Society of SAME American Military Engineers Sacramento Post

GOVERNMENT ENGAGEMENT DAY BY THE SAME SACRAMENTO POST

APRIL 17, 2026
9:00 AM – 1:00 PM

HYATT REGENCY SACRAMENTO
1209 L STREET, SACRAMENTO, CA 95814



PARTICIPATING MATCHMAKING AGENCIES

- USACE Sacramento
- USACE South Pacific Division
- Beale Air Force Base
- CAL Water
- California Department of General Services
- California Department of Parks & Recreation
- California Department of Social Services
- California Fire Service (Cal Fire)
- California National Guard
- California State Lands Commission
- California Water Service (Cal Water)
- Caltrans District 3
- Lawrence Livermore National Labs
- NAVFAC SW
- Sacramento County Department of Airports
- Sacramento Regional Transit
- SMUD
- USDA Forest Service

Register Today!

MATCHMAKING | EXHIBITOR BOOTHS | NETWORKING

COST & SPONSORSHIPS

COST

SAME MEMBER - $150
NON-SAME MEMBER - $175
GOVERNMENT, ACTIVE DUTY MILITARY, RETIRED SAME, YOUNG PROFESSIONALS - $50

SPONSORSHIPS

GOLD SPONSOR – LARGE BUSINESS - $1500 + 2 DOOR PRIZE DONATIONS
INCLUDES: 2 ATTENDEE REGISTRATIONS, 1 EXHIBIT SPACE, 1:1 HOST TABLE, LOGO ADVERTISED IN DIGITAL AND PRINTED PROMO MATERIALS, AND 3-MINUTE PRESENTATION

GOLD SPONSOR – SMALL BUSINESS - $1000 + 2 DOOR PRIZE DONATIONS
INCLUDES: 2 ATTENDEE REGISTRATIONS, 1 EXHIBIT SPACE, LOGO ADVERTISED IN DIGITAL AND PRINTED PROMO MATERIALS, EARLY ACCESS TO SCHEDULING MATCHMAKING APPOINTMENTS, AND 3-MINUTE PRESENTATION

EXHIBITOR SPONSOR – LARGE BUSINESS - $1000
INCLUDES: 1 ATTENDEE REGISTRATION, 1 EXHIBIT SPACE, AND LOGO ADVERTISED IN DIGITAL AND PRINTED PROMO MATERIALS.

EXHIBITOR SPONSOR – SMALL BUSINESS - $500
INCLUDES: 1 ATTENDEE REGISTRATION, 1 EXHIBIT SPACE, EARLY ACCESS TO SCHEDULING MATCHMAKING APPOINTMENTS, AND LOGO ADVERTISED IN DIGITAL AND PRINTED PROMO MATERIALS.

LUNCH SPONSOR - $750
INCLUDES: 1 ATTENDEE REGISTRATION, 1 EXHIBIT SPACE, SPECIAL RECOGNITION AT LUNCH, EARLY ACCESS TO SCHEDULING MATCHMAKING APPOINTMENTS, AND LOGO ADVERTISED IN DIGITAL AND PRINTED PROMO MATERIALS.

BREAKFAST SPONSOR - $500
INCLUDES: LOGO ADVERTISED IN DIGITAL AND PRINTED PROMO MATERIALS, SIGNAGE POSTED AT BREAKFAST TABLE

LARGE BUSINESS TABLE SPONSOR - $350
PROMOTIONAL MATERIALS ON ALL ADVERTISING- POST WEBSITE, EVENT FLYERS AND EVENT

SMALL BUSINESS TABLE SPONSOR - $250
PROMOTIONAL MATERIALS ON ALL ADVERTISING- POST WEBSITE, EVENT FLYERS AND EVENT



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?

- DEVELOP A STRONG *CAPABILITY STATEMENT*.
- RESEARCH WHO YOU ARE INTERESTED IN MEETING AND PREPARE A FEW QUESTIONS TO ASK DURING YOUR MEETING.
- 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.

