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

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

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<thead>
<tr>
<th>Time</th>
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<tr>
<td><strong>WEDNESDAY, September 18, 2019</strong></td>
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<tr>
<td>1:00 – 5:00 p.m.</td>
<td>Concurrent Sessions</td>
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<td>Resources for Community &amp; Economic Development: Public Policy</td>
<td>Capital Ballroom</td>
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<td>Business Pitch Contest</td>
<td>Governor’s Boardroom</td>
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<td>6:00 – 8:00 p.m.</td>
<td>Reception and Networking Session sponsored ALDOT DBE Supportive Services</td>
<td>Capital Ballroom</td>
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<td><strong>THURSDAY, September 19, 2019</strong></td>
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<td>8:30 – 9:45 a.m.</td>
<td>Opening Plenary Session</td>
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<td>Young Professionals, Part 1 of 2</td>
<td>Capital Ballroom 3</td>
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<td>11:00 a.m. – 11:15 a.m.</td>
<td>Break</td>
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<td>11:15 a.m. – 12:15 p.m.</td>
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| 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:
1:00 p.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
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 I)
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)  

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)
Concurrent Workshop Sessions III

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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Kai Koon, Chair
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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Alice Paris
Faye Hall Jackson
Cassondra Searight, USDA/FSA
Boyd Stephens
Ntam Baharanyi, ex-officio

PROGRAM COMMITTEE
Lawrence Haygood, Jr.
Youssouf Diabate*
Barrett Vaughan
Miles Robinson
Garry Quinn
Rodney Stone
Jacquelyn Carlisle
Brenda Stubbs

BUSINESS PITCH COMPETITION
Donald Mills
Gary Walton

REGISTRATION COMMITTEE
Yvonne Wright*
Carmalita Pollard
Brenda Stubbs
Peter Kanyi

LOGISTICS/TRANSPORTATION COMMITTEE
Carmalita Pollard
Yvonne Wright

LOGISTICS/AUDIO VISUALS/INFORMATION TECHNOLOGY
Karen Craig*
Peter Kanyi
Douglas Eaves
Jamal Brown
Tatiana Eaves

AWARDS COMMITTEE
Barrett Vaughan

PROGRAM MEALS COMMITTEE
Carmalita Pollard
Brenda Stubbs

FINANCE COMMITTEE
Shannon Payne*
Elizabeth Whetstone

MARKETING/PUBLIC RELATIONS COMMITTEE
Jacquelyn Carlisle*
Karen Craig
Barrett Vaughan

* Denotes Coordinator

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

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Cooperative Extension
College of Business and Information Science
College of Agriculture, Environment and Nutrition Sciences
Cooperative Extension Program

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