

## 2013 Matchmaker Participation

Affordable Care Act  
Avox Systems, Division of Zodiac Aerospace  
Buffalo & Fort Erie Public Bridge Authority  
Buffalo Halfway House Inc.  
Cannon Design  
Cattaraugus County Procurement Technical Assistance Center (PTAC)  
City of Buffalo-Division of Purchase  
Dept. of Veterans Affairs-Veterans Health Administration  
Ecology & Environment Inc.  
Erie County Division of Equal Employment Opportunity (EEO)  
Erie County Division of Purchase  
Erie County Medical Center (ECMC)  
GSA-Public Building Service  
Iberdrola USA  
ITT Exelis Inc.  
LPCiminelli  
Monroe County Finger Lakes PTAC  
Moog Inc.  
National Fuel  
New York State Office of General Services (OGS)-MWBE & Community Relations Unit  
New York State Thruway Authority  
Niagara Frontier Transportation Authority (NFTA)  
Niagara Procurement Technical Assistance Center (NPTAC)  
Northrop Grumman Amherst

Systems  
NY Army & Air National Guard  
Ortho Clinical Diagnostics/Johnson & Johnson Family of Companies  
PCB Piezotronics INC.  
People Inc.  
Pioneer Credit Recovery Inc.  
Praxair Inc.  
Purcell Construction Corp.  
Reichert Inc. Ametek  
SCORE Buffalo-Niagara  
Seneca Gaming Corp.  
Small Business Administration (SBA)  
SUNY Buffalo State  
University @ Buffalo-Procurement  
U.S. Air Force Reserves  
U.S. Army Corps of Engineers, Buffalo District  
USDA-Natural Resources Conservation Service  
U.S. Dept. of Commerce-Export Assistance Center  
U.S. DOT Small Business Transportation Resource Center  
U.S. Postal Service  
Ultralife Corp.  
University of Rochester  
Urban League of Rochester, N.Y., Inc.  
Women's Business Center, Canisius College  
Xerox Corp.

## 2013 Exhibiting Participants

360 PSG - Your Web Experts  
All Team Staffing  
Beautiful River Enterprises  
Buffalo Law Journal  
Buffalo Niagara Manufacturing Alliance  
Business First  
CentriLogic Inc.  
Complete Personnel Solutions LLC  
Computer SOS  
Digital Surveillance Solutions, Inc.  
EarthLink Business  
Erie County Industrial Development Agency (ECIDA)  
Express Employment Professionals  
FB Displays & Designs, Inc.  
First Niagara Bank, N.A.  
Hadley Exhibits Inc.  
Hale Northeastern  
KeyBank  
Lake Shore Savings Bank  
Lime Energy  
LINSTAR Inc.

McCullagh Coffee  
Medaille College - School of Adult & Graduate Education (SAGE)  
Metrodata Services, Inc.  
Minuteman Press of Downtown Buffalo  
New Horizons of Albany  
New York Business Development Corporation  
North Forest Office Space  
Panera Bread  
SCORE Buffalo Niagara Chapter  
SEFCU  
Speed Global Services  
Sunnking Electronics Recycling (Sunnking, Inc.)  
TenFold Structures LLC  
Tonawanda Castle  
Toshiba Business Solutions  
UB Center for Entrepreneurial Leadership  
Verizon Small Business



## 9th Annual

# 2014 Small Business Matchmaker AWARDS LUNCHEON EXPOSITION

Wednesday, May 7, 2014  
7:00 a.m. to 2:00 p.m.  
Matchmaking starts at 8:00 a.m.

Buffalo Niagara  
Convention Center  
153 Franklin Street, Buffalo, New York





## SBA Matchmaker & Expo 4 Events - 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 7 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 SCORE Workshop** A free learning workshop on how to do business with the Government. The workshop will be held from 9:00-10:00 a.m. and 10:15-11:15 a.m. <http://goo.gl/XIGWtH>

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, 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/government agency tables)

**7:50 a.m.**

**A welcome and rules of the day presentation**

**8:00 a.m. - 12:15 p.m.**

**Individual matchmaking sessions**

**9:00 a.m. - 10:00 a.m. &**

**10:15 a.m. - 11:15 a.m.**

**FREE Workshop**

**12:30 p.m. - 2:00 p.m.**

**SBA Small Business Week Awards Luncheon**

### Buffalo Niagara Convention Center

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

**Website:** [www.buffaloconvention.com](http://www.buffaloconvention.com)

**Parking:** Parking is available at ramps and surface lots adjacent to the convention center. Current rates apply.

**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
- **Embassy Suites** .....(716) 842-1000

## System for Award Management (SAM)

What is SAM? The System for Award Management (SAM) is combining federal procurement systems and the Catalog of Federal Domestic Assistance into one new system. This consolidation is being done in phases. The first phase of SAM includes the functionality from the following systems:

- Central Contractor Registry (CCR)
- Federal Agency Registration (Fedreg)
- Online Representations and Certifications Applications
- Excluded Parties List System (EPLS)

How will SAM benefit me? The overarching benefits of SAM include streamlined and integrated processes, elimination of data redundancies, and reduced costs while providing improved capability.

All firms attending the Matchmaker are encouraged to register in SAM before May 7, 2014.

### FREE Selling to the Government Pre-Matchmaker Training Available:

DATE	TIME & LOCATION
<b>March 5, 2014</b> 10:00 - 11:30 a.m.	<b>Webinar Session - Monroe County Finger Lakes PTAC</b> <a href="https://www3.gotomeeting.com/register/368351798">https://www3.gotomeeting.com/register/368351798</a>
<b>April 17, 2014</b> 10:00 - 11:30 a.m.	<b>Workshop - Cattaraugus County PTAC</b> Niagara Center 130 South Elmwood Ave., Rm. 423 Buffalo, NY 14202 <a href="http://cattco.eccenterdirect.com/ConferenceDetail.action?ID=164">http://cattco.eccenterdirect.com/ConferenceDetail.action?ID=164</a>
<b>April 17, 2014</b> 1:00 - 2:30 p.m.	<b>Workshop - Cattaraugus County PTAC</b> Niagara Center 130 South Elmwood Ave., Rm. 423 Buffalo, NY 14202 <a href="http://cattco.eccenterdirect.com/ConferenceDetail.action?ID=165">http://cattco.eccenterdirect.com/ConferenceDetail.action?ID=165</a>
<b>April 23, 2014</b> 9:30 - 11:00 a.m.	<b>Webinar Session - Cattaraugus County PTAC</b> <a href="https://www1.gotomeeting.com/register/893267760">https://www1.gotomeeting.com/register/893267760</a>
<b>April 23, 2014</b> 10:00 - 11:30 a.m.	<b>Webinar Session - Monroe County Finger Lakes PTAC</b> <a href="https://www3.gotomeeting.com/register/520983070">https://www3.gotomeeting.com/register/520983070</a>
<b>April 23, 2014</b> 9:00 - 10:30 a.m.	<b>Workshop - Niagara County PTAC</b> Niagara University, Academic Complex, Bisgrove Hall, Rm. 220 595 Lewiston Rd. Niagara University, NY 14109 <a href="http://niagaraptac.eccenterdirect.com/ConferenceDetail.action?ID=5216">http://niagaraptac.eccenterdirect.com/ConferenceDetail.action?ID=5216</a>
<b>April 23, 2014</b> 1:00 - 2:30 p.m.	<b>Workshop - Niagara County PTAC</b> Niagara University, Academic Complex, Bisgrove Hall, Rm. 220 595 Lewiston Rd. Niagara University, NY 14109 <a href="http://niagaraptac.eccenterdirect.com/ConferenceDetail.action?ID=5217">http://niagaraptac.eccenterdirect.com/ConferenceDetail.action?ID=5217</a>

## Registration

**Prior to May 5, 2014:**

**By credit card:**

- To register for the Matchmaker, go to:  
<http://www.bizjournals.com/buffalo/event/99471>
- \$30 Small Business (per person)
- \$50 Prime Contractors & Large Business (per table)
- To register for an Exposition booth, contact  
**Shelley Rohauer 716-541-1622**
- \$595 Exposition booth (includes 1/6 page ad in publication, one-year subscription to Business First AND company listing in event supplement) \*Sponsorships available
- To register for the Luncheon, go to:  
<http://goo.gl/Nivpd5>
- \$45 Individual Luncheon Ticket
- \$450 Tables of 10 Luncheon

**Beginning May 6, 2014:**

- Registration and payment at the door is required.

\*Lunch tickets include tax-deductible contribution to SCORE Association Chapter 45, a 501(c)(3) not-for-profit organization.

### Questions about the Matchmaker event or luncheon?

- **Phone:** 716-551-4301
- **Fax:** 716-551-4418
- **E-mail:** [laura.mccabe@sba.gov](mailto:laura.mccabe@sba.gov) or [kelly.lotempio@sba.gov](mailto:kelly.lotempio@sba.gov)

### Questions about the expo?

- **Phone:** 716-541-1622
- **E-mail:** [Shelley.Rohauer@bizjournals.com](mailto:Shelley.Rohauer@bizjournals.com)