



W/MBE & Economic Development Agencies Networking Pavilion

The W/MBE & Economic Development Agencies Networking Pavilion will be open from 3:50 p.m. to 4:50 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 15 W/MBE companies and 15 Economic Development Agencies represented in the pavilion each with more than one representative. Each representative will be stationed at a table signified by a tall stanchion with the company name and representatives listed. At 3:50 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 participant'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. Food and Beverage stations will be set along the perimeter of the pavilion.

For W/MBE firms, the goals are to allow for the promotion of your company and also to allow for networking opportunities with the attendees of the event.

For Economic Development Agencies, the suggested goals to accomplish are:

- Allow for a chance to pass out information pertaining to upcoming projects, bidding requirements and other documents that would be meaningful to a contractor doing work on a project
- Allow for a chance to broaden an agency's awareness of the architect, contractor, and subcontractor base in Indiana by meeting new subcontractors and taking their information
- Being the "beginning of the construction season", this would be a perfect opportunity to inform the construction industry of any new agency construction initiatives or regulations that have been put in place for 2010
- Allow for a chance for an agency to have project managers and upper management in attendance that make key decisions on construction projects and develop stronger relationships with existing architects, contractors, and subcontractors.
- Provide general feedback to specific subcontractor questions
- Any other creative approach to increasing an agency's relationship with architects, contractors and subcontractors may be included

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.



W/MBE Networking Pavilion

Yes, I would like my company to participate.

W/MBE Company Economic Development Agency

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 W/MBE 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