshop Sessions Resources for Community & Economic Development: Funding Start-UP Workshop, Part 2 of 3 (pre-registration required) Contracting Workshop, Part 2 of 3 (pre-registration required) Small Business Expo Food Truck Businesses Young Professionals, Part 2 of 2	Union Station Governor’s Boardroom State Boardroom Embassy Ballroom Capital Ballroom 1 Capital Ballroom 3

12:30 p.m. - 2:30 p.m.	Luncheon Plenary Session Keynote Speaker	Embassy Ballroom
2:45 p.m. – 3:45 p.m. Concurrent Sessions III	Start-UP Workshop, Part 3 of 3 (pre-registration required) Contracting Workshop, Part 3 of 3 (pre-registration required) Small Business Expo (continued) Hemp Regulation, Production, and Processing Business Financing: Lender Panel	Governor’s Boardroom State Boardroom Embassy Ballroom Capital Ballroom 1 Capital Ballroom 3
4:00 p.m. – 6:00 p.m.	Closing Network Reception	Embassy Ballroom

WEDNESDAY, SEPTEMBER 18, 2019

12:00 p.m. – 5:00 p.m. **Registration** (*Conference Registration Desk*)

1:00 p.m. – 5:00 p.m. . . **Resources for Community & Economic Development: Public Policy** (*Capital Ballroom*)

Facilitators: The Honorable Lawrence Haygood, Jr., Mayor, City of Tuskegee
Miles Robinson, Tuskegee University

Panelists:

1:00p.m. - Clifford Jones, Pastor
Greater Peace Missionary Baptist Church
Opelika, Al

1:30 p.m - Ann Carpenter, Director of Policy and Analytics
Federal Reserve Bank of Atlanta

2:00 p.m. - Anita Archie, Deputy Director
Alabama Department of Economic & Community Affairs

2:30 p.m. - Joe Turhnam, Director
Macon County Economic Development Authority

3:00 p.m. - Fitzgerald Washington
Alabama Department of Labor

3:30 p.m. - Jacqueline Davis-Slay
USDA Natural Resource Conservation Service, OPPE
Washington, D.C.

4:00 p.m. – Anthony Brock, Head of School
Valient Cross Academy

4:30 p.m. - William Donaldson
Alabama Hospital Association

1:00 p.m. – 5:00 p.m. **Business Pitch Contest** (*Governor’s Boardroom*)

This opening session of the summit will provide information and resources for individuals to explore options and opportunities for entrepreneurship. That dream of starting a small business can become a reality. Many organizations offer opportunities for raising start-up and seed funding through business pitch competitions. Start-up competitions offer a trial-by-fire opportunity that could launch that dream into reality. You don't have to win a start-up competition to experience the benefits. Half of the journey is knowing how to prepare to pitch.

This session will provide information and instructions on how to prepare to Pitch the Perfect Pitch and will provide some pointers and tips for pitching.

Benefits are:

- Take the guesswork out of the pitch process
- Gain some valuable exposure and get some equally valuable feedback
- Help you prepare and focus to cut straight to the chase
- This is a great opportunity for existing and perspective small businesses to sharpen their tools and add some additional resources to their toolbox.

1:00 p.m. - 2:15 p.m. Entrepreneur Traits - Characteristics of an Entrepreneur
Donald Mills, Director Small Business Development Center at the University of West Alabama

2:15 p.m. - 2:30 p.m. Break

2:30 p.m. - 3:15 p.m. Preparing to Pitch - The Perfect Business Pitch
Gary Walton, Jr. Extension Educator, Tuskegee University

3:15 p.m. - 4:00 p.m. Session Wrap-up "Practice Pitching"

6:00 p.m. – 8:00 p.m. (Invitation Only) Reception and Networking Event,
Sponsored by ALDOT DBE Supportive Services (*Capital Ballroom*)

Presiding: Garry Quinn, Tuskegee University

Speaker: Selena Rodgers Dickerson, President
SARCOR, LLC

THURSDAY, SEPTEMBER 19TH

8:30 a.m. – 9:45 a.m. Opening Plenary Session - Sponsored by USDA/NIFA (*Embassy Ballroom*)

Greetings:

Lily D. McNair, Ph.D., President
Tuskegee University

Kai Koon, Ph.D., Dean
College of Business and Information Science

Walter A. Hill, Ph.D. Dean
College of Agriculture, Environment and Nutrition Sciences

The Honorable Lawrence F. Haygood, Jr., Mayor
City of Tuskegee

Entrepreneur Panel Facilitator: Jacquelyn Carlisle, Tuskegee University

Martha Hawkins
Martha’s Place Buffet and Catering
Montgomery, AL

Yolanda Lewis
Mission Forward Strategic Consulting Group
Dacula, GA

LaConya Murray, Esq.
Off The Mark IP Solutions
Montgomery, AL

YOUNG ENTREPRENEUR AWARD

A'Livia Lymon
Witty Kid Slime and Entertainment
Montgomery, AL

10:00 a.m. – 11:00 a.m. **Concurrent Workshop Sessions I**

Resources for Community & Economic Development: Funding (Union Station)

Moderator: Miles Robinson, Tuskegee University

Presenters: Chris Beeker, State Director
USDA Rural Development, State of Alabama

Marie Nabors
Alabama Department of Economic & Community Affairs

Nichelle Nix, Governor’s Office of Minority Affairs
State of Alabama

Roderick Perkins, U.S. Small Business Administration
Veterans Affairs Division

Chris Walker, Assistant Vice President
Community Bank

Start-UP Workshop, Part 1 of 3 (pre-registration required) (Governor’s Boardroom)

Presenter: Andrea Rogers Mosley
Pernell Jenkins
Thomas Taylor
Tangela Jackson
Alabama SBDC at Alabama State University

Contracting Workshop, Part 1 of 3 (pre-registration required) (State Boardroom)

Walter Ruffin, Ruffin Consulting, LLC

M. Warren

Small Business Expo (Embassy Ballroom)

Food Entrepreneurship (*Capital Ballroom 1*)

Facilitator: Barrett T. Vaughan

Tuskegee University

Presenters: Rhonda Jones, Chez-Moi Bakery

Durham, NC

Whitley Dykes, Dumps Like a Truck

Auburn, AL

Lomar Benson, Fire Meats Wood

Montgomery, AL

Young Professionals with Emerge Montgomery, Part 1 of 2 (*Capital Ballroom 3*)

Sherry L. Underwood, Good Work Sense – Career Readiness Starts Here

Anna Brumby, University of Georgia Small Business Development Center

Atlanta, GA

11:00 a.m. - 11:15 a.m. **Break**

11:15 a.m. – 12:15 a.m. **Concurrent Workshop Sessions II**

Resources for Community & Economic Development: Funding (*Union Station*)

Presenters: Chris Beeker, State Director
USDA Rural Development, State of Alabama

Marie Nabors
Alabama Department of Economic & Community Affairs

Nichelle Nix, Governor’s Office of Minority Affairs
State of Alabama

Roderick Perkins, U.S. Small Business Administration
Veterans Affairs Division

Chris Walker, Assistant Vice President
Community Bank

Start-UP Workshop, Part 2 of 3 (pre-registration required) (*Governor’s Boardroom*)

Contracting Workshop, Part 2 of 3 (pre-registration required) (*State Boardroom*)

Small Business Expo (continued) *(Embassy Ballroom)*

Food Truck Businesses *(Capital Ballroom 1)*

Presenters: Rhonda Jones, Chez-Moi Bakery
Durham, NC

Whitley Dykes, Dumps Like a Truck
Auburn, AL

Lomar Benson, Fire Meats Wood
Montgomery, AL

Young Professionals with Emerge Montgomery, Part 2 of 2 *(Capital Ballroom 3)*

Facilitator:

Sherry L. Underwood, Good Work Sense – Career Readiness Starts Here

Anna Brumby, University of Georgia Small Business Development Center
Atlanta, GA

12:15 p.m. – 12:30 p.m. **Break**

12:30 p.m. – 2:30 p.m. **Luncheon**

Introduction of Speaker: Barrett Vaughan, Tuskegee University

Keynote Speaker: Rev. Dr. Heber Brown, III
Senior Pastor of Pleasant Hope Baptist Church and Founder of the Black Church Food Security Network
Baltimore, MD

Awardees

Business Success Story

Selena Rodgers Dickerson, SARCOR, LLC, Birmingham, AL

Emerging Business

Titania Adams, HoneyPop Poppin Gourmet Popcorn, Montgomery, AL

Service Award

Ntam Baharanyi, Tuskegee University (retired)

Start-UP Workshop, Part 3 of 3 (pre-registration required) (*Governor’s Boardroom*)

Contracting Workshop, Part 3 of 3 (pre-registration required) (*State Boardroom*)

Small Business Expo (*continued*)

Hemp Regulation, Production and Processing (*Capital Ballroom 1*)

Facilitator:
Cynthia Holt

Desmond Mortley, Tuskegee University
Tuskegee, AL

Bob Plaster, AL Dept. of Agr. & Ind., Montgomery, AL

Katie Moyer, Kentucky Hempworks, Crofton, KY

TBA, Hemp-Tek, Daphne, AL

Chera Howard, JohnMax Hemp Farm & Specialty Crop, Prattville, AL

Business Financing: Lender Panel (*Embassy Ballroom*)

Trufund Financial Services, Birmingham, AL

Liberty Bank and Trust, Montgomery, AL

Hope Credit Union, Birmingham, AL

Roderick Perkins, U.S. Small Business Administration
Veterans Affairs Division

KEYNOTE SPEAKER

Rev. Dr. Heber Brown, III



Community Organizer, Social Entrepreneur, Base Builder, and Network Weaver are all words that describe the work and expertise of Rev. Dr. Heber Brown, III - Senior Pastor of Pleasant Hope Baptist Church in Baltimore, Maryland.

For nearly two decades, Dr. Brown has been a catalyst for personal transformation and social change.

He is the Founding Director of Orita's Cross Freedom School. Based on the Freedom Schools of the 1960's, Dr. Brown works to reconnect Black youth to their African heritage while providing them hands-on learning opportunities to spark their creative genius and build vocational skills.

Additionally, in 2015 he launched the Black Church Food Security Network which combats food apartheid by helping historic African American congregations establish or expand gardens (or agricultural projects) on church-owned land. The Network also links Black Churches and Black Farmers in a joint effort to create a community-controlled, alternative food system based on food and land sovereignty.

Dr. Brown's dedication to service has been widely recognized. He is the recipient of numerous awards including the Ella Baker Freedom Fighter

Award and The Afro American Newspaper's "25 Under 40 Emerging Black History Leaders" award. In 2011, Urbanite Magazine identified him as one of the "Change Makers of Baltimore City." In 2013, he received a \$10,000 Fellowship Award from The Beatitudes Society who identified him as one of eight leading young progressive Faith leaders in the country. In 2016, Grist.Org named him among innovators, organizers, and visionaries as one of "The 50 People You'll Be Talking About This Year." In 2018, Baltimore Magazine named him a Visionary of the City and the Baltimore City Office of Civil Rights presented him with their Food Justice Award. In 2019, he received the coveted Emerging Leaders Award from the Claneil Foundation which brought with it a \$250,000 investment in the work of the Black Church Food Security Network.

He has presented, lectured or served as an Adjunct Professor at Wake Forest University, Methodist Theological School of Ohio, Virginia Union University, Garrett-Evangelical Theological Seminary, St. Mary's Seminary, Memphis Theological Seminary, Princeton University and many other institutions of higher learning.

He earned his B.S. degree in Psychology from Morgan State University, a Master of Divinity degree from Virginia Union University and a Doctor of Ministry degree from Wesley Theological Seminary. (Washington, D.C.)

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Youssouf Diabate, ,Co- Chair

Garry Quinn, Co-Chair

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David McCurdy, USDA/FSA

Chris Beeker, USDA/Rural Development

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Faye Hall Jackson

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Ntam Baharanyi, ex-officio

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Youssouf Diabate*

Barrett Vaughan

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Brenda Stubbs

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Donald Mills

Gary Walton

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Yvonne Wright

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Karen Craig*

Peter Kanyi

Douglas Eaves

Jamal Brown

Tatiana Eaves

AWARDS COMMITTEE

Barrett Vaughan

PROGRAM MEALS COMMITTEE

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* Denotes Coordinator

SPONSORS

USDA-National Institute of Food and Agriculture
(Planned program area on Community Development
and Resources)

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