

Frequently Asked Questions

Dynamic Networking for Small Business

A Federal and Prime Contracting Event

April 2, 2014 Fairmont, WV

Q. I may be interested in attending this seminar, but the Save the Date announcement did not give much information. Is it to learn more about attaining government contracts?

A. Yes. This event is to help small businesses learn about how to do business with the federal government. Many different workshops are planned, and the agenda is forthcoming soon.

Q. Will some of the contracts presented be in West Virginia?

A. Many of the contract opportunities will be for performing in West Virginia, Pennsylvania, Ohio and other states. The focus of this event is to promote federal government contracting opportunities, which encompass the United States. Representatives from various federal agencies will be in attendance and can answer many of your questions.

Q. I have never had a federal government contract. As a small business, would this event be worth my while?

A. It could very well be worth your while. We advise small businesses to learn as much as they can about the federal procurement process in order to make an informed strategic decision as to whether or not they want to pursue this avenue. A great deal of information will be available to help small businesses make decisions.

Q. Will I, as a small business, be able to present my capabilities to some of the agencies attending?

A. Yes. There will be a three hour speed networking/matchmaking component to the event. This is where you can present your capabilities to agencies and prime contractors.

Q. What is a prime contractor?

A. A prime contractor has a contract with the federal government. Federal contracting rules require Large Prime contractors to follow a subcontracting plan which spells out the amount of work that needs to be subcontracted with small business firms. These large “primes” are looking for subcontractors, which is another avenue for expanding your business.

Q. Should I bring marketing materials for my company?

A. Absolutely. This is a great opportunity to market your capability to buying activities/agencies. We also recommend you have your elevator speech ready; that is what you would say to a potential customer about your business in a matter of a few minutes – the time it would take to go a few floors in an elevator.

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Q. What is on the agenda?

A. The agenda has not been finalized. We will send one to all pre-registrants as soon as it is completed.

Q. Is there free parking?

A. Yes. Just follow the signs.

Q. Do I have to register to attend? Can more than one person come from my business?

A. Yes. Registration is done on-line thru the event website. Please pre-register all those planning to attend (name, business name, address, phone number, e-mail address and website if available). Space is limited so if there is a cancellation, please notify us as soon as possible so that someone else may have your spot. **There is no registration fee or cost.**

Q. Will there be refreshments and lunch?

A. Yes.

Q. Is wireless internet capabilities available at this site?

A. Yes.

Q. How will I know I am registered?

A. Registration is online. You will immediately receive an email confirmation. Additionally, we will be sending an agenda sometime in March to everyone that is registered.

Q. How do I get there?

A. To the I-79 Technology Park Research Center, 1000 Galliher Drive, Fairmont, WV 26554, follow the these directions:

From Clarksburg:

- Take I-79 North.
- Take Exit 132 (South Fairmont)
- Make a Left turn at the stoplight onto Route 250
- Turn Left onto NASA Boulevard at the next light (in front of Dan Cava Toyota)
- Turn Right onto Galliher Drive and take immediate Right to driveway leading to parking garage (bear Left at the "Y")
- Visitor parking is available on East side ground floor level (**P1**) before the access gate
- Take elevator to the Plaza level (***P**) to main entrance
- Exit through the parking garage to the Right at the opposite side (West end)

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From Morgantown:

- Take I-79 South.
- Take Exit 132 (South Fairmont)
- Make a Left turn at the stoplight onto Route 250 South
- Turn Right onto NASA Boulevard at the next light (in front of Dan Cava Toyota)
- Turn Right onto Galliher Drive and take immediate Right to driveway leading to parking garage (bear Left at the “Y”)
- Visitor parking is available on East side ground floor level (**P1**) before the access gate
- Take elevator to the Plaza level (***P**) to main entrance
- Exit through the parking garage to the Right at the opposite side (West end)

Q. What about lodging?

A. The Marion County Convention and Visitor’s Bureau maintains a list of local lodging options. Go online to www.marioncvb.com or call 304-368-1123.

Q. In addition to SBA and Army Corps of Engineers, will other Federal Agencies be attending?

A. Yes. An open invitation has been sent to all government agencies in the area.

Q. Will this event appeal to small businesses only?

A. It is designed to assist small businesses in their marketing efforts; however, prime contractors who are trying to locate small business partners should also attend.