

Matchmakers*

- Avox Systems Inc.
- Canisius College
- Carleton Technologies, Inc.
- Cattaraugus County PTAC
- City of Buffalo
- Defense Supply Center – Columbus
- Department of Veterans Affairs
- Dresser-Rand
- Ecology & Environment, Inc.
- Energy East Corporation
- Erie County Division of Purchase
- General Dynamics Advanced Information Systems (AIS)
- Harris Corporation/RF Communications
- HSBC Bank USA
- ITT Space Systems Division
- KAPL, Inc.
- Key Bank
- MOOG Inc.
- National Fuel Gas
- NYS Department of Transportation – Purchasing Unit
- NYS Empire State Development Corporation
- Niagara Frontier Transportation Authority
- Northland Associates, Inc.
- Ortho-Clinical Diagnostics/a Division of Johnson & Johnson
- PCB Piezotronics
- Peace Bridge Authority
- Pioneer Credit Recovery, Inc.
- Praxair, Inc.
- Rochester Institute of Technology
- Rochester PTAC
- Seneca Gaming Corporation
- SUNY College at Brockport
- Truck-Lite Company Inc.
- Ultra Life Batteries
- University at Rochester
- US Air Force – 914th/LGC
- US Army Contracting Agency – Fort Drum
- US Army Corps of Engineers
- US Department of Transportation
- US Small Business Administration
- Women's Business Center
- Xerox Corporation

* Prime Contractors and other large organizations who participated in 2008.

Step Inside the SBA Business Matchmaker and Expo!

The U.S. Small Business Administration, SCORE, and Business First invite you to participate in the 4th Annual Western New York Spring Matchmaker on Wednesday, May 6, 2009. This full-day event promises to be a stimulating day of learning, discussion, and networking.



Questions about the Matchmaker or Luncheon?

Phone: 716-551-4301

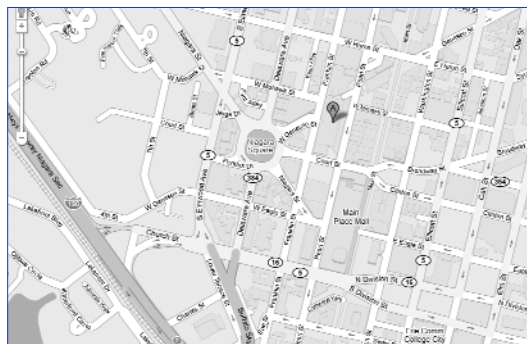
Fax: 716-551-4418

Email: laura.mccabe@sba.gov or kelly.lotempio@sba.gov

Questions about the Expo?

Phone: 716-541-1622

Email: Shelley Rohauer at srohauer@bizjournals.com



Map image ©2009 Google Maps

LOCATION MAP

Buffalo Convention Center
153 Franklin Street Buffalo, New York 14202
(716) 855-5555

PARKING: Paid parking is available at the Robert D. Fernbach Parking Ramp (corner of Franklin & Niagara)

ACCOMMODATIONS: Downtown Buffalo Hotels

Hyatt Regency	(716) 856-1234
The Comfort Suites	(716) 854-5500
Hampton Inn & Suites	(716) 855-2223
Adams Mark Hotel	(716) 845-5100

4th Annual

2009 Small Business Matchmaker AWARDS LUNCHEON EXPOSITION



Wednesday, May 6, 2009

7:00 a.m. – 3:00 p.m.

(Matchmaking starts at 8:00 a.m.)

Buffalo Convention Center
153 Franklin Street ■ Buffalo, NY

BUFFALO BUSINESS FIRST
WESTERN NEW YORK'S BUSINESS NEWSPAPER



SBA Matchmaker & Expo 4 Events in ONE DAY

MATCHMAKER Your opportunity to meet with buyers from federal, state, and local government agencies and national businesses. Government agencies, national businesses, and prime contractors are looking for qualified, quality firms to buy the products and services they need to fulfill government procurements.



SMALL BUSINESS WEEK AWARDS LUNCHEON

The SBA Buffalo District Small Business Week will be celebrated at a luncheon supported by the SBA, SCORE Buffalo Niagara, Business First, area banks, Chambers of Commerce, and Economic Development Agencies on May 6 from 12:30 p.m. – 2 p.m.



EXPOSITION A thriving exhibition where small businesses can reach potential customers and business professionals eager to do business with you. An exposition

that attracts high profile decision makers.

FREE WORKSHOPS

Free learning workshops and small business discussions will be presented throughout the day. Seminar topics covered will be: Selling to the Government and Guerrilla Marketing.



"SBA's participation in this Co-Sponsorship is not an endorsement of views, opinions, products, or services of any Cosponsor or other person or entity." "All SBA programs or cosponsored programs are extended to the public on a nondiscriminatory basis." "Reasonable arrangements for persons with disabilities will be made, if requested at least 2 weeks in advance. Contact SBA, 540 Niagara Center, 130 S. Elmwood Avenue, Buffalo, NY 14202, (716) 551-4301."

Schedule of Events

- 7:00 a.m.** Registration & Continental Breakfast
(Doors open for small businesses to check-in to the conference and sign up for their 10-minute appointment slots at national businesses and government agency tables)
- 7:50 a.m.** A welcome and rules of the day will be presented
- 8:00 a.m. – 12:15 p.m.** Individual matchmaking sessions
- 9:00 a.m. – 11:15 p.m.** FREE Workshops & Panel Discussions
- 12:30 p.m. – 2:00 p.m.** SBA Small Business Week Awards Luncheon
- 2:00 p.m. – 3:00 p.m.** Exposition & Networking
(Complimentary dessert & coffee)

Central Contractor Registration

Central Contractor Registration (CCR) is the primary registrant database for the U.S. Federal Government. CCR collects, validates, stores, and disseminates data in support of agency acquisition missions, including Federal agency contracts.

Both current and potential federal government suppliers are required to register in CCR in order to be awarded contracts by the federal government. <http://www.ccr.gov>

All firms attending the Matchmaker are encouraged to register in CCR before May 6, 2009.

Pre-Matchmaker Training Available

Selling to the Government Trainings to prepare for the Matchmaker will take place at six sessions: 10:00 a.m. to noon on February 26, March 2, April 23 in Buffalo, March 3 and April 4 in Rochester, and March 24 in Little Valley from 2:00 to 4:00 p.m.

Register on-line for the Rochester sessions at www.RochesterPTAC.com with the Rochester Procurement Technical Assistance Center (PTAC). To register for the Buffalo and Little Valley Sessions, please call Lenora Leasure, Cattaraugus County PTAC Small Business Counselor at (716) 938-2311 or email her at LALeasure@cattco.org.

For more information call Paulette Birch, Rochester PTAC Program Manager at (585) 753-2015 or PBirch@monroecounty.gov, Joe Williams, Cattaraugus County PTAC Program Manager at (716) 938-9111 x2331 or jjwilliams@cattco.org, or Lenora Leasure, Cattaraugus County PTAC Small Business Counselor at (716) 938-2311 or LALeasure@cattco.org.

Matchmaker & Expo Registration

- Small Business fee is \$30 per person
- Prime contractors and other large business fee is \$50
- Expo participation is \$525
- Individual Luncheon tickets may be purchased for \$40 per person. Tables of 10.

Event registration and credit card payments will be accepted at buffalo.bizjournals.com.
Payment by check should be made payable to:

Business First ■ Attn: Sue Brown
465 Main Street ■ Buffalo, New York 14203

Please make reservations and payment by
Thursday, April 24, 2009.

Matchmaker appointments are first-come, first-served.

(please print)

_____ Name

_____ Phone

_____ Email

_____ Address

_____ City _____ State _____ Zip

_____ Company/Org

_____ Product/Service

_____ Small Business Registration @ \$30 = \$ _____

_____ Prime Contractors & Other
/Large Businesses @ \$50 = \$ _____

_____ Exposition Booth @ \$525 = \$ _____

_____ Luncheon Tickets only @ \$40 each = \$ _____

_____ Tables of 10 _____ # of seats = \$ _____

Total \$ _____

Questions? Please call/email Laura McCabe at laura.mccabe@sba.gov or Kelly LoTempio at Kelly.lotempio@sba.gov (716) 551-4301.