

2016 SAME Small Business Conference

November 16-18, 2016

Cobb Galleria • Atlanta, Ga.

Build relationships with the more than 2,000 attendees expected at the 2016 SAME Small Business Conference—the premier venue for small businesses looking to grow their presence in the federal A/E/C marketplace; for large businesses to engage with potential teaming and subcontracting partners; and for government agencies to connect with small businesses that can help them complete their missions.

**The Small Business Conference is growing.
You need to be a part of it!**

Register today at www.same.org/sbc!

A Return on Your Investment

The 2016 SAME Small Business Conference is being developed with input from the U.S. Army Corps of Engineers and the Department of Veterans Affairs along with other stakeholders and partners to ensure that this conference delivers maximum **value** to attendees across industry and throughout the **federal** government.

See you in Atlanta!

SAME

Schedule-at-a-Glance

Pre-Conference Events

▶ Tuesday, Nov. 15

8:00 a.m.–5:00 p.m.	Government Agency Meetings
9:00 a.m.–5:00 p.m.	Registration Open
9:00 a.m.–5:00 p.m.	Exhibitor Set-up
10:00 a.m.–5:00 p.m.	SAME Board of Direction Meeting
12:30 p.m.–5:00 p.m.	Government Training Sessions

▶ Wednesday, Nov. 16

8:00 a.m.–8:00 p.m.	Registration Open
8:00 a.m.–11:00 a.m.	Exhibitor Set-up
9:00 a.m.–10:30 a.m.	Small Business Council Meeting
11:30 a.m.–1:00 p.m.	Opening Plenary Session & Luncheon: Michael Jackson and Senior Government Engineering Leaders
1:20 p.m.–5:50 p.m.	Government Agency Mega-Sessions
1:20 p.m.–5:50 p.m.	Education Sessions
1:20 p.m.–8:00 p.m.	Exhibit Hall Open
6:00 p.m.–8:00 p.m.	Opening Reception in Exhibit Hall

▶ Thursday, Nov. 17

7:00 a.m.–6:30 p.m.	Registration Open
7:30 a.m.–8:30 a.m.	Continental Breakfast
8:30 a.m.–9:45 a.m.	Plenary Session: Michael Jackson and Small Business Administration Leader
10:30 a.m.–11:30 a.m.	Business Opportunity Briefings
10:30 a.m.–11:30 a.m.	Education Sessions
10:30 a.m.–5:00 p.m.	Matched Networking Tables
10:30 a.m.–6:30 p.m.	Exhibit Hall Open
11:30 a.m.–1:00 p.m.	Lunch in Exhibit Hall
1:00 p.m.–5:00 p.m.	Business Opportunity Briefings
1:00 p.m.–5:00 p.m.	Education Sessions
5:00 p.m.–6:30 p.m.	Networking Reception in Exhibit Hall

▶ Friday, Nov. 18

7:30 a.m.–12:30 p.m.	Registration Open
8:00 a.m.–8:30 a.m.	Continental Breakfast
8:30 a.m.–12:00 p.m.	Exhibit Hall Open
8:30 a.m.–12:30 p.m.	Business Opportunity Briefings
8:30 a.m.–12:30 p.m.	Education Sessions
8:30 a.m.–12:30 p.m.	Matched Networking Tables
12:45 p.m.–2:30 p.m.	SAME Small Business Awards Presentations & Closing
12:45 p.m.–2:30 p.m.	Keynote Luncheon: Lt. Gen. Rick Lynch, USA (Ret.)
12:45 p.m.–5:00 p.m.	Exhibit Hall Breakdown

NOTE: Schedule subject to change.

Featured Speakers



Michael Jackson
Global Business Advisor

Global business advisor Michael Jackson has consistently and successfully predicted and detailed changing market performances, trends and consumer behavior for companies, industries and markets around the world—and all while motivating his business audiences to perform to a better personal standard. Known as “The Other” Michael Jackson, he will connect with attendees in a personalized way and deliver insights on the topic of change in a business context.



Lt. Gen. Rick Lynch, USA (Ret.)
Renowned Leadership Expert

From company command, to helping lead “The Surge” in Iraq, to serving as head of all U.S. Army installations, Lt. Gen. Rick Lynch, USA (Ret.), steadily climbed his way up. He will share with attendees the key leadership principles he has come to embrace in his 34 years as a soldier and a leader—from focusing on opportunities, not obstacles; to being demanding, not demeaning; and remembering to always celebrate diversity, achieve a work-life balance, and have fun.

#SAMESBC



Opening Plenary Session & Luncheon
Thursday, 11:00 a.m.–1:00 p.m.

Global business advisor Michael Jackson will deliver insights on change in a business context, then lead a plenary discussion with senior military and government engineering leaders from the U.S. Army Corps of Engineers, Naval Facilities Engineering Command, Air Force Civil Engineering, and Department of Veterans Affairs. Learn about the important role small businesses play in helping these federal agencies achieve their missions.



Opening Reception in Exhibit Hall
Wednesday 6:00 p.m.–8:00 p.m.

Make connections and start to forge lasting relationships with the more than 2,000 professionals from government and industry expected to attend the 2016 SAME Small Business Conference. Ensure a productive and valuable week in Atlanta by building your network on day one!



Government Agency Mega-Sessions
Wednesday, 1:20 p.m.–5:50 p.m.

Hear directly from senior military and federal government leaders, including small business and acquisition decision-makers, about how their agencies are performing in meeting their small business program goals, gain insight into future strategies and trends, and discover potential opportunities for your business to support their respective needs.

- U.S. Army Corps of Engineers: 1:20 p.m.–2:20 p.m.
- Naval Facilities Engineering Command: 2:40 p.m.–3:30 p.m.
- Air Force Civil Engineering: 3:50 p.m.–4:40 p.m.
- Department of Veterans Affairs: 5:00 p.m.–5:50 p.m.



Exhibit Hall featuring the Small Business Passport and Innovative Product Theater

Wednesday 1:20 p.m.–8:00 p.m.; Thursday 10:30 a.m.–6:30 p.m.; Friday 8:30 a.m.–12:30 p.m.

With more than 250 exhibitors, featuring large and small businesses, government agencies and professional organizations, the 2016 Small Business Conference Exhibit Hall will provide unparalleled opportunities to build your business and grow your career. Take a tour with the Small Business Passport and meet with participating small businesses to get your passport stamped and be entered into a prize drawing! Get a front-row seat to learn about some of the newest, most innovative technologies in the A/E/C industry at the Innovative Product Theater!



Matched Networking Tables

Thursday 10:30 a.m.–5:00 p.m.; Friday 8:30 a.m.–12:30 p.m.

Individuals looking to form teaming agreements and partnerships will find the Matched Networking Tables profoundly helpful. The format focuses on matching specific large business and government agency needs with the small businesses that can fulfill them. This should allow both parties an opportunity to discuss real business opportunities and lay the foundation to develop new client-consultant relationships for small businesses.



Business Opportunity Briefings

Thursday 10:30 a.m.–11:30 a.m. / 1:00 p.m.–5:00 p.m.; Friday 8:30 a.m.–12:30 p.m.

Hear from federal acquisition and engineering leaders on how small business can support them.

Invited Agencies Include:

- U.S. Army Corps of Engineers
- Department of Veterans Affairs
- Naval Facilities Engineering Command
- Air Force Civil Engineer Center
- Department of Energy
- General Services Administration
- U.S. Public Health Service
- U.S. Coast Guard



Tailored Education Sessions

Wednesday 1:20 p.m.–5:50 p.m.; Thursday 10:30 a.m.–11:30 a.m. / 1:00 p.m.–5:00 p.m.; Friday 8:30 a.m.–12:30 p.m.

Built from a robust Call for Presentations that attracted more than 60 submissions from across government, industry, academia, and other professional organizations, the 2016 Small Business Conference will offer 22 education sessions tailored to beginner, intermediate and advanced levels of experience in the federal marketplace—from business development strategies to legal concerns, regulatory changes, contracting and acquisition matters, and more.



Plenary Session with the Small Business Administration
Thursday 8:30 a.m.–9:45 a.m.

This session will feature conference facilitator Michael Jackson moderating a plenary session with a senior leader from the Small Business Administration. Each year, this session provides attendees with invaluable updates on what's new in the federal small business marketplace. Hear about updates to small business rules and regulations and discover how the government is working to ensure small businesses have opportunities to support the nation's A/E/C needs.

Closing Keynote Luncheon and SAME Small Business Awards
Friday 12:45 p.m.–2:30 p.m.

Lt. Gen. Rick Lynch, USA (Ret.) will close out the 2016 SAME Small Business Conference with an insightful and engaging keynote address. Lynch is the author of *Adapt or Die: Leadership Principles from an American General*, in which he shares, with refreshing directness, how to gain the confidence needed to lead in our ever-changing world.

Preceding the closing keynote, SAME will honor those companies and individuals that have been unmatched champions of small businesses in the federal marketplace. Awards include the Small Business Award, the Large Business Award, the Industry Small Business Advocate Award, and the Post Small Business Liaison Officer Award.

Deadline to submit award nominations is close of business on Sept. 30, 2016. For more information, visit www.same.org/sbc.



Register today at www.same.org/sbc!