



**Information Paper**  
**Business Administration Committee**  
**2012 Business Opportunity Seminar**  
**October 2012**



## **22<sup>nd</sup> Annual Business Opportunity Seminar**

- An outreach event to inform small, minority, and women-owned businesses of upcoming business opportunities with the Airports Authority
- Gaylord National Hotel and Convention Center, National Harbor, Maryland
- Thursday, November 15, 2012; 9 a.m. until 4:30 p.m.



## **PURPOSE**

To provide an opportunity for small business representatives to:

- Learn about upcoming Airports Authority business opportunities (airports, toll road and rail)
- Meet senior airport staff and introduce their companies and discuss our procurement policies
- Meet other firms interested in partnering to pursue business opportunities

## **KEY PROGRAM ELEMENTS**

- Panel Discussion (Successful LDBE/DBE firms)
- Workshop: How To Do Business With The Authority
- Networking Luncheon
- Presentation of Business Opportunities
- Exhibit Hall (Authority Departments, Prime Contractors, and Other Business Partners)

**INFORMATION PAPER FOR THE BUSINESS ADMINISTRATION  
COMMITTEE  
2012 BUSINESS OPPORTUNITY SEMINAR  
OCTOBER 2012**

**PURPOSE**

This paper is to provide information on the upcoming Metropolitan Washington Airports Authority's (Airports Authority) 2012 Business Opportunity Seminar (BOS).

**BACKGROUND**

The Airports Authority will host its 22<sup>nd</sup> Annual BOS for Local Disadvantaged Business Enterprises (LDBE), Disadvantaged Business Enterprises (DBE), and other Small, Minority and Women-Owned Businesses on Thursday, November 15, 2012, from 9:00 a.m. until 4:30p.m. at the Gaylord National Hotel and Convention Center, 201 Waterfront Street, National Harbor, Maryland, 20745.

The BOS provides an opportunity for small business representatives to: 1) learn about upcoming Airports Authority business opportunities; 2) meet senior Airports Authority staff; and 3) networking with other firms interested in partnering to pursue opportunities.

The program's opening session will include greetings and comments from Airports Authority Senior Staff and Board Members. The opening session will be followed by a panel discussion of LDBE/DBE owners who are successfully doing business with the Airports Authority. The Lunch Forum will provide an opportunity for attendees to interact with key Airports Authority representatives responsible for contracting and business opportunities in the areas of Construction/Design, Goods and Services, and Concessions. Additionally, there will be informational sessions to inform attendees about upcoming (12 to 18 months) contract opportunities for both Airports, the Dulles Toll Road and the Dulles Corridor Metrorail Project.

The featured event of the day is the Exhibit Hall, which will provide a forum for attendees to network one-on-one with Airports Authority staff and prime contractors in addition to our business partners and other regional entities.

Last year's BOS attracted more than 700 attendees. There were 50 exhibitors representing Airports Authority offices and prime contractors, area small business assistance organizations and federal, state and local agencies.

Prepared by:

Office of Business Administration  
October 2012