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Director Richard Katz addresses small business owners in packed Board Room interested in contracting opportunities for upcoming Metro projects.

'Meet the Primes' Attracts 450 Small Business Owners to Metro Contracting Opportunities

(April 6, 2010) Some 24 top prime contractors and over 450 small business owners filled the Metro board room for the second annual "Meet the Primes" event held in the first quarter of this year. Metro Strategic Business Unit (SBU) chiefs and officials were in attendance to discuss upcoming Metro projects and field questions from attendees.

Sponsored by the Metro Diversity & Economic Opportunity Department (DEOD) and the Transportation Business Advisory Council (TBAC), "Meet the Primes" is a unique opportunity for small businesses and prime contractors to initiate a relationship building process. The strategy is for small businesses to have face time with primes, to pitch their service or product and ultimately become

Scenes from 'Meet the Primes' 1) CEO Art Leahy welcomes business owners 2) Metro officials Doug Failing, Paul Taylor and Bruce Feerer participate 3) DEO Linda Wright at the podium 4) Small business owners meet contractors at interview tables 5) DEOD Manager Keith Compton in impromptu conference with business leaders 6) Keiwi Corporation opportunities draw interest 7) Prime and sub-contractors mingle in Metro environment inspired by the prospects of contracting opportunities.



part of a prime's team, resource or become a prime themselves.

Director Richard Katz, CEO Art Leahy, Deputy Chief Executive Officer Paul Taylor, Deputy Executive Officer Linda Wright and Metro SBU Chiefs, addressed the small business owners in the board room while the prime contractors set up interview stations in the lobby and nearby meeting rooms.

The event allowed small business owners the opportunity to meet with a number of top prime contractors and share their product or service, professional experience, client list and current projects.

"We worked hard to get top notch contractors to participate in our event. The contractors who participated are considered leaders in their industry," said Keith Compton, Manager, DEOD Finance, Systems and Outreach. "We hope the large and small businesses really took advantage of this opportunity."

"This is our second Meet the Primes event and we've brought even more small business owners and major prime contractors together," said Sherman Gay, Small Business Outreach Officer who conducts monthly workshops and advises firms on how to do business with Metro.

Gay reported an increase of small business owners attending the monthly workshops due to the event. -- from staff reports



