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NASA's Coming to Mobile

Mobile Area Chamber Hosts Forum to Help Local Companies Win NASA Contracts

On Wednesday, Sept. 4, NASA and an entourage of its agencies and prime contractors will be in Mobile to meet with small- and medium-sized companies interested in doing business with the national space agency. Set from 8 a.m. to 3 p.m. at the Arthur R. Outlaw Mobile Convention Center, the forum is hosted by the Mobile Area Chamber and is open to area and regional businesses.

Representatives from a variety of NASA agencies and its prime contractors will give presentations and participate in a trade show designed to offer attendees face-to-face meetings with potential customers and purchasing agents.

“You’ll be able to do in one day, under one roof, what could take a normal person - if they were lucky – months to accomplish,” says Danette Richards, the Chamber’s director of small business development.

Among those on the agenda will be Fairhope native Todd May, manager of NASA’s Space Launch System program, the agency’s rocket building program. Over his 20-year career with the nation’s space agency, he has also managed the robotic lunar program including the successful launch of two lunar probes in 2009.

NASA was drawn to Mobile because of its growing aerospace sector, most recently fueled by the announcement of the Airbus final assembly line. The agency’s last visit to Mobile was eight years ago for a brief meeting with a small group of potential suppliers organized by then Rep. Jo Bonner and the Mobile Area Chamber.

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Attendees will represent the construction, service, supply, logistics and other industry sectors.

At the business-to-business forum, NASA Marshall Space Flight Center will bring representatives from NASA Shared Services Center, Stennis Space Center, Michoud Assembly Facility and the U. S. Army Corp of Engineers. Also in attendance will be purchasing agents and representatives from 25 prime contractors looking to partner with local small businesses on federal contracts. These include: Northrop Grumman, ATK Aerospace, Lockheed Martin Corp., Teledyne Brown Engineering, The Boeing Co. and others.

“There’s even significant value in peer-to-peer networking. A lot of partnerships and deals between attendees are made at these sessions as well,” adds Richards.

Registration is \$75, and includes lunch and a post conference reception sponsored by The Boeing Co. For more information or attend, call 251-431-8607.

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