


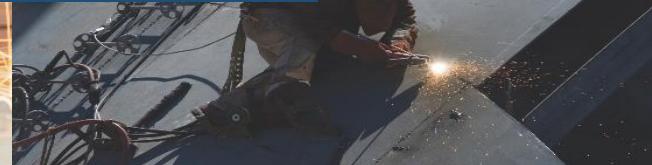


A Procurement Technical  
Assistance Center (PTAC)

The background of the slide is a photograph of the Wisconsin State Capitol building at dusk. The building is illuminated with warm lights, and its green dome is a prominent feature. The sky is a deep blue, and there are trees and streetlights visible in the foreground and background.

# GROWING YOUR SMALL BUSINESS WITH THE DISADVANTAGED BUSINESS ENTERPRISE (DBE) PROGRAM ACQUISITION HOUR WEBINAR

March 27, 2018



# WEBINAR ETIQUETTE

## PLEASE

- Log into the GoToMeeting session with the name that you registered with online
- Place your phone or computer on MUTE
- Use the CHAT option to ask your question(s). We will share the questions with our guest speaker who will respond to the group

## THANK YOU!

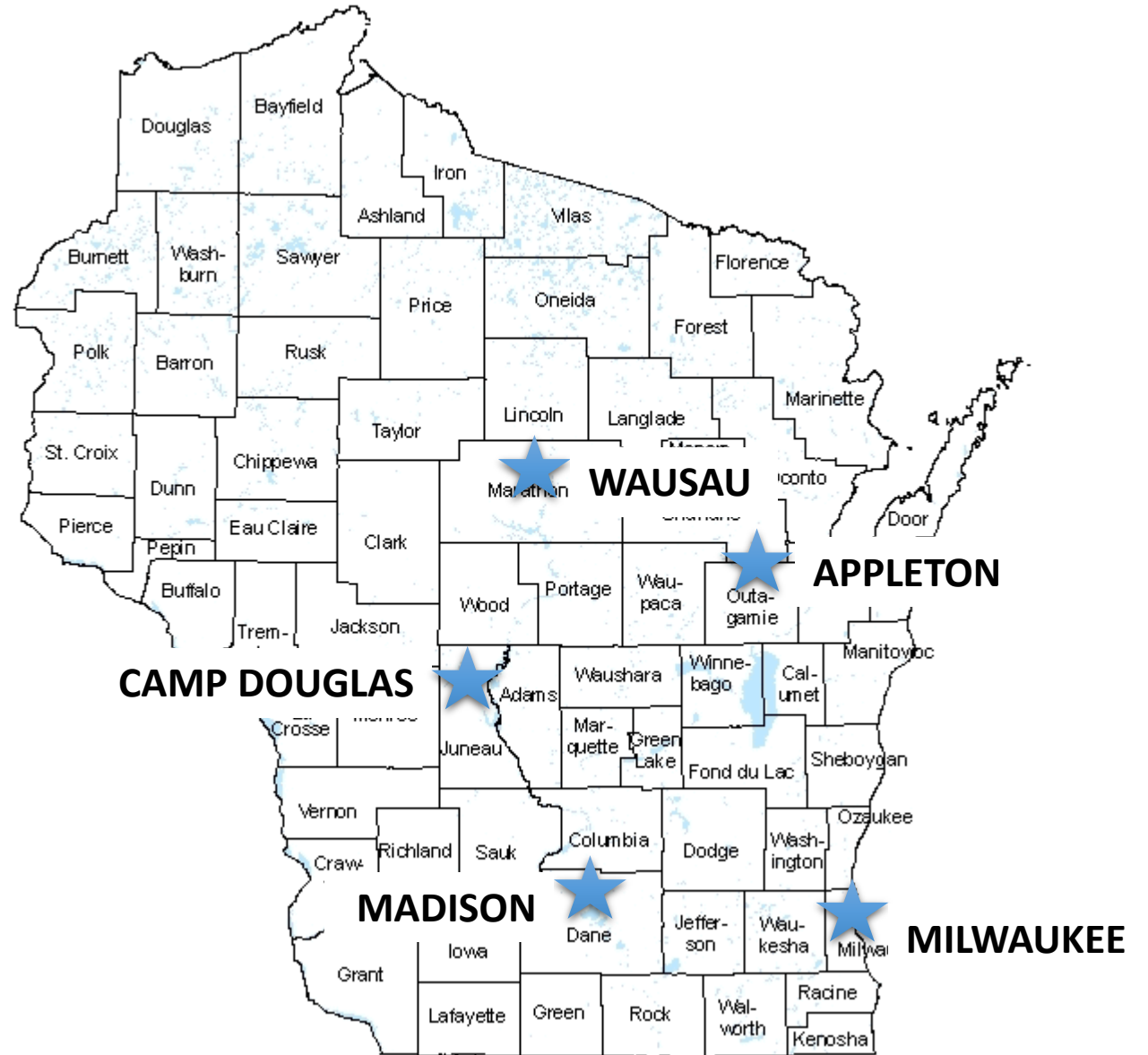
# ABOUT WPI SUPPORTING THE MISSION

SERVING WISCONSIN  
COMPANIES FOR 30 YEARS!

Assist businesses in creating,  
development and growing their sales,  
revenue and jobs through Federal, state  
and local government contracts.

## WPI OFFICE LOCATIONS

- MILWAUKEE – *Technology Innovation Center*
- MADISON –
  - *Madison Enterprise Center*
  - *FEED Kitchens*
- CAMP DOUGLAS – *Juneau County Economic Development Corporation (JCEDC)*
- WAUSAU – *Wausau Region Chamber of Commerce*
- APPLETON – *Fox Valley Technical College*



**CLICK HERE TO VIEW WPI NEWSLETTER**

**www.wispro.org**



## UPCOMING EVENTS

JANUARY 10 2018  
SELLING TO UNCLE SAM-UNDERSTANDING THE GOVERNMENT MARKETPLACE  
IRON MOUNTAIN, MI »

JANUARY 17 2018  
END OF YEAR FEDERAL CONTRACTOR UPDATE  
MILWAUKEE »

JANUARY 23 2018  
PREPARING A WINNING GOVERNMENT PROPOSAL  
MILWAUKEE »

JANUARY 23 2018  
ACQUISITION HOUR: MARKET RESEARCH – USING THE FEDERAL PROCUREMENT DATA SYSTEMS (FPDS)  
WEBINAR »

JANUARY 24 2018  
ACQUISITION HOUR: CYBER SECURITY FOR CURRENT AND PROSPECTIVE DOD CONTRACTORS AND SUBCONTRACTORS  
WEBINAR »

## CURRENT OPPORTUNITIES (4)

## SERVICES OFFERED BY WPI

- FREE Bid Matching Services
- Individual Counseling and Assistance
- Locating Local, State and Federal Opportunities
- Government Market Strategy Development
- Training in use of Government websites and tools
- Assistance with System for Award Management (SAM) Registration
- Assisting in Market Research Process
- Development of Market Profile
- Small Business Subcontracting Plans Development, Outreach and Reporting
- Small Group Training
- Outreach and training with Local, State and Federal agencies
- Assist with Pre and Post Award Functions
- Assistance with Agency Specific Contracting Requirements
- Assistance with Contracting Regulations and Requirements, including FAR, DFAR, CFR
- Assistance with GSA Schedule Preparation and Administration
- Assistance with Local, State and Federal Certifications, including:
  - Service Disabled & Veteran Owned Small Business, HUBZone, Woman Owned Small Business, 8(a) Business Development Program
  - State
  - Local
  - DBE
- Bid review and Submission Assistance
- Proposal review and Submission Assistance
- Capabilities Statement and Related Government Marketing Material Development
- Assistance in Locating and Developing Teaming Partners and Subcontractors
- Updated Government Market Information

# WHAT WE WILL COVER TODAY

- Eligibility requirements
- Application process
- Which government entities use the DBE and where
- Leveraging your DBE certification
  - Benefits
  - Contract
  - MP agreements

# ELIGIBILITY REQUIREMENTS

# THE PROGRAM

- The DBE program started with Surface Transportation Assistance Act of 1982, which set a national goal of placing at least 10 percent of federal highway and transit funds with persons who qualify as disadvantaged small business operators. A subsequent act in 1987 included women.
- The State of Wisconsin Department of Transportation (WisDOT) invests \$600-700 million annually in federal and state dollars for highway, airport and transit projects. These funds translate into millions of dollars in transportation-related contracts and project work for DBE firms.

# THE PROGRAM

## Goals

- The program goals for DBE participation covers three modal administrations:
- **Highways:** WisDOT's projected DBE goal calculation is 12.32% for October 1, 2018 – September 30, 2020.
- **Transit:** For the period beginning October 1, 2016, and ending September 30, 2019, WisDOT has set an overall transit DBE goal of 1.10% for DBE participation.
- **Airports:** FFY 2017-2019 goal of 6.04% for Disadvantaged Business Enterprise (DBE) airport construction projects. The goal is for DBE participation on contracts assisted by the Federal Aviation Administration (FAA).

# ELIGIBILITY REQUIREMENT

- Who qualifies as a DBE?
- **51 % owned and controlled by disadvantaged person(s).** Small Business Status – must be a **small business** as defined by SBA size standards. It must not have annual average gross receipts over \$19MM in the previous 3 years or \$40MM for airport concessionaires. Personal net worth less than \$1.32MM excluding home & ownership in business.

# ELIGIBILITY REQUIREMENT

- Disadvantaged Status
  - **Definition:** Socially Disadvantaged Status - Belong to an ethnic minority group: Native American, Black, Hispanic, Asian Indian, Asian Pacific or women.
  - Individuals who are not members of one of the groups above can be found to be socially disadvantaged as defined by Appendix E of 49 CFR Part 26. [Electronic Code of Federal Regulations 49 CFR Part 26](#)

# ELIGIBILITY REQUIREMENT

- Personal Net worth (Economically Disadvantaged)
  - **Definition:** Each individual owner of a firm applying to participate as a DBE, whose ownership and control are relied upon for DBE certification must certify that he or she has a personal net worth that does not exceed \$1.32 million.
    - Exclude an individual's ownership interest in the applicant firm
    - Exclude the individual's equity in his or her primary residence

# ELIGIBILITY REQUIREMENT

- Ownership
  - **Definition:** 51 % owned and controlled by disadvantaged person(s).
  - The firm's ownership by socially and economically disadvantaged individuals, including their contribution of capital or expertise to acquire their ownership interests, must be **real, substantial, and continuing**, going beyond pro forma ownership of the firm as reflected in ownership documents.

# ELIGIBILITY REQUIREMENT

- Ownership
  - Examples:
    - An individual pays \$100 to acquire a majority interest in a firm worth \$1 million. The individual's contribution to capital would not be viewed as substantial.
    - A 51% disadvantaged owner and a non-disadvantaged 49% owner contribute \$100 and \$10,000, respectively, to acquire a firm grossing \$1 million. This may be indicative of a pro forma arrangement that does not meet the requirements
    - The disadvantaged owner of a DBE applicant firm spends \$250 to file articles of incorporation and obtains a \$100,000 loan, but makes only nominal or sporadic payments to repay the loan. This type of contribution is not of a continuing nature.

# ELIGIBILITY REQUIREMENT

- Control
  - **Definition:** Only an independent business may be certified as a DBE. An independent business is one the viability of which does not depend on its relationship with another firm or firms.
  - Exercise of power/decision making/general management by non Disadvantaged individuals, family members must not prevent the DBE owners to run their business.
  - Delegation of authority must be revocable

# ELIGIBILITY REQUIREMENT

- Small Business Status
  - **Definition:** To be an eligible DBE, a firm (including its affiliates) must be an existing small business, as defined by Small Business Administration (SBA) standards.
  - The business size standard must be according to the North American Industry Classification System (NAICS) code(s) of to the type(s) of work the firm seeks to perform in DOT-assisted contracts.
  - Even if it meets the requirements, a firm is not an eligible DBE in any Federal fiscal year if the firm (including its affiliates) has had average annual gross receipts, as defined by SBA regulations over the firm's previous three fiscal years, in excess of \$23.98 million.

# APPLICATION PROCESS

# APPLICATION PROCESS

- First time applicants for DBE certification must:
  - Fill in the UCP application
  - submit the application with all related material to the nearest DBE/Airport Concession DBE (ACDBE) Program Certifying Agency
  - Participate in an Onsite Interview conducted by the Certifying Agency
- General time frame is about 90 days

# APPLICATION PROCESS

- 3 types
  - DBE
  - DBE – Trucking
    - Additional documentation
  - Airport Concession DBE

# APPLICATION PROCESS

- The packet includes
  - Uniform Certification Application (Appendix F)
  - <https://www.transportation.gov/sites/dot.gov/files/docs/New%20DBE%20Certification%20Application%2011-18-2014.pdf>
  - Affidavit of Certification
  - Personal Net Worth Statement
  - <https://www.transportation.gov/sites/dot.gov/files/docs/DBE%20PNW%20Statement%2011-3-2014.pdf>
  - Form DT2188: Requested work/Geographic area summary
  - Form DT2186: Contractor statement of experience



# APPLICATION PROCESS

- 4 Program Certifying Agencies
  - [City of Madison - Department of Civil Rights](#)
  - [Dane County - Office of Equal Opportunity](#)
  - [Milwaukee County - Community Business Development Partners](#)
  - [WISDOT Office of Business Opportunity & Equity Compliance](#)
- <http://wisconsindot.gov/Pages/doing-bus/civil-rights/dbe/ucp-contacts.aspx>

# APPLICATION PROCESS

City of Madison

DBE Certifications only

- Packet to be completed and mailed to:
  - City of Madison, Affirmative Action Department
  - Madison Municipal Bldg., Ste. 130  
215 Martin Luther King Jr. Blvd.  
Madison, WI 53703
  - Telephone: (608) 266-6514
  - TTY: (608) 266-4083
  - FAX: (608) 267-1142

[City of Madison - Department of Civil Rights](#)

<http://www.cityofmadison.com/dcr/aaTBDir.cfm>

# APPLICATION PROCESS

Dane County – Office of Equal Opportunity

DBE and ACDBE Certifications

- Packet to be completed and mailed to:
  - Dane County - Office of Equity and Inclusion
  - Dane County City-County Building, Room 356  
210 Martin Luther King Jr. Blvd.  
Madison, WI 53703  
(608) 283-1391 Phone  
(608) 266-2138 fax

[Dane County - Office of Equal Opportunity  
oei-exec.countyofdane.com](http://oei-exec.countyofdane.com)

<https://oei-exec.countyofdane.com/Contract-Compliance-Program>

# APPLICATION PROCESS

Milwaukee County

DBE and ACDBE Certifications

- Fill out and submit [application online](#)
  - Contact information:  
DBE Program Administrators  
(414) 278-4747 Phone  
(414) 223-1958 fax  
[cbdp@milwaukeecountywi.gov](mailto:cbdp@milwaukeecountywi.gov)
  - Print and complete the Uniform Certification Application for guideline
  - Create an account and apply online for the UCP DBE certification
  - Upload the back up documentation
  - Once Certification process begins it must be completed within 90 days

[Milwaukee County - Community Business Development Partners](#)

# APPLICATION PROCESS

WisDOT Office of Business Opportunity & Equity Compliance

DBE and ACDBE Certifications & Out of State Certifications

- Packet to be completed and mailed to:
  - P.O. Box 7965  
4802 Sheboygan Ave., Room 451  
Madison, WI 53707-7965  
(608) 266-8216 Phone  
(608) 267-3641 fax

# APPLICATION PROCESS

- Renewing the certification
  - In 2014, USDOT provided new guidance to certifiers in the DBE Program with a 180-page document called the 2014 Final Rule.
  - One of the provision in the Final Rule ended recertification (Wisconsin UCP required a five-year renewal process)
  - Since November of 2014, once a firm becomes approved to participate in the DBE Program, only the Annual No Change Affidavit process is required.
  - Link to the 2014 Final Rule:
- <https://cms.dot.gov/small-business/disadvantaged-business-enterprise/disadvantaged-business-enterprise-dbe-program-final>

# APPLICATION PROCESS


- Maintaining the certification
  - A DBE must provide to the recipient, every year on the anniversary of the date of your certification, an affidavit sworn to by the firm's owners before a person who is authorized by State law to administer oaths or an unsworn declaration executed under penalty of perjury of the laws of the United States.
  - This affidavit must affirm that there have been no changes in the firm's circumstances affecting its ability to meet size, disadvantaged status, ownership, or control requirements of this part or any material changes in the information provided in its application form, except for changes about which you have notified the recipient.
  - The affidavit shall specifically affirm that your firm continues to meet SBA business size criteria and the overall gross receipts cap of this part, documenting this affirmation with supporting documentation of your firm's size and gross receipts (e.g., submission of Federal tax returns).

# APPLICATION PROCESS

- Maintaining the certification
- You must inform the UCP in writing of any change in circumstances affecting your ability to meet size, disadvantaged status, ownership, or control requirements of this part or any material change in the information provided in your application form.
  - (1) Changes in management responsibility among members of a limited liability company are covered by this requirement.
  - (2) You must attach supporting documentation describing in detail the nature of such changes.
  - (3) The notice must take the form of an affidavit sworn to by the applicant before a person who is authorized by state law to administer oaths or of an unsworn declaration executed under penalty of perjury of the laws of the United States. You must provide the written notification within 30 days of the occurrence of the change.

# APPLICATION PROCESS

- Maintaining the Certification:
- For any change: complete for DT1012: DBE Change to Business Form



**DBE CHANGE-TO-BUSINESS FORM**  
**For Disadvantaged Business Enterprise Firms**  
 Wisconsin Department of Transportation  
 DT1012 1/2016

In order to comply with the regulations of the Disadvantaged Business Enterprise Program (DBE), the Wisconsin Department of Transportation, requires you to complete this form in the occurrence of a qualifying change. You may be asked for documentation to support these changes.

*It is imperative that you submit this form within 30 days of a change to your business. Failure to complete and return this DBE Change-to-Business Form in a timely manner may result in your firm being denied DBE credit for services.\**

Company	Effective Date of Change

CHANGE OF BUSINESS NAME OR OWNERSHIP/PERCENTAGES	
Previous Name	New Name
Owner 1	Owner %
Owner 2	Owner %
Owner 3	Owner %

(For additional owners, include a separate sheet.)

# GOVERNMENT ENTITIES USING THE DBE

# GOVERNMENT ENTITIES USING THE DBE

Austin Straubel Airport, Green Bay	City of Beloit	City of Racine
Central Wisconsin Airport, Mosinee	City of Eau Claire	City of Sheboygan
Chippewa Valley Regional Airport, Eau Claire	City of Green Bay	City of Superior
La Crosse Municipal Airport, La Crosse	City of Janesville	City of Waukesha
Outagamie County Regional Airport, Appleton	City of Kenosha	City of Wausau
Rhineland-Oneida County Regional Airport, Rhineland	City of La Crosse	County of Waukesha
City of Appleton	City of Oshkosh	

# SOLICITATION BY TYPE OF BUSINESS

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- Matrix
- <http://wisconsindot.gov/Documents/doing-bus/civil-rights/dbe/business-cntrctng-matrix.pdf>

# SOLICITATION BY TYPE OF BUSINESS

- Highway Construction Contract Information:
  - <http://wisconsindot.gov/Pages/doing-bus/contractors/hcci/default.aspx>
- 
- DBE goals averages 10% or about \$10 million

# SOLICITATION BY TYPE OF BUSINESS

- Consultant and Engineering
- <http://wisconsindot.gov/Pages/doing-bus/eng-consultants/solicitations/default.aspx>
  - Masterwork registration for access to solicitations (some do not require the registration)
    - <http://wisconsindot.gov/Pages/doing-bus/eng-consultants/cnslt-rsrcs/contracts/masterworks.aspx>
- DBE goal averages 15%

# SOLICITATION BY TYPE OF BUSINESS

- WISDOT Purchasing Department
- <http://wisconsindot.gov/Pages/doing-bus/purchasing/prchsg-ovrvw/default.aspx>
- The State of Wisconsin has a goal of spending 5% with Minority Business Enterprises and 1% with Disabled Veteran Owned Business Enterprises. Find out if you qualify and become certified.

# SOLICITATION BY TYPE OF BUSINESS

- Aeronautic

[Construction and engineering services](#)

- Airports Bidding Information
  - <http://wisconsindot.gov/Pages/doing-bus/aeronautics/airports/default.aspx>
- Consultant services Advertisements
  - <http://wisconsindot.gov/Pages/doing-bus/aeronautics/airports/consultads.aspx>

# SOLICITATION BY TYPE OF BUSINESS

- Remember:
- Prevailing wage compliance:
  - Both federal and state law establish mandatory prevailing wage rates for each employment classification.
- Payroll submission (CRCS) compliance
  - Prevailing wage compliance includes the requirement that contractors enter electronic payrolls weekly through WisDOT's Civil Rights Compliance System (CRCS).

# HOW TO LEVERAGE YOUR DBE

# HOW TO LEVERAGE YOUR DBE

- Additional certifications – Additional Opportunities
  - In 2012, Executive Order #72 required the Department of Administration to waive certification application requirements from other state, federal, local or private businesses if their certification procedures are “substantially equivalent” to those of the State of Wisconsin. To streamline certification and reduce duplication, DOA entered into a Memorandum of Understanding (MOU) with the Wisconsin Department of Transportation’s Office of Business Opportunity and Equity Compliance and other entities in the Unified Certification Program in 2013. Through it, the DOA Supplier Diversity Program grants certification to firms that meet the State of Wisconsin certification eligibility requirements using their UCP certification.

# HOW TO LEVERAGE YOUR DBE

- Additional certifications – Additional Opportunities
  - [DBE Program websites for other states](#)
  - Being DBE Certified in other States
  - When a firm currently certified in Wisconsin applies to another State for DBE certification, the State may, at its discretion, accept Wisconsin's certification and certify the firm, without further procedures.
    - To obtain certification in this manner, the firm must provide a copy of its certification notice
  - If the State does not accept the certification,
    - You must provide a complete copy of the application form, all supporting documents, and any other information you have submitted to the State of Wisconsin. This includes affidavits of no change (see §26.83(j)) and any notices of changes (see §26.83(i)) that you have submitted to the State of Wisconsin, as well as any correspondence you have had with the State of Wisconsin's UCP or any other recipient concerning your application or status as a DBE firm.

# HOW TO LEVERAGE YOUR DBE

- Mentor-Protégé Agreement
- Benefit to the Mentor:
  - Receive payment for time training a certified DBE firm under a WisDOT Specialty Services Contract
  - Receive 2% markup on WisDOT contracts when the protégé is a subcontractor to the mentor
  - Receive Name Recognition as a WisDOT Small Business Development Mentor

# HOW TO LEVERAGE YOUR DBE

- Mentor-Protégé Agreement
- Benefit to the Protégé:
  - Received structured business development from a valued WisDOT Consultant Firm
  - Insider perspective on Best Practices
  - Access to WisDOT Training Catalogue
  - Opportunity for Paid Accredited Training

# HOW TO LEVERAGE YOUR DBE

- Mentor-Protégé Agreement
- ACQUAINTED PAIRS:
  - A mentor and a protégé enter into the program on their own initiative.
- UNACQUAINTED PAIRS:
  - WisDOT initiates and facilitates the pairing of the mentor and the protégé
- The Mentor/Protégé Memorandum of Understanding (MOU) will remain in effect for three years with the possibility of a two-year extension.

# HOW TO LEVERAGE YOUR DBE

Networking – Find the primes that are using DBEs

- Solicit Prime contractors on plan holders list; Use Small Business Network (SBN) - Construction
  - [https://www.bidx.com/wi/sbn\\_registration](https://www.bidx.com/wi/sbn_registration)
- Present qualifications at Annual Events: Design Opportunity Day and Construction Administration Fair- Services
  - <http://wisconsindot.gov/Pages/doing-bus/eng-consultants/solicitations/prev.aspx>
- Register in E-supplier (DOT Procurements)
  - <https://doa.wi.gov/Pages/DoingBusiness/eSupplier.aspx>

# UPCOMING TRAINING - EVENTS

# ACQUISITION HOUR LIVE WEBINAR SERIES

- March 28, 2018 – **Cyber Security for Current and Prospective DOD Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)
- April 3, 2018 – **Contract Closeouts: Preparing for a Smooth Ending** – [CLICK HERE](#) for additional information – presented by Mark Dennis – Consultant – La Crosse River Consulting
- April 4, 2018 – **Export Controls – ITAR and Associated Requirements** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)
- April 17, 2018 – **eSRS Individual Subcontractor Reporting (ISR) Basics** – [CLICK HERE](#) for additional information – presented by Kim Garber – Wisconsin Procurement Institute (WPI)
- April 25, 2018 – **Learning About Surety Bond Guarantee From the U.S SBA** – [CLICK HERE](#) for additional information – presented by Tamara Murray – Underwriting Marketing Specialist – U.S Small Business Administration, Office of Surety Guarantees

# ACQUISITION HOUR LIVE WEBINAR SERIES

- May 8, 2018 – **How to Quickly Analyze Solicitations** – [CLICK HERE](#) for additional information – presented by Carol Murphy – Wisconsin Procurement Institute (WPI)
- May 9, 2018 – **Change in Ownership on a Small Business and Consequences for Government Contracts, Certifications and Succession Planning** – [CLICK HERE](#) for additional information – presented by Emily A. Constantine – Attorney – Husch Blackwell LLP
- May 22, 2018 – **Export Compliance and Small Business** – [CLICK HERE](#) for additional information – presented by Emily A. Constantine – Attorney – Husch Blackwell LLP
- May 23, 2018 – **Cyber Security for Current and Prospective DOD Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)
- June 6, 2018 – **Flow-down Clauses – Management and Responsibilities for Federal Contractors** – [CLICK HERE](#) for additional information – presented by Carol Murphy – Wisconsin Procurement Institute (WPI)

# UPCOMING EVENTS

[Federal Acquisition Regulations \(FAR\) Review](#) – Tuesday Evenings – Webinar

[Society of American Military Engineers \(SAME\) Joint Industry Days and Federal Agency Forum \(JIDFAF\)](#) – April 9 – 10, 2018 – Northbrook, IL

[Federal Acquisition Regulations, Understanding the Basics](#) – April 11, 2018 – Iron Mountain, MI

[Preparing a Winning Government Proposal](#) – April 26, 2018 – Milwaukee, WI

[6<sup>TH</sup> Annual U.S. Department of Veteran Affairs Business Conference](#) – May 16, 2018 – West Allis, WI

[12<sup>th</sup> Annual Volk Field-Fort McCoy Small Business Conference](#) – June 19-20, 2018 – Fort McCoy, WI

# SOCIETY OF AMERICAN MILITARY ENGINEERS (SAME) JOINT INDUSTRY DAYS AND FEDERAL AGENCY FORUM (JIDFAF)

APRIL 9, 2018 NORTHBROOK

Start Date	April 9, 2018
End Date	April 10, 2018
Facility	Hilton Chicago/Northbrook
Address	2855 N Milwaukee Ave, Northbrook, IL 60062
Contact Info	Joseph Smetak <a href="mailto:josephs@wispro.org">josephs@wispro.org</a> 414-270-3600
Details	<a href="#">Read More Information</a>
Agenda	<a href="#">View The Agenda</a>
Register Online	<a href="#">Register for Event</a>

Supporting Small Businesses in Construction, A/E, Environmental and Related Trades / Services \*\* Formerly known as the SAME Midwest Small Business EXPO.

Registration now open! Visit the conference website for additional information: <https://samejidfaf.org/>



[REGISTER](#)

Society of American Military Engineers (SAME) Lake Michigan & Chicago Posts

Wisconsin Procurement Institute (WPI)

# 6TH ANNUAL U.S. DEPARTMENT OF VETERANS AFFAIRS BUSINESS CONFERENCE

MAY 16, 2018 WEST ALLIS

Start Date	May 16, 2018
End Date	May 16, 2018
Time	8:00 am - 4:30 pm
Facility	Hampton Inn
Address	8201 W Greenfield Ave, West Allis, WI 53214
Contact Info	Carol Murphy <a href="mailto:carolm@wispro.org">carolm@wispro.org</a> 414-270-3600

Save the date! Additional information will be posted soon.



U.S. Department of Veterans Affairs (VA)

National Contract Management Association (NCMA) – Wisconsin Chapter

Wisconsin Procurement Institute (WPI)

# 12TH ANNUAL VOLK FIELD – FORT MCCOY SMALL BUSINESS CONFERENCE

JUNE 19, 2018 FORT MCCOY, WI

Start Date	June 19, 2018
End Date	June 20, 2018
Facility	Ft. McCoy Building 90 Wisconsin Military Academy
Address	Ft. McCoy Building 90 Wisconsin Military Academy 90 S. 10th Avenue
Contact Info	Dave Olson <a href="mailto:davido@wispro.org">davido@wispro.org</a> (608) 338-8018

Previously known as the Annual Volk Field Small Business Conference – this year, the conference will be held at Ft. McCoy.

**SAVE THE DATE!**



Fort McCoy

Juneau County Economic Development Corporation

Small Business Administration (SBA)

Volk Field Air National Guard Base

Western Dairyland

Wisconsin Procurement Institute (WPI)



WISCONSIN ECONOMIC  
DEVELOPMENT CORPORATION

Governor's Conference on Minority Business Development  
Welcoming minority, woman and veteran-owned businesses

December 13 - 14, 2017

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SAVE THE DATES  
**2018 MARKETPLACE**  
December 12-13, 2018

LOCATION:  
Potawatomi Conference Center  
Milwaukee, Wisconsin

**THANK YOU**

**2017**



# QUESTIONS?

# SURVEY



# CONTINUING PROFESSIONAL EDUCATION

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CPE Certificate available, please contact:

**Benjamin Blanc**

[benjaminb@wispro.org](mailto:benjaminb@wispro.org)

# PRESENTED BY

Wisconsin Procurement Institute (WPI)

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