

# JOINT VENTURE/TEAMING TRAINING PANEL

*Challenges and Solutions for Joint Ventures and Teaming*

## LOCATION:

Nashville

**May 4, 2016**

8:30 am – 12:00 pm

The Pinnacle at Symphony  
Place



Address: 150 3rd Ave S  
28th Floor, Nashville, TN  
37201

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***Do Not Miss This  
Powerful Panel of  
Expert Resources***

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***Joint ventures provide companies the opportunity to be more competitive by combining their complementary resources.***

*They are very common today; in fact, competition in the federal government marketplace is often based on the strengths and weaknesses of one team/joint venture versus another.*

*This seminar will identify and address challenges and potential pitfalls, and also help companies navigate and leverage these strategic alliances in order to rely on them more effectively to win government contracts.*

Attend this seminar to hear expert panel discussions from several perspectives – **Small Business, Lawyer, Accountant, Federal Acquisition Expert, and Agency Representative** on:

- Key advantages and disadvantages of teaming and joint ventures
- Navigating organizational conflicts of interest in joint ventures
- Structuring a joint venture for success and tips on how to avoid problem areas
- Past performance strategic considerations in joint ventures and teaming
- Special rules for teaming and joint ventures with small businesses and 8(a)s
- How to effectively structure agreements
  - Effects of teaming in mergers and acquisitions

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## *Featured Speakers*



**Don Hardin**, President of The Don Hardin Group is an expert on construction and project management. The Don Hardin Group has been instrumental in completing the Music City Center, Hospital Corporation of America, Nissan North America, Barge Waggoner Sumner & Cannon, Vanderbilt University, Mercedes Benz US International, and Meharry Medical College to name a few. Mr. Hardin's affiliate group, Harmony Inc., was part of a joint venture to build Nashville's newest ballpark.



**Roy R. Rossignol**, Chief Small Business, U.S. Army Corps of Engineers. As the Nashville District's Small Business Specialist, Mr. Rossignol acts as small business advocate and interfaces on behalf of small businesses with the US Army Corps of Engineers National Contracting Organization and contracting officers (COs) and contract specialists.



**LaTanya Channel**, Deputy District Director, United States Small Business Administration (SBA), Tennessee District Office. LaTanya served as the Senior Advisor in SBA's Office of Government Contracting and 8(a) Business Development and also as the Chief of Certification & Eligibility for the HUBZone and Small Disadvantage Business (SDB) certification programs – all at SBA's Washington DC headquarters office.



**Kevin Crumbo**, CPA, CFF, CIRA, CDBV. Member, Kevin Crumbo has been a practice leader for Kraft CPAs' turnaround and restructuring services since 2004. He assists clients with turnaround management, restructuring and related services, including acquisition due diligence and forensic accounting. His clients include public and private operating companies, commercial and investment banks, law firms, family and other trusts, and not-for-profit organizations. He has advised debtors, creditors and customers in domestic and international insolvency matters.



**Todd Overman** joined Bass, Berry & Sims' Washington, D.C. office in February 2014, and is chair of the firm's Government Contracts practice. Todd has more than a decade of experience advising companies on the unique aspects of doing business with the federal government. Todd has particular experience in structuring transactions and corporate reorganizations.

Contact Debbie Barber, [debbie.barber@tennessee.edu](mailto:debbie.barber@tennessee.edu), 615-532-8885 or Paul Middlebrooks, 423-634-0848 [paul.middlebrooks@tennessee.edu](mailto:paul.middlebrooks@tennessee.edu) for additional seminar information.

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