

Matchmaking Workshop

Agenda

Wednesday, February 23, 2011
West Piedmont Business Development Center

- 8:00 am to 8:30 am **Registration and Networking, Continental Breakfast**
Room 307
- 8:30 am to 8:35 am **Welcome & Overview of Activities**
Lisa Fultz, Martinsville-Henry County Economic Development Corporation
Room 307
- 8:35 am to 9:35 am **Partnership Development and Tips for Success: Government Contracting and Beyond**
Nancy Bradshaw, Triangle Electric Corporation
Barry Cromuel, Peac Consulting
Prime Contractor
James Williams, U.S. Small Business Administration , Moderator
Room 307
- 9:35 am to 10:50 am **Speed Networking**
Lisa Fultz, Facilitator
Room 307
- 10:50 am to 11:00 am **Break**
- 11:00 am to 12:30 pm **SWaM and eVA Overview & How to Respond to State Bids/RFP's and Quick Quotes**
Tammy Farmer, Virginia Department of Business Assistance
Room 307
- 11:00 am to 12:30 pm **Connecting to Federal & Local Markets & Federal Small Business Certifications**
Joanne Tompkins, Crater Procurement Technical Assistance Center
Amanda Witt, Martinsville-Henry County Chamber of Commerce
Karen Mays, City of Martinsville
David Moore, Henry County
J.T. Hodges, Franklin County Public Schools
Training Room 309
- 11:00 am to 12:30 pm **Networking with Buyers/Participants**
Suite 318 (back side of Room 307 and Training Room 309)
- 12:30 pm to 1:00 pm **Lunch**
HUBZone & Federal Contracts
George Jones, Small Business Transportation Resource Center
Room 307
- 1:00 pm to 3:30pm **One-on-one assistance with Tammy Farmer**
By appointment (up to 30 minutes)
Board Room 315



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