**AABE ENERGY ENTREPRENEUR COMMITTEE MEETING**

**September 20, 2012**

**2012-13 Committee Activities**

The Committee agreed to concentrate its efforts in three major areas:

Building Member Capacity through a series of periodic webinars. Topics include

Using Social Media to Market Your Company

Sales Etiquette

Teaming to Become More Competitive

The ABCs of Certification – MBE, WBE, DBE

Documenting Financial Strength, including Bonding Capacity

Working with Local Chapters to Establish AABE as a Strategic Supplier Diversity Partner

Carolyn Green will distribute a potential engagement template based on the recent meetings between Committee members and ConEd Supplier Diversity and corporate procurement staff

Planning to Celebrate the Committee’s 5th Anniversary during the 2013 Annual Conference

Possible Plenary Sessions:

Energy Entrepreneur Business Case Competition

Conversation with Corporate Board Members on Driving Diversity

Breakout sessions:

What’s Being Said When You’re Not in the Room

Best Practices for Building Your Business (taken from webinars and chapter engagement)

Committee Conference Planning Group

Carla Walker-Miller - Detroit

Steve Hightower - Ohio

Joi Spraggins – Philadelphia

Bill Suggs/Michael Jones-Bey – NY Metropolitan

Stephanie Hickman - Chicago

Sharon Thomas – Houston

**Guest Speaker – Joe Grabenstein, Director, Federal Procurement Center**

Mr. Grabenstein described the Federal Procurement Center, the purpose of which is to assist minority, women, disadvantaged and veteran-owned companies to win federal contracts. Clients companies must have at least $1 million in revenues and , preferably, have done business with the federal government. The Center has three staff members who have extensive experience as federal contracting officers and/or as small business owners. The Center works closely with agencies and with the regional MBDA offices to help companies extend their networks. In addition, the Center helps companies identify potential teaming partners to make them more competitive.

Mr. Grabenstein also told the Committee about legislation that would establish a Mid-tier category for companies that exceed the small business thresholds. Services companies would be considered mid-tier if their revenues do not exceed three times the small business limit. Manufacturing firms would be allowed to have up to two times the small business employee limit. He looks forward to working with AABE and the Energy Entrepreneur Committee.