



# Regional Business and Procurement Matchmaking Small Business Expo

**Making Connections in Southern MD**

**Thursday, June 27, 2013**  
**8:00 a.m. – 2:00pm**  
**College of Southern MD**  
**LaPlata, MD**

This event will offer the opportunity for Government entities, educational institutions, private industry, other contracting bodies, and financial institutions to meet and dialogue with regional small, women, veteran, disabled & minority owned businesses regarding the contracting opportunities they have available.

- Meet one-on-one with reps from 30-40 Large Companies, Prime Contractors, and Government Agencies, and Financial Institutions intent on building strategic alliances with SBA-small, minority owned, women owned, veteran owned, 8(a), HUBZone-certified, SDB-certified businesses.
- Review latest technology available to support your business growth – FED BIZ Opps, Federal System for Award (SAM), E-Maryland Marketplace (EMM), MD Small Business Reserve (SBR), Southern MD Smart Business (Biz) Tool
- Network with Executives and Business Owners from a broad base of local businesses.
- Attend Strategic Workshops such as
  - How to Maximize Your Business Certifications – 8(a), MBE, Veteran, Women Owned?
  - Teaming for Success – Joint Ventures, Subcontracting, and Other Teaming Arrangements
  - What are the Financing Options to Expand My Business?

#### **Schedule of Events:**

8:00 – Attendee Registration; 8:30 – Expo Kickoff; 9:00 – Matchmaking and Workshops Begin  
12:30 – Networking Luncheon

**REVIEW THE EVENT WEBSITE FOR LIST OF MATCHMAKERS – FROM JUNE 17-24,  
PREREGISTRANTS WILL BE ABLE TO SCHEDULE MATCHMAKING SESSIONS.**

**CSM LaPlata Campus, Business Industry (BI) Building 8730 Mitchell Road La Plata, MD 20646-0910.**

**General admission to the Expo is \$25 per person prior to June 25, 2013. Late registration and walk-in registration will be \$35 per person. On-site registration for attendees will begin at 7:45 a.m.**

**Mail checks payable to SMBCC; 4014 17<sup>th</sup> Street, Chesapeake Beach, MD 20732**

**Online Attendees Registration: <http://www.somdblackchamber.org/events/?month=jun&yr=2013/>**

**For questions, Contact President/CEO Doris Spencer at [smbcc@verizon.net](mailto:smbcc@verizon.net) or telephone at 410-257-9599**

**NOTE: a non-profit 501 (c) (6) organization status in process**

### **Planning Partners:**



# Southern MD Black Chamber of Commerce

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### ***Confirmed Matchmakers***

NASA Goddard	Charles County Government
Defense Logistics Agency	Charles County Public Schools
General Services Administration (GSA)	
NSWC Indian Head	SMECO
Department of Veterans Affairs (VA)	
Federal Consumer Financial Protection Bureau	

***...with Federal, State, Local, Private Sector, College, Universities in the Process of Being Invited/Confirmed (See Below).  
Check Event Website for Updates.***

U.S. HHS	Calvert Co. Government	Exelon/ Constellation/ BGE
PAX River	Calvert Co. Public Schools	PEPCO
Andrews AF Base	St. Mary's Government	Dominion LN G
Smithsonian	St. Mary's Public Schools	Panda Energy
NSWC Dalgren	Charles County Sherriff	Genco Power Company
UMCP	Civista Hospital	Facchina
UMUC	MEDSTAR St. Mary's	Chaney
Bowie State	Calvert Memorial	Scheibel Construction
MD Health/Mental	Jefferson Patterson Park	W.M. Davis
MD HR Dept.	BAE Systems	Verizon
MD Transportation	Northrop Grumman	Comcast
MD Dept. Gen. Svcs.	CSC	MD Statewide Contracts including IT
MD State Lottery	MD DLLR	
MD State Highway Admin		

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# Southern MD Black Chamber of Commerce



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### Mail In Registration Form

Attendees : \_\_\_\_\_

Title: \_\_\_\_\_

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

FAX: \_\_\_\_\_

Email: \_\_\_\_\_

Website: \_\_\_\_\_

"Small" businesses (as per SBA regs) \_\_\_\_\_

HubZone/Certified \_\_\_\_\_

8(a) /Certified \_\_\_\_\_

Women Owned/Certified \_\_\_\_\_

Veteran/ SDVOSB Owned \_\_\_\_\_

MBE/Certified \_\_\_\_\_

Services or NAICs Codes Interests \_\_\_\_\_

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