

# Small Business ONE-ON-ONE MATCHMAKING EVENT APRIL 18TH, 2024

9:30 AM - 1:00PM

Mack Powell Event Center

2003 Howe Ave., Sacramento CA 95825

## Participating Agencies

- Beale Air Force Base
- CA Dept. of General Services
- CA Dept. of Parks & Recreation
- California Military Department
- California Army National Guard
- Caltrans District 3
- Indian Health Service
- Lawrence Livermore National Labs
- NAVFAC SW
- PG&E
- SMUD
- UC Davis Health - Facilities Planning & Development
- USACE, Sacramento
- USACE, San Francisco
- US Dept. of Veterans Affairs
- US Forest Service
- Western Area Power Administration

## Supported By

*These organizations will be available during the event to provide resources and information to small businesses.*



U.S. Small Business  
Administration



➤ **Register Now**

# Sponsorship Levels

<b>Event Sponsor (SOLD OUT)</b> .....	<b>\$1,000</b>
<i>Promotional materials on all advertising (Post website, event flyers, and at the event)</i>	
<i>Five-minute presentation at the beginning of the event</i>	
<i>Exhibitor Booth (optional)</i>	
<i>Raffle off Door Prizes</i>	
<i>Includes two complimentary registrations</i>	
<b>Networking Sponsor (SOLD OUT)</b> .....	<b>\$750</b>
<i>Promotional materials on all advertising (Post website, event flyers, and at the event)</i>	
<i>Special recognition at event</i>	
<i>Table in the networking area - sponsor to provide snacks and/or tabletop icebreaker game</i>	
<i>Includes two complimentary registrations</i>	
<b>Lunch Sponsor (SOLD OUT)</b> .....	<b>\$500</b>
<i>Promotional materials on all advertising (Post website, event flyers, and at the event)</i>	
<i>Special recognition at lunch</i>	
<i>Includes one complimentary registration</i>	
<b>Table Sponsor</b> .....	<b>\$350</b>
<i>Promotional materials on all advertising (Post website, event flyers, and at the event)</i>	
<b>Small Business Table Sponsor</b> .....	<b>\$250</b>
<i>Promotional materials on all advertising (Post website, event flyers, and at the event)</i>	
<i>Only small businesses can sponsor at this level</i>	

## Event Ticket Pricing

*(includes buffet style lunch)*

<b>SAME Member</b> .....	<b>\$100</b>
<b>Non-SAME Member/Guest</b> .....	<b>\$120</b>
<b>Military/ Student/ Retired SAME</b> .....	<b>\$50</b>

**\*\*Matchmaking Appointment scheduling opens on Monday, April 8th, 2024 at 9:00 AM PST. A link will be sent to registered attendees via email. \*\***

## Matchmaking Event Agenda

- 9:00AM - 9:30AM** - Registration
- 9:30AM - 9:40AM** - Pledge of Allegiance & Event Sponsor Presentation
- 9:40AM - 10:00AM** - Agency Introductions
- 10:00AM - 12:15PM** - Matchmaking Meetings & Networking Opportunities
- 12:15PM - 12:55PM** - Lunch & Small Business Support Presentations
- 12:55PM - 1:00PM** - Announcements & Door Prizes

## What is a Matchmaking Event?

One of the most valuable aspects of participating in SAME is the opportunity to build relationships with potential partners, buyers, and sellers in the federal marketplace. This event gives participants the opportunity to connect with agencies and contractors to form those relationships.



## What happens at a Matchmaking Event?

During the event, registered participants will have the opportunity to meet with agency representatives and prime contractors for one-on-one, in person meetings and obtain resources from Small Business support organizations.

## Are large businesses able to attend?

YES, we welcome and encourage large businesses to attend and take the opportunity to meet with potential small business teaming partners.



## How can you prepare for a Matchmaking Event?

1. Develop a strong *Capability Statement*.
2. Research who you are interested in meeting and prepare a few questions to ask during your meeting.
3. Use outside resources - SBDC, California Capital Financial Development Corporation, and SCORE are a few helpful organizations who provide no-cost or low cost services advising businesses and individuals on how to succeed in your matchmaking meetings.

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