



# 2024 MID-ATLANTIC SMALL BUSINESS OUTREACH + INDUSTRY DAY FEBRUARY 26-28

## VIRGINIA BEACH CONVENTION CENTER

### DRAFT AGENDA

#### MONDAY, FEBRUARY 26, 2024

12:00 – 2:00	Exhibit Setup
2:00 – 5:00	Registration
5:00 – 7:00	Welcome Reception

#### TUESDAY, FEBRUARY 27, 2024

7:00 – 7:45	Continental Breakfast/Networking
8:00 – 8:15	Welcoming Remarks <i>Captain Gordon Meek III, PE, PMP</i> <i>SAME Hampton Roads Post President</i> Keynote Speaker <i>Rear Admiral Maria "Lore" Aguayo</i>
8:15 – 10:15	Naval Facilities Engineering Systems Command Industry Day
10:15 – 10:30	Break
10:30 – 12:00	Matchmaking/Networking
12:00 – 1:15	Networking Lunch
1:30 – 3:00	Agency Briefings
3:15 – 4:00	<b>Breakout Session</b> Is Your Company a Compliant Federal Contractor
4:00 – 4:45	<b>Breakout Session</b> Proposal and Business Development Strategy Support
5:30 – 7:00	President's Reception hosted by <i>Captain Gordon Meek III, PE, PMP</i> <i>SAME Hampton Roads Post President</i> <b>*A Platinum Sponsor Event</b>

#### WEDNESDAY, FEBRUARY 28, 2024

7:30 – 8:00	Continental Breakfast/Networking
8:00 – 8:15	Welcoming Remarks
8:15 – 10:45	US Army Corps of Engineers Industry Day
10:45 – 11:00	Break
11:00 – 12:00	Matchmaking/Networking
12:00 – 1:00	Networking Lunch
1:15 – 2:30	Agency Briefings
2:45 – 3:45	<b>Breakout Session</b> Engineers in Entrepreneurship
3:45 – 4:30	<b>Breakout Session</b> Project Labor Agreements (PLAs) USACE Norfolk

#### MATCHMAKING SESSIONS

The opportunity to engage in individual sessions with government agencies and large businesses. These brief, 10-minute encounters, resembling speed dating, offer both parties the opportunity to familiarize themselves with each other by exchanging information about upcoming opportunities, needs, and capabilities.

February 27th	10:30 – 12:00	Ballroom 1
February 27th	3:15 – 5:00	Ballroom 1
February 28th	11:00 – 12:00	Ballroom 1