

The 18th Annual SADBOC PROCUREMENT FAIR

Thursday April 27, 2017

9:00 AM – 3:00 PM

Earle Brown Heritage Center

6155 Earle Brown Drive | Brooklyn Center, MN

Register

<https://sadbocprocurementfair.eventbrite.com>



<https://www.facebook.com/events/1221216624636247/>



*Sponsored by the
Federal Executive Board of Minnesota*

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 nonprofit organizations.

The 18th Annual SADBOC Government Procurement Fair is sponsored by the Federal Executive Board's Small and Disadvantaged Business Opportunity Council, in cooperation with Meda 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/service (by appointment only).

Online registration for a 10 minute appointment begins April 3, 2017.

<http://sadbocmatchmaking.eventbrite.com>

Matchmaking will close April 21, 2017.



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

Agenda

8:30 AM	Registration
9 AM – 3 PM	Trade Fair
9 AM – 3 PM	Workshops
12:30 PM – 3 PM	Matchmaking

Exhibiting Organizations

Federal Government

USDA Animal Plant Health Inspection Service, Air Force Reserve Airlift Wing 934th, VA Medical Center, VA National Acquisition Center, U.S. Forest Service, U.S. Fish and Wildlife Service, Indian Health Service, Grand Forks AFB, U.S. Army Corps of Engineers, General Services Administration, Small Business Administration, U.S. Department of Labor Wage and Hour Division

State and Local Government

Ramsey County, Metropolitan Airports Commission, MnDot, City of Minneapolis, Metropolitan Council, University of Minnesota, State of MN - Department of Administration, Minneapolis Public Housing, Hennepin County, City of St. Paul, CERT Certification

Non-Profit Service Providers

Association of Women Contractors, Small Business Development Centers (SBDC), Wisconsin Procurement Institute, North Central Minority Supplier Development Council, Veterans Business Outreach Center, SCORE, Meda PTAC, Institute for Supply Management, National Association of Minority Contractors, Meda, Women's Business Development Center -MN, Association of the U.S. Army (AUSA)

Prime Contractors

Orbital ATK, McGough Construction, Knutson Construction, Xcel Energy, Red Wing Shoe, LHB, Veit, Federal Reserve Bank, Noridian, HGA Architects and Engineers, Toro, PaR Systems, Cargill, 3M, Adolfson and Peterson, Fisher Scientific, United Technologies, Fastenal, United Healthcare Military & Veterans, Abbott, Boston Scientific, Mayo Clinic, PCL Construction Services, Medtronic, Kraus Anderson, JE Dunn

General and Registration Information

Registration: Visit <https://sadbocprocurementfair.eventbrite.com>
Registration is FREE

Questions: Christina Nebel-Dickerson (Meda PTAC): 612.259.6583 or cnebel@mnptac.org | www.mnptac.org
Randy Czaia (SBA): 612.370.2314 or randall.czaia@sba.gov/mn

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 Veterans Health Administration
VA National Acquisition Center, VA VISN 23

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
US Small Business Administration (SBA)

CERT and Section 3 Certification
City of St. Paul

WBE and MBE: 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

DBE Certification: Who Should Get Certified and How to Use the Certification
MN Department of Transportation (MnDot)

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
TBA

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

Understanding the Opportunities with the new SBA All-Small Mentor-Protégé Program
US Small Business Administration (SBA)

From Small to Wow! – A Panel of Successful Small Businesses that are now Large
TBA

City of Minneapolis Target Market Program: New Opportunities for Small Businesses
City of Minneapolis

An Overview of the Davis-Bacon and Related Acts
Morrison Sund, PLLC, Attorneys at Law

How to Work with the Metropolitan Council
Metropolitan Council