

6th Annual Joint NoVA/DC 2011 Small Business Conference

OCTOBER 6, 2011

Theme: **Big Focus on Small Business**

Fort Belvoir Officers' Club

Matchmaking Session — 1415 to 1500

Is your Company Interested in a Matchmaking Session?

Each session offers 8 minute face- to-face time with agency or prime contracting decision makers. When you register for the conference you can participate in matchmaking by submitting a participation form along with a compatibility statement. Please indicate your preferences for matchmaking opportunities using the list of Matchmaking Agency and Prime Contractors below, listing in order of preference on the participation form.

Note: Before your appointment can be confirmed, you will need to send your statement of capabilities via email to Laurie Giner at laurieginer@gmail.com. Meetings will be scheduled on a first-come, first-serve basis and are not guaranteed. Agencies and Prime Contractors will be selecting their meetings according to a review of the statements of capabilities they receive. You will receive a follow-up confirmation of your meetings prior to the event. Additional agencies or prime contractors may be added so check back for updates. Please contact Laurie Giner at laurieginer@gmail.com or (919) 830-3998 with any questions or concerns.

Who Should Participate?

- Businesses **with federal contracting experience**
 - Primes and Sub-contractors
 - Military and non-military federal agencies

How will you benefit?

- Connect with federal agency contracting officers
- Connect with prime contractor decision makers
- Face-to-face opportunity to discuss your business capabilities
- Learn about industry forecasts, subcontracting opportunities and tips on how best to secure more federal and/or private sector contracts.
 - Build your business network

Matchmaking Agencies and Prime Contractors:

Department of Homeland Security, Darlene Bullock

Social Security Administration, Pat Bullock

NAVFAC Washington Su Jones

NASA, Richard Mann

DISA, Sharon Jones

USACE SDVSB Program, Jack Beecher

Balfour Beatty Construction, Bennie Kovach

Rand Construction, Mark Henderson

SAME Small Business Conference Match Making Participation Form

Company _____

Name of Participant
Attending _____

Address _____

City, State,
Zip _____

Phone _____ Cell _____

Email _____

Please list agency/prime you would like to speed date with in order of preference:

1. _____
2. _____
3. _____
4. _____
5. _____

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Matchmaking Agencies and Prime Contractors:

Department of Homeland Security, Darlene Bullock, Social Security Administration, Pat Bullock, NAVFAC Washington Su Jones, NASA, Richard Mann, US Army Corps of Engineers, Norfolk District, Jack Beecher, Balfour Beatty Construction, Bennie Kovach, Rand Construction, Mark Henderson