

## SPONSORS:

- **The Engineer's Club** - Founded in 1905, The Engineers Club of Baltimore draws together successful and aspiring professionals from all disciplines throughout the region to engage in business and social interaction, and to participate in its long-standing commitment to the preservation and restoration of the gracious and historic Garrett-Jacobs Mansion.
- **SMEI – Baltimore / Washington Chapter**, [www.smeibaltimore.org](http://www.smeibaltimore.org) - SMEI Baltimore/Washington is a tremendous organization for sales and marketing executives dedicated to our Five Founding Principles™: Professional Identification & Standards, Continuing Education, Sharing Knowledge, Assisting Students, Supporting Free Enterprise
- **Tompkins Builders, Inc.** – [www.tbius.com](http://www.tbius.com)
- **Skanska USA Building Inc** - [www.skanska.com](http://www.skanska.com)
- **National Financial Legacy Group**
- **impactHR** – The Right Strategic Human Resources Solution. A Partner You Can Trust. Combining strong business experience with a passion for people, we deliver HR strategies that get results. Through effective development and implementation of the right management practices, we can help maximize people performance and build value for the organization. We provide our clients with services focused around but not limited to: recruiting and selection strategies, management training, employee development, succession planning, leadership development, performance management and workplace productivity strategies. As a small business we know how important it is to make the right decision the first time. We are the trusted partner that helps with making the right decisions by providing effective people and process solutions to impact business results.
- **Wells Fargo Business Credit (WFBC)** ([www.wellsfargo.com/wfbcfactoring](http://www.wellsfargo.com/wfbcfactoring)) - Offers working capital financing for government contractors with no covenants and no maximum size limits. Works with current banking relationship.
- **ActionCOACH** – ActionCOACH provides both short-term assistance and long-term training to develop the business so that the owner, can work less, relax more, and finally enjoy business ownership. Our Business Coaches have broad and deep business experience, and are fellow business owners who have invested their time, money, and energy to make their own various business ventures successful
- **Capitol Development Design Inc.** ([www.cddi.net](http://www.cddi.net)) - Capitol Development Design, Inc. is an Asian-owned, MDOT certified, Civil Engineering Firm, headquartered in Beltsville, MD, that offers Civil Engineering, Land planning / Landscape Architecture, Park Design, Land Surveying & Heavy Construction Stakeout, Geotechnical Engineering & Materials Testing, Reprographics, and Public Multimedia Presentation services with an emphasis on sustainable, efficient, economic, environmentally green site design.
- **ExpressConnect Conferencing** ([www.expressconnectinc.com](http://www.expressconnectinc.com)) - *ExpressConnect* Conferencing makes remote meetings easy and affordable by providing teleconferencing services and Internet-based web conferencing services... specializing in conferencing that is automated and reservationless. There are no set-up fees, minimum commitments or special equipment requirements. Each call leader is set up with a toll-free dial-in number and unique access codes and only pays for the exact number of minutes used. Demos available. Economical pricing for high quality services (99.99% audited uptime). Women-owned; HUBZone-certified.
- **HIGH MOUNTAIN SIGNS, LLC** ([www.highmountainsigns.com](http://www.highmountainsigns.com))
- **The Kane Company** – For more than thirty seven years The Kane Companies have brought a passion to excel in the workplace; from office moving to modular furniture installations, from records management and document destruction, to third party logistics. We have touched the lives of thousands of the region's most influential movers and shakers and with the continued commitment of our dedicated

employees, we will remain your first choice for commercial transportation, office furnishing and records archiving needs.

- **Lord and Tucker Management Consultants, LLC (LTMC)** ([www.ltmctraining.com](http://www.ltmctraining.com))
- **MBE Source** - Communications Design
- **On3 Strategies**
- **Realinvestment**
- **Epoch Times**, <http://epochtimes.com/>, <http://e-paper.epochtimes.com/index.html>  
- largest free Chinese-language newspaper in the Washington-Baltimore metropolitan area

**Matching Session Procurement / Purchasing Representatives Confirmed** (will be updated regularly)

- **Anne Arundel County of Central Services**, [www.aacounty.org](http://www.aacounty.org)
  - Seeking appointments with minority-owned and women-owned businesses
  - Seeking appointments with Companies in Printing, Tires, Auto Repairs, Chemicals, Incontinent Supplies, Computer Training
- **Department of Homeland Security, Immigration U Custom Enforcement (DHS)**, [www.dhs.gov](http://www.dhs.gov)
  - Small business goal – 30% (at 42.44% as of 6/13/08)
  - 8(a) / SDB goal – 8% (at 15.59% as of 6/13/08)
  - Women-owned goal – 5% (at 8.43% as of 6/13/08)
  - Service-disabled Veteran-owned goal – 3% (3.00% as of 6/13/08)
  - HUBZone-certified goal – 3% (1.92% as of 6/13/08)
  - Seeking security guard services; law enforcement services, administrative support services, management organizational / business improvement services, interpreter services.
  - Immigration & Custom Enforcement is currently meeting all every socioeconomic goal except HUBZone and SDVO small businesses, so if you fall into either of those categories, you should plan to talk meet with them during this fair.
- **Department of Veterans Affairs**, [www.va.gov/osdbu](http://www.va.gov/osdbu)
  - Spending goals: 28.7% with small businesses; 5% with minority-owned / small disadvantaged businesses; 10% with Veteran-owned businesses; 7% with Service-disabled Veteran-owned businesses; 3% with HUBZone-certified businesses
  - Seeking appointments with Companies in Construction, Medical Supplies / Equipment / Services, Office Supplies / Equipment, Ground Maintenance, IT Services
- **Imerys**, [www.imerys.com](http://www.imerys.com)
  - Seeking providers in the areas of temp employment agencies, cleaning products and services, lubrication
  - Generally would like to learn more about other suppliers who offer diverse options to what might already be known to us.
- **Kane Office Movers**, [www.kanecompany.com](http://www.kanecompany.com)
  - Seeking appointments with minority-owned / certified, women-owned / certified and Veteran-owned / certified businesses
- **M&T Bank – Corporate Purchasing**, [www.mtb.com](http://www.mtb.com)
  - Would like to meet with all types of companies interested in participating directly in competitive bids or serving as supplier through the M&T Tier 1 vendor network.
- **Maryland Procurement Technical Assistance Program**, [www.mdptap.umd.edu](http://www.mdptap.umd.edu)
  - Would like to talk to businesses about their specific marketing materials, capability statements, teaming agreements and prime & sub contracting opportunities.
- **Skanska USA**, [www.skanska.com](http://www.skanska.com), **Preconstruction Director**
- **Skanska USA**, [www.skanska.com](http://www.skanska.com), **Compliance Officer**

- **Skanska USA**, [www.skanska.com](http://www.skanska.com), **Contracts Administrator**
  - All the above Skanska reps are especially interested in meeting with construction industry contractors, such as providers of sitework, concrete, masonry, metals, wood / plastics, roofing / thermal / moisture protection, doors & windows, finishes, equipment, furnishings, conveying systems, mechanical, plumbing, electrical, special construction, specialty trades.
- **Social Security Administration**, [www.ssa.gov/oag/osdbu](http://www.ssa.gov/oag/osdbu)
  - Spending goals: 36% with small businesses; 5% with women-owned businesses; 3% with HUBZone-certified businesses
- **Tompkins Builders, Inc.**, <http://www.tbius.com/>
  - Would like to speak to all trades used in commercial construction.
  - Due to government projects, they have spending goals in all small and diversity business categories. % participation varies by government project.
- **Towson University**, [www.towson.edu](http://www.towson.edu)
  - Goal to do 10% of spending with businesses that are part of the State of Maryland Small Business Reserve Program
  - Goal to do 25% of spending with MBE/WBE/VET businesses, as mandated by the State of Maryland
- **U.S. Small Business Administration – Baltimore District**, [www.sba.gov](http://www.sba.gov)
  - Looking to discuss the SBA Patriot Express Loan Program and SBA's certification programs
- **Wells Fargo Business Credit**, [www.wellsfargo.com/wfbcfactoring](http://www.wellsfargo.com/wfbcfactoring)
  - Wants to meet with government contractors seeking working capital financing.

#### **Other Confirmed Matchmakers**

- BGE
- MD DBED, Maryland Department of Business and Economic Development
- MTA, Maryland Transportation Authority
- IWCF, Insured Workers' Compensation Fund
- KCI Technologies

#### **Invited Matchmakers (not confirmed)**

- AAI Corporation
- Baltimore County Office of Purchasing
- The Centech Group
- Banks Construction
- Clark Construction
- Computer Sciences Corporation
- DOD
- DHHS/CMS
- Department of Navy
- Fannie Mae
- Forest City Science & Technology Group
- GSA
- Hensel-Phelps
- L3 Communications
- MD DLLR, Maryland Department of Labor Licensing and Regulation
- MD DHCH, Maryland Department of Housing and Community Development
- McCormick
- Microsoft
- Morgan State University
- National Security Agency (NSA)
- Nextel
- Smithsonian
- U.S. Department of Agriculture (USDA)
- WMATA

**Marketing Partners:**

- Anne Arundel County Office of Central Services
- Baltimore City Chamber of Commerce
- BNI, Business Networking International
- BON, Business Opportunity Networking
- GBBCC, Greater Baltimore Black Chamber of Commerce, [www.GBBCC.biz](http://www.GBBCC.biz)
- Hispanic Business Foundation of Maryland
- Hispanic Chamber of Commerce of Montgomery County
- HCEDA, Howard County Economical Development Authority
- Governor's Office on Asian Pacific American Affairs
- KEM Artifex
- Maryland Chamber of Commerce
- Mojo Web Solutions
- MyCity4Her
- NAWBO, National Association of Women Business Owners
- Sandler Training, Timonium
- SBA Baltimore District Office
- SBRC, Small Business Resource Center
- TargetGOV
- Veterans Enterprise Training and Services Group
- VETS Group
- West County Chamber