

# YOU'RE INVITED Supplier Diversity

A VIRTUAL CONFERENCE SERIES PRESENTED BY:



**We Stand Together for Diversity, Equity, and Inclusion  
as Game Changers on the Road to Recovery**

Huntington National Bank and the Cleveland Cavaliers are teaming up to present a Supplier Diversity Series, a three-session virtual conference to provide relevant information and guidance to minority- and women-owned small businesses.

The series will offer tools and resources to help sustain and grow your business, as well as outline opportunities for diverse suppliers to do business with Huntington and the Cleveland Cavaliers.

## Tools to Build Your Business

**Thursday, April 15, 2021**  
3:00 pm – 4:30 pm

## Key Strategies to Win Proposals



**Thursday, April 22, 2021**  
3:00 pm – 4:30 pm

## How to do Business with the NBA/Cavs and Financial Services Corporations like Huntington

**Thursday, April 29, 2021**  
3:00 pm – 4:30 pm

**Register Now**

After registering, you will receive a confirmation email containing information about joining the webinar for each session you've selected.

Member FDIC. , Huntington® and  Huntington® are federally registered service marks of Huntington Bancshares Incorporated.  
© 2021 Huntington Bancshares Incorporated.



# Session Information

**SUPPLIER DIVERSITY SERIES**  
**PRESENTED BY HUNTINGTON AND THE CLEVELAND CAVALIERS**



Thursday, April 15, 2021, 3:00 pm – 4:30 pm

## Tools to Build Your Business

- Leading through change
- Brand awareness
- Access to capital

## Speakers

Roshonda Smith, Nic Barlage, Brian Wallace, Tenzin Alexander, Courtney Hoekstra, Romona Davis, Kevin Clayton, Sean Richardson

Thursday, April 22, 2021, 3:00 pm – 4:30 pm

## Key Strategies to Win Proposals

- Building relationships
- Fundamentals of good strategic planning
- Leveraging your power
- Understanding your market, competition, and how-to price

## Speakers

Kevin Clayton, Brian Hall, Lisbeth Lundsted, David Kindl

Thursday, April 29, 2021, 3:00 pm – 4:30 pm

## How to do Business with Financial Services Corporations like Huntington

- Understanding:
  - ▶ Security, risk, and compliance requirements in banking
  - ▶ Sales cycles
  - ▶ Supplier diversity databases
- Upcoming RFP opportunities

## How to do Business with the NBA/Cavs

Cleveland and Rocket Mortgage FieldHouse will host the 71st NBA All-Star Weekend February 18-20, 2022, welcoming thousands of visitors from around the world and generating an estimated economic impact of \$100 million for our region.

- How to do business with the Cleveland Cavaliers and NBA
- Fundamental commodities in need to provide during the All-Star Weekend
- How to build a sustainable, authentic relationship with the Cleveland Cavaliers

## Speakers

Maria Lepore, Joe Hipple, Kevin Clayton, Gregory Michel, Ryan Moosbrugger

# Speaker Bios

## SUPPLIER DIVERSITY SERIES PRESENTED BY HUNTINGTON AND THE CLEVELAND CAVALIERS



SESSION: 1

### Tenzin Alexander Huntington National Bank

Senior Vice President and Director of Agile Marketing Operations

Tenzin has responsibility for managing the vision, strategy, planning and implementation of the processes and tools that facilitate the delivery of the company's marketing programs and customer communication. Prior to this role Tenzin was the Social Media Director for the company and has been with Huntington since 2002 in various roles.



SESSION: 1

### Nic Barlage Cleveland Cavaliers/ Rocket Mortgage FieldHouse

President of Business Operations

Nic Barlage is President of Business Operations for the Cleveland Cavaliers and Rocket Mortgage FieldHouse, which includes the Cleveland Monsters (AHL), Canton Charge (NBAGL) and Cavs Legion Gaming Club (NBA2K). Barlage joined the Cavaliers in 2017 as President. In this role, he oversees over 500 full-time team members throughout the business operation of the Cavaliers, who have the second largest workforce in the NBA behind the New York Knicks. Most recently, Barlage played a core leadership role in the day-to-day planning, design and construction of the newly transformed Rocket Mortgage FieldHouse, which opened before the start of the Cavaliers 2019-20 season.



SESSIONS: 1,2,3

### Kevin L. Clayton Cleveland Cavalier Operating Company

Vice President, Diversity, Incusion and Engagement

Kevin is responsible for developing and leading the D&I strategic plan for all Cavalier properties including the Rocket Mortgage Fieldhouse. Clayton has had an extensive career with some of the world's most notable companies including Procter & Gamble, The United States Tennis Association, Russell Athletic, American Cancer Society and prior to joining the Cavaliers Clayton worked at Bon Secours Mercy Health where he led D&I, language services, supplier diversity and the executive talent functions.



SESSION: 1

### Ramona J. Davis Huntington National Bank

Vice President, Senior SBA Business Development Office

Romona Davis is a highly experienced SBA Lender who has provided financial solutions to countless clients. She began her career in commercial banking in 1988 upon graduation from Clark/Atlanta University. In 2000, Romona was promoted to an SBA Underwriter and accepted her first SBA Lender's role in 2001. During her twenty-year tenure in SBA, Romona has assisted Clients, Bankers, COIs and Business Brokers with business startups, franchise financing, debt refinancing, business expansion, mergers and acquisitions, owner occupied commercial real estate purchases, and working capital needs.



# Speaker Bios

## SUPPLIER DIVERSITY SERIES PRESENTED BY HUNTINGTON AND THE CLEVELAND CAVALIERS



SESSION: 2

### Brian Hall Greater Cleveland Partnership

Senior Vice President and Executive  
Director of Equity and Inclusion

In addition to his duties at the Greater Cleveland Partnership, where he was a founding board member and 5-year Co-Chair of its Commission on Economic Inclusion, he is also a small business owner and investor. For over 30 years his companies have provided contract staffing intra and inter plant logistics, warehouse services, parking, and distribution solutions. They served many Fortune 100 customers across America. Brian has served on several civic boards and task forces in the areas of health, economic development, youth education, music arts and culture. A director and member of the strategy and compensation committees and the Chair of the governance and community benefits committees of University Hospital Health Systems; a Trustee and Chair of the Finance Committee for the University of Cincinnati Foundation; and the chairman of the R.E.A.L. Re-Entry committee at Mount Zion Church where he also is a trustee.



SESSION: 3

### Joe Hipple Huntington National Bank

Vice President, Senior Sourcing Manager

Joe has more than 25 years of sourcing experience in various industries and companies. Joe also teaches Purchasing Strategy at The Ohio State University - Fisher College of Business. Prior to Huntington, Joe spent 10 years at JPMorgan Chase where he was VP and Sourcing Group Manager leading a team that supports the Mortgage Banking and Commercial Bank lines of business. Prior to JPMC, Joe held sourcing positions at Limited Brands sourcing business services and transportation, Victoria's Secret sourcing packaging, East Kentucky Power Cooperative sourcing transmission equipment, and International Multifoods sourcing packaging.



SESSION: 1

### Courtney Hoekstra Cleveland Cavaliers

Digital Marketing Manager

Courtney joined the Cavaliers in September 2014 and is responsible for leading the team's digital marketing efforts to drive revenue, brand awareness, and lead generation with data-driven decision making. Formerly with the Cleveland Indians, MLB Advanced Media, and Esperanza Inc., she has 10 years of experience in social media marketing, content creation, and digital strategy.



SESSION: 2

### Dave Kindl Huntington National Bank

Senior Vice President, Sourcing Group  
Manager of Corporate Procurement

Dave leads a team responsible for supporting sourcing efforts for all of the revenue business segments (Consumer & Business Banking, Commercial & Private Client Group) driving positive financial outcomes for the company, while also assisting with transformational procurement department initiatives. His functional accountabilities include sourcing and supplier management, contracts, cost savings, third party risk management, ethics, eSourcing, and helping with supplier diversity efforts.



# Speaker Bios

## SUPPLIER DIVERSITY SERIES PRESENTED BY HUNTINGTON AND THE CLEVELAND CAVALIERS



SESSION: 3

**Maria Lepore**  
Huntington National Bank

Chief Procurement Officer

Maria joined Huntington National Bank in April 2019. Her responsibilities include aligning the procurement function with business goals to improve profitability, speed to market, and end user experience. Excels in technology-rich multinational corporations operating in complex environments with growth and regulatory headwinds. Resilient, poised leader who creates order from chaos and guides teams through uncertainty and adversity. Prior to joining Huntington, she worked at NatWest Markets, PLC to create a new Supply Chain Function within the investment bank as it separated from the Royal Bank of Scotland and Barclays Bank in London, UK and as the Chief Procurement Officer, Barclays Africa/ABSA Johannesburg, SA 2012 – 2016.



SESSION: 2

**Lisbeth Lundstedt**  
Huntington National Bank

Vice President, Supplier Diversity Manager

Lisbeth joined Huntington in March 2017 and is responsible for influencing the development of sourcing strategies with diverse-owned companies. She has served on the diversity committee of the Institute for Supply Chain Management, chaired a steering committee of the Ohio River Valley Women Business Council and serves on the National Veterans Business Development Council on supplier development policies. Formerly with Procter & Gamble and Macy's, Lisbeth brings 22 years of experience in supplier business development, product supply and a rich history in diversity and inclusion.



SESSION: 3

**Gregory A. Michel**  
National Basketball Association

Associate Vice President, Global  
Procurement Group

Greg Michel is a seasoned procurement professional with over 15 years of experience in strategic sourcing, supply chain management and supplier diversity. His industry experience includes higher education, media and entertainment and financial services.

Prior to moving into corporate procurement roles, Greg worked for three different Minority Business Entrepreneurs (MBEs) in different capacities. He served as a Contract Compliance Analyst and National Account Manager for global MBE staffing solutions providers and from 2008 – 2010, Greg worked as a Senior Associate for a minority-owned supply chain management and operations consulting firm.

In October 2018, Greg joined the National Basketball Association (NBA) as an Associate Vice President where he led the supplier diversity program. His responsibilities included enhancing the league's efforts to increase spend with diverse suppliers for its annual All-Star weekend, developing a comprehensive program for all purchasing activities in the league office and, additionally, partnering with the 30 NBA franchises to develop their own supplier diversity programs on a local level. Greg now serves as the Head of Procurement and leads the Global Procurement Group.



SESSION: 3

**Ryan Moosbrugger**  
Cleveland Cavaliers/  
Rocket Mortgage FieldHouse

Senior Director of Sourcing

Ryan is responsible for the procurement and administrative areas for all Cavaliers properties. Ryan has been with the organization for eight years. Prior to joining the Cavaliers, Ryan worked at The Ohio State University in a procurement role at The Ohio State University Veterinary Hospital.

# Speaker Bios

**SUPPLIER DIVERSITY SERIES**  
**PRESENTED BY HUNTINGTON AND THE CLEVELAND CAVALIERS**



**SESSION: 1**

**Sean Richardson**  
**Huntington National Bank**

Regional President, Cleveland

As Regional President of Cleveland, Sean proudly leads one of Huntington's largest markets and is responsible for the performance of all lines of business, corporate culture, colleague engagement and community involvement. He has served and advised a wide range of business clients in Northeast Ohio for more than 30 years in his current role and former roles as NorthCoast President and CEO, FirstMerit Bank and Executive Vice President and Managing Director of Corporate Banking North Coast of National City Corporation. He has been an engaged leader in the Greater Cleveland community, sharing his talents while serving on the boards of several local organizations.



**SESSION: 1**

**Roshonda B. Smith**  
**Huntington National Bank**

Vice President, Community Development

Roshonda is a native Clevelander and a graduate of John Marshall High School. She holds a Bachelor of Arts degree from Bowling Green State University and a master's degree in Management. Roshonda is a Vice-President in community development at Huntington National Bank and a seasoned professional with more than two decades of experience in the financial services and sales industries. Roshonda has a passion to coach, develop, mentor, and inspire individuals to achieve their personal and professional goals. She has a proven track record of community building while being very involved in the activities of her company where she regularly leads and coordinates large scale service efforts.



**SESSION: 1**

**Brian Wallace**  
**Huntington National Bank**

Senior Vice President,  
Enterprise Coaching Director

Brian serves as Enterprise Coaching Director, responsible for coaching over 150 of Huntington's top leaders - helping develop their leadership skills and pushing each one to a new plateau of leadership. His lifelong role can best be described as a student of leadership. He has focused his career on the study of what it takes to become a great leader. Daily, he has the privilege to put this knowledge to work coming along side some of the most fascinating leaders at Huntington and meeting them in the arena of people leadership.

