

## SOUTHERN REGIONAL BUSINESS MATCHMAKING

March 23 - 24, 2005  
 Gaylord Opryland Convention Center  
 Nashville, Tennessee

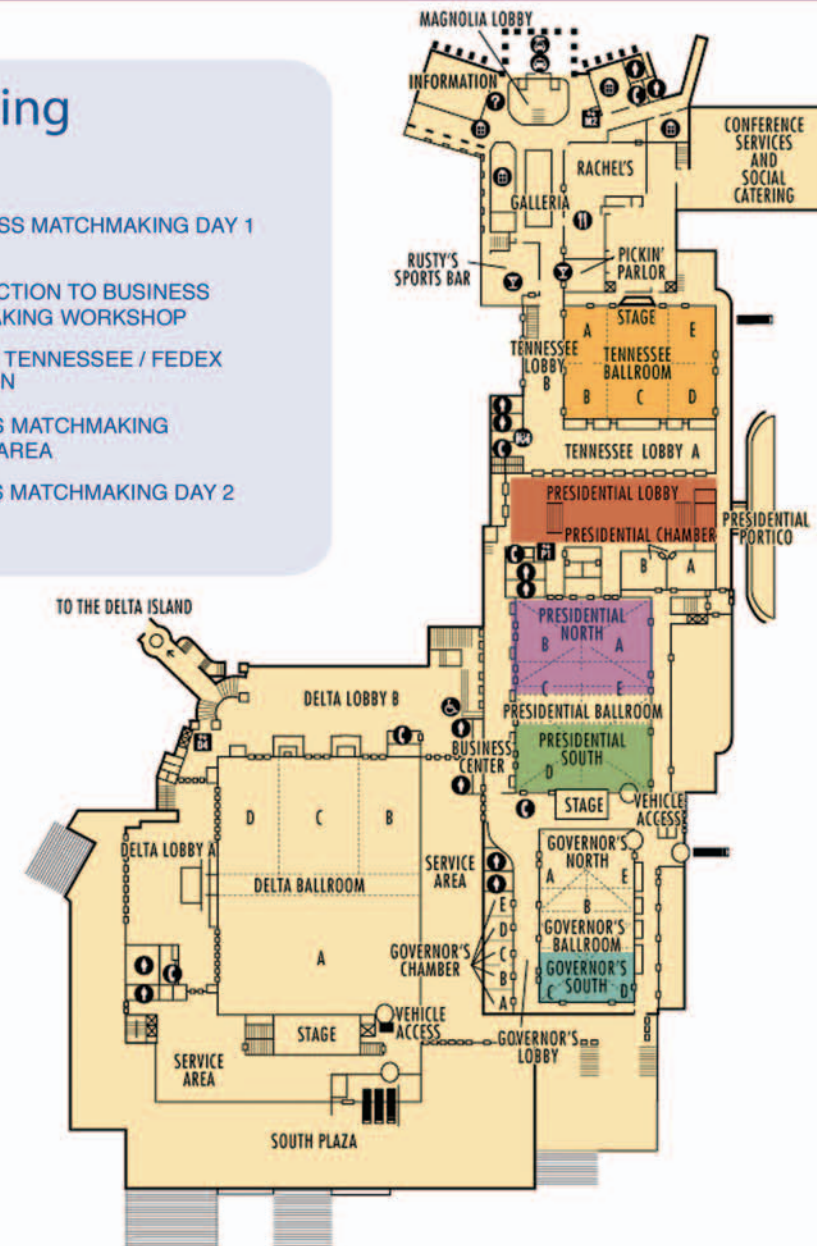


BRINGING SMALL BUSINESSES TOGETHER WITH GOVERNMENT AGENCIES AND **LARGE** CORPORATIONS FOR **BIG** OPPORTUNITIES



### Business Matchmaking MAP KEY

- TENNESSEE BALLROOM - BUSINESS MATCHMAKING DAY 1
- PRESIDENTIAL NORTH - INTRODUCTION TO BUSINESS MATCHMAKING WORKSHOP
- PRESIDENTIAL SOUTH - STATE OF TENNESSEE / FEDEX LUNCHEON
- PRESIDENTIAL LOBBY - BUSINESS MATCHMAKING SERVICE AREA
- GOVERNOR'S SOUTH - BUSINESS MATCHMAKING DAY 2



### SPECIAL THANKS:

Business Matchmaking is made possible through a public / private sector partnership between the U.S. Small Business Administration and HP. We wish to thank our National Sponsors AFLAC and American Airlines and our Regional Sponsors TVA, Federal Express, The Economic and Community Development Department of the State of Tennessee and its partner, the Governor's Office of Diversity Business Enterprise.



# TO THE BUSINESS MATCHMAKING SOUTHERN REGIONAL EVENT IN NASHVILLE TENNESSEE

## Welcome

Business Matchmaking is a partnership between the U.S. Small Business Administration and HP, matching small companies with federal, state, and local government agencies and large corporations that have actual contract opportunities for products and services offered by smaller companies. The program's goal is to stimulate jobs and growth for small business by taking advantage of opportunities that are normally relegated to distinct geographical areas such as the Washington DC Beltway or the city where a major corporation is located.

We want to extend a special thank you to our more than 125 procurement representatives from federal, city and state government agencies and major corporations and the more than 800 small business owners and managers who have joined us here in Nashville for this Southern Regional Event. We urge you to take every advantage of your face-to-face procurement meetings and business counseling offered by the SBA, SCORE and TSBDC.

*Thank you!*

**The SBA and Small Business Resource Partners**, Moderated by *Nuby Fowler, Regional Administrator SBA Region IV*

**Getting The Most Out Of Business Matchmaking**

**PANEL:**  
**W. Clint Smith**, *SBA State Director Tennessee*  
**Gregory A. Sedrick, Ph.D., P.E.**, *State Executive Director Tennessee; Small Business Development Center*  
**Jimmy Robinson**, *Executive Director; SCORE*  
**Diane Kegley**, *Producer Business Matchmaking*  
**David Loines**, *Business Matchmaking Director; SBA*

### SCHEDULE SCHEDULE SCHEDULE SCHEDULE

## WEDNESDAY, MARCH 23, 2005

**7:30 A.M. - 9:00 A.M.**

**Registered Small Business Seller Check-In in Presidential Lobby  
 Business Matchmaking Service Area in Presidential Lobby**

- Matchmaking desk for scheduling help
- HP Tech Center for web, email and scheduling access
- One-on-one counseling with SBA, SCORE, SBDC counselors
- Network with HP, American Airlines, AFLAC, FedEx, TVA, & The State of Tennessee

**9:00 A.M. - 12:00 NOON**

**Introduction to Business Matchmaking Workshop**

*Welcome, Melanie Sabelhaus, Deputy Administrator; U.S. Small Business Administration*

**Doing Business with Government Agencies**

*Moderated by Chuck Ashman, Executive Producer; Business Matchmaking*

**PANEL:**

**Dan F. Sturdivant, II**, *Assistant to the Director; Outreach Programs Department of Homeland Security; Office of Small and Disadvantaged Business Utilization*

**Sheila Simpson**, *Diversity Business Specialist; Governor's Office of Diversity Business Enterprise; State of Tennessee*

**Roxianne Bethune**, *Minority and Small Business Coordinator; City of Nashville, Tennessee*

**PANEL:**

**Dennis Taylor**, *Program Management Advisor; Diverse Supplier Development Department; FedEx*

**Amy Bunton**, *General Manager of Economic Development; Tennessee Valley Authority*

**Michael Stewart**, *Supply Chain Development Purchasing Manager; Hewlett Packard*

**Selling to Corporate America**

*Moderated by David Loines, Business Matchmaking Director; SBA*

**12:00 NOON -1:00 PM**

**Welcome to Tennessee Luncheon**

- **Vicki Yates**, *Anchor WTVF-TV Channel 5*
- **Dr. Robert Wright**, *Chairman Emeritus Dimensions International SBA Hall of Fame Member*
- **Melanie Sabelhaus**, *Deputy Administrator; U.S. Small Business Administration*
- **Dennis Taylor**, *Program Management Advisor; Diverse Supplier Development Department; FedEx*
- **The Honorable Matt Kisber**, *Commissioner of Economic and Community Development; State of Tennessee*
- **THE HONORABLE PHIL BREDESEN GOVERNOR; STATE OF TENNESSEE**
- **Mark Desmond**, *President United Way Nashville*
- **Diane Kegley**, *Producer Business Matchmaking*
- **David Loines**, *Business Matchmaking Director; SBA*

**1:00 PM-6:00 PM**

**Buyer/Seller Scheduled Face-to-Face Meetings in Tennessee Ballroom**

## THURSDAY, MARCH 24, 2005

**7:30 A.M. - 9:00 A.M.**

**Registered Small Business Seller Check-In in Presidential Lobby  
 Business Matchmaking Service Area in Presidential Lobby**

- Matchmaking Desk for scheduling help
- HP Tech Center for web, email and scheduling access
- One-on-one counseling with SBA, SCORE, SBDC counselors
- Network with HP, American Airlines, AFLAC, FedEx, TVA, & The State of Tennessee

**9:00 AM-12:00 NOON**

**Buyer/Seller Scheduled Face-to-Face Meetings in The Governor's Ballroom**

**12:00 NOON-1:00 PM**

**OPEN LUNCH**

**1:00 PM-5:00 PM**

**Buyer/Seller Scheduled Face-to-Face Meetings in The Governor's Ballroom**