How Can I Benefit from the Small Business Conference?

Moderator: Jayla Pine, Marketing Coordinator, Baer Engineering & Environmental Consulting, Inc.

Speakers:
Ann McLeod, CEM, CAE, Director of Meetings & Expositions, SAME
Col. Nick Desport, RA, LEED AP, F.SAME, USAF (Ret.)
Director of Programs, SAME
Gita Murthy, PhD - CEO, RORE, Inc.
Chair, SAME Small Business Council
Purpose of the Conference is to:

– Provide a General Overview of DoD’s Business Lines and Management

– Introduce You to *How to do Business with*:
  • USACE
  • NAVFAC
  • Air Force

– Offer Opportunities to Meet and Greet USACE Personnel, other government agencies, small and large businesses, and Exhibitors
Who is Attending?

• 140+ USACE Personnel Representing:
  – Divisions
  – Districts
  – Centers
  – HQ
• NAVFAC and Air Force Small Business Directors
• Army Contracting Command
• GSA, VA SBA
• Conference Speakers
• Conference Exhibitors
• Small (and Large) Business Participants

• OPPORTUNITIES ARE ENDLESS...Now Let’s Help You Navigate It!
Welcome!

Facts and Figures:

• 1,491 total conference attendees
  – 226 gov’t. attendees
  – 519 SB attendees
  – 305 LB attendees
  – 412 exhibiting personnel
  – 29 speakers

• 223 exhibiting companies, including USACE Divisions & Centers, Dept of Veterans Affairs, GSA, and NAVFAC
We Care about Your Experience!

- SAME Staff and volunteers available for you...look for us in our “daily uniform”
- Information booth in registration area
- SAME Booth in exhibit hall
- Small Business Council members are a great resource
- Post-conference survey
SBC Technology!

- Website
  - Download Handouts
  - Search exhibitors
  - Download attendee list
- Mobile Phone App
  - Conference schedule
  - Search exhibitors
  - Simple and easy to use!
- WiFi
  - Network name: SAMESBC
  - Password: URSCorp!
- Live Learning Center – post-conference
## Conference Schedule Highlights

### TODAY

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>4:00 – 5:30 pm</td>
<td>SBA Information Session</td>
<td>3501GH</td>
</tr>
<tr>
<td>5:30 – 7:00 pm</td>
<td>Networking and Exhibits</td>
<td>Hall D</td>
</tr>
</tbody>
</table>

### TOMORROW

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
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</thead>
<tbody>
<tr>
<td>7:30 – 8:00 am</td>
<td>Continental Breakfast</td>
<td>Ballroom Pre-Function</td>
</tr>
<tr>
<td>8:30 – 9:30 am</td>
<td>Army Plenary Session</td>
<td>Grand Ballroom 2501</td>
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<tr>
<td>9:00 am - 6:30 pm</td>
<td>Exhibit Hall Open</td>
<td>Hall D</td>
</tr>
<tr>
<td>9:30 – 10:30 am</td>
<td>Networking and Exhibits</td>
<td>Hall D</td>
</tr>
<tr>
<td>10:30– 11:45 am</td>
<td>NAVFAC and Air Force Plenary</td>
<td>Grand Ballroom 2501</td>
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<tr>
<td>11:45 am – 1:00 pm</td>
<td>Lunch in Exhibit Hall</td>
<td>Hall D-E</td>
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<tr>
<td>1:00 – 2:00 pm</td>
<td>Breakout Sessions</td>
<td>3501GH and 3501 C</td>
</tr>
<tr>
<td>2:30 – 3:30 pm</td>
<td>Breakout Sessions</td>
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THURSDAY
7:00 am - 2:30 pm  Exhibit Hall Open  Hall D
7:30 - 8:00 am  Breakfast and Exhibits  Hall D
8:00 - 9:00 am  Breakout Sessions  3501 CD and 3501 GH
9:15 - 10:15 am  Breakout Sessions  3501 CD and 3501 GH
10:30 - 11:30 am  Breakout Sessions  3501 CD and 3501 GH
11:30 am – 12:30 pm  Breakout Sessions  3501 CD and 3501 GH
12:45 - 2:30 pm  Awards Luncheon  Grand Ballroom 2501 A
12:45 - 2:30 pm  Lunch in Exhibit Hall  Hall D
2:31 pm onward  Exhibitor Move-out  Hall D

Thanks for attending....
SAFE TRAVELS!
Networking Roundtables

• Tables hosted by USACE, NAVFAC, and large businesses
• Two sessions in each timeframe, with five seats at each hosted table for small businesses
• Sign-up in the lounge at the front of the exhibit hall starting at 5:30pm tonight...first-come, first-served
• Your opportunity to learn more about how to do business with these organizations...NOT A SALES PITCH ABOUT YOU!
Learning Opportunities!

- Breakout Sessions organized by Small Business Council and Government Agencies
- Don’t miss a session
- Don’t miss an opportunity
- Two types
  - Education Sessions geared towards Small Business topics
  - Army, Navy, AF, VA, GSA Business Opportunity Sessions
Business Opportunity Sessions

• USACE Divisions
  – Two Divisions Sponsoring a Session
    • Wisely Select Various Sessions
    • Divisions are defined by geography – go to those in which you have a geographic interest

• Sessions highlight:
  – Air Force (AFCEC) Small Business Opportunities
  – NAVFAC Opportunities
  – USACE Civil Works
SB Education Sessions

• Overcoming Critical Accounting Challenges
• Avoiding Design-Build Disasters
• Safety is a Family Value
• Triangulating Human Resources, Safety and Risk Management
• Dispute Claims, REA or RFI? (Legal Issues)
Other SAME Benefits

• SAME Membership
  – Education
    • Live courses, conferences, and webinar topics
  – Mentoring
  – Networking and Other Opportunities
    • Post Involvement
    • Committees and Councils
    • National Conferences (JETC May 20-22)
• TME – *The Military Engineer* Magazine
• Visit SAME Booth for more info
Benefits of Attending this SBC

1. In-Person Networking
2. Educational Opportunities
3. Learn About and Find Teaming Partners
4. Meet Potential Clients
5. Spark Creativity
#1 In-Person Networking

- Split-up with your colleagues
- Meet speakers, attendees
- Meet Commanders, Contracting and Small Business specialists
- Share information
- Don’t shy away from penetrating “circles”
- Follow-on discussions
- Propel ideas into new ventures
#2 Educational Opportunities

- Face-to-face learning and sharing
- Technical Seminars
- Business Seminars
- Get PDHs!
#3 Learn About Teaming Partners

- Who they are?
- What services they provide?
- Why are they successful?
- What capabilities can you add to the team?
- As a Small Business, how can you leverage your Small Business status
#4 Meet Potential Clients

- DOD Representatives
- Small Business representatives
- Contracting representatives
- Be cautious about “aggressive marketing”
- Be a good listener
#5 Spark Creativity

- Gets you out of your routine!
- Enables you to meet new colleagues
- Fosters professional relationships
- Gives you an opportunity to think beyond the day-to-day!
SAME Small Business Council

• Meet our Council and Advisory Committee:
  • Chair – Gita Murthy, Ph.D., CEO, RORE, Inc. 8(a) WOSB
  • Vice Chairs:
    – Communications, Jeanne LeBron, Altus Arch Studios, Inc.
    – Recognition, Layli Pietri, Balfour Beatty, Inc.
    – Education & Training, Jodi Vaccaro, USA Environmental, Inc.
    – Regional & National Conferences, Ryan Wasmus, CNTP, Inc.
  • Advisory Committee
    – Pam Mazza, Attorney, Piliero, Mazza & Associates
    – Veneece McNeeley, NAVFAC SB Advocate
    – Jackie Robinson-Burnette, USACE SB Advocate
    – Mary Urey, US Air Force SB Advocate
SAME Small Business Council

- Join LinkedIn SAME Small Business
- Log into the SAME Small Business Website
- Provide feedback related to how we can serve you better!

Have a GREAT conference!!