

# FEDERAL HUBZONE PROGRAM: OBTAINING CERTIFICATION & MAXIMIZING OPPORTUNITIES

## WHEN AND WHERE – TWO MILWAUKEE LOCATIONS

**January 15, 2020 9:00am – 11:30 am**  
**Havenwoods Economic Development Corporation**  
**6161 N. 64<sup>th</sup> St**  
**Milwaukee, WI 53218**

**January 21, 2020 9:00am – 11:30 am**  
**Superior Equipment & Supply, Co.**  
**4550 S. Burst Ave**  
**Milwaukee, WI 53235**

The U.S. Small Business Administration (SBA), Hmong Wisconsin Chamber of Commerce (HWCC), American Indian Chamber of Commerce of Wisconsin (AICCW) / First American Capital Corporation (FACC) and the Wisconsin Procurement Institute (WPI) would like to invite small business owners and others interested in learning more about the Federal Historically Underutilized Business Zone (HUBZone) Program.

A Federal HUBZone Program certification can help small businesses in designated areas of Milwaukee, as well designated urban, rural and reservation land across the state of Wisconsin, gain preferential access to federal procurement opportunities (both as direct and subcontractors).

Currently, many Federal agencies and Federal Prime contractors are NOT meeting their HUBZone goals. This could be a significant potential opportunity for your business.

The opportunity to NETWORK with speakers and attendees to follow the program.

## HOSTED AND SPONSORED BY:



There is **NO**  
**COST** for this  
event BUT  
**REGISTRATION IS**  
**REQUIRED**

## FOR UPDATED INFORMATION AND REGISTRATION

[HTTPS://WWW.WISPRO.ORG](https://www.wispro.org)

**QUESTIONS:**  
**PLEASE**  
**CONTACT**  
**BENJAMIN**  
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**(414) 270-3600**

## WHAT YOU WILL LEARN

- **BASICS OF SELLING TO FEDERAL GOVERNMENT**
- **HUBZONE CERTIFICATION REQUIREMENTS**
- **HUBZONE CERTIFICATION APPLICATION & RENEWAL PROCESS**
- **LOCATING HUBZONE SET ASIDE OPPORTUNITIES**
- **MARKETING YOUR HUBZONE CERTIFIED BUSINESS**