



6th Annual Small Business Conference at the Fort Belvoir Officer's Club

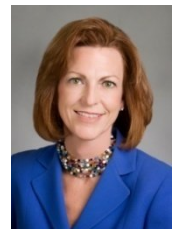
Scheduled Speakers and Events include:

0900 – 1000 Registration and Networking

1000 – 1015 Welcome Remarks

1015 – 1045 Bridget Bean, District Director of the Washington, Metropolitan District Office for the U.S. Small Business Administration (SBA)

The Small Business Administration is continuously evolving to meet the needs of small businesses. Ms. Bean will discuss the newest Woman Owned Small Business (WOSB) set aside program, updates to the 8a Program, the new small business size regulations, and resources that are available to small businesses.



1045 – 1115 Jack Beecher, USACE Program Manager for the Service Disabled Veteran Small Business Category

The Small Disadvantage Veteran Small Business (SDVSB) Category Program awarded approximately \$2.8 Billion to SDVSBs across the US. Mr. Beecher will provide updates on the program.



1115 – 1130 Exhibitors and Break

1130 - 1300 Lunch and Mentor Protégé Program Panel Discussion

During Lunch, we are having a panel of representatives from selected agencies to discuss their Mentor Protégé Program and participants in the program to discuss their experiences in regards to the benefits and how it helped them to grow or challenges faced. Come ask questions to the panel to determine if this program right for business and its strategic direction to get government contract work.

Our panel includes Grace K Fontana, Director, Technology & Mentor Protégé Programs for the US Air Force and Peggy Butler, Mentor Protégé Program Manager for the US Army along with participating Mentors and Protégés in the program, as well as other guests.



1300 – 1315 Exhibitors and Break

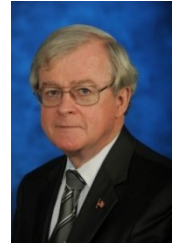
1315 - 1345 Su Jones, Small Business Advocate for the Naval Facilities Engineering Command

Ms. Jones will discuss "Getting in the Door" with NAVFAC and the federal government providing tips on how to do business, procurement process for setting aside projects for small business, acquisition tools, and other helpful hints.



1345 – 1415 Robert L. Neary Jr, Acting Director, Office of Construction & Facilities Management for the Department of Veterans Affairs

The Veterans Affairs has a new Veterans Affairs Mentor Protégé Program which provides developmental assistance to Service Disabled Veteran Owned Small Businesses (SDVOSB) and Veteran Owned Small Businesses (VOSB). Mr. Neary will discuss the new program and future opportunities with Veterans Affairs.



1415 – 1500 Speed Dating Session

We are having a speed dating session to provide small businesses with brief face to face meetings to help grow alliances with government agencies and prime contractors. These one-one sessions will give the opportunity to network with agencies and prime contractors with major contracts and gain exposure to procurement officials with several agencies.

Agencies and Prime Contractors include:

- ❖ Defense Information Systems Agency
- ❖ US Army Corps of Engineers
- ❖ National Aeronautics and Space Administration
- ❖ Department of Homeland Security
- ❖ Naval Facilities Engineering Command
- ❖ Social Security Administration
- ❖ Rand Construction
- ❖ Balfour Beatty Construction
- ❖ MORE TO COME!

General Information about the Match Making:

- ❖ Included in the cost of the conference
- ❖ Each appointment is about 7-10 minutes long
- ❖ Appointments are based on submission of a 1-2 page compatibility statement to the Speed Dating Coordinator
- ❖ Participants need to fill out matchmaking participation form to include 6 agencies and primes they want to meet
- ❖ Participants need to list within compatibility statement NAICS Codes of products and/or services they perform in order to participate and include on a separate sheet the contact information of participant attending
- ❖ Submit Matchmaking Participation Form and Compatibility Statement by September 30, 2011
- ❖ Appointments will be set and sent via email

Be sure to prepare for your sessions by researching the agency or prime contractor. At the beginning of the match making session present two copies of your compatibility statement and your business card to each agency you are scheduled to meet. Most importantly, use your time wisely by LISTENING, asking appropriate questions about upcoming procurement and any problems that need solving, highlighting your niche. Remember, it's all about them!

Current Exhibitors

VISTAtsi

EMCOR Government Services

Northwind Engineering, LLC

Johnson, Mirmiran, Thompson, Inc. (JMT)

Parsons

A. Morton Thomas and Associates, Inc.

Small Environmental Business Action Coalition, Inc

Kiewit

Mimar Architects, Inc.

Mabbett & Associates, Inc.

Fireline Corporation

SKE International

Suffolk Construction

Koffel & Associates

Balfour Beatty Construction

Loiederman Soltesz Associates, Inc.

URS Corporation

ECS Mid-Atlantic, LLC

EA Engineering, Science, and Technology, Inc.

Government Services IPT

ITis

Jacobs

CDM

Polu Kai Services, LLC

AMEC E&I, Inc.

Tidewater, Inc.

M C Dean, Inc

Potomac-Hudson Engineering, Inc.

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THE SOCIETY OF AMERICAN MILITARY ENGINEERS
WASHINGTON DC AND NORTHERN VIRGINIA POSTS
PRESENT

"BIG FOCUS ON SMALL BUSINESS"

2011 Small Business Conference

Business Opportunities and Networking for Small Disadvantaged, Minority-Owned, Women-Owned, Veteran and Service-Disabled-Owned, HUB Zone, and 8(a) Certified Firms with Potential Teaming Partners and Clients

SAVE THE DATE!

October 6, 2011

0900 hours - 1500 hours

Attendee, Exhibitor, and Sponsor Registration Now Open

www.samedcpost.org and www.novasame.org

Representatives from government agencies will present informative sessions and provide an overview of procurement opportunities, agency forecasts, and how best to secure federal contracts. Also participate in one-on-one Matchmaking Sessions with federal agencies, military commands and large business representatives and spend focused time discussing compatibilities.

Place: Fort Belvoir Officer's Club
5500 Schulz Circle Bldg. 20
Fort Belvoir, VA 22060

Conference: Registration - Includes conference and lunch
\$20 Military / Government / Young Members
\$40 Sustaining / Individual Members
\$50 Non Members

Exhibitors:

	Early Bird Special	After September 6, 2011
	\$175	\$225 Small Business
	\$225	\$275 Large Business
	\$125	\$125 Government Agencies (First Two Booths FREE!)

Includes: One Attendee, Exhibitor Space (8' Table Top and Two Folding Chairs), Listing in Program Handouts

Sponsors: Must Reserve and Pay in Full by September 6, 2011
\$500 Small Business
\$1000 Large Business

Includes: Two Attendees, Logos on DC and NOVA Posts Websites, Signage at Event, Logos in Program Handouts, and Exhibit Booth

Exhibitor and sponsor questions, please contact Frankie Muniz at frankie.muniz@urs.com