

Building Strong©

**Q. I may be interested in attending this networking event on May 25, 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. In addition to the workshops, there also is networking with Prime contractors and government agencies.

**Q. Will some of the contracts presented be in Pennsylvania and the surrounding areas?**

A. Many of the contract opportunities will be for performing in Pennsylvania, West Virginia, Ohio, New York, and other surrounding states. Those presented vary based on the federal agencies in attendance and the geographic area of coverage. 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 five hour networking component to the event. This is where you can present your capabilities to agencies and prime contractors.

**Q. What is a prime contractor?**

A. Definitions vary. For the purposes of DYNET, we define a **prime contractor** as a company that is classified as a large business, having a contract(s) with the federal government, and who is looking for subcontracting teaming partners. 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. Think “General Dynamics” “Lockheed Martin” “Tetra Tech” and large firms such as those. These large “primes” are looking for subcontractors which is another avenue for expanding your business. “Prime Contractor” does **not** necessarily mean that a company self-performs the majority of its own contracts.

**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. *Caution: Do not lead with your business size….lead with your best foot forward – what do you do best?*

**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. No there is not. However, there are numerous parking garages withing walking distance that you can park at for a fee.

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

A. Yes. **There is no registration fee or cost.** Registration is done on-line thru the event website ([www.dynetworking.com](http://www.dynetworking.com) ). 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 we ask that you limit the number of people to those who can best market your firm. If you need to cancel or change a registrant, please notify us as soon as possible so that someone else may have your spot.

**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. In addition to SBA, the Army Corps of Engineers, and the Federal Bureau of Investigation, will other Federal Agencies be attending?**

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

**Q. Will this event appeal to small businesses only?**

A. It is designed to assist small businesses in their marketing efforts; however, large prime contractors who are trying to locate small business partners should also attend. There is something for everyone at Dynet.

**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 (south of event – driving northward):**

* 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)

**From Morgantown (north of event – heading southbound):**

* 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? Is there a room block at a local hotel?**

**A.** There is no room block established for this event. Attendees traveling to Fairmont can make their own arrangements following their company/agency policies. The Marion County Convention and Visitor’s Bureau maintains a list of local lodging options. Go online to [www.marioncvb.com](http://www.marioncvb.com) or call 304-368-1123.