

# PANCAKES WITH PRIMES

A MATCHMAKING EVENT FOR TEXAS HUB-CERTIFIED CONSTRUCTION TRADE SUBCONTRACTORS



THE UNIVERSITY OF TEXAS  
MD Anderson  
Cancer Center

**B2G**  
VICTORY

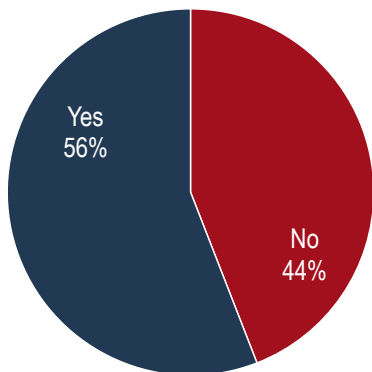
Designed exclusively to match HUB construction contractors with Capital Project Primes & Exhibiting Subcontractors.

Attendees had the opportunity to have 1-on-1 meetings with Estimators & Project Managers.

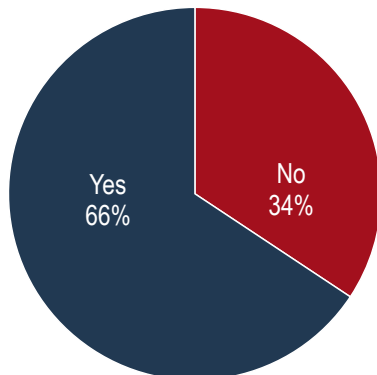
Breakout Educational Sessions & Networking Opportunities were also available.

## Attendee Overview

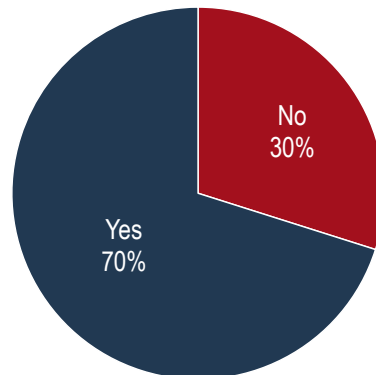
**Medical Project Experience**



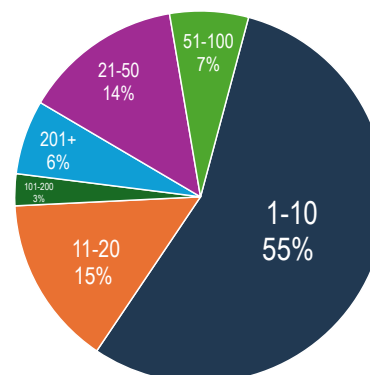
**Government Project Experience**



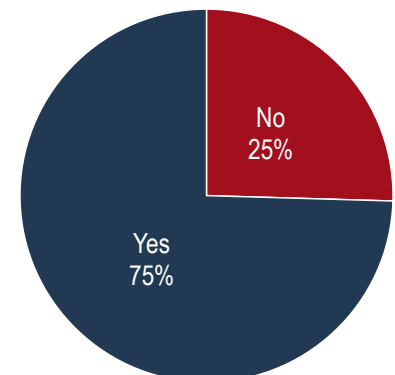
**Certified Firms (State of Texas HUB)**



**Annual Revenue (\$ millions)**



**Have a Capability Statement**



## Summary

400+ Attendees

197 Exhibitors & Sponsors  
Representatives

19 MD Anderson Volunteers

35 On-Site Registrations  
(6% Walk-Ups)

425 Registered Companies  
(multiple attendees from  
same company)

## Geographic Location

80% Houston Metro Area  
20% Other Metro Areas/States

## Construction Categories

(Many registrations selected multiple categories)

Acoustical Ceilings/Wall Panels	91	5.23%	84%
Cabinets, Doors, Windows & Finishes	92	5.28%	
Carpentry/Millwork	76	4.37%	
Concrete	92	5.28%	
Construction Supplies	64	3.68%	
Cranes/Scaffolding	23	1.32%	
Site/Earth Work	62	3.56%	
Drywall	100	5.74%	
Electrical	74	4.08%	
Final Clean	112	6.43%	
Flooring	105	6.03%	
HVAC	84	4.82%	
Landscaping	58	3.33%	
Painting	98	5.63%	
Plumbing	61	3.50%	
Roof	76	4.37%	
Safety	73	4.19%	
Security	66	3.79%	
Other(s)	277	15.9%	20%

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## Interactive Education Sessions/Panels

- Prime Pancake Panel
- How To Do Business with The University of Texas System
- Small Business Success

## Omni Channel Marketing Summary

Event Listed & Promoted:

- Houston Business Journal
- State of Texas CMBL Events
- B2G Victory Event & Education Calendar

8,000+ Registration Page Visitors

Email Blasts

SMS/Text Messaging

Social Media Marketing (Posts, Photos & Videos)

Strategic Partner Promotion Channels & Various Events

## Matchmaking Highlights

# 13

Matchmaking Tables

# 15

Rotations

# 390

Matchmaking Sessions

## MD Anderson Capital Project Matchmaking Primes

Austin Commercial  
Bellows  
Hoar Construction  
JE Dunn  
Layton Construction  
Manhattan  
Noble Texas Builders  
Skanska  
SpawGlass  
Tellepsen  
Turner Construction  
Vaughn Construction

## Sponsors (Breakfast, Educations Gold, Silver & Bronze)

Austin Commercial  
Baker Tilly  
Bellows Construction\*  
Bradlink/PermitUsNow  
CMC Development &  
Construction\*  
Hoar Construction  
Hybrid Fab\*  
Hoar  
Houston City College  
JE Dunn  
KC Events & Florals  
Layton  
Linbeck

Manhattan  
Marek  
McCarthy  
Noble  
Nuksy's Fine Catering  
QRCS\*  
Skanska  
SpawGlass  
Subcontractor USA  
Tellepsen  
The Business Team  
Turner  
Vaughn Construction  
Way Engineering

## Pancake with Primes Event Exhibitors

Agility Bank  
Ashade & Associates\*  
Baker Construction  
BakerRipley  
Choice Partners  
F.H. Paschen  
First Onsite  
Harris County DEEO  
Harris County Precinct  
4 Commissioner Lesley  
Briones  
HCC - Small Business  
Development Program  
Goldman Sachs 10,000  
Small Businesses  
LISC  
Navarro Insurance Group\*  
NRG Freight\*  
Quality Precision Coatings\*

RCI Energy Group  
Rmada United\*  
Rycon Construction  
SBA  
STC Consulting\*  
Texas A&M University  
Texas A&M University  
System  
Texas A&M - AgriLife  
Texas Construction  
Safety Group  
Texas Department of  
Information Resources (DIR)  
Trifecta Services\*  
Trufund  
UT MD Anderson  
Wallis Bank  
World System Builder\*