

# Northern Virginia Hispanic Chamber of Commerce Hosts the 2018 Supplier Diversity Construction Matchmaking Event

*NOVAHCC Matchmaking Focuses on the Commercial Construction Industry*

TYSONS CORNER, VIRGINIA, USA, April 29, 2018 /EINPresswire.com/ -- On Tuesday, May 8th, 2018, the Northern Virginia Hispanic Chamber of Commerce (NOVAHCC) in partnership with Nationwide Insurance, Gabriel Zarate with Rogers & Goldbach Insurance and WMATA as transportation partner will be hosting a matchmaking breakfast meeting focusing in the commercial construction industry. The goal of facilitating this opportunity is to introduce procurement ready suppliers of products and services in construction and engineering with Primes, Government Contracting Officers, and Corporate Buyers. This event will take place at Valo Park, 7950 Jones Branch Drive, McLean, VA 22102 beginning at 9:00 a.m

Susana Marino, President of the chamber says: “We are offering a solution to buyers in the region, connecting them with procurement ready members, and this is part of the common effort we provide at our chamber, not only delivering contracting opportunities but advocating for more diversity and procurement inclusion opportunities for Latino business owners and other minorities wanting to do business with the government and large Buyers in the private sector. The business transactions start with the business matchmakings which are our signature events at Northern Virginia Hispanic Chamber of Commerce.”

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The Northern Virginia Hispanic Chamber of Commerce offers a unique sourcing and matchmaking platform for private and public sector buyers, connecting them with our procurement ready Chamber members.”

*Susana Marino*

Buyers and Suppliers in Maryland, Virginia and Washington DC are invited to participate. However, encouraging the participation of women, Hispanic, minorities, and Veteran contractors is key to accomplish our goal. The one-on-one appointments will be pre-arranged between Buyers and Suppliers using software matching NAICS codes, past performance, procurement readiness capabilities, certifications in good standing, and other qualifications. This is a valuable opportunity for small businesses and minorities in the construction industry, as well as for Buyers to have a positive face-to-face interaction.

“In Fairfax County alone, 25% of Latino Businesses are in construction, but less than 7% of these



The poster features a blue and yellow color scheme with a background image of a construction site with cranes and a building under construction. The text on the poster includes: 'NORTHERN VIRGINIA HISPANIC CHAMBER OF COMMERCE', 'CONSTRUCTION MATCHMAKING', '2018 TUESDAY MAY 8th 8:30am - 12:30pm', 'VALO Park 7950 Jones Branch Drive Conference Center Tysons Corner, VA 22102', 'REGISTER AT https://novahcc.mybusinessmatches.com', 'FOR MORE INFORMATION CONTACT SUSANA MARINO (703) 839 - 4180 / (703) 468 - 2425 smarino@novahispanicchamber.com', and logos for sponsors: Northern Virginia Hispanic Chamber of Commerce, Nationwide, Rogers & Goldbach Insurance Associates Gabriel Zarate, and metro/wmata.com.

businesses, enjoy the benefit of contracting with the government and large Buyers in the private sector due to not knowing the exigencies of the selection process. However, statistics show that once a supplier becomes the recipient of the first contract, the chances of getting a second one, increases by 80% and this are significant indeed and I feel already rewarded facilitating opportunities like this for the business community in the region” Susana Marino says.

Participating Buyers include [Balfour Beatty Construction](#), [Dominion Energy, Inc.](#) FAM 66 LLC, [Helsel Phelps](#), HOAR Construction, GSA, Lane Construction, Loudoun County, Metropolitan Washington Airports Authority, Prince William County, U.S Air Force Small Business Division, United States Postal Service, Virginia Department of Transportation, Virginia PTAP, Whiting-Turner Contracting Company, and Washington Metropolitan Area Transit Authority (Metro). Still, many more are in the process of registering to participate in order to promote diversity and inclusion in their procurement processes.

Suppliers may register at [www.novahispanicchamber.com/events](http://www.novahispanicchamber.com/events) after your payment is received, you will get a passcode to access the Matchmaking Registration Database.

\*You don't have to be Hispanic or a minority to participate. Buyers wanting to register can send an email to Susana Marino at [smarino@novahispanicchamber.com](mailto:smarino@novahispanicchamber.com) with a description of products and services wanted for purchasing.

For additional information or to confirm whether this event is appropriate for your organization, contact us at [info@novahispanicchamber.com](mailto:info@novahispanicchamber.com) or call (703) 839-8140

**\*THIS EVENT IS NOT FOR THE RESIDENTIAL CONSTRUCTION INDUSTRY**

About Northern Virginia Hispanic Chamber of Commerce

Northern Virginia Hispanic Chamber of Commerce - NOVAHCC foster opportunities for business and career growth. Our mission is to enhance the economic growth of our region through three core principles: "Connect, Unity, Achieve" Our main activities focus on delivering bottom-line results



Northern  Virginia Hispanic  
Chamber of Commerce

through procurement B2B/B2G matchmakings, networking events, assisting Veteran's with career/businesses opportunities, and connecting people to jobs in the region. For more information visit [www.novahispanicchamber.com](http://www.novahispanicchamber.com)

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