

Event Testimonials

My big moment during the morning was watching the chat during one of the training sessions. The small and minority businesses were posting their company names and what service they provided. As I watched, in the matter of one minute, one of the prime contractors identified several of these businesses and arrangements were made to have further discussion. Definitely networking in action. When hosting an in-person event you hope these connections are the result and it was exciting to watch it happen right in front of us.

Melanie Webster

Baltimore County Public Schools

11/11/20

Once again, MWMCA have done a tremendous job bringing together and organizing the Baltimore County Public Schools and Baltimore County Government 10th Annual Meet the Primes event. I was impressed by the thoroughness of your organization in identifying companies with utility experience for BGE's one on one phone calls. It was time well spent, so congratulations and thank you for such a wonderful event.

Frank Kelly

BGE

11/5/20

MWMCA; Thank you for including The City of Baltimore's Department of Public Works (DPW) Office of Boards and Commissions (OBC) and Office of Engineering (OEC) in your historic event! This is the 1st time that DPW has participated in this particular event and though being virtual was a challenge; it was an awesome lesson learned and a great experience!

Deena Joyce

Office of Boards and Commission

Baltimore City DPW

11/9/20

In these uncertain times, MWMCA still managed to put together an awesome match making event by going virtual. Their creativity, and flawless execution of this event is a testament to their commitment to minority and woman owned business inclusion. Commercial Construction is thankful to MWMCA for all they do to promote diversity and equality.

Marty Glaze

Commercial Construction

11/10/20

"As a FirstEnergy Supply Chain representative, I found the event to be very beneficial networking with vendors in our service territory. The vendors were energetic and very professional. We look forward to furthering our relationships in the near future."

Jeremy Haga

First Energy

11/16/20

Event Testimonials

"The Meet the Primes event was organized, well attended and worthwhile. We met many potential partners. The One-to-One Introduction Meetings were efficient, fair and professional. Thank you for the opportunity to attend!"

**Valerie Burnette Edgar, APR, Vice President Public Outreach
Stokes Creative Group
October 2019**

"I just want to say I have worked behind the scenes for events like this one, and I understand what a monumental task it is to create. You are doing a great job."

**Mark Shuler, President
The Shuler Group, LLC
July 2019**

"This was MTBMA's first of many events that we plan to participate with MWMCA. Such a great turnout, we gained many new contacts while also seeing a few familiar faces that provided our team time to build upon previous relationships. Our industry needs more outreach fairs like this and is a great start to helping our transportation industry reach their goals."

**Michael Sakata, Executive Director
Maryland Transportation Builders and Materials Association
July 2019**

"The MWMCA Minority Outreach Fair was outstanding! It was a well-managed and well-thought-out event, great attendance and exposure for Anne Arundel County. I met quality prospective businesses to do work with Anne Arundel County."

**Elisa Brown, Minority/Small Business Coordinator
Anne Arundel County Office of Central Services
July 2019**

"The event was outstanding! We greatly appreciate that MWMCA included us in this event. We clearly see the benefit of working with MWMCA as we continue to grow our minority, small, and women-owned vendor base."

**Andrew Hime, Purchasing Agent
Anne Arundel County Office of Central Services
July 2019**

"The Minority Outreach Fair was once again a success for our company. The execution from MWMCA's staff from registration to the event closing was exceptional as usual. We were able to meet with certain prime exhibitors, which is so advantageous for us as a small business, because we would have difficulty reaching these companies otherwise. Although we had an agenda prior to going, we were actually able to walk away with new unexpected opportunities."

**Joseph S. Williams, Sr., President
District Safety Products, Inc.
July 2019**

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"I attended the Meet the Primes event today, and had three (3) scheduled, One-to-One introductory meetings. I wanted to reach out to you to say "thank you" for a very worthwhile event. The One-to-One meetings were well organized, and the team on site, for facilitation of the meetings, was friendly and helpful. I can only imagine the amount of work, organization, and coordination involved in an event such as Meet the Primes, but wanted to say it was worth it, and thank you. I will recommend this event to others, and will be sure to attend the next Meet the Primes.

**Melinda Jabbie, Senior Account Executive
Edwards & Hill Office Furniture
October 2018**

"The whole experience was fantastic. I met with my three Primes and will develop business with them. The one on one was set up very well and it was completely organized. The times were to the letter and I was able to gauge what time my owner should come and stay. It made me look like a star. You guys did a fantastic job setting up the event, day of the event and follow up. We at Couser Supply, Inc. thank you."

**Gary Jones, Business Development Manger & Kevin Couser, Owner
Couser Supply, Inc.
October 2018**

"Participating in the one to one meeting was a great opportunity to meet a representative from a Prime company my firm works with. Prior to this meeting I had not met anyone in person from the firm, so it was great to establish a face to face relationship with the representative and get feedback about the pros and cons of working with my company. I took this information back to my firm so we can evaluate our strengths and weaknesses as a subcontractor and determine the best course of action to take to win more contracts."

**Kyle Barmoy, Marketing/Operations Manager
Hanover Land Services, Inc.
October 2018**

"I'm at the very beginning of my journey into starting a business and learning about procurement. Here I'm the rookie with a business plan and to the point of just registering my non-profit business. I was eager and excited to attend! In just 5 minutes in my One-on-One meeting I was given enough advice and guidance that my mind is now at ease. I felt empowered after my meetings. The opportunity to grow is an understatement at this event. I'd recommend anyone already into or going into business to attend. Special thanks go out to Anne Arundel County Government and PTAC. You ladies know your stuff! Thank you!"

**Jessica Gilles, Owner
Imagine
October 2018**

"Thank you for offering this event. We experienced a well-organized, conveniently located, well attended professional networking event. I got what we came for, which was access to specific procurement office representatives. Many thanks to you for all that you invested to make this event a success!"

**Za'Yn Muhammad Manna, Chief Operations Officer
Manna Global Enterprise, Inc.
October 2018**

Event Testimonials

"Thank you for a well-organized and stress-free event. The event's attendance was great, and our sessions with the Primes well-coordinated. Again, it was great meeting you and your team on 10/17/18, and I hope to see you again soon."

Olu Owolabi, Owner

Accenttech, LLC

October 2018

"The whole experience from the time that I signed up for the one-to-one meetings with the Primes was very good. My one-to-one meetings with the Primes were very informative and good. This experience exceeded my expectations. Looking forward to the next one-to-one meetings with the Primes."

Andrew M. Spears, Sr., Owner

Spears Mechanical Contractors, Inc.

October 2018

*"Thanks so much to all the staff of Md. Washington Minority Companies Association on the organizational structure and cohesiveness during the "One-to-One" Introduction Meetings of your 10th Annual Meet the Primes event. I commend you on an **Exceptional** Job! I look forward to joining you again next year!"*

Levietta Hayes, Owner

PDTC, LLC

October 2018

"Meet the Primes was a success for our business. The very next day we had an RFQ in our inbox because of one of the meetings. This tells us that we need to make it to every event available; thank you MWMCA."

Mischa Vallegotti, President

DazTech, Inc.

October 2018

"Good to be able to meet and greet. Your host team again did a great job."

DC Curtis, Sr. VP

Trademasters Service Corporation

October 2018

"Century Engineering, Inc. has participated in Meet the Primes for 9 out of the 10 years! Our experience has been fruitful in finding new subconsultants as well as catching up with existing subconsultants. The One-on-One meetings give both parties focused time to connect and strategize about future endeavors. All in all, a great event!"

Julie Bauer, Senior Marketing Associate

Century Engineering, Inc.

October 2018