



General Contractor/CM/Developer Networking Pavilion

The General Contractor/CM/Developer Networking Pavilion will be open from 5:00 p.m. to 6:00 p.m. in the center of the Trade Show on Thursday, February 25, 2010 at the Indiana Convention Center's Sagamore Ballroom.

ISA's goal for 2010 is to have at least 25 General Contractor/CM/Developer firms represented in the pavilion each with more than one representative. Each firm will be stationed at a table signified by a tall stanchion with the company name listed. At 5:00 p.m. the pavilion will be open to the attendees at the Trade Show which will be announced over a loud speaker. At this time, people will be asked to file in, locate the first table they would like to visit, and begin their networking time. The goal of the time limit is to keep people moving so that one person is not monopolizing a certain owner's time.

The pavilion will be set with high-top rounds stationed around the pavilion. The pavilion will have four foot draping boarding it with an entrance at every corner.

During the ten minute rotational periods, the suggested General Contractor/CM/Developer goals to accomplish are:

- Allow for a chance to pass out information pertaining to upcoming projects and other documents that would be meaningful to a subcontractor doing work on a project
- Allow for a chance to broaden your firm's awareness of the M/WBE, design professional, owner, and subcontractor base in Indiana
- Continue developing relationships with existing construction partners
- Market your firm to the construction industry
- Being the "beginning of the construction season", this would be a perfect opportunity to inform the construction industry of any new corporate construction initiatives that have been put in place for 2009
- Allow for a chance for your firm to have project managers and upper management in attendance that make key decisions on construction projects
- Provide general feedback to specific subcontractor questions
- Provide any other creative approach your firm would like to try

The ISA's Annual GC of the Year Awards Banquet will then begin at 7:00 p.m. in the adjacent room with a reception starting at 6:00 p.m. in the foyer. All participants in the networking pavilion are encouraged to attend the Awards Banquet where the top award for Indiana GCs will be awarded—GC of the Year.

Please complete the form on the following pages in order for ISA to better prepare for your participation.



General Contractor/CM/Developer Networking Pavilion

Yes, I would like my company to participate.

Company Name: _____

Primary Contact Name: _____

Primary Contact Phone Number: _____

Primary Contact Email: _____

Primary Contact Address: _____

The following people will be representing my company in the General Contractor/CM/Developer Networking Pavilion.

Name: _____

Email: _____

Name: _____

Email: _____

Name: _____

Email: _____

Please fax this RSVP to Adam Campagna at 317-328-2545 or email to acampagna@indianasubcontractors.org