

## **January 11**

### **Washington Building Congress (WBC) Small Business Committee Meeting**

The Small Business Committee was established to expand the WBC's visibility, enhance opportunities for small businesses, and make membership and governance more diverse. Meetings were held the first Wednesday of every month in Washington, DC.

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## **February 1**

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## **February 22 - 23**

### **10<sup>th</sup> Annual Joint SAME Northern Virginia & Washington DC Post Small Business and Government Conference**

Held in Arlington, VA, this was a two-day educational and networking conference co-hosted by Northern Virginia and Washington DC SAME (The Society of American Military Engineers) Posts. The focus of this year's event was "Building A/E/C Industry Knowledge and Developing Client Relationships for a Successful Tomorrow."

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## **March 1**

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## **March 16**

### **DHS Vendor Outreach Session**

Vendor Outreach Sessions are a series of pre-arranged 15-minute appointments with small business specialists from various components of the Department of Homeland Security (DHS) procurement offices, plus several prime contractors who currently have contracts with DHS. The sessions provided the small business community with an opportunity to discuss their capabilities and learn about potential upcoming procurements.

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## **March 28**

### **Get Certified! Workshop**

This Get Certified! Workshop provided an overview of the local small/minority business certification process. Workshops were hosted on a monthly basis in Washington, DC by our Small Business Compliance Manager, Carrie Lieberman.

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## **March 31**

### **PGCPS/The Blue Book MBE Meet and Greet Vendor Event**

Held in Landover, MD, this free event was a meet and greet between public school construction prime contractors and MBE subcontractors. Prince George's County Public Schools (PGCPS) unveiled their 2017 summer projects that require MBE participation. MBE subcontractors were invited to come and present their capability statement and references to exhibiting business representatives looking to meet MBE subcontractors in the areas of construction trades, architecture, engineering and other public-school construction services.

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## **April 2 - 4**

### **2017 Annual Leadership Conference hosted by Women Construction Owners & Executives, USA and WCOE Resource Center**

Women Construction Owners and Executives, USA hosted the 2017 Women Build America Through Effective Relationships Conference at the prestigious Willard Hotel. The Conference was an all-inclusive event, offering attendees unparalleled opportunities to meet, engage and join forces with business leaders, corporate executives, legislative and policy experts as well as Congressional and federal government officials.

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## **April 5**

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## **April 13**

### **Avoiding Common Payment Pitfalls for Subcontractors: A Primer on Federal Contracting Payment Remedies presented by the Washington Building Congress Small Business Committee**

Shoshana E. Rothman of Briglia McLaughlin, PLLC presented on the significant differences between subcontracting on federal projects compared with private projects, especially with how subcontractors are paid, protecting those payment rights, and the liabilities that remain after final payment. This seminar addressed the key contract clauses that will affect prompt payment, effective methods for pursuing payment, assessing the liabilities that remain after final payment, and providing best practices for how subcontractors can plan for those conditions. Subcontractors left this seminar with information and tools necessary to protect their payment rights and understand their contractual obligations on federal projects.

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## **April 14**

### **St. Elizabeths Community Leaders Meeting**

The prime contractors for St. Elizabeths' West and East Campuses were available to meet with during this event hosted by the General Services Administration Lead Opportunities Coordinator.

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## **April 19**

### **2017 Construction Industry Expo presented by the Building Congress & Exchange**

The entire construction industry was under one roof! The Building Congress & Exchange presented its 5<sup>th</sup> annual Construction Industry Expo at Timonium Fairgrounds in Lutherville Timonium, Maryland. Admission to the Expo was free.

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**April 19**

## **27<sup>th</sup> Annual Government Procurement Conference 2017**

The Government Procurement Conference is a national conference fostering business partnerships between the Federal Government, its prime contractors, and small, minority, service-disabled veteran-owned, veteran-owned, HUBZone, and women-owned businesses. Participating firms were given the opportunity to market their products/services to procurement representatives and small business specialists from government agencies. The conference also included educational sessions, procurement matchmaking, and a dynamic exhibitor showcase.

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**May 1 - 3**

## **2017 Federal Contractors Conference**

Construction industry leaders and their federal agency counterparts were at the AGC Federal Contractors Conference at The Mayflower Hotel in Washington, D.C., to take advantage of latest project forecasts, expert insight on upcoming regulatory hurdles and the many networking opportunities. Grunley participated in the Business-To-Business Matchmaking hosted by the National 8(a) Association in partnership with AGC on May 2 at the 2017 Federal Contractors Conference.

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**May 3**

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**May 9**

## **CMAA Women in Construction Forum**

The Baltimore and National Capital Chapters of CMAA joined together to bring Women in Construction 2017. The event provided CMAA women and invited guests an opportunity to listen and converse with Construction Management leaders in the Baltimore and Washington areas as they discuss their journeys to becoming established in the construction management industry, including their insights and concerns.

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**May 12**

## **14<sup>th</sup> Annual 2017 Spring Breakfast Meeting/Business Showcase Expo**

Hosted by the Md. Washington Minority Companies Association, this event brought together prime businesses to network and showcase their businesses opportunities among diverse business enterprises.

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**May 12**

## **St. Elizabeths Community Leaders Meeting**

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## **May 18**

### **Virginia PTAP (VPTAP) and Defense Logistics Agency (DLA) Small Business Subcontracting Training and Networking Outreach Event**

The VPTAP and a panel of subject matter experts from DoD and SBA provided training in Cyber Security in the Supply Chain, SBA program updates, use of Subnet, NAICS Codes assignments, SBIRs and nontraditional contracting, and more. The afternoon featured a Doing Business with the Defense Logistics Agency overview and matchmaking session with invited small businesses.

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## **May 25**

### **DHS Vendor Outreach Session**

Vendor Outreach Sessions are a series of pre-arranged 15-minute appointments with small business specialists from various components of the Department of Homeland Security (DHS) procurement offices, plus several prime contractors who currently have contracts with DHS. The sessions provided the small business community with an opportunity to discuss their capabilities and learn about potential upcoming procurements.

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## **May 30**

### **Get Certified! Workshop**

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## **June 7**

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## **June 9**

### **St. Elizabeths Community Leaders Meeting**

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## **June 15**

### **Washington Building Congress Small Business Meet the General Contractors**

This event was an excellent opportunity for small business members to personally meet representatives from several prominent general contractors in the regional commercial construction industry.

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## **June 21**

### **Minority Business Development Agency 2017 Procurement Connection Series**

Construction subcontractors, doing work in the Baltimore area, were given the opportunity to meet one-on-one with Grunley Construction's Small Business Compliance Manager, Carrie Lieberman.

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## **June 22**

### **DHS Vendor Outreach Session**

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## **June 27**

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## **July 14**

### **Greater Washington Hispanic Chamber of Commerce B2B Matchmaking Breakfast**

Held in Washington, DC, and hosted by the Greater Washington Hispanic Chamber of Commerce, this event was a valuable opportunity for construction industry suppliers and buyers to connect and meet face-to-face to discuss potential business opportunities.

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## **July 20**

### **DHS Vendor Outreach Session**

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## **July 25**

### **Get Certified! Workshop**

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## **August 2**

### **Washington Building Congress (WBC) Small Business Committee Meeting**

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## **August 11**

### **St. Elizabeths Community Leaders Meeting**

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## **August 17**

### **DHS Vendor Outreach Session**

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## **August 24**

### **Federal Reserve Board Vendor Outreach Fair**

Held at the Mayflower Renaissance Hotel in Washington, DC, and hosted by the Federal Reserve Board (FRB), the Vendor Outreach Fair provided participating firms an opportunity to market their projects and services to program managers and procurement representatives from federal government agencies. In addition, the fair featured educational sessions, roundtable matchmaking, networking and an energetic exhibition.

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## **September 6 - 7**

### **2017 Advancing Minorities Interest in Engineering (AMIE) Conference**

The conference featured prominent speakers and inspiring roundtable discussions to help businesses in their efforts to diversity America's work force in preparation for the challenges of the 21<sup>st</sup> Century and beyond. The Council of Engineering Deans of the Historically Black Colleges and Universities, engineering professionals, and leaders from the top corporations in the United States were brought together to promote the engineering profession among minority students and to foster an increase in the number of minority graduates in the field.

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## **September 8**

### **St. Elizabeths Community Leaders Meeting**

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## **September 20**

### **Washington Building Congress (WBC) Small Business Committee Meeting**

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## **September 26**

### **Get Certified! Workshop**

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## **September 29**

### **7<sup>th</sup> Annual DBE Summit and Networking Symposium**

The District Department of Transportation's Office of Civil Rights and the DC Division of FHWA hosted an industry-related workshops on construction, architecture, engineering and doing business with DDOT.

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## **October 4 - 5**

### **SWaMfest 2017**

Held in Newport News, VA, and hosted by the Virginia Association of State College and University Purchasing Professionals (VASCUPP), SWaMfest featured engaging workshops and networking opportunities, enabling small, women and minority-owned (SWaM) businesses to interact with representatives from VASCUPP institutions, prime contractors, corporations and other SWaM businesses.

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## **October 11**

### **MEGA Maryland Small/Minority Business Conference**

Held in Baltimore, MD, and hosted by the Society of American Military Engineers (SAME), small businesses were given the opportunity to learn about how to do business and contracting opportunities in the Federal, State and local government markets in Maryland.

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## **October 12 - 13**

### **2017 National HUBZone Conference**

The National HUBZone Conference brought together hundreds of small business contractors and dozens of federal agency and prime contractor representatives for two days filled with education and networking opportunities.

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## **October 13**

### **St. Elizabeths Community Leaders Meeting**

The prime contractors for St. Elizabeths' West and East Campuses were available to meet with during this event hosted by the General Services Administration Lead Opportunities Coordinator.

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## **October 18**

### **9<sup>th</sup> Annual Meet the Primes Meet and Greet**

Held at the fairgrounds exhibition hall in Timonium, MD, and hosted by the Baltimore County Schools, Baltimore Metropolitan Council BRCP and Washington Council of Governments, minority and small businesses were provided an opportunity to meet and greet with buyers and prime contractors doing business in the State of Maryland.

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## **October 26**

### **DHS Vendor Outreach Session**

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## **November 10**

### **St. Elizabeths Community Leaders Meeting**

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## **November 13**

### **Meet the Primes Forum – 3<sup>rd</sup> Annual Business Opportunities & Entrepreneurial Training Summit**

This forum provided opportunities for Summit participants to meet many of the prime contractors with whom the Maryland Department of Transportation, the Department of General Services, and the University System of Maryland frequently conduct business. This forum allowed the participants to connect with future subcontracting and partnering opportunities through this format.

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## **December 6**

### **St. Elizabeths Community Leaders Meeting**

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## **December 8**

### **DHS Vendor Outreach Session**

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