



SAME Huntington Post
P.O. Box 823
Huntington, WV 25712-0823

March 14, 2016

The SAME Huntington Post will hold its third annual **Small Business Conference** Tuesday and Wednesday, May 10-11th, in downtown Huntington, West Virginia. Highlights include:

- Networking Opportunities
- Meet the USACE Huntington Commander
- Attend Technical Workshops
- Participate in One-on-One Matchmaking
- Hear from the USACE Centers of Expertise
- Ask the Experts
- Learn Marketing and Proposal Strategies

Activities will begin on Tuesday, May 10th with our monthly Post meeting held on the 3rd Floor of the Cabell County Library – 455 9th Street. That same evening, a networking icebreaker will be held in the city's historic Heritage Station Plaza – 210 11th Street. SAME Post President, Corey Weaver, will welcome us at 5:15 PM. The USACE Huntington Commander, COL Philip Secrist, will join us as will other Huntington Corps officials. Beverages and light hors d'oeuvres will be provided and included in the \$50 registration fee that covers both events. Feel free to make your own dinner plans and learn what downtown Huntington has to offer.

The business agenda will begin Wednesday, May 11th at 7:00 AM, at Marshall University's Memorial Student Center – 5th Avenue and John Marshall Drive. Display tables in the lobby area are available for purchase at \$150, which includes one registration. Display tables are limited to tabletop/bannerstand displays. Sponsorships are also available, details attached.

Registration is open through April 22nd but space is limited. You won't want to miss this event – affording you the opportunity to network, listen and learn – all in one friendly, convenient location.

Sincerely,

The 2016 SBC Planning Committee
SAME Huntington Post

Huntington Small Business Conference

Marshall University, Memorial Student Center

Wednesday, May 11, 2016

7:00 - 8:00 am	SAME Huntington Post Welcome by Corey Weaver, President Exhibit Setup, Continental Breakfast & Casual Networking		Don Morris Room Second Floor	 <p>One-on-One Matchmaking at Display Tables in Don Morris Room</p> 
8:00 - 9:00 am	USACE Huntington Overview by COL Secrist Commander & Project Update by Mr. Joe Savage, DPM		Don Morris Room Second Floor	
9:00 - 9:15 am	Networking Break		Don Morris Room Second Floor	
9:15 - 10:15 am	Panel Discussion with Q&A Session: The USACE Huntington Dam Safety Center of Expertise, Navigation Center of Expertise, and Planning Branch, will discuss their missions, challenges & future initiatives		Don Morris Room Second Floor	
10:15 - 10:45 am	Networking Break		Don Morris Room Second Floor	
10:45 - 11:45 am	TBD	Small Business Administration	2W37 Second Floor	
	Projects and Contractor Partnering Opportunities in the Foreseeable Future	Justin Carlson, Planning Center of Expertise, Inland Navigation, USACE Huntington District	2W22 Second Floor	
	Large Business Open Forum	TBD	Shawkey 2E28 Second Floor	
11:45 - 1:00 pm	Catered Lunch & Casual Networking		John Marshall Dining Room Second Floor	
1:00 - 2:15 pm	Corps Open Forum: USACE Huntington Subject Matter Experts in Engineering, Construction, Operations & Maintenance, Safety, Contracting & Others TBD		Don Morris Room Second Floor	
2:15 - 2:30 pm	Networking Break		Lobby	
2:30 - 3:30 pm	TBD	Regional Contracting Assistance Center (RCAC), Charleston, WV	2W37 Second Floor	
	Contracting 101: From Sources Sought to Post-Award	Ginny Morgan, CAP, Rivers Contracting Division, Huntington Branch, USACE Huntington Division	Shawkey 2E28 Second Floor	
	How to Best Represent Your Firm: Proposal Writing Tips	Shane Hall, Chief, Engineering Construction - Contract Management Section, and Stephen Spoor, Sr. Civil Engineering Technician, Dam Safety Production Center, USACE Huntington District	2W22 Second Floor	
3:30 - 4:00 pm	Dismantling of Display Tables		Don Morris Room Second Floor	



Registration Fee – \$50 per Person

Includes evening icebreaker, all-day conference, breakfast, lunch and afternoon snacks

Display Table – \$150

6-foot table provided in the Don Morris Room, includes 1 registration, limited number of power outlets available
Displays limited to tabletop/bannerstand displays (no booths)

Sponsorships Available*

Platinum Sponsor – \$1,000

Lunch sponsorship with signage in the John Marshall Dining Room
Display table and 4 registrations included

Gold Sponsor – \$500

Signage at the Opening Ceremony
Display table and 2 registrations included

Silver Sponsor – \$250

Signage at the Networking Breakfast or Break
1 registration included

***Please provide your
company logo at the time
of registration**



SAME Huntington Post Small Business Conference: May 10-11, 2016
 Registration deadline: **April 22, 2016**. Please email registration form to april.vance@stantec.com

Company Name: _____

Address: _____

Point of Contact: _____

Telephone Number: _____ Fax Number: _____

Email Address: _____

Industry (products/services provided): _____

Small Business Designation (if applicable): _____

Please Select Method of Payment: Check Credit Card

Check: Make payable to **SAME Huntington Post** and mail to: SAME Huntington Post
 P.O. Box 823
 OR
 Huntington, WV 25712-0823

Credit Card: Card Number: _____

Expiration: _____ Security Code: _____ Billing Zip Code: _____

	Amount	Quantity	Total Cost
Platinum Sponsor	\$1,000.00		
Gold Sponsor	\$500.00		
Silver Sponsor	\$250.00		
Display Table	\$150.00		
Registration	\$50.00		
TOTAL			

List of Registrants:

Check if Attending Icebreaker:

1. _____

2. _____

3. _____

4. _____

5. _____

The following hotels have rooms held for Tuesday and Wednesday (May 10 & 11) for your convenience under S.A.M.E. Annual Huntington Small Business Conference, if reservations are made by the date indicated for each:

Comfort Inn, Barboursville Mall Area - Phone 304-733-2122

http://www.comfortinn.com/hotel-barboursville-west_virginia-WV020

Offers up to 25 non-smoking double queen bed rooms for \$99.99/night; reservations must be made by **April 24**.

Hampton Inn & Suites, Barboursville Mall Area, 1 Cracker Barrel Drive, Barboursville, WV (mall area) – Phone 855-238-1591

<http://www.hotels.com/ho139494/hampton-inn-huntington-barboursville-barboursville-united-states/>

Offers up to 15 rooms at \$119/night; reservations must be made by **May 1**.

Holiday Inn & Suites, Barboursville Mall Area – Phone 304-733-3338

www.hibarboursville.com

Offers up to 10 rooms at \$89/night; must reserve by **April 26**.

Holiday Inn & Suites, Downtown Huntington, 3rd Avenue and 8th Street across from the civic arena – Phone 304-523-8880

<http://www.ihg.com/holidayinn/hotels/us/en/huntington/htsca/hoteldetail>

Offers up to 15 rooms at \$89/night; must reserve by **April 26**.

Hampton Inn Huntington and **Marriott Towne Place Suites** – University Area (Hal Greer Exit, Interstate 64), Huntington – Phone 304-523-8001 (Hampton) or 304-525-4877 (Marriott)

For Hampton Inn: <http://hamptoninn3.hilton.com/en/hotels/west-virginia/hampton-inn-huntington-university-area-HTSHUHX/index.html>

For Marriott Towne Place: <http://www.marriott.com/hotels/travel/htsts-towneplace-suites-huntington/>

These are sister properties that are offering up to 15 rooms each at \$119/night; reservations must be made by **May 1**.