

July 20, 2021

Session 2 - Challenges in Developing Successful Business Teams and Partnerships

About the Speakers



Anisha Jackson - Supplier Diversity Manager

American Family Insurance

Anisha Jackson joined American Family Insurance in September 2020 to launch their Supplier Diversity Program. She has broad finance, sourcing & procurement experience in the telecom industry through various roles with H&R Block, CenturyLink, Ericsson and T-Mobile (formerly Sprint). Her passion for diversity and inclusion, and desire to make a difference in her community led her to build a best-in-class supplier diversity program for Ericsson while also serving as Co-Secretary on the board of the Technology Industry Group. Under her leadership, Ericsson's supplier diversity program received multiple awards from national organizations recognizing the program's contributions and leadership in advancing supplier diversity.



Daryll "Shane" Mahaffy - Lead Business Opportunity Specialist

U.S. Small Business Administration

Shane Mahaffy joined SBA's Wisconsin District Office as its Lead Business Opportunity Specialist in July 2015. Previously, he worked with the U.S. Department of Veterans Affairs as a procurement contracting officer. He served as a team lead and supervisory contracting specialist for procuring services, equipment, and supplies for facilities in Illinois, Wisconsin, Indiana and Michigan. He maintains a Level III Federal Acquisition Certification. Shane began his contracting career in 2004 with the Defense Contract Management Agency (DCMA) – Milwaukee administering contracts for defense contractors throughout Wisconsin. He received Bachelors of Science in Business Management from the Milwaukee School of Engineering 2005. He is a Navy veteran.



Adonica Randall - President and Chief Problem Solver

Abaxent, LLC

Adonica Randall is President and Chief Problem Solver of Abaxent, LLC, an 18 year-old certified MBE/WBE technology solutions company. With over 35 years of technical and business experience she has specialized in development of business startups, new services and process improvement, with experience across a variety of industries including healthcare, insurance, manufacturing and construction. She is a well-recognized as a thought leader that speaks widely on the future of women and minorities in STEM careers. Adonica is a Professor Emeritus from Alverno College Business School - Computing and Information Technology and Business Analytics.



Jean Marie Thiel - President and CEO

Belonger Corporation, Inc.

Jean Marie Thiel owns and operates a specialty trades Mechanical Contracting Company including all HVAC/R aptitudes, waste-water, plumbing, and medical gas, and also providing services in Construction Management, Facility Management, and Energy Based Performance Contracting. Experience in construction and services industry going on 33 years, specializing in federal agency procurement emphasis on contract compliance with joint venturing and mentoring opportunities. Ms. Thiel founded Belonger Corporation, a mechanical and plumbing firm in March 2000.

About the Speakers



D.M. (Daryl) Hodnett
System Director-Supplier Diversity and Inclusion
Advocate Aurora Health

Mr. Hodnett is chartered with integrating and growing a supplier diversity effort for the newly combined health system. During his two years in the role for Aurora Health Care, Mr. Hodnett helped lead Aurora to \$30 million dollars in measured spending with diverse suppliers during 2017, a +44 % increase versus 2016 spending. Aurora was awarded the 2018 Premier Inc. Supplier Diversity of the Year Award and the 2018 MMAC Business Council award for its supplier diversity efforts. In 2019, Mr. Hodnett earned the Golden Shovel Award from the National Association of Minority Contractors-WI. As part of his Advocate Aurora duties, Mr. Hodnett serves as Chair, Illinois Hospital Association Supplier Diversity Task Force, Chair of Premier GPO Supplier Diversity Committee and Vice President of the Board of Near West Side Partners in Milwaukee.



Tim Connelly – Government Contract Attorney
Tim Connelly Law PLLC

Tim Connelly is an experienced government contract attorney serving the legal needs of large, medium and small businesses in all areas of federal, state, and local government contracts. He helps businesses with all aspects of negotiation, administration and compliance typically associated with government business agreements of all kinds. He uses his extensive background in government contract law and administrative law to provide his clients creative, cost-effective and practical approaches to the most important legal opportunities and challenges. Tim is past president of the Twin Cities Chapter of the National Contract Management Association and a member of the Public Contract Law Section of the American Bar Association.



Jeff Chmielewski – Facility Manager
WEC Energy Group

Jeff is responsible for Operations and Maintenance of Facilities in Central and Northern Wisconsin, Minnesota, and providing guidance in Illinois and Michigan. He also works on Contract Management for all Facility services used by the department. He supports and provides Project Management in the department as needed. He mentors new and existing members of the Facility Management staff, by communicating and demonstrating the company's core values of Safety, Customer Focus, Integrity and Financial Discipline.



Jessie Leonard - Associate Director, WBE Certification/Milwaukee
Women's Business Development Center

The Women's Business Development Center (WBDC) is a 501(c)(3) nationally recognized leader in the field of women's economic development. The organization was founded in 1986 to provide programs and services to support and accelerate women's business ownership and strengthen the impact of women on the economy by creating jobs, fueling economic growth, and building strong communities. The mission of the Women's Business Development Center (WBDC) is to support and accelerate business development and growth, targeting women and serving all diverse business owners, in order to strengthen their participation in, and impact on, the economy.



Aina Vilumsons - CEO
Wisconsin Procurement Institute

WPI Assists businesses in creating, developing and growing their sales, revenue and jobs through Federal, State and Local Government contracts. WPI offers: Individual Counseling at our offices, at client's facilities or via telephone/GoToMeeting; Small Group Training through workshops and webinars; Conferences to include one-on-one or roundtable sessions. Last year WPI provided training at over 100 events and provided service to over 1,200 companies.