The 17th Annual

SADBOC GOVERNMENT PROCUREMENT FAIR

Thursday April 28, 2016
9 A.M. - 3 P.M.

Earle Brown Heritage Center
6155 Earle Brown Drive
Brooklyn Center, MN

Sponsored by the Federal Executive Board of Minnesota

FEDERAL EXECUTIVE BOARD OF MINNESOTA

Register
https://sadbocprocurementfair.eventbrite.com

Get a piece of the action!

Small businesses interested in doing business with government agencies and prime contractors are encouraged to attend this trade fair.

Coupling education with marketing strategies, this event will provide small businesses an opportunity to meet with representatives from federal, state and local departments, commercial/prime contractors, and service providers.

The 17th Annual SADBOC Government Procurement Fair is sponsored by the Federal Executive Board's Small and Disadvantaged Business Opportunity Council, in cooperation with MN Procurement Technical Assistance Center and the U.S. Small Business Administration.

Matchmaking

Small businesses have the opportunity to be matched with a government or corporate buyer interested in their particular product or service (by appointment only).

Online registration for a 10 minute appointment begins April 4, 2016. Click here

or go to http://sadbocmatchmaking.eventbrite.com

Matchmaking will close April 22, 2016.

This event is sponsored by the Federal Executive Board of Minnesota, in cooperation with MN Procurement Technical Assistance Center and U.S. Small Business Administration.

MNPTAC A meda SERVICE

U.S. Small Business Administration SBA Your Small Business Resource

Agenda

8:30 a.m.	Registration
9 a.m. - 3 p.m.	Trade Fair
9 a.m. - 12 p.m.	Workshops
12:30 p.m. - 3 p.m.	Matchmaking

Exhibiting Organizations

Federal
133rd Air National Guard, Air Force Reserve 934th Airlift Wing, Department of Labor – Wage and Hour Division, Environmental Protection Agency (EPA), General Services Administration (GSA), Indian Health Service (IHS), Small Business Administration (SBA), US Army Corps of Engineers, U.S. Fish and Wildlife Service, U.S. Forest Service, USDA Animal and Plant Health Inspection Service (APHIS), USPFO-Camp Ripley, VA Medical Center Minneapolis, VA National Acquisition Center, United States Agency for International Development (USAID)

State/Local
City of Minneapolis, City of St. Paul, Hennepin County, Metropolitan Airports Commission (MAC), Metropolitan Council, Minneapolis Public Housing Authority (MPHA), MN Dept. of Admin Materials Management, MN Dept. of Transportation, Ramsey County, University of Minnesota

Commercial/Prime Contractors
3M, Adolphson and Peterson, Orbital ATK Armament Systems, Cargill, Fastenal, HGA Architects and Engineers, Industrial Contract Services, iQor, JE Dunn, Knutson Construction, LHB, Medtronic, MTS Systems, Noridian Healthcare Solution, PaR Systems, PCL, Short Elliott Hendrickson (SEH), Stanley Consulting, United Healthcare Military & Veterans, UTC Aerospace Systems, Veit Companies, Xcel Energy, BAE Systems, Cummins Power Generation, Federal Reserve Bank, Hiway Federal Credit Union, Kraemer North America, Mayo Clinic, McGough Construction, St. Jude Medical

Service Providers
Association of the United States Army (AUSA), Association of Women Contractors (AWC), Diversity Information Resources, MN Procurement Technical Assistance Center (PTAC), National Association of Purchasing Managers, North Central Minority Supplier Development Council (NCMSDC), Small Business Development Centers (SBDC), SCORE Association, Wisconsin Procurement Institute (WPI), Women's Business Development Center – Minnesota (WBDC-MN), Metropolitan Economic Development Association (Meda)

Workshops

The Basics of Selling to the Government
Procurement Technical Assistance Center (PTAC)

Government Contract Law 101
Eckland & Blando, LLP

Understanding the GSA Federal Supply (FSS) Schedule Program
General Services Administration (GSA)

Doing Business with the US Department of Veterans Affairs
VA National Acquisition Center, VA VISN 23

Doing Business with HUD: Small Contractor Initiative
HUD

Selling to the State of Minnesota
MN Department of Administration

Finding Contracting Opportunities
Procurement Technical Assistance Center (PTAC)

Federal Certifications: 8(a); HUBZone, WOSB/EDWOSB
SBA

CERT and Section 3 Certification
City of St. Paul

Davis Bacon and Service Contract Act (Wage and Hour)
Department of Labor

MBE and WBE: Commercial Certifications for Minority and Women Owned Businesses
Women's Business Development Center - MN and North Central Minority Supplier Development Council

TG/ED/VO Certifications with the State of Minnesota
State of Minnesota, Department of Administration

Legal Update for Small Business Contractors
The Law Office of Tim Connelly, PLLC

SBIR/STTR Funding for Innovative Ideas with Commercial Potential
MN SBIR

Are you in Control? Ownership and Control Requirements for Certifications
Meda

DBE Certification: Who Should Get Certified and How to Use the Certification
Metropolitan Council

Doing Business with the US Army Corps of Engineers
US Army Corps of Engineers St. Paul District

Are You Ready for Prime Time? A Prime Contractor Panel
BAE Systems, Cargill, Knutson Construction

What Makes a Successful Contractor? A Small Business Panel

Rights & Responsibilities of a Subcontractor
Morrison Sund PLLC

GSA Schedules and More: A Business Perspective
Procurement Technical Assistance Center (PTAC)

General and Registration Information
Registration: click here to register or visit https://sadbocprocurementfair.eventbrite.com (registration is FREE)
Questions:
Christina Nebel-Dickerson (MN PTAC): 612.259.6583 or cnebel@mnptac.org - www.mnptac.org
Randy Czaia (SBA): 612.370.2314 or randall.czaia@sba.gov - www.sba.gov/mn