

# 2021 Annual Business Conference



*Part 3: Reopening the Regional Economy*



# Business Conference 3 Agenda

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**8:30 am** – Networking at Zoom Café

**9:05 am** – Welcome & Thank You Sponsors – Fernando Martinez, President & CEO, NWMMSDC

**9:20 am** – Keynote Speaker – Carmen Nazario, Founder & President, ELYON International, Inc.

**9:45 am** – “Are We Ready to Reopen?” & Council Updates Presentation – Fernando Martinez

**10:05 am** – *Break*

**10:15 am** – Speaker – Dicran Arnold, Area VP, World Wide Technology, Inc.

**10:35 am** – Transition to Round Tables

**10:40 am** – Round Tables Round 1

**11:15 am** – Round Tables Round 2

**11:45 am** – Closing Comments, Questions & Answers – Fernando Martinez

**12:00 pm - 12:30 pm** – Adjourn and Networking at Zoom Café



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**Leadership Welcome**



# Council Board Leadership



Angela Battle –  
Board Chairperson  
Sellen Construction



Carl Gipson –  
Board Treasurer  
AT&T, Inc.



Shahzad Q. Qadri –  
MBEIC Chairperson  
Wong Fleming P.S.



Tim Otani –  
Board Member  
MUFG Union Bank, N.A.



Chi Pak –  
Board Member  
T-Mobile USA, Inc.



Dicran Arnold –  
MBEIC Vice Chairperson  
World Wide Technology, Inc.



Fernando Martinez–  
Board Secretary  
Northwest Mountain MSDC



Clayton E. Judge III –  
Board Member  
Nike Corporation



Vladimir "Vlad" Poppel  
– Board Member  
Intel Corporation



Josh Canady –  
Board Member  
Microsoft Corporation

# Council MBEIC Leadership



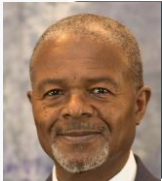
Shahzad Q. Qadri –  
MBEIC Chairperson  
Wong Fleming, P.S.



Dicran Arnold –  
MBEIC Vice Chairperson  
World Wide Technology, Inc.



Pedro Castro –  
MBEIC Member  
Magellan Architects



Darryl Russell –  
MBEIC Member  
The Russell Group, LLC



Nelson Reyneri –  
MBEIC Member  
Liberty Power Corporation



RC Sunkara –  
MBEIC Member - Oregon  
Mavensoft Technologies, LLC



Curtis Thornhill –  
MBEIC Member - Utah  
Apt Marketing Solutions

TBD  
MBEIC Member  
To Be Determined

TBD  
MBEIC Member  
To Be Determined

TBD  
MBEIC Member  
To Be Determined

# Keynote Speaker: Carmen Nazario

Moving from the Dream Stage  
to the Growth Stage



# Carmen Nazario

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## President and CEO of ELYON International, Inc.

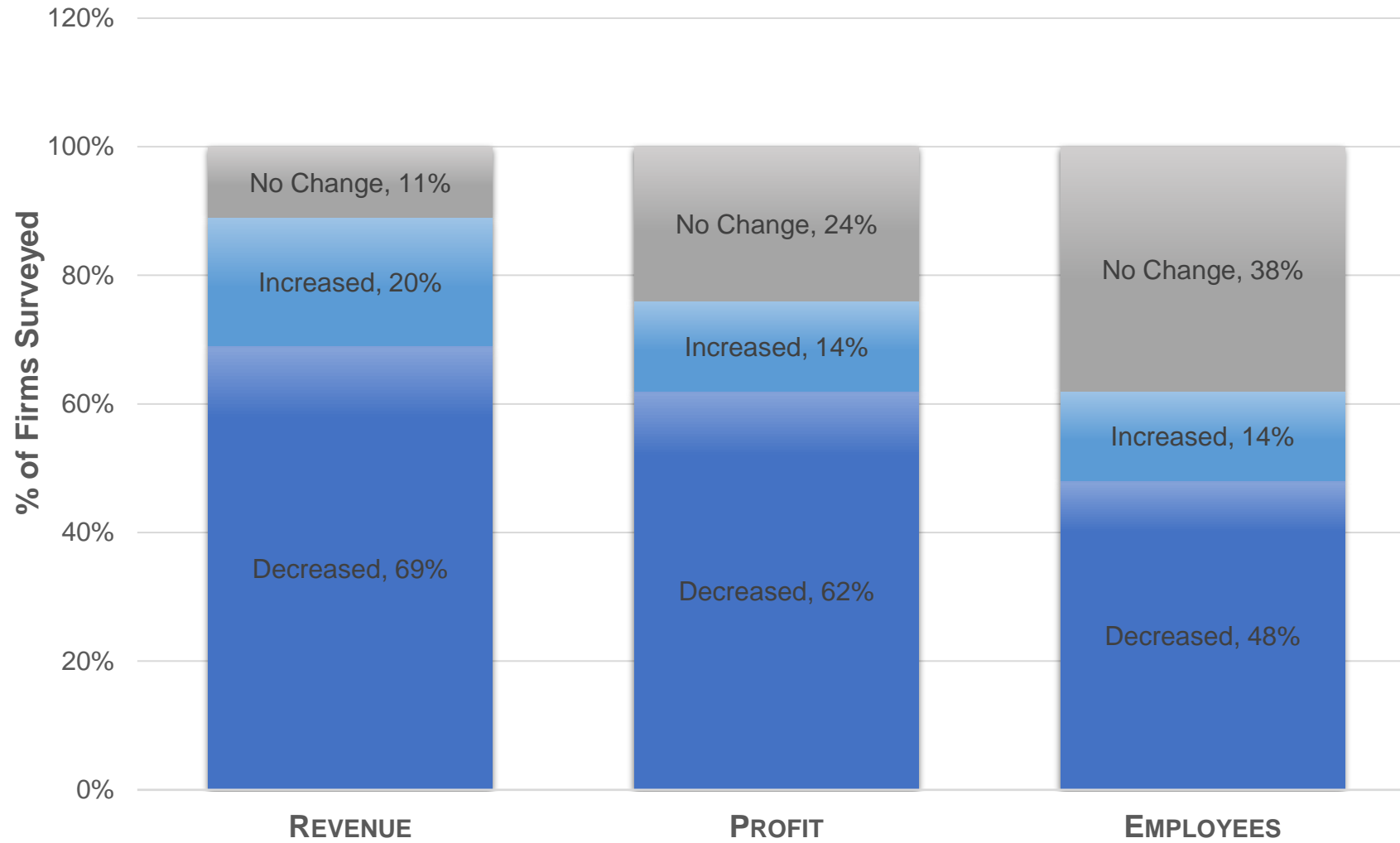
- Over thirty years of experience in the field of Information Technology, a path she started while serving in the US Army.
- Industry experience spans retail, telecommunications, healthcare, and manufacturing industries. Carmen also worked for the Public School District, state, and county government.
- Currently Ms. Nazario is responsible for the formulation of ELYON's business strategy and the management of the company's business activities.
- B.S. in Business Administration from Portland State University, and a Master's in Theology from Faith Christian College.



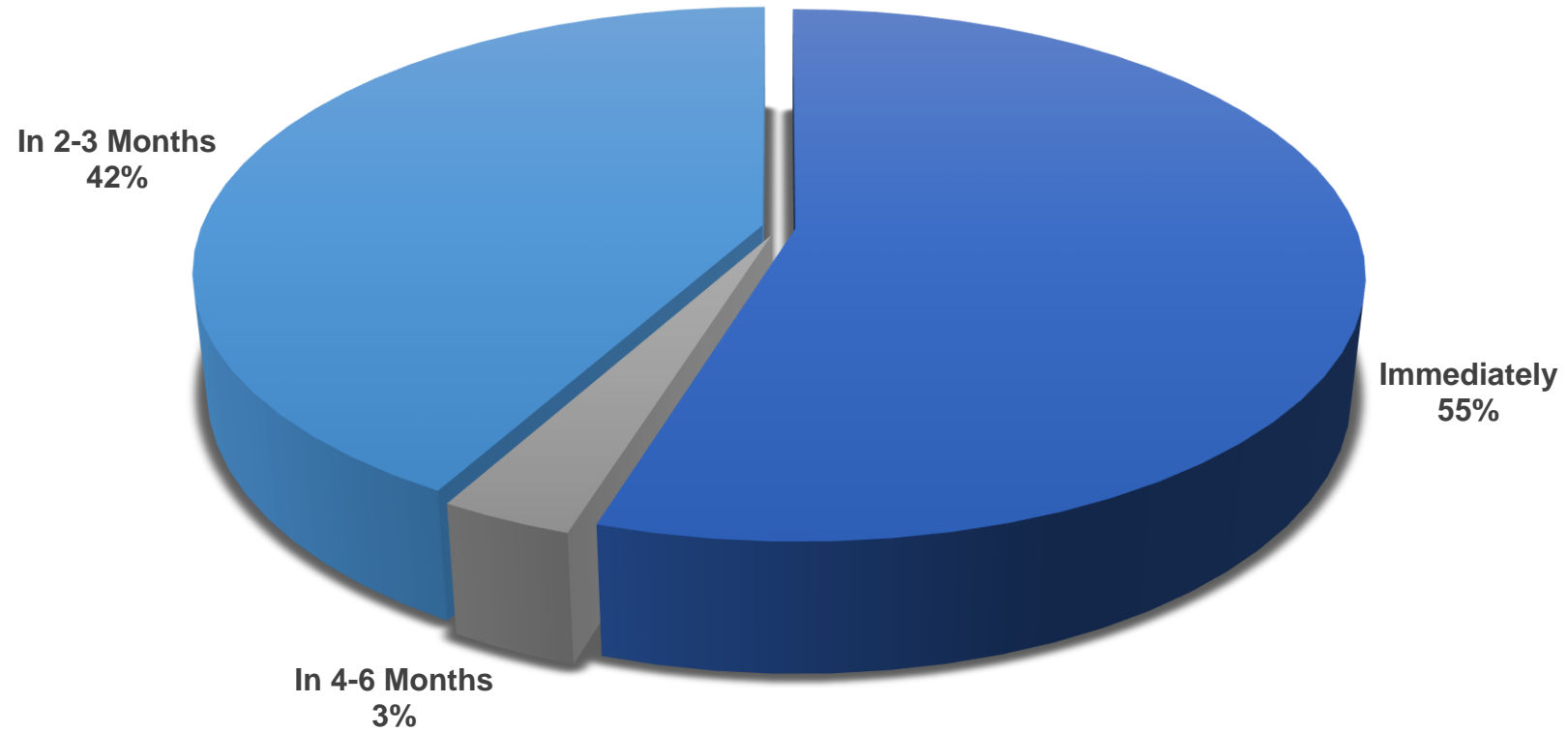
# **Are We Ready to Reopen?**

Council Updates: Measuring Business Readiness & Concerns

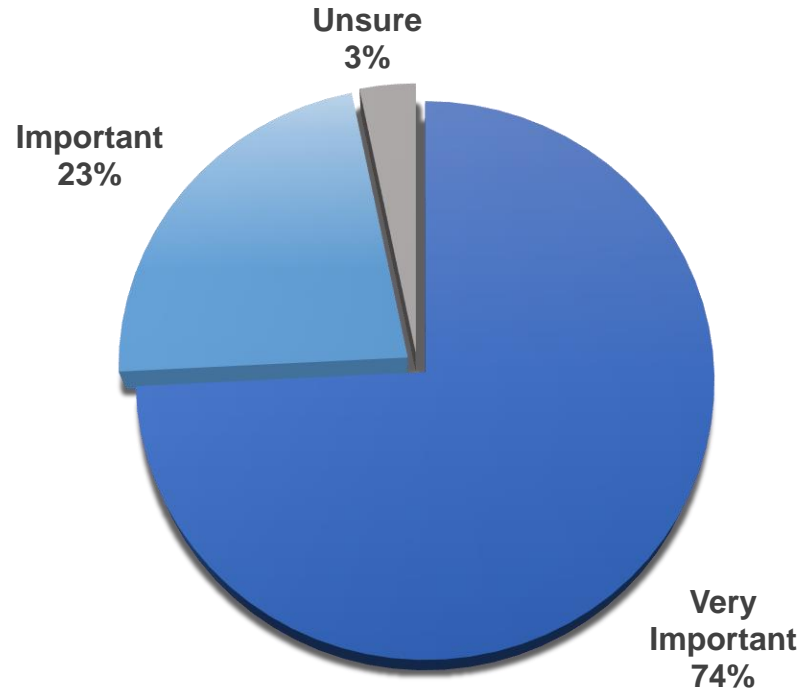
## Effects of Covid-19 on Businesses



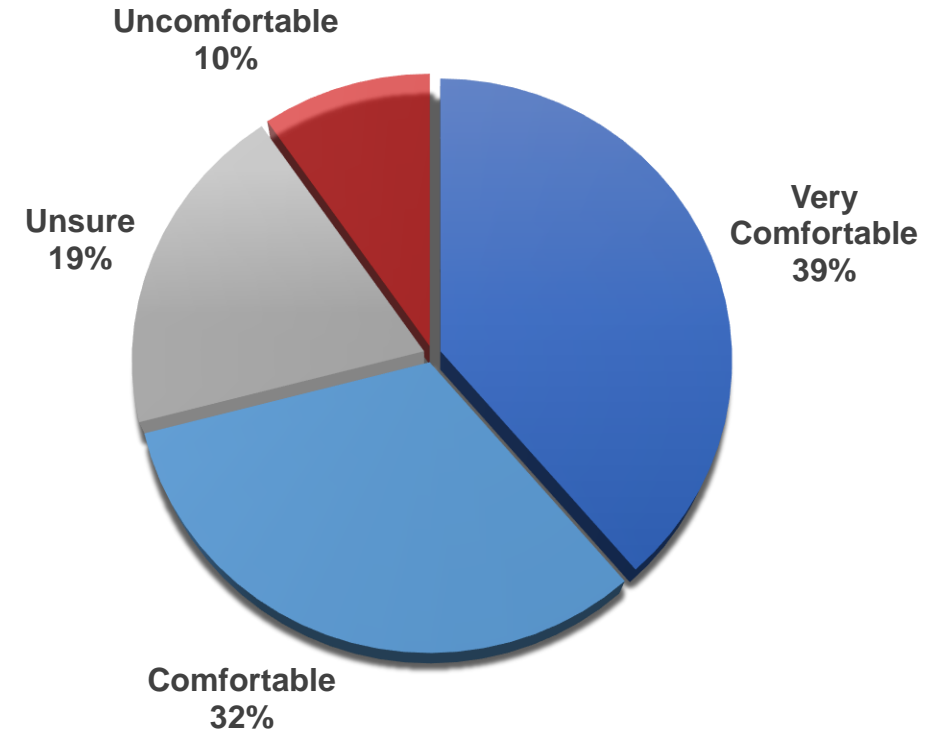
## Readiness to Reopen



## Importance of Reopening

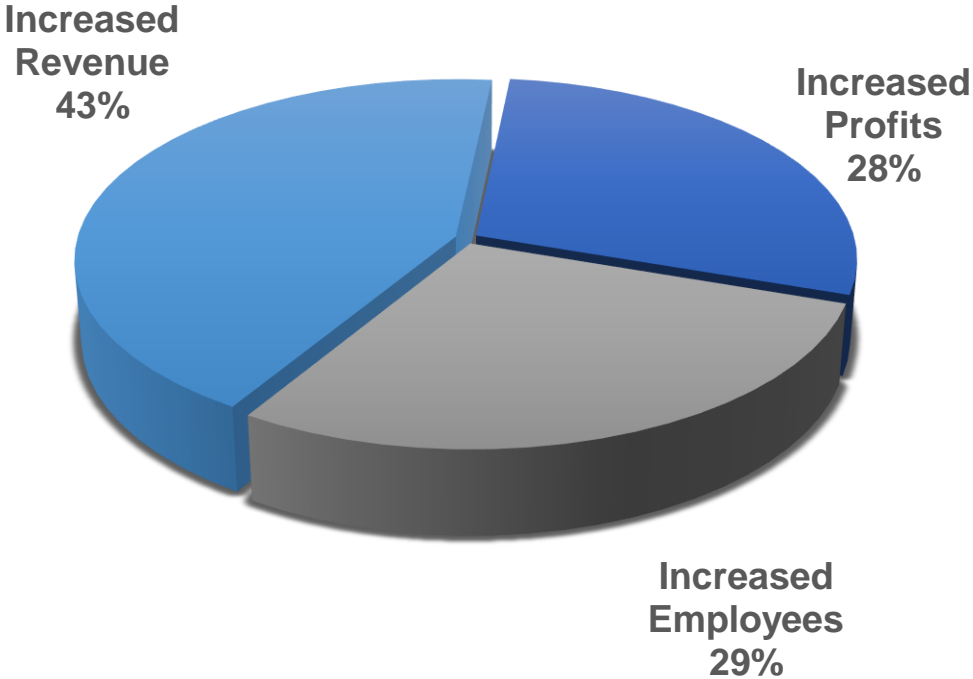


## Comfort Level with Reopening

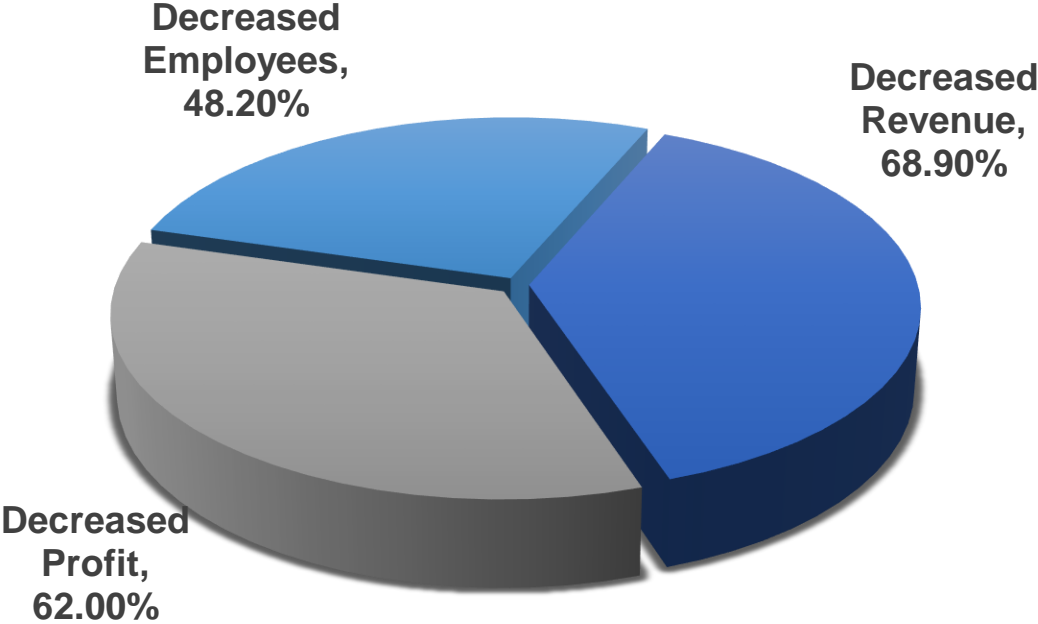




### 2020 Pandemic Positive Effects



### 2020 Pandemic Negative Effects



Filling Jobs and Getting People Back to Work

We Absorbed Increasing Logistics Costs

Vaccines are Important

Contracts Delayed

First and Only Important Aspect is People's Health

Some Profits Decreased. In Other Areas Profits Increased Because of Decreased Costs  
Had to Transform to a PPE Manufacturer

Customer Impact Passed Down to Us

Services Affected

If Masks are Required –  
Should be Reasonable to Reopen

# SHARED THOUGHTS

Coming Back Gradually by not back to Pre-Pandemic Growth Rates

Sensibility Supply Chain Disruption – Affects Everything Downstream

Understand all Opinions, Mitigate Concerns, Accept the Risk so We Can  
Move Forward in Getting Back to Normal Pre-COVID Economy, Culture,  
Activities

Focus on Economic Inclusion

More Robust Lines of Credit and Other Cash Type of Reserves

Encourage People to Get Together – You Get Much More Business Done in Person

Question of Personal Choice vs. Mandate, which runs the Risk of  
Leading to a Social Divide and Segregation of the Economy

Redesigned our Business to Online Service

How to deal with/accommodate non-vaccinated  
Customers/employees

# Speaker: Dicran Arnold

Innovative Ideas for MBE Recovery



# Dicran Arnold

## Area Vice President, Business Development, World Wide Technology, Inc.

- “D” and his team are responsible for building strategic relationships with WWT’s customers and fostering partnerships with local Women, Minority Business Enterprises (MBE).
- Currently serving on the NWMMSDC Board of Directors, the NWMMSDC’s Minority Business Enterprise Input Committee (MBIEC) as Vice Chair and the Mountain Plains Minority Supplier Development Council’s MBEIC.
- Before joining WWT, “D” was Director of Procurement for a publicly traded- third party logistic company in Duluth, GA.
- In the early 2000’s he started his own company, DYK Enterprise a real estate and janitorial company before working for WWT.



# Round Table Discussions

Session 1: 10:40 - 11:10 am | Session 2: 11:15 - 11:45 am

# ***Thank you for attending!***

## **Save the Dates: Upcoming Events**

*September 2<sup>nd</sup>, 2021: 25<sup>th</sup> Annual Scholarship  
Fundraiser & Silent Auction - Golf Tournament*

*December 9<sup>th</sup>, 2021: Year End Meeting*

