Society of SAME American Military Engineers Sacramento Post



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 (more TBA)

- US Army Corps of Engineers, Sacramento
- California Army National Guard
- UC Davis Health - Facilities Planning & Development
- US Forest Service
- Caltrans District 3
- SMUD
- PG&E
- CA Dept. of General Services
- Lawrence Livermore National Labs
- Western Area Power Administration

Supported By

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

America's SBDC California Northern CA Network — Small Business Development Center — Sacramento Valley

SBA — U.S. Small Business Administration

SCORE

American Indian Chamber Education Fund — PTAC Procurement Technical Assistance Center

Register Now

Sponsorship Levels

Event Sponsor *$1,000*

Promotional materials on all advertising (Post website, event flyers, and at the event)
Five-minute presentation at the beginning of the event
Exhibitor Booth (optional)
Raffle off Door Prizes
Includes two complimentary registrations

`+ 2 Door Prize Donations

Networking Sponsor *$750*

Promotional materials on all advertising (Post website, event flyers, and at the event)
Special recognition at event
Table in the networking area - sponsor to provide snacks and/or tabletop icebreaker game
Includes two complimentary registrations

Lunch Sponsor *$500*

Promotional materials on all advertising (Post website, event flyers, and at the event)
Special recognition at lunch
Includes one complimentary registration

Table Sponsor *$350*

Promotional materials on all advertising (Post website, event flyers, and at the event)

Small Business Table Sponsor *$250*

Promotional materials on all advertising (Post website, event flyers, and at the event)
Only small businesses can sponsor at this level

Event Ticket Pricing

(includes buffet style lunch)

SAME Member $100
Non-SAME Member/Guest $120
Military/ Student/ Retired SAME $50

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
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.