

Beverly Kuykendall

As President and CEO of Federal and Commercial Contracts, Inc. (FCCi), Beverly Kuykendall is an expert at helping large business understand the tremendous value offered by small and diverse businesses in the public contracting arena. These customers include government agencies, corporations, healthcare providers and educational institutions.

Beverly's transformation from college student, to employee to entrepreneur has been challenging. She is a talented collaborator and change agent. These skills have served this risk taker very well through her career transition(s).

Beverly attributes the success of FCCi to understanding customer needs and working as a catalyst to guide them toward unique solutions to meet those needs. Her ability to interact collaboratively and work as a team member are direct links to her long-term customer relationships and contracts.

Beverly is a firm believer that small businesses can offer value to large businesses. Her goal is to shift the paradigm of small business/large business relationships in the public arena and to demonstrate to both sides that there are sound, quantifiable business reasons for interaction.

She helps large business customers remain knowledge leaders about government utilization of small business by actively participating in government outreach/training programs. Many of these programs are sponsored by entities such as the Department of Defense, the U.S. Small Business Administration (SBA), Department of Veterans Affairs, Federal Aviation Administration (FAA), Department of commerce, Historically Black Colleges and Universities and others.

Adding to customer's vast knowledge base is Beverly's experience as a federal procurement specialist who has advocated for 8(a), Service Disabled Veteran Owned, HUBZone and other small businesses.

Beverly has many small business articles published in the Veterans Business Journal. She is also a Board Member of the National Veteran-Owned Small Business Association (NaVOBA) and a member of the Department of Defense Western Regional Council on Small Business. She has worked with a number of organizations to provide training for Service Disabled Veteran-Owned Small Businesses on the practical applications of Public 109-461, granting Service Disabled Veteran's preferential status in federal acquisitions.

Beverly's knowledge of federal issues and professional, dynamic delivery make her a highly sought-after keynote and seminar speaker. She routinely serves as keynote speaker and panelist for a number of small business outreach events including those sponsored by government agencies such as the Department of veteran's Affairs, the National Geospatial Agency, Department of Energy, GSA and others. Review Beverly's website at www.fccicorp.com to get up to date information about her activities.

Ms. Kuykendall has earned a BS degree in Business Administration from Cal Poly University in Pomona, California and an MBA from Pepperdine University in Malibu, California.