

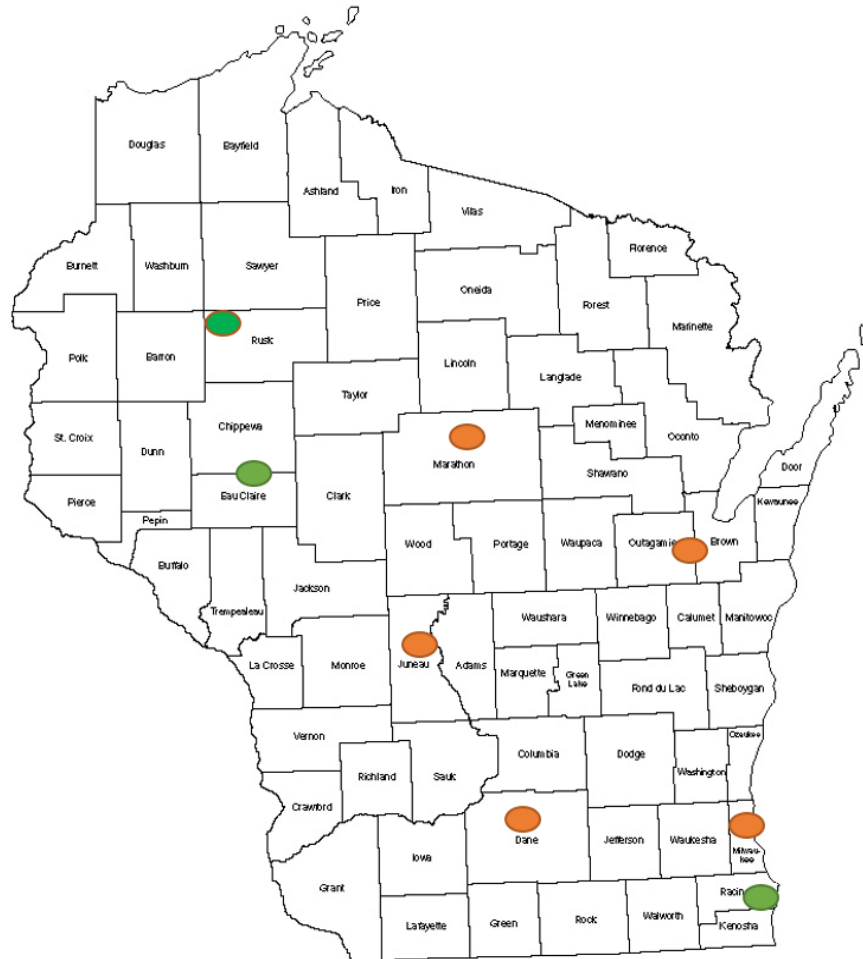


A Procurement Technical Assistance Center (PTAC)

# Introduction to Certifications Available to Minority Owned Businesses

October 11, 2016





## LOCATIONS:

- **Primary office – Milwaukee** - Technology Innovation Center
- **Staffed Satellite offices**
  - Madison** (FEED – Food Enterprise & Economic Development / MEC – Madison Enterprise Center)
  - Camp Douglas** (Juneau County Economic Development Corporation)
  - Wausau** (Wausau Region Chamber of Commerce)
  - Appleton** (Fox Valley Technical College)
- **Active Partnerships**
  - Racine** – LaunchBox
  - Eau Claire** - Western Dairyland
  - Ladysmith** – Indianhead Community Action



[www.wispro.org](http://www.wispro.org)

UPCOMING EVENTS

SEPTEMBER 13 2016  
ACQUISITION HOUR: FEDERAL GOVERNMENT CONTRACTING – A LOOK AT RECENT CHANGES - PART 1

SEPTEMBER 14 2016  
ACQUISITION HOUR: FEDERAL GOVERNMENT CONTRACTING – A LOOK AT RECENT CHANGES - PART 2

SEPTEMBER 16 2016  
A WINNING APPROACH TO CONTRACT AWARD: PREPARATION, LEAD GENERATION, FOLLOW-UP AND CLOSING THE DEAL  
MILWAUKEE, WI >

SEPTEMBER 20 2016  
A WINNING APPROACH TO CONTRACT AWARD: PREPARATION, LEAD GENERATION, FOLLOW-UP AND CLOSING THE DEAL  
WAUSAU, WI >

SEPTEMBER 21 2016  
GREEN BAY PACKERS MENTOR PROTÉGÉ PROGRAM NETWORKING EVENT  
GREEN BAY, WI >

CURRENT OPPORTUNITIES (3)

GET STARTED WITH THE BASICS

Questions & answers on how to get started.

GET STARTED

SIGN-UP FOR OUR NEWSLETTER

Stay up-to-date with the latest WPI news.

SIGN UP

HAVE A QUESTION? WE'RE HERE TO HELP.

One of our staff of experts is available to answer your questions.

GET HELP

WISCONSIN PROCUREMENT INSTITUTE  
10437 INNOVATION DR., SUITE 320  
MILWAUKEE, WI 53226

P: 414-270-3600



CONTACT US  
CLIENT CONSENT FORM

# Certifications Available for Minority Owned Businesses

- Today's Agenda – a broad overview of certifications available to minority owned businesses in Wisconsin
  - Federal Government
    - 8(a) Program
    - Small Disadvantaged Businesses (SDB)
  - State Government
    - Minority Business Enterprises (MBE) Certification
    - Wisconsin Department of Transportation Disadvantaged Business Enterprise (DBE) Certification
  - Local Governments
    - Various Municipalities – DBE under the Unified Certification Program (UCP)
      - Milwaukee County
      - Dane County
      - City of Madison
      - Other Municipalities
    - Milwaukee Metropolitan Sewerage District (MMSD) – Small, Woman and Disadvantaged Business Enterprises (SWMBE)
    - Milwaukee Public Schools (MPS) Historically Underutilized Businesses (HUB)
  - Corporate
    - North Central Minority Supplier Development Council – affiliate of National Minority Supplier Development Council (NMSDC) – Minority Business Enterprise (MBE)

# Federal Government

- SBA's 8(a) Business Development Program
- SDB

# US Small Business Administration

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*8(a) Business Development  
Program*



*U.S. Small Business Administration*

# 8(a) BD Program

***What is the 8(a) Business  
Development Program?***

# 8(a) BD Program

- 8(a) BD Program began as a public law and was named after Section 8(a) of the Small Business Act of 1953 (Section 204 of Public Law 100-656)
- The 8(a) BD Program is governed by 13 CFR §124.100
- The 8(a) BD Program was incorporated in Part 19, Small Business Programs of the Federal Acquisition Regulations (FAR) in 1984

# Term of Participation

Start = date of approval

- Developmental Stage - year 1 through year 4
- Transitional Stage – year 5 through year 9

Continuation in the program is dependent on the firm's continuing eligibility as a socially and economically disadvantaged owned/operated firm and continued compliance with the 8(a) BD participation agreement

# Eligibility Criteria

- The business must be majority-owned (51 percent or more) and controlled/managed by socially and economically disadvantaged individual(s)
- The individual(s) must be an American citizen, by birth or naturalization

# Eligibility Criteria

- The individual(s) controlling and managing the firm on a full-time basis must meet the SBA requirement for disadvantage, by proving both social disadvantage and economic disadvantage
- Under federal law, socially disadvantaged individuals are those who have been subjected to racial or ethnic prejudice or cultural bias within American society because of their identification as members of groups without regard to their individual qualities

# Social Disadvantage

- For purposes of the 8(a) Business Development program, the following individuals are presumed socially disadvantaged (called “presumed groups”):
  - Black Americans
  - Hispanic Americans
  - Native Americans
  - Asian Pacific Americans
  - Subcontinent Asian American
- Other individuals may similarly be found socially disadvantaged and eligible for the program on a case-by-case basis

# Economic Disadvantage

- SBA cannot determine if an individual is economically disadvantaged unless SBA has already found the individual to be socially disadvantaged. The individual majority owner(s) must prove both social disadvantage and economic disadvantage
- According to SBA's regulations, "economically disadvantaged individuals are socially disadvantaged individuals whose ability to compete in the free enterprise system has been impaired due to diminished capital and credit opportunities."

# Determining Economic Disadvantage

- To determine if an individual is also economically disadvantaged, each socially disadvantaged individual must provide the following to SBA:
  - Narrative statement of economic disadvantage
  - Personal financial information (including tax returns and certain SBA forms)
  - In every case, when married, the socially disadvantaged individual must submit separate financial information to SBA for his or her spouse (including tax returns and certain SBA forms)

# Eligibility Criteria

- The business must be a small business
- The business must demonstrate potential for success
- The principals must show good character

*\*Separate eligibility requirements exist for a business that is owned by American Indians, Native Alaskans, Native Hawaiians or Certified Development Companies*

# Good Character

## *What Shows a lack of good character?*

- Adverse information regarding possible criminal conduct by the applicant or its principals
- Violations of any SBA regulations
- Debarred or suspended individuals or firms
- Applicant firms and principals that lack business integrity as shown by an indictment, guilty plea or civil judgment
- Any principal who is incarcerated or on parole or probation
- Evidence that the firm knowingly submitted false information during the application process
- Any firm or any of its principals that fail to pay financial obligations to the Federal Government

# Potential for Success

- Must be in business in its primary NAICS code for at least two full years immediately prior to the date of its 8(a) application
- Proof of two years operation in the firm's primary industry as verified by revenues reported in business tax returns
- Financial capability: sufficient capitalization, financial performance, bonding capacity, manageable debts
- Managerial and Technical capability: performance on previous contracts, firm has the necessary personnel, licenses, certifications, facilities, and prior experience

# Waiver of the Two Year Rule

- The individual or individuals upon whom eligibility is to be based have substantial and demonstrated business management experience
- The applicant has demonstrated technical expertise to carry out its business plan with a substantial likelihood for success if admitted to the 8(a) BD Program
- The applicant has adequate capital to carry out its business plan as a Participant

# Ownership

- At least 51% unconditional ownership by the disadvantaged person(s)
- Partnerships: Agreements must reflect unconditional ownership
- Limited Liability Company: Disadvantaged individuals must own at least 51% of each class of member interest

# Ownership

## Corporations

- Disadvantaged persons must own at least 51% of each class of voting stock and at least 51% of all outstanding stock
- A Tribe must unconditionally own at least 51% of the aggregate of all classes of stock. For non-corporate entities, a Tribe must unconditionally own at least a 51% interest

# Control and Management

- **Partnerships:** Agreements must reflect unconditional management by disadvantaged partner(s)
- **Limited Liability Company:** One or more disadvantaged individuals must serve as management members with unconditional control
- **Corporations:** Disadvantaged directors of the board must control the board by actual number of votes and must be able to establish a quorum without the presence of non-disadvantaged directors

# What Constitutes Control?

The Disadvantaged Individual(s) must:

- Hold the position of President or Chief Executive Officer, Managing Partner or LLC Managing Member
- Be the highest compensated individual
- Have the ability to Hire and Fire
- Set Policies
- Have the ability to commit firm to contracts
- Have the ability to control the Budget and Financial Disbursement

# Eligibility Criteria

## Size

Firms must be small based on their primary NAICS Code, including affiliates

- Size is determined either by:
  - Average 3 years revenues (construction and services)
  - Number of employees (manufactures, dealers, wholesalers)

*\*See 13 CFR §121 Size Regulations or visit our website:  
[www.sba.gov](http://www.sba.gov)*

# Application Processing

- We recommend that you obtain and submit your 8(a) Program application electronically at [SBA.gov](https://www.sba.gov)
- For more information or questions call the Division of Program Certification & Eligibility at (202) 205-6417 or your local SBA district office

# Assistance Available to 8(a) BD Participants

- 7(j) Training
- 8(a) BD Contracting
- Finance
- Resource Partners
  - SCORE
  - SBDCs
  - Women's Business Centers

# Mentor/Protégé

- The purpose of the Mentor/Protégé program is to enhance the capabilities of 8(a) BD participants and to improve their ability to successfully compete for federal government contracts
- Mentors may provide the following forms of assistance to Protégés:
  - Technical and management assistance
  - Financial assistance, including equity investments and/or loans
  - Subcontracting support
  - Assistance in performing prime contracts through joint venture arrangements

# Joint Venture

An agreement between an eligible 8(a) participant and one or more other business concerns to establish a new legal entity solely for the purpose of performing a specific 8(a) contract. The contract is then awarded to the Joint Venture entity rather than to one or more of the participants.

# What is expected of 8(a) BD Program Participants?

- Maintain up-to-date SAM profile
- Self marketing to federal procurement agencies
- Submission and annual update of business plan
- Access to company records by the SBA
- Informing SBA of any changes affecting 8(a) BD eligibility, i.e. changes in business structure, ownership, etc.

# What is expected of 8(a) BD Program Participants?

- Submission of year end financial statements and annual tax returns
- Participation in business development training opportunities and networking offered by the SBA
- Keeping financial obligations to the Federal Government current

# Resources and Tools

- Federal Acquisition Regulations
  - <https://www.acquisition.gov/far>
- Acquisition Central
  - <https://www.acquisition.gov/>
- FAR Part 19 – Small Business Programs
  - <http://www.acquisition.gov/far>
- Code of Federal Regulations (13CFR)
  - <http://www.gpoaccess.gov/cfr/index.html>
- Federal Business Opportunities
  - <http://www.fbo.gov>
- SBA-Government Contracting
  - <http://www.sba.gov/aboutsba/sbaprograms/gc/index.html>

# SBA – Wisconsin District Office

For more information on SBA's programs and services

Please contact:

Shane Mahaffy, Lead Business Opportunity Specialist

Telephone: 414-297-1455

Email: [Shane.Mahaffy@sba.gov](mailto:Shane.Mahaffy@sba.gov)

Or visit our office web site at [www.sba.gov/wi](http://www.sba.gov/wi)

# SBA - Wisconsin Offices

## **Wisconsin District Office**

310 West Wisconsin Ave.

Suite 580W

Milwaukee, WI

Phone: 414-297-3941

## **Wisconsin District Office**

740 Regent Street

Suite 100

Madison, WI

Phone: 608-441-5261

# Federal Government

- **Small Disadvantaged Businesses (SDBs)**
  - **Who qualifies as being “disadvantaged?”** – must meet the **social and economic disadvantaged standards as set forth in the 8(a) program** – Black Americans, Hispanic Americans, Native Americans, Asian Pacific Americans, Subcontinent Asian American
  - **Where and How do I get certified?** There is no formal certification for federal SDBs. Must meet eligibility requirements set forth by the SBA (<https://www.sba.gov/contracting/government-contracting-programs/small-disadvantaged-businesses>) and self represent your status as SDB in [www.SAM.gov](http://www.SAM.gov) (note there is no cost to register in SAM.gov)
  - **Certification length** – You must update your SAM.gov registration once a year and verify that you still qualify as SDB
  - **Certification Cost** – No cost

# Federal Government

- **Small Disadvantaged Businesses (SDBs)**

- **Benefits**

- While there are no set asides for the SDB program, if you self-represent as an SDB you will still count towards the 5% federal contracting programs for SDBs on prime contracts
    - You may also count towards subcontracting goals on small business subcontracting plans from large prime contractors
      - \$700,000 or \$1.5M for construction

# State of Wisconsin

- **Minority Business Enterprise (MBE)**
  - **Definition of Minority**
    - Belong to an ethnic minority group: Native American, Black, Hispanic, Asian Indian, Asian Pacific, Aleut, Eskimo, or Native Hawaiian. (The Department does not recognize women as minorities or base eligibility on the gender of an applicant.)
  - **Where and How do I get certified?** <https://wisdp.wi.gov/Register.aspx>
    - Certification is online through the State's Supplier Diversity website – MUST submit certification application and required documentation online
    - Instructions for new certifications:  
<https://wisdp.wi.gov/Images/Instructions%20for%20Completing%20New%20App.pdf>
  - **Certification length** – recertification must take place every 3 years
  - **Cost for Certification**
    - There is no cost for MBE certification through the State of Wisconsin

# State of Wisconsin

- **Minority Business Enterprise (MBE) – Continued**
- **Certification Benefits**
  - 5% bid preference on state purchases
  - All certified firms can receive technical and marketing assistance, including participation in Marketplace, a statewide business marketing conference.
  - Certified firms are also eligible to be listed in the State of Wisconsin's Directory of Minority, Woman, and Disabled Veteran-Owned Businesses which is circulated to corporate buyers throughout the state purchasing agents.

# Unified Certification Program (UCP)

- **Disadvantaged Business Enterprise (DBE) – UCP**

- **NOTE:** The DBE certification is part of the UCP – there are multiple certifying agencies and multiple agencies accept DBE certification. This will be discussed in more detail later in the presentation
- **Definition of Minority & Disadvantaged:** Disadvantaged Status - Belong to an ethnic minority group: Native American, Black, Hispanic, Asian Indian, Asian Pacific or women.
- **Where and How do I get certified?**
  - Contact one of the four certifying members - Wisconsin Department of Transportation, Milwaukee County – Community Business Development Partners, Dane County Purchasing Division- Contract Compliance or City of Madison Department of Civil Rights – Target Business Enterprise Program
    - **WisDOT :** <http://wisconsindot.gov/Pages/doing-bus/civil-rights/dbe/eligibility-requirements.aspx>
    - **Milwaukee County Online Certification:** Milwaukee, Waukesha, Ozaukee, Racine, Kenosha and Washington. The County of Milwaukee shall process applications submitted by firms interested in working on projects assisted by the FAA, FHWA, or FTA. The County of Milwaukee shall process applications for airport concessionaires located anywhere in this state.
      - <http://county.milwaukee.gov/cbdp/CertificationServices.htm>

# Unified Certification Program (UCP)

- **Disadvantaged Business Enterprise (DBE) – UCP**

- **Where and How do I get certified?**

- **Dane County:** Only certifies airport concessionaires – contact Wesley Sparkman, Contract Compliance Officer  
608.266-5623 [sparkman@countyofdane.com](mailto:sparkman@countyofdane.com) for additional information
    - **City of Madison:** The City of Madison shall provide certification-related services to firms located in Dane County, and shall process only applications submitted by firms interested in working on projects assisted by the Federal Transit Administration (FTA)
      - Application is available online: <http://www.cityofmadison.com/dcr/aaTBDir.cfm>

- **Certification length** – Certification is ongoing - companies are re-evaluated every three years, and must submit an annual Affidavit of Continuing Eligibility.

- **Cost for Certification** – There is no cost to be certified as DBE

# Unified Certification Program (UCP)

- **Benefits – WisDOT**

- Support Services are available to certified firms free of charge including technical, marketing and financial assistance
- WisDOT offers two programs designed to assist DBEs making connections with Prime contractors: Mentor Connection (6-month) and Mentor Protégé (3-year); <http://wisconsindot.gov/Documents/doing-bus/civil-rights/dbe/mentor-protege.pdf>
- Mega project goal setting for DBE participation
  - National goal of placing at least 10 percent of federal highway and transit funds with persons who qualify as disadvantaged small business operators.
- UCP is a cooperative of 24 different Wisconsin cities, counties , airport and transit authorities that benefit from USDOT funding – incorporate DBE goals into their federally funded transportation projects:

# Unified Certification Program (UCP) List

- (a) Austin Straubel Airport, Green Bay, Wisconsin.
- (b) Central Wisconsin Airport, Mosinee, Wisconsin.
- (c) Chippewa Valley Regional Airport, Eau Claire, Wisconsin.
- (d) La Crosse Municipal Airport, La Crosse, Wisconsin.
- (e) Outagamie County Regional Airport, Appleton, Wisconsin.
- (f) Rhinelander-Oneida County Regional Airport, Rhinelander, Wisconsin.
- (g) City of Appleton, Wisconsin.
- (h) City of Beloit, Wisconsin.
- (i) City of Eau Claire, Wisconsin.
- (j) City of Green Bay, Wisconsin.
- (k) City of Janesville, Wisconsin.
- (l) City of Kenosha, Wisconsin.
- (m) City of La Crosse, Wisconsin.
- (n) City of Oshkosh, Wisconsin.
- (o) City of Racine, Wisconsin.
- (p) City of Sheboygan, Wisconsin.
- (q) City of Superior, Wisconsin.
- (r) City of Waukesha, Wisconsin.
- (s) City of Wausau, Wisconsin.
- (t) County of Waukesha, Wisconsin.

# Local Governments

- **City of Madison** – Targeted Business Certification Program
- **Note:** There is no reciprocity with the State MBE certification. For the purposes of this certification, minority means African American, Asian, Native American and Pacific Islander.
- **Where and How do I get certified?**
  - Certification available online at:  
<http://www.cityofmadison.com/dcr/documents/targetedbuscertpgm.pdf> and must be submitted to City of Madison, Affirmative Action Division, 210 Martin Luther King, Jr. Blvd., Rm. 523 , Madison, WI 53703
- **Certification length** – Recertification yearly:  
<http://www.cityofmadison.com/dcr/documents/TargetedBusReCertApp.pdf>
- **Cost for Certification** – There is no cost for certification

# Local Governments

- **City of Madison** – Targeted Business Certification Program
- **Certification Benefits**
  - Participate in federally funded city projects – the bid document will specify MBE participation
  - Participate in Dane County Targeted Business Enterprises Program

# Local Governments

- **Dane County** – Targeted Business Enterprise Program and Disadvantaged Business Enterprises
  - See City of Madison and UCP Certification

# Local Governments

- **Milwaukee County** – DBE Program
  - See UCP Certification

# Local Governments

- **Metropolitan Milwaukee Sewerage District (MMSD) – Small, Veteran, Women, Minority (SWMBE) Businesses**
  - **NOTE:** MMSD does not certify MBE businesses, but does recognize the State of Wisconsin's MBE certification, WisDOT's DBE certification as well as the North Central Minority Supplier Development Council's MBE certification (note this list is not exhaustive. Visit <http://www.mmsd.com/procurement/SWMBE> for additional information)
- **Where and How do I get Certified?**
  - Since MMSD is not certifying you as a MBE or DBE, you must register in MMSD's Vendor Registration database here: <https://mmsd.diversitycompliance.com/frontend/startvendor.asp> and provide proof of certification mentioned above.
- **Benefits**
  - MMSD has a 13% contracting goal for MBE certified firms
  - Participation on MBE subcontracts on larger contracts

# Local Governments

- **Milwaukee Public Schools (MPS) – Historical Underutilized Businesses Program**
  - **Note:** similar to MMSD, MPS does not certify you as a HUB. However, if you are certified as an MBE by the State of Wisconsin or NMSDC, 8(a) by the US SBA, or DBE by WisDOT or Milwaukee county you may participate in this program.
- **Where and How do I get certified?** Submit recognized certification to Contact Contract Compliance Services -  
<http://mps.milwaukee.k12.wi.us/en/District/About-MPS/School-Board/Contract-Compliance-Services.htm>
- **How long does certification last?**
- **Cost** – There is no cost for this certification

# Local Governments

- **Milwaukee Public Schools (Continued)**

- 35% goal for HUB certified firms
- Ability to participate in MPS subcontracts that require a HUB utilization plan
- Joint Venture & Mentor Protégé agreements are encouraged
- HUB Requirements are for contracts over \$50,000

# Corporate

- **North Central Minority Supplier Development Council (NCMSDC) – MBE Certification**
  - Minority defined as: African-American, Hispanic-American, Native American, Asian and Pacific Islander American (Asian-Indian included).
  - **Where and How do I get certified?** Must register, access the application, upload documentation online here:  
<http://www.northcentralmsdc.net/MbeCertification/HowToGetCertified>
  - **Certification length** – one year – must renew annually
  - **Cost for Certification** - There is a \$300.00 non-refundable processing fee for certification. There is a \$250.00 re-certification fee due annually on your certification anniversary date.

# Corporate

- **North Central Minority Supplier Development Council (NCMSDC) – MBE Certification**
  - Benefits
    - Expanded business opportunities. More than two-thirds of MBEs confirm an increase in revenues as a result of partnership with Corporate Members.
    - Local, regional and national referrals of minority business to member corporations.
    - Exposure to about 3,600 leading national, regional and local companies.
    - Access to corporate buyers.
    - Listing in the National Minority Supplier Development Council MBE computer database ([NMSDC Central](#)).
    - Participation in education programs and workshops to assist in personal and professional growth.
    - Opportunities to network with Corporate Members at various NCMSDC events and activities.
    - Second tier and MBE to MBE business opportunities.

# Gender/Race Neutral Certifications

- HUBZone Certification (Federal): <https://www.sba.gov/contracting/government-contracting-programs/hubzone-program>
- Service Disabled Veteran Owned Businesses (Federal): <https://www.sba.gov/contracting/government-contracting-programs/service-disabled-veteran-owned-businesses>
- Disabled Veteran-Owned Business Enterprise (State of Wisconsin): <http://doa.wi.gov/Divisions/Enterprise-Operations/Supplier-Diversity-Program/Program-Descriptions#disabled>
- MMSD SWMBE (SBE, SDVOSB) (Local): <http://www.mmsd.com/procurement/swmbe>
- Small Business Enterprise (SBE) (City of Milwaukee): [http://city.milwaukee.gov/Directory/OSBD/Certifications.htm#.V\\_vLNSSo6io](http://city.milwaukee.gov/Directory/OSBD/Certifications.htm#.V_vLNSSo6io)

# Gender/Race Neutral Certifications

- Small Business Enterprise (SBE) (City of Madison): <http://www.cityofmadison.com/dcr/aatbdir.cfm>
- Emerging Small Business Enterprise (ESBE) (Dane County): <https://danepurchasing.com/>
- Section 3 (Housing Authority of the City of Milwaukee, various municipalities): <http://www.hacm.org/business/section-3-business>

# Upcoming WPI Events – Acquisition Hour Webinars

- **October 12, 2016 – Export Controls: Export Administration Regulations (EAR)**
- **October 25, 2016 – Understanding your Obligations when Quoting and Receiving Awards from Defense Logistics Agency (DLA) DIBBS**
- **October 26, 2016 – Introduction to Certifications available to Woman Owned Businesses**
- **October 27, 2016 – Recent Regulatory Changes for Small Business**
- **November 8, 2016 – Contract Closeouts: Preparing for a Smooth Ending**
- **November 9, 2016 – Export Controls – ITAR and Associated Requirements**
- **November 15, 2016 – The New Small Mentor Protégé program –the SBA Perspective**
- **November 29, 2016 – The New Small Mentor Protégé Program – A Lawyer’s Perspective**
- **December 6, 2016 – Preparing for CPSR Audit**
- **December 7, 2016 – 10 Issues in Federal Government Construction Projects**

# Upcoming WPI Events – [premarketplacewi.org](http://premarketplacewi.org)

- **Pre-MARKETPLACE 2016 Series - Winning Approach to Contract Award: Preparation, Lead Generation, Follow-Up and Closing The Deal**
  - *Madison – October 13<sup>th</sup>, 2016 - WWBIC Training Center 2300 S Park St #103 Madison, WI 53713*
  - *Oshkosh – October 24<sup>th</sup>, 2016 – Working with the Department of Defense – an Opportunity for Wisconsin Manufacturers*
  - *Racine – October 25<sup>th</sup>, 2016 - Gateway Technical College; Michigan Room 1001 S. Main Street, Racine, WI 53403*
  - *Green Bay – October 27<sup>th</sup>, 2016 - Wisconsin Economic Development Corporation (WEDC) 2071 Larsen Road Green Bay, WI 54303*
  - *Wauwatosa – November 3<sup>rd</sup>, 2016 - Milwaukee County Research Park - Technology Innovation Center 10437 Innovation Dr. Wauwatosa, WI 53226*

# Other Upcoming WPI Events

- **Growing Your Business in Sawyer County Wisconsin** – October 20<sup>th</sup>, 2016 - Hayward
- **What it Takes to WIN – A Discussion with Successful GSA Schedule Contractors** – October 26<sup>th</sup>, 2016 – Milwaukee
- **Post-Election Federal Market Insights - Where's the Money?** – November 15<sup>th</sup>, 2016 - Milwaukee
- **What it Takes to WIN – Opportunities with the Department of Defense for Small Business Manufacturers** – November 17<sup>th</sup>, 2016 – Milwaukee
- **Marketplace 2016** – December 13<sup>th</sup>-14<sup>th</sup>, 2016 - Milwaukee



# QUESTIONS?

# SURVEY



# For Assistance or Additional Information contact

Wisconsin Procurement Institute (WPI)  
Benjamin Blanc

10437 Innovation Drive, Suite 320  
Milwaukee, WI 53226  
414-270-3600 or  
[benjaminb@wispro.org](mailto:benjaminb@wispro.org)