



*News Release*

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## **Business Opportunities with Airports Authority Remain Strong Local Small Businesses Encouraged to Network at Free Seminar**

The Metropolitan Washington Airports Authority is committed to actively recruiting local small businesses to work with the Authority and its contractors. That is the major goal of the Airports Authority's 16<sup>th</sup> Annual Business Opportunity Seminar on **Thursday, November 2, 2006**. Attending the free Seminar will provide a springboard for local small businesses interested in contracts at Washington Dulles International and Ronald Reagan Washington National Airports.

The seminar facilitates invaluable, face-to-face interaction with key players at the Airports Authority and its primary contractors. One popular feature of the day is the "Exhibit Hall," where primary Airport Contractors can network with Seminar attendees, discuss upcoming opportunities, and exchange business cards. A workshop about how to do business with the Authority is also a main attraction. All attendees will also learn about specific contracting opportunities forecast for 2007.

Construction projects represent a large slice of upcoming business opportunities. That trend is expected to continue as the Airports Authority invests billions of dollars of infrastructure at Dulles. Contract opportunities in other areas at both airports include maintenance, goods and services, professional services, and concessions.

The Seminar will be held from 10:30 am until 5:30 pm at the Marriott Wardman Park Hotel, located at 2660 Woodley Road, in Northwest Washington, DC. Advance registration at [www.mwaa.com/contracting](http://www.mwaa.com/contracting) is recommended, but will also be available onsite. There is no charge. All attendees will receive a copy of the Airport Authority's newest *Contracting Handbook* upon check-in.

The full Seminar Agenda appears on the next page.

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16th ANNUAL BUSINESS OPPORTUNITY SEMINAR

## Partners in Progress

Local, Small, Minority and Woman-Owned Businesses  
Working with the Metropolitan Washington Airports Authority

November 2, 2006

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### Schedule

10:00 am – 1:00 pm	Registration
10:45 am – 11:00 am	Welcome
11:00 am – 12:00 pm	Workshops: <ul style="list-style-type: none"><li>■ Workshop I: How to do business with the Authority (a Must-Attend Session for Newcomers)</li><li>■ Workshop II: How to Get the Most of Your LDBE Status</li></ul>
12:00 pm – 12:45 pm	Lunch / Business Card Exchange
1:00 pm – 1:45 pm	Opening Session
2:00 pm – 3:30 pm	Breakout Sessions: <ul style="list-style-type: none"><li>■ Construction</li><li>■ Goods and Services</li><li>■ Concessions</li></ul>
3:00 pm – 5:30 pm	Exhibit Hall

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