

The 10th Annual Greater Minnesota Government Procurement Fair

A premiere event on selling your products and services to the government.

EVENT REGISTRATION IS REQUIRED.

Register online: <http://mnptac.ecenterdirect.com/ConferenceDetail.action>

**MAICC Business Builder's Luncheon limited to first 200 registrants.*

Schedule:

8:30 a.m. Registration

9 a.m. - 3:30 p.m. Trade Fair and Workshops

**Tuesday
October 28, 2014**

Grand Casino and Event
Center
777 Lady Luck Drive
Hinckley, MN 55037

Hotel Room Block - [Hinckley Grand Casino](#)

Call 1-800-472-6321 and mention the Procurement fair for a hotel rate of \$49.00 plus tax.

Sponsored by: MN Procurement Technical Assistance Center, Meda, MN American Indian Chamber and the Native Diversification Network



Hosted by: Mille Lacs Band of Ojibwe and Grand Casino Hinckley



In cooperation with: U.S. Small Business Administration

The Greater Minnesota Resource and Government Procurement Fair

Small businesses interested in doing business with government agencies and prime contractors should attend. The fair will provide an opportunity for small businesses to learn about special programs designed to provide better access to the government marketplace. A trade show will be open throughout the day in addition to a variety of workshops including: *Selling to the Government*, *Doing business with the State of Minnesota 8(a)* and *HubZone Certification*.

BALLROOM FIVE

Exhibiting Organizations

Commercial and Prime Contractors

Cargill
Fastenal
Industrial Contract Services
JE Dunn Construction
Knutson Construction
Kraus-Anderson Construction Company
LHB
Medtronic
PCL Preconstruction services
SEH

State and Local Government

Better Business Bureau of Minnesota
Duluth Transit Authority
Metropolitan Council
MN Department of Administration
MN Department of Transportation (MnDOT)

Nonprofit Organizations

Association of Women Contractors (AWC)
AUSA – Veteran Business Owners (VBO)
Meda
MN American Indian Chamber of Commerce (MAICC)
MN Procurement Technical Assistance Center (PTAC)
Native Diversification Network Procurement Technical Assistance Center (NDN-PTAC)
North Central Minority Supplier Development Council (NCMSDC)
SCORE
Small Business Development Centers (SBDC)
WomenVenture
Better Business Bureau of Minnesota

Federal Government

Animal and Plant Health Inspection Service (APHIS)
Army Corps of Engineers
Environmental Protection Agency (EPA)
General Services Administration (GSA)
Forest Service
Small Business Administration (SBA)

The fair will be held at Grand Casino in Hinckley, Minnesota. Call 1-800-472-6321. Mention the Procurement Fair for a hotel rate of \$49.00.

Registration

The event is free but registration is required. The fair is open to everyone.

The MN American Indian Chamber of Commerce is holding a Business Builders Luncheon in conjunction with the fair. The luncheon is limited to the first 200 registrations.

WORKSHOPS

BALLROOM TWO

9:00 Basics of Selling to the Government

John Kilian, MN Procurement Technical Assistance Center (PTAC)

By now, you must have some idea how huge the federal government expenditures were in 2013. The federal government market is the largest in the world! Would you like to participate in that marketplace but don't know where to start? Then attend this introduction to the basics of selling to the government. You'll get basic information on the market, how the market is segmented, buying channels, terminology, registrations and certifications involved, and the starting points for positioning your company to sell into the government market.

10:00 Understanding the GSA Schedule Program

Maureen Cruz, General Services Administration (GSA)

GSA is the most important contracting activity for all federal agencies. GSA Schedules (also referred to as Multiple Award Schedules and Federal Supply Schedules) Program, establishes long-term government wide contracts with commercial firms to provide access to over 11 million commercial products and services that can be ordered directly from GSA Schedule contractors of through the [GSA Advantage!®](#) on-line shopping and ordering system for federal buyers. Participants will learn how to locate their applicable Schedule application/solicitation, and receive marketing information as a means to aligning the businesses with opportunities within the GSA Schedules process as well as other current procurement needs, initiatives, and forecasts.

11:00 HUBZone Certification

Randy Czaia, U.S. Small Business Administration (SBA)

In 1997 Congress enacted the Historically Underutilized Business Zones (HUBZone) Program to encourage economic development in designated areas through preferences in federal government contracting. Attendees will learn which areas qualify as HUBZones, the requirements that must be met to qualify as a HUBZone small business concern, how to apply for HUBZone certification, and the benefits of becoming HUBZone certified.

12:00 – 1:15 LUNCH

1:30 8(a) Business Development Program Orientation

Katherine Roth, U.S. Small Business Administration (SBA)

8(a) Business Development program is a business assistance program for small disadvantaged businesses. The 8(a) Program offers a broad scope of assistance to firms that are owned and controlled at least 51% by socially and economically disadvantaged individuals. It is an essential instrument for helping socially and economically disadvantaged entrepreneurs gain access to the economic mainstream of American society. The program helps thousands of aspiring entrepreneurs nationwide to gain a foothold in government contracting. Attendees will learn about the 8(a) BD eligibility requirements, program benefits and how to apply for admittance into the program.

2:30 System for Award Management (SAM)

Pat Dotter, MN Procurement Technical Assistance Center (PTAC)

What about SAM? –this workshop is designed to walk you through the process for creating an account in SAM and migrating your “legacy” CCR account. Focus of the workshop will cover a New Registry in SAM, updating your existing SAM record, User roles, and finding the SBA Dynamic Small Business Search (DSBS) profile. A tip sheet will be provided to assist in areas where PTAC has identified SAM issues.

BALLROOM THREE

9:00 Doing Business with MN Department of Transportation and DBE Certification

Brad Hamilton and Andrea Robinson MN Department of Transportation

This workshop will provide an overview about contracting with the Department of Transportation. Learn what they buy, how they buy, where to find business opportunities and expectations of contractors.

You will also learn about the Disadvantaged Business Enterprise (DBE) program – what it is, who uses this certification, see if you qualify and how to get certified.

10:00 Developing Winning Capability Statements

Pat Dotter, MN Procurement Technical Assistance Center (PTAC)

In this session you will learn the elements that make a capability statement stand out from the crowd. This is a standard document used to introduce your firm to government decision-makers. Often it is the first impression your business will have. You will take away everything you need in order to create a winning marketing tool for your business!

11:00 Doing Business with the State of Minnesota and TG Certification

Sheila Scott, Department of Administration – State of Minnesota

This workshop will provide an overview and details about contracting with the State of Minnesota. Topics to be covered include an overview of the state’s purchasing practices; where the dollars come from; how the dollars can be spent; how to get registered as a vendor; where to find business opportunities; and State expectations of contractors.

You will also learn about the Targeted Group Business (TGB) program – what it is, who uses this certification, see how to qualify and get certified.

12:00 – 1:15 LUNCH

1:30 Doing Business with the U.S. Army Corps of Engineers

Gwen Davis, U.S. Army Corps of Engineers

Learn all about the Corps of Engineers; what they buy, how they buy, their small business programs, requirements and upcoming projects, how to find opportunities and learn about the Corps districts.

2:30 Successful Strategies for Getting Your Foot in the Door

Christa Seaberg, JE Dunn Construction

**Minnesota American Indian Chamber of Commerce
Business Builders Luncheon**

BALLROOM FOUR

12 p.m. – 1:30 p.m.



(Lunch limited to first 200 Registrations)