# MEGA Maryland

Small Minority Business Conference for AEC Education, Networking, and Matchmaking

**OCTOBER 11, 2017 | 7:30 AM - 4:30 PM**

Martin’s West | 6817 Dogwood Road | Baltimore, MD

Learn about HOW TO DO business and CONTRACTING OPPORTUNITIES in the Federal, State, and Local Government Markets in Maryland

## Schedule

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>7:30 – 9:00</td>
<td>Conference Check In /Exhibit Booth Setup/Matchmaking Registration</td>
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<tr>
<td>9:00 – 9:30</td>
<td>Welcome and Keynote*</td>
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<tr>
<td>9:45 – 10:45</td>
<td><strong>Concurrent Technical Tracks</strong>*:</td>
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<tr>
<td></td>
<td>Federal: Tools and Resources for Success</td>
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<td>State: Modernization of Maryland’s Procurement System</td>
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<td>Local: Opportunities Outlook for Maryland Schools K-12</td>
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<td>P3/Design Build: Alternative Project Delivery Methods</td>
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<td>10:45 – 11:15</td>
<td>Break in Exhibit Area</td>
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<td>11:15 – 12:15</td>
<td><strong>Concurrent Technical Tracks</strong>*:</td>
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<td>Federal: Initiatives to Improve the DoD Acquisition Process</td>
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<td>State: Opportunities Outlook for Infrastructure Spending</td>
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<td>Small Business: A Marketing Program that Fires on all Cylinders</td>
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<td></td>
<td>P3/Design Build: Maryland Opportunities Outlook</td>
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<td>12:15 – 1:45</td>
<td>Lunch with Keynote Speaker*</td>
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<tr>
<td>2:00 – 4:00</td>
<td>Exhibits Open and Matchmaking</td>
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<td>2:30 – 3:30</td>
<td>Additional Training Sessions*</td>
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<td>4:00</td>
<td>Adjourn</td>
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*Speakers and Session Details on Back.

## Attend

**Registration Fees**
- Individual: $100
- Government: $25

## Exhibit

Exhibitors (includes one full-conference registration)
- Large Business: $575
- Small/MBE Business: $250
- Government: Free (must register + $25 for lunch)

## Sponsor

Sponsorships available
- Luncheon, Breaks, Keynote, Matchmaking, and more!

## Meet

Matchmaking Session
Meet one-on-one with government agency and prime contractor representatives to present your company’s capabilities and learn of future opportunities.

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Presented By the Maryland Chapters of:

[LOGOS]

**Reduced Hotel Rates at Hampton Inn & Suites Woodlawn through Mid-September. Code: MEG**
# MEGA MARYLAND

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## 9:00 – 9:30

**WELCOME KEYNOTE SPEAKER**  Lt. Governor Boyd Rutherford

### 9:45 – 10:45 Concurrent Technical Tracks

**FEDERAL:** Tools and Resources for Success: SBA’s All Small Mentor Protégé Program  Fritz Meyer, PE, Senior Vice President, EA Engineering and Eric Reitter, PE, Director of Environmental Construction, AECOM

**FEDERAL:** Subcontracting Network (Sub-Net)  Ralph Buchanan, SBA Commercial Market Representative

**FEDERAL:** SBA’s 8(a) Business Development Program  Paula Arevelo, Executive Director National 8 (a) Association

**LOCAL:** Opportunities Outlook for Maryland Schools K-12 Panel  Maryland Stadium Authority, Eric Johnson, Vice President (Invited); Baltimore County Public Schools, Meril Plait, PE, Director, Office of Facilities Construction & Improvement; Additional Panelists TBD

**STATE:** Modernization of Maryland’s Procurement System  Jimmy Rhee, Secretary, and Herbert Jordan, Deputy Secretary, Governor’s Office of Small, Minority, & Women Business Affairs

**P3/DESIGN BUILD:** Design-Build Overview, Teaming, and Opportunities  Jeff Folden, PE, DBIA, Chief, Innovative Contracting MDOT SHA and Eric Mellor, PE, DBIA, Senior Manager, RK&K

### 11:15 – 12:15 Concurrent Technical Tracks

**FEDERAL:** Making it Easier for Small Businesses to Win DoD Contracts  David Drablin Section 809 Panel Commissioner; Jarrett Lane and Mike Madsen, Section 809 Panel Professional Staff

**SMALL BUSINESS:** A Marketing Program that Fires on all Cylinders  Carrie Ann Williams, Principal, Andana Consulting and Mindy Hinsley, President, Hinsley Collective, LLC

**STATE:** Opportunities Outlook for Infrastructure Spending  Maryland Department of General Services, Cristen Ervin, Training and Outreach Coordinator; Maryland Aviation Administration, Linda Dangerfield, Chief of Procurement/Director of Procurement and Karen Davis, CPPB, Deputy Director, Office of Procurement; Maryland Department of Transportation, Nancy Hevey, Senior Procurement Officer; Maryland Port Administration, Jim Dwyer, Director of Planning

**P3/DESIGN BUILD:** P3 Overview, Teaming, and Opportunities  Jeff Folden, PE, DBIA, Chief, Innovative Contracting MDOT SHA; Donald Gibson, Director, Edgemoor Infrastructure & Real Estate; and Eric Mellor, PE, DBIA, Senior Manager, RK&K

### 12:15 – 1:45

**LUNCH KEYNOTE SPEAKER**  Infrastructure and the Federal Budget  Matt Reiffer, Director, Transportation Programs, American Council of Engineering Companies (ACEC)

### 2:30 – 3:30 Concurrent Technical Tracks

**TRAINING BY MARYLAND PTAC**  Arthenia Johnson-LeFlore, Programs Specialist, Maryland Procurement Technical Assistance Center (PTAC)

**WHAT IT TAKES TO GROW YOUR FEDERAL CONTRACTING BUSINESS PROFITABLY**  Shirley Collier, President, Scale2Market, LLC

**DEMONSTRATION OF SBA’S SUB-NET**  Ralph Buchanan, SBA Commercial Market Representative

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Sessions Approved for Industry Specific CEUs and PDHs