

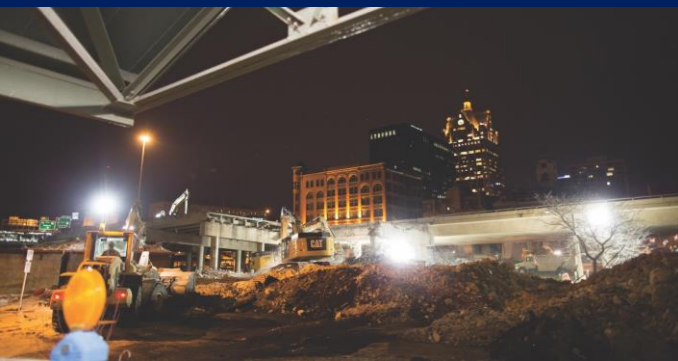


A Procurement Technical Assistance Center (PTAC)



GOVERNMENT CONTRACTING OPPORTUNITIES FOR SMALL BUSINESSES

June 14 2017 – Ashland, WI





A Procurement Technical
Assistance Center

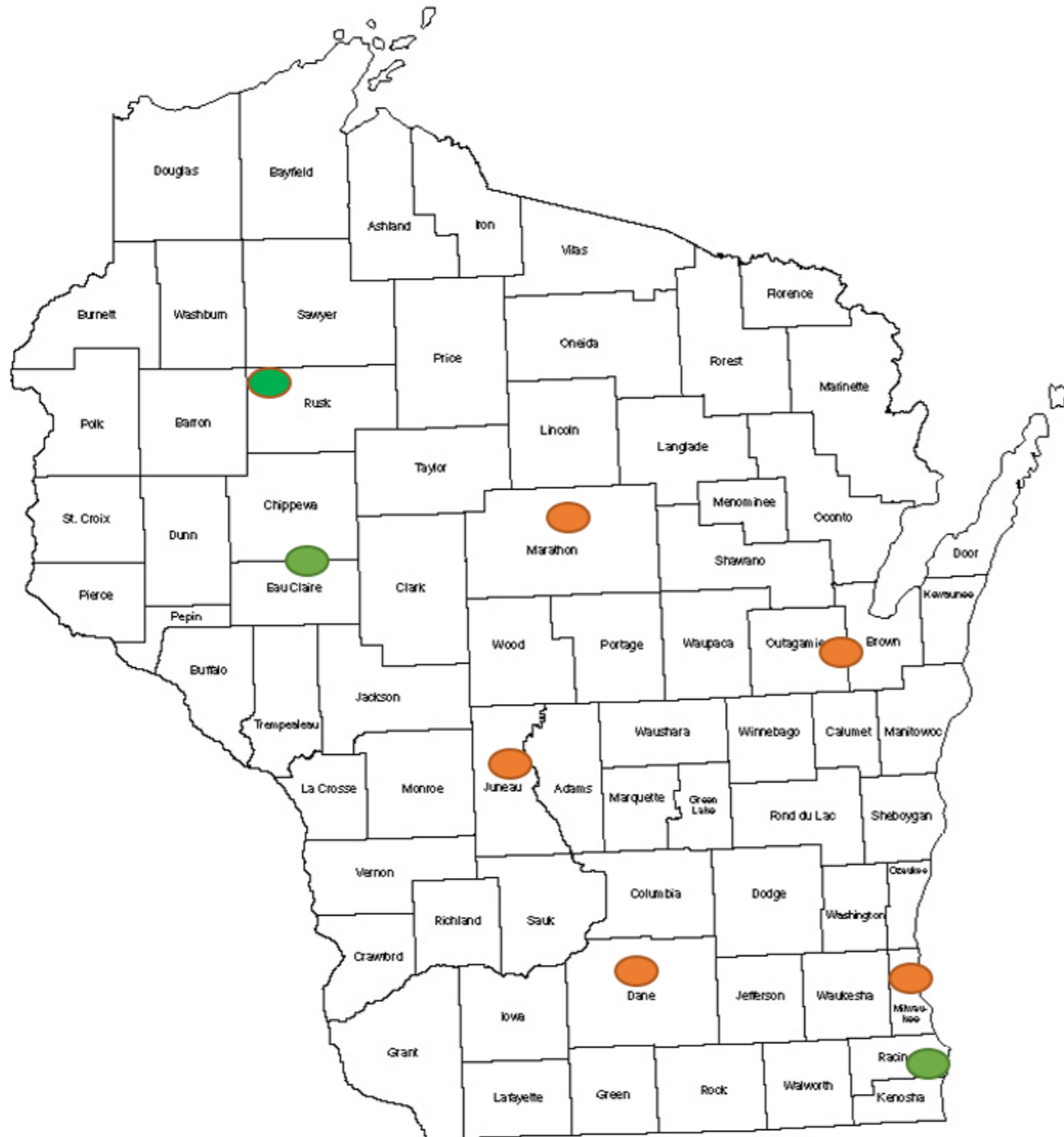
WPI MISSION

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

SERVICES OFFERED



- 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 Certification / 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



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 Regional Chamber of Commerce)
 - Appleton** (Fox Valley Technical College)
- **Active Partnerships**
 - Racine** – LaunchBox
 - Eau Claire** - Western Dairyland
 - Ladysmith** – Indianhead Community Action Agency



A Procurement Technical
Assistance Center

ABOUT the MARKET

Federal – State - Local

- **Federal**
 - Very Large market
 - Worldwide
 - Complex
 - Benefit to being SMALL
 - Manufacturing, construction, services, R&D..... – anything / everything
- **Federal Primes**
 - Large market
 - Worldwide
 - Less Complex – flow-down of rules from Federal Prime contractor
 - Diverse products and services
- **State**
 - Medium size market
 - Statewide
 - Less complex – DIFFERENT FROM FEDERAL – REGULATIONS AND CERTIFICATIONS AND PROCESS
 - Minimal manufacturing and R&D
- **Local**
 - Smaller market
 - Local
 - Less complex - DIFFERENT FROM FEDERAL AND STATE – REGULATIONS AND CERTIFICATIONS AND PROCESS
 - Products, Services and construction for the most part

Local Government



Local Government

- **Each locality is different**
 - List of Counties <https://www.wicounties.org/counties.iml>
 - List of Cities / Municipalities
<http://www.citytown.info/Wisconsin.htm>
 - Fire Departments
<http://www.firedepartment.net/directory/wisconsin>
 - Police Departments <http://www.usacops.com/wi/>
 - Schools <http://dpi.wi.gov/directories>

State Government



State Government - WI



<http://www.doa.state.wi.us/divisions/Enterprise-Operations/State-Bureau-of-Procurement>

Contact Us

Mailing Address
State Bureau of Procurement
PO Box 7867
Madison, WI 53707-7867


101 E Wilson Street, 6th Floor
Madison, WI 53703


Phone
(608) 266-2605

VendorNet Help Line
(608) 264-7897
(800) 482-7813

E-mail
doawispro@wisconsin.gov

STATE OF WISCONSIN • BUREAU OF PROCUREMENT
VendorNet System

Subscribe to SBOP Updates 



Doing Business With Us

- [Solicitation/Bid/Proposal](#)
- [Vendor Guide](#)
- [If you are a Minority-Owned Business](#)
- [If you are a Woman-Owned Business](#)
- [If you are a Disabled Veteran-Owned Business](#)
- [OpenBook Wisconsin](#)

Agency Information

- [Consolidated Agency Purchasing Services \(CAPS\)](#)
- [Cost Benefit Analysis \(CBA\)](#)
- [Delegation](#)
- [How to Negotiate](#)
- [Management Review](#)
- [Piggybacking](#)
- [Pocket Travel Guide](#)
- [Procurement Desk Guide](#)
- [Purchasing Card Program](#)
- [Purchasing Forms](#)
- [RPA Search](#)
- [State Agency Purchasing Directory](#)

Special Programs

- [Affirmative Action / Contract Compliance](#)
- [Auctions: Vehicle & Miscellaneous](#)
- [Certified Work Centers](#)
- [State & Federal Surplus Property](#)
- [State Use Program](#)
- [Supplier Diversity](#)

VendorNet

- [What is VendorNet](#)
- [Vendor Registration](#)
- [Municipal Registration](#)
- [VendorNet Login](#)

Contract Information

- [Contract List](#)
- [Contracts by Category](#)
- [General Information](#)
- [Purchasing Card Enabled Contracts](#)
- [Vendor/Keyword Search via UW](#)

Procurement Training

- [Courses](#)
- [First Time User Create Login](#)
- [Current Student](#)
- [State Bureau of Procurement Conference](#)

Municipalities

- [Municipal Cooperative Purchasing Service \(CPS\)](#)
- [Contract List](#)

Reference

- [Contractual Services Reports](#)
- [General Information](#)
- [Dept. of Administration Code](#)
- [Contract Sunshine Act 410](#)
- [Open Records Law](#)
- [Procedure for Using Public Notice Website](#)
- [Sales & Use Tax Certification](#)
- [State Procurement Manual](#)
- [Wisconsin Statutes](#)

Procurement Organizations

- [State Agency Purchasing Council \(SAPC\)](#)
- [Wisconsin Association for Public Procurement \(WAPP\)](#)
- [National Association of State Purchasing Officials \(NASPO\)](#)
- [Interagency Purchasing Council \(IPC\)](#)

Newsletters

- [Latest Edition](#)
- [Archives](#)

WISBuy

- [Training](#)
- [Quick Guides](#)
- [Frequent Questions](#)
- [Enabled Contracts](#)
- [Login to WISBuy](#)

State Government - WI

VendorNet
Registration
Bids
Contracts
NIGP Codes
Forms
General Procurement
FAQ
Contact Us
Login

Welcome to VendorNet

VendorNet provides easy access to a wide variety of information of interest to vendors who wish to provide goods and services to the state as well as state agencies and municipalities. Bidding and the time required to identify new vendors is minimized while vendors are automatically notified of opportunities in their area of interest.

General information on how to do business with the state, names, addresses and telephone numbers of state agency procurement staff, and a summary of what the state buys.

Please note, **VendorNet does not provide information on highway or construction projects**; VendorNet is related to purchases of goods and services only. Please see the [Department of Administration, Division of Facilities Development](#) Web site for information on construction projects and the [Department of Transportation](#) for road and airport construction projects.

Vendors and Businesses

[Lookup Agency Acronyms](#)
[Vendor's Guide](#)
[VendorNet 2.0 Guide for Public Use](#)

VendorNet Information Center
 Hours: 8:00 a.m. - 4:30 p.m. M-F

Local (608) 264-7897
 Toll Free (800) 482-7813

Tips on Doing Business with the State of Wisconsin

- Read the solicitation documents thoroughly and follow all instructions and conditions. Failure to do so could result in the rejection of your submittal.
- Make sure your solicitation is submitted before the specified due date.
- Follow up on your submittal, search the archived solicitations to find who won the award.
- Get to know the purchasing needs of various state agencies. Much of this information can be obtained by reviewing the solicitations and contracts on VendorNet.
- Maintain a good reputation for service and reliability.
- Ask questions; depending on the situation, you can contact the individual that has conducted the solicitation or the State Bureau of Procurement.

<http://vendornet.state.wi.us/vendornet/default.asp>

State Government - WI

<http://doa.wi.gov/Divisions/Facilities-Development>

The screenshot shows the website for the Wisconsin Department of Administration, specifically the Facilities Development division. At the top, there is a navigation bar with the text "DEPARTMENT OF ADMINISTRATION" and a search box labeled "Google Custom Search". Below this, the "Divisions" menu is visible, with "FACILITIES DEVELOPMENT" selected. The main content area features contact information for John Klenke, Administrator, including his email (john.klenke@wisconsin.gov) and phone number ((608) 266-1031). A descriptive paragraph explains the division's role in staffing the State Building Commission and managing the biennial State Building Program. A bulleted list highlights key services: State Building Program, Architecture / Engineering (A/E) Consultant Services, and State Construction Projects, with sub-links for DFD Contractor Certification, DFD Single Prime Bidding and Contracting, and a new prevailing wage for state building projects. At the bottom, five image-based links are provided: "2017-19 Capital Budget", "Current A/E Selection Opportunities", "Current Construction Project Bidding Opportunities", "Document Library & Master Specs", and "WisBuild Login".

DEPARTMENT OF ADMINISTRATION

Google Custom Search Search

Divisions

FACILITIES DEVELOPMENT

John Klenke
Administrator
john.klenke@wisconsin.gov
(608) 266-1031

The **Division of Facilities Development (DFD)** is responsible for staffing the State Building Commission and developing and implementing the biennial State Building Program. The program includes the construction of new buildings and the remodeling, renovation, and maintenance of existing facilities for all state agencies and the University of Wisconsin System. The division provides technical advice, project management, and field oversight of construction projects; and contracts for architecture/engineering services and construction work.

- [State Building Program](#) (Development and Implementation)
- [Architecture / Engineering \(A/E\) Consultant Services](#)
- [State Construction Projects](#)
 - [DFD Contractor Certification](#)
 - [DFD Single Prime Bidding and Contracting](#)
 - NEW** [Prevailing Wage - State Building Projects](#)

[2017-19 Capital Budget](#) [Current A/E Selection Opportunities](#) [Current Construction Project Bidding Opportunities](#) [Document Library & Master Specs](#) [WisBuild Login](#)

State Government - WisDOT



- Projects
 - <http://wisconsindot.gov/Pages/projects/6yr-hwy-impr/proj-info/default.aspx>
- Small Business DBE program
 - <http://wisconsindot.gov/Pages/doing-bus/civil-rights/dbe/default.aspx>

State Government - WI

OpenBook Wisconsin
Beta
Tuesday, April 12, 2017

Home Expenditures Other Resources Common Questions Contact Us

Fiscal Year: 2015 Fiscal Year Comparison

Agency Code: 410
Agency Name: Corrections, Department of

Categories (12) Vendor (11491) Expenditures (81258)

Search: Contains Excel

Category Code	Category Name	Category Description	Amount
ASST	Capital Assets	Capital Asset codes are used by agencies when making purchases of those items having a unit cost of \$5000 or more and useful life of at least two years. Items may include land, buildings, equipment, software, vehicles and other equipment. See also the Capital Projects category for expenditures of the state building program.	\$5,640,056.20
PROJ	Capital Projects	Capital Projects codes are used only for transactions in the Building Trust and Capital Improvement funds. They are used for expenditures of the State Building Program and cover such items as Architect and Engineer fees, construction costs and land purchases.	\$31,477,157.73
UTIL	Fuel and Utilities	Fuel and Utilities codes are used by agencies for the purchase of fuel and utilities. These include utility furnished natural gas, electricity, water and sewage, coal, fuel oil and vehicle fuel.	\$29,959,384.33
INSR	Insurance	Insurance codes are used by agencies for insurance costs. These include property, liability, workers compensation, fidelity & surety and other insurance costs.	\$25,984.50
REPR	Maintenance and Repair	Maintenance and Repair codes are used by agencies to record the costs incurred in maintaining the state's buildings, leased office space and equipment. They include janitorial services and maintenance of equipment including vehicles and information technology (IT) equipment.	\$5,109,550.83
ADMN	Other Administrative and Operating	Other Administrative and Operating codes are used by agencies for general operating expenditures. They include such items as postage, freight, subscriptions, interest and miscellaneous services that do not fit in other classifications.	\$34,121,967.74

Openbook.wi.gov

State Government

- Use of Small Business type programs - <https://wisdp.wi.gov/>

WISCONSIN DEPARTMENT OF ADMINISTRATION
DIVISION OF ENTERPRISE OPERATIONS
WISCONSIN SUPPLIER DIVERSITY PROGRAM
BUSINESS CERTIFICATION PROGRAM

For Recertification/Annual Updates: [[Log In](#)]
[Instructions for New Application](#)
[Instructions for Recertification](#)
[Instructions for Annual Update](#)

[Home](#) [Search for a business](#) [Apply for Certification](#) [Information](#)

WELCOME TO THE WISCONSIN SUPPLIER DIVERSITY PROGRAM - BUSINESS CERTIFICATIONS

[CLICK HERE TO VIEW THE WISCONSIN SUPPLIER DIVERSITY PROGRAM'S MBE & DVB ANNUAL REPORT 2014](#)
[SUPPLIER DIVERSITY ANNUAL REPORT](#)

[Search Certified Suppliers Database](#)

[Apply for Certification](#)

[Login](#)

Certification Types

Minority Business Enterprise - MBE More Info	Woman-Owned Business Enterprise - WBE More Info	Disabled Veteran Business - DVB More Info
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» Event Information

Vendor Registration

Member Registration

View Agenda

Print Agenda

Accommodations

REGISTRATION TABLE
SPONSORSHIP

NASPO ValuePoint

DINNER SPONSORSHIP

NASPO ValuePoint

2017 Vendor Expo and Conference


Sep 7 - 8, 2017

7:00 AM - 4:00 PM

Glacier Canyon Lodge

45 Hillman Road

Wisconsin Dells, Wisconsin 53965

 Add to My Calendar

<https://www.wapp.org/insidepages/events/?eventid=DADAA972-5056-8960-3E61-BACFDE3935E5>

Don't Miss the 2017 Fall Training and Vendor Expo!

Plan to attend the 2017 Vendor Expo and Conference at the Glacier Canyon Lodge, Wisconsin Dells, Wisconsin.

Vendors this is your chance to meet with governmental purchasing officials and program managers from throughout the state. Our members and program managers represent towns, counties, school districts, the Wisconsin Technical College and UW System, and state agencies. You will have a chance to meet one on one at the Reverse Expo and talk further at the Expo event.

Both WAPP and VALUE members can attend the September meeting at the WAPP Member price and there are opportunities for program managers to attend just the Expo or the Expo and lunch as well. **This year we are pleased to have Darin Matthews presenting three of his seminars.** For full details about Darin and his presentations [check out the member agenda.](#)

[Vendor Registration](#)

[Member Registration](#)

For more information, contact:

Lyman Fuson

WAPP Expo Coordinator

Phone: (608) 267-3628

vendorexpo@wapp.org

State Government - Other

NASPO
National Association
of State Procurement Officials

Our Mission is to help our members achieve
Success as public procurement leaders
States through promotion of best practices
Education, professional development,
And innovative procurement strategies

Prev

- PROCUREMENT U
- RESEARCH & PUBLICATIONS
- STATE CPO & STAFF
- NASPO AWARDS
- ASSOCIATION EVENTS

Google

State Procurement Office Information

Choose a State to Get Started

Connect to other
State Purchasing
Offices
www.NASPO.org

Federal Government



Federal Government – FY17 (with 90 day delay for DOD)

CONTRACTS DATA

Total Contract Funds Awarded - FY 2017
\$903,436,235

Total Number of Contract Transactions - FY 2017
23,949

Total Contract Funds to SubAwardees - FY 2017
\$35,280,453

Total Contract Transactions to SubAwardees - FY 2017
201

TOP PRIME RECIPIENTS

1. OSHKOSH DEFENSE, LLC	\$191,237,524
2. WISCONSIN PHYSICIANS SERVICE INSURANCE CORPORATION	\$86,317,510
3. GREAT LAKES EDUCATIONAL LOAN SERVICES, INC.	\$84,889,338
4. LOGISTICS HEALTH, INC.	\$75,847,467
5. DIDION, INC	\$31,641,261

[Text View and More Details on All Prime Recipients](#)

TOP CONTRACTOR SUB-AWARDEES

1. EXTREME ENGINEERING SOLUTIONS, INC	\$7,435,983
2. ENPRO INDUSTRIES, INC.	\$2,923,826
3. APPLETON MARINE, INC.	\$2,453,685
4. University Of Wisconsin-Madison	\$2,116,594
5. EATON CORPORATION PUBLIC LIMITED COMPANY	\$1,766,764

[Text View and More Details on All Contractor Sub-Awardees](#)

Federal Government – FY16 final

CONTRACTS DATA

Total Contract Funds Awarded - FY 2016

\$3,313,342,590

Total Number of Contract Transactions - FY 2016

62,913

Total Contract Funds to SubAwardees - FY 2016

\$637,748,365

Total Contract Transactions to SubAwardees - FY 2016

470

TOP PRIME RECIPIENTS

1. OSHKOSH DEFENSE, LLC	\$1,405,857,672
2. WISCONSIN PHYSICIANS SERVICE INSURANCE CORPORATION	\$212,089,206
3. LOGISTICS HEALTH, INC.	\$190,006,396
4. GREAT LAKES EDUCATIONAL LOAN SERVICES, INC.	\$183,834,126
5. TOWER INDUSTRIES, INC.	\$126,459,020

[Text View and More Details on All Prime Recipients](#)

TOP CONTRACTOR SUB-AWARDEES

1. WISCONSIN PHYSICIANS SERVICE INSURANCE CORPORATION	\$486,548,157
2. United Technologies Corporation	\$67,225,047
3. EXTREME ENGINEERING SOLUTIONS, INC	\$36,519,488
4. COLTEC INDUSTRIES INC	\$12,139,618
5. DOVER CORPORATION	\$2,933,312

[Text View and More Details on All Contractor Sub-Awardees](#)

Wisconsin and area Federal agencies

128th Air Refueling Wing (WIANG) – Dionne Holloway, Contract Specialist

1919 E. Grange Avenue
Milwaukee, WI 53207
(414) 944-8517 dionne.f.holloway.mil@mail.mil

U.S. Department of Agriculture –Colleen M. Rettinger, Supervisory Contract Specialist

Forest Products Laboratory & Northern Research Station
One Gifford Pinchot Drive
Madison, WI 53726-2398
608-231-9285 creittinger@fs.fed.us

U.S. Forest Service – Shawn Lacina, Contracting Officer

Lake States Acquisition Team (LSAT)
500 Hansen Lake Road
Rhineland, WI 54501
(715) 362-1347 slacina@fs.fed.us

U.S. Veterans Affairs – Steve Maier, Small Business Liaison

Great Lakes Acquisition Center (GLAC)
112th South 84th St. Suite 101
Milwaukee, WI 53214
(414) 844-4824 steven.maier2@va.gov

Environmental Protection Agency - Adrienne Callahan

Small and Disadvantaged Business Utilization Coordinator
USEPA, Region 5
77 West Jackson Blvd. (MC-10J)
Chicago, IL 60604
(312) 353-5556 Callahan.adrienne@epa.gov

Oxford Prison – Bob Pahmeier, Contract Specialist

Federal Correctional Institution
P.O. Box 500
Oxford, WI 53952
(608) 584-5511 rpahmeier@bop.gov

115th Fighter Wing - SMSgt Katherine Pinnow

Wisconsin Air National Guard
3110 Mitchell Street
Madison, WI 53704
(608) 245-4528 Katherine.pinnow@ang.af.mil

Volk Field Combat Training Readiness Training Center - TSgt Seth Swieter

100 Independence Drive
Camp Douglas, WI 54618-5001
(608) 427-1235 seth.swieter@ang.af.mil

Wisconsin and area Federal agencies

United States Transportation Command

Office of Small Business Programs

508 Scott Drive

Scott AFB, IL 62225-5357

(618) 220-7066

www.transcom.mil/about/org/tccs/OSBP.cfm

Argonne National Laboratory

9700 S. Cass Avenue

Argonne, IL 60439

(630) 252-2000

Department of Veterans Affairs - Delonda Ward, Small Business Liaison

NCO 23 – Minneapolis

708 S Third Street, Suite 200E

Minneapolis MN 55415

(612) 344-2162 delona.ward@va.gov

National Park Service, Midwest Region - George Sievers, Regional Chief of Contracting

601 Riverfront Drive

Omaha, NE 68102-4226

402-661-1680 (voice) george_sievers@nps.gov

Fort McCoy Contracting Division - Tony Steinhoff, Small Business Sp

Mission & Installation Contracting Command

60 South O Street

Fort McCoy, WI 54656

(608) 388-7351 tony.r.steinhoff.civ@mail.mil

General Services Administration - Kimberly Hutchinson

Public Buildings Service

230 S. Dearborn Street, Rm 3300

Chicago, Illinois 60604

United States

(312) 353-1889 kimberly.hutchinson@gsa.gov

General Services Administration Public Building Services (PBS) - Susan Dobrosavljevic

Public Buildings Service

230 S. Dearborn Street, Rm 3300

Chicago, Illinois 60604

United States

(312) 886-0539 susan.dobrosavljevic@gsa.gov

Wisconsin and area Federal agencies

U.S. Army Corps of Engineers Chicago & Detroit - Bonita Carroll

312-846-5565 bonita.m.carroll@usace.army.mil

Chicago District Main Office

231 S. LaSalle St., Suite 1500

Chicago, IL 60604

Phone: (312) 846-5330

Detroit Area Office

6309 W. Jefferson, Bldg. 414

Detroit, MI 48209

(313) 226-2206

U.S. Army Corps of Engineers Rock Island Arsenal - John Dengler

1500 Rock Island Lines Railroad

Rock Island, IL

(309) 794-5205 john.e.dengler@usace.army.mil

U.S. Coast Guard Sector Lake Michigan

2420 S. Lincoln Memorial Drive

Milwaukee, WI. 53207

(414) 747-7100 richard.w.goodman@uscg.mil

Wisconsin Army National Guard

100 Independence Dr

Camp Douglas, WI 54618

(414) 844-4824 gwendolyn.f.duncan2.civ@mail.mil

Federal Government

Register as a contractor - www.SAM.gov

The screenshot shows the SAM website homepage. At the top left is the SAM logo with the text "SYSTEM FOR AWARD MANAGEMENT". To the right are login fields for "Username" and "Password", a "Log In" button, and links for "Forgot Username?", "Forgot Password?", and "Create an Account". Below the login area is a dark blue navigation bar with links for "HOME", "SEARCH RECORDS", "DATA ACCESS", "CHECK STATUS", "ABOUT", and "HELP". The main content area features a paragraph stating that SAM is an official U.S. government website with no cost to use. Below this is a bulleted list of services: "Register to do business with the U.S. government", "Update or renew your entity registration", "Check status of an entity registration", and "Search for entity registration and exclusion records". A "Getting Started" section follows, with three columns: "Create A User Account" (with a person icon), "Register Entity" (with a folder icon), and "Search Records" (with a magnifying glass icon). Each column has a brief description of the step. At the bottom right of the "Search Records" column, it notes that federal users can log in for more information. The footer contains links for "Search Records", "Disclaimers", and "FAPIS.gov".

SAM
SYSTEM FOR AWARD MANAGEMENT

Username Password **Log In**
[Forgot Username?](#) [Forgot Password?](#) [Create an Account](#)


[HOME](#) [SEARCH RECORDS](#) [DATA ACCESS](#) [CHECK STATUS](#) [ABOUT](#) [HELP](#)

The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM. You can use this site for FREE to:

- Register to do business with the U.S. government
- Update or renew your entity registration
- Check status of an entity registration
- Search for entity registration and exclusion records


Getting Started

Create A User Account




Start by creating a SAM user account.

Register Entity



After creating your SAM user account, log in to register to do business with the U.S. government.

Search Records



Do a public search for existing entity registration records or exclusion records.

Federal users can log in to see additional information.

[Search Records](#) [Disclaimers](#) [FAPIS.gov](#)

Federal Contracting

Getting Started

You must have an active registration in SAM to do business with the Federal Government. To register in SAM, at a minimum, you will need the following information:

U.S. Registrants:

1. Your DUNS Number, Legal Business Name, and Physical Address from your Dun & Bradstreet (D & B) record.
 - If you don't already have one, you can [request a DUNS Number for FREE](#) from Dun & Bradstreet (D&B).
2. Your Taxpayer Identification Number (TIN) and Taxpayer Name associated with your TIN. Review your tax documents from the IRS (such as a 1099 or W-2 form) to find your Taxpayer Name.
3. Your bank's routing number, your bank account number, and your bank account type, i.e. checking or savings, to set up Electronic Funds Transfer (EFT).

Federal Contracting

Small Business Search information

<http://dsbs.sba.gov/>

Skip Navigation > Accessibility Options >
Mobile View Print Exit Help
DSBS Quick Market Search TM OnLine

SBA DSBS

This is generally a self-certifying database. The SBA does not make any representation ; recommends that contracting officers diligently review a bidder's small business self-cei

Location of Profile

States:
SD - South Dakota
TN - Tennessee
TX - Texas
UT - Utah
VT - Vermont
VA - Virginia
VI - Virgin Islands
WA - Washington
WV - West Virginia
WI - Wisconsin

Searching within a State:
(Requires exactly one state from the State list at left.)

Congressional District: [Help](#)

County: [Lookup](#) [Help](#)

[\(How to make multiple selections.\)](#)

Area Code or Phone Number Initial Fragment
 Metropolitan Statistical Area [Help](#)
 SBA Servicing Office [Help](#)
 Zip Code or Zip Code Initial Fragment

Government Certifications

8(a) Certified or 8(a) Joint Venture:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

Small Disadvantaged Business:

- Required (Active Certifications only)
- Required (Active Certifications and Previously C
- Required (Previously Certified only)
- Not Required

HUBZone Certification:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

The SBA's 8(a), HUBZone and SDB certifications are also made available to external software via: [SBSS Public Web Services](#).
For more information, see also [SBA Certifications](#) in the search help page.

Ownership and Self-Certifications

- Any Minority Owned:
 - Any Native American Owned:
 - Tribally Owned
 - Alaskan Native Corp (ANC) Owned
 - Native Hawaiian Org (NHO) Owned
 - Other Native American
 - Other Minority Owned
- Community Development Corporation (CDC) Owned
- Self-Certified Small Disadvantaged Business
- Service Disabled Veteran-Owned

Federal Government

[Skip Navigation](#) > [Accessibility Options](#) >
[Mobile View](#) [Print](#) [Exit](#) [Help](#)
SBA SBA Search Results [DSBS](#) [Quick Market Search](#) [TM OnLine](#)

SBA Search Results

Table Listing, where
 the profile address is in EAU CLAIRE (county) of WI;
 the profile location is in: Wisconsin;
 the profile's status is Active;
 and randomized by original start time of search: 2017-06-06 03:03:03 PM.

Data validation took 0.01 seconds. The count and search queries took 2.05 seconds and 2.28 seconds, respectively.

Displaying profiles 1 - 25 (of 60 profiles matching criteria):

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Na
1	Joe Bee Enterprise, Inc.	Lar K Xiong	2236 Heimstead Rd Eau Claire, WI 54703-4953	Joe Bee Enterprise, Inc. specializes in out-sourcing for other companies. We provide space, service will monitor quality control and is responsible for work assignments. In addition, we do labeling, k
2	APPLIED DATA CONSULTANTS, INC.	JIM Ward	2985 58TH ST STE 1 EAU CLAIRE, WI 54703-3884	Provide professional, geographic information systems (GIS) services and consulting
3	Bartingale Mechanical, Inc.	MARK FRANSON	3213 Louis Ave Ste G Eau Claire, WI 54703-0589	
4	Damardan Acres Partnership	Mark Peterson	3006 Green View Dr Eau Claire, WI 54703-0681	
5	Watson Industries, Inc	Tom Henke	3035 Melby St Eau Claire, WI 54703-0463	ISO9001 compliant, Electro-Static Discharge manufacturing
6	Hayward Bancshares Inc	Mary Hansen	2720 Golf Rd Eau Claire, WI 54701-8011	
7	COVENANT HEALTHCARE LLC DOVE HEALTHCARE NURSING & REHAB	Kris Modl	1405 TRUAX BLVD EAU CLAIRE, WI 54703-1474	
8	ERV Smith Services, Inc.	AMY J GIBSON	1225 Truax Blvd Eau Claire, WI 54703-1468	Small business specializing in the custom design, manufacture, and turnkey installations of recirc replacement, humidity controls and ETL-Listed control panels, and integrated process controls.
9	TAINTER'S OPTIMIZED MECHANICAL SOLUTIONS, LLC	Thomas W Tainter	9801 Pine Rd Fall Creek, WI 54742-4520	Veteran Owned Small Business that is a Certified Commissioning Professional (CCP) Providing Com Conditioning Systems for the purpose of ensuring efficient and effective operation of the HVAC sys Facilities.
10	LARSON PROPERTIES, LLC Clarion Hotel	BECKY M Squires	2703 CRAIG RD EAU CLAIRE, WI 54701-6151	
11	NORTHRIDGE CENTER, LLC	Kevin Decook	310 PINNACLE WAY STE 300 EAU CLAIRE, WI 54701-3414	
12	Eco Urban Timber LLC	Julie E McFadden	3131 Louis Avenue Suite 109 Eau Claire, WI 54703-0000	
13	GTS-MC LLC GTS	Mark Connor	8902 Rambil Rd Eau Claire, WI 54703-9262	
14	Keystone Corp.	DANIEL Clumpner	3506 OAKWOOD MALL DR STE B EAU CLAIRE, WI 54701-2639	
	Dynamic Fitness & Strength		800 Wisconsin St. Ste. 101	

it modified: 05/23/2013 12:00:00 AM

[FirstGov](#) > [E-Gov](#) > [Regulations.gov](#) > [White House](#)
[Privacy & Security](#) * [Information Quality](#) * [FOIA](#) * [No Fear Act](#) * [ADA](#)

Federal Government

- Locating opportunities – www.fbo.gov

The screenshot shows the Federal Business Opportunities (FBO) website interface. The header includes the logo 'FEDBIZOPPS.GOV Federal Business Opportunities' and navigation links for 'Home', 'Getting Started', 'General Info', 'Opportunities', 'Agencies', and 'Privacy'. Below the header, there are links for 'Buyers: Login | Register' and 'Vendors: Login | Register', along with an 'Accessibility' icon.

The main content area is titled 'Opportunities' and includes a 'RETURN TO OPPORTUNITIES' link. There are tabs for 'Opportunities List', 'Advanced Search', 'Search Results', and 'Archives'. A warning message states: 'Please note, there may be opportunities FBO did not recognize by this search. The results returned are based on agency input. If for any reason the submitting agency did not enter the Place of Performance location information, the system will not return that opportunity in the results.'

Below the warning, there are 'Refine Results' and 'Clear Search' buttons. The search results are displayed in a table with the following columns: 'Opportunity', 'Agency/Office/Location', 'Type / Set-aside', and 'Posted On'. The results are sorted by 'Posted On (Desc.)' and show 20 items per page. The first three results are:

Opportunity	Agency/Office/Location	Type / Set-aside	Posted On
77-<u>ISBEE SET-ASIDE - SMART TV'S GREAT LAKES</u> 0040264174 77 -- Musical instruments, phonographs & home-type radios	Department of the Interior Fish and Wildlife Service CGS-WO	Combined Synopsis/Solicitation (Modified) / Total Small Business	Apr 12, 2016
Oral Health Care Services Blackwell JCC AG-82A7-S-16-0037 Q -- Medical services	Department of Agriculture Forest Service WO-AQM	Presolicitation / Total Small Business	Apr 11, 2016
Y-695-325, Parking Structure Lot 7 VA69D16B0397 Y -- Construction of structures and facilities	Department of Veterans Affairs VA Great Lakes Healthcare System Department of Veterans Affairs Great Lakes Healthcare System	Solicitation / Service-Disabled Veteran-Owned Small Business	Apr 11, 2016

Federal Government

The screenshot displays the FEDBIZOPPS.GOV website interface. At the top, there is a navigation bar with 'My FBO', 'My Profile', and 'Opportunities' tabs. The 'Opportunities' tab is active. Below the navigation bar, the user is logged in as 'Aina Vilumsons'. The main content area features a search bar and a list of opportunities. The selected opportunity is 'Z--Replace Multiple Roofs for Three Locations, SACN', with a solicitation number of P17PS00666. The agency is the Department of the Interior, National Park Service. The page includes a 'Notice Details' tab, a 'Complete View' section with a history of changes, and a 'GENERAL INFO' sidebar on the right.

FEDBIZOPPS.GOV Business Opportunities

Welcome, Aina Vilumsons Accessibility User

Z--Replace Multiple Roofs for Three Locations, SACN

Solicitation Number: P17PS00666
Agency: Department of the Interior
Office: National Park Service
Location: NPS - All Offices

Notice Details Packages Interested Vendors List

Complete View

- Original Synopsis
Presolicitation
Feb 28, 2017 7:02 pm
- Changed
Feb 28, 2017 9:32 pm
- Changed
Jun 05, 2017 11:58 am
- Changed
Jun 05, 2017 11:58 am
Solicitation
- Changed
Jun 05, 2017 12:51 pm
- Changed
Jun 05, 2017 12:51 pm

Return To Opportunities List Watch This Opportunity
Add Me To Interested Vendors

Solicitation Number: P17PS00666 Notice Type: Solicitation

Synopsis:
Added: Feb 28, 2017 7:02 pm Modified: Jun 05, 2017 11:58 am [Track Changes](#)

Replace Multiple Roofs for Three Locations, SACN
Added: Feb 28, 2017 7:02 pm Modified: Jun 05, 2017 12:51 pm [Track Changes](#)

Replace Multiple Roofs for Three Locations, SACN

The purpose of this amendment is to include the project description which was missing from the solicitation posting. All terms and conditions remain unchanged.

Request for Proposal (RFP) P17PS00666 for: Replace Multiple Roofs for Three Locations at Saint Croix National Scenic Riverway, Saint Croix Falls, Wisconsin.

This requirement is a total Small Business Set Aside in accordance with FAR 52.219-6 and 15 U.S.C. 644. The applicable NAICS code for this solicitation is 238160, Roofing Contractors. The Small Business size standard is \$15M.

ALL FILES

- Solicitation
Jun 05, 2017
- Attachment
- Attachment
- Attachment
- Attachment
- Attachment
- Sol P17

GENERAL INFO

Notice Type: Solicitation

Original Posted: February 28, 2017

Posted Date: June 5, 2017

Response Date: July 5, 2017

Original Response: July 5, 2017

Select a Day to Review

Attn: Cookies must be enabled to ensure full functionality.

VOLK FIELD SMALL BUSINESS CONFERENCE - June 27 - 38 2017 - Camp Douglas, WI [CLICK HERE](#)
[FOR DETAILS AND REGISTRATION](#)

Confirmed Participating Agencies and Prime Contractors

- Volk Field Air National Guard Base
- Wisconsin Army National Guard
- Fort McCoy
- General Services Administration (GSA) – Great Lakes Region
- U.S. Army Corps of Engineers (USACE) – Chicago & St. Paul Districts
- U.S. Department of Veterans Affairs
- U.S. Small Business Administration
- Wisconsin Department of Military Affairs – Division of Emergency Management
- Fastenal
- Fowler & Hammer, Inc.
- Lunda Construction
- Mathy Construction
- Michels Corporation
- Oshkosh Defense
- Spacesaver Storage Systems, Inc.

Featured Speakers

- Colonel David W. May, Volk Field Air National Guard Base
- Eric Ness, District Director, U.S. Small Business Administration, Wisconsin District
- Dennis Winters, Chief Economist, Wisconsin Department of Workforce Development
- Terry Whipple, Executive Director, Juneau County Economic Development Corporation
- Dane Deutsch, President and CEO, DCS Netlink
- Bob Martin, Regional Manager, Michels Corporation
- Robert "Bob" Oliver, Operational Excellence & Growth Adviser, UW-Stout Manufacturing Outreach Center
- Ron Hagermann, Chief Executive Officer, New Composite Partners
- Danielle Jones, Sector Development Manager, WEDC
- Brad Pfaff, Deputy Director of Staff, Office of Congressman Ron Kind

**WPI Bid
 Matching –
 FREE service**
 (includes Federal,
 State and Local) –
 contact WPI staff to
 begin process

Records 1 thru 24 out of 24

RFQ Date	FBO	DLA	Other Fed	Web	Intnl	Local	NonFed	Awards	
2017-06-06	32	3	2	25	2	0	34	0	View List_All
2017-06-05	27	0	1	69	0	0	181	0	View List_All
2017-06-02	34	10	2	1	0	0	125	0	View List_All
2017-06-01	20	8	1	23	0	0	63	0	View List_All
2017-05-31	14	3	0	24	0	0	28	0	View List_All
2017-05-30	3	0	0	0	0	0	39	0	View List_All
2017-05-27	20	1	0	0	0	0	111	0	View List_All

Federal Government

- Market Research – <https://www.usaspending.gov>

The screenshot displays the USA Spending.gov website interface. At the top left is the logo for USA SPENDING.GOV, an official website of the U.S. Government. To the right is a search bar with a 'Go' button and a link to 'Advanced Data Search'. Below the header is a navigation menu with links for HOME, ABOUT, WHERE IS THE MONEY GOING, REFERENCES, DOWNLOAD CENTER, and CONTACT US.

WHAT IS USASPENDING.GOV?
USA Spending.gov is the publicly accessible, searchable website mandated by the Federal Funding Accountability and Transparency Act of 2006 to give the American public access to information on how their tax dollars are spent. [Learn More...](#)

OVERVIEW OF AWARDS - FY 2016
The federal agencies distribute funding through federal contracts, grants, loans, and other financial assistance. See the [Overview of Awards by Fiscal Year](#) trend graph for spending by all Fiscal Years.

Award Type	Amount (Approximate)
Contracts	100B
Grants	200B
Loans	20B
Other Financial Assistance*	1000B

*See explanation in [Glossary](#) [Text View of Overview of Awards](#)

AWARDS BY STATE - FY 2016
Roll over map to see data. Click on state for more details.

[Text View of Awards by State](#)

FEDERAL SMALL BUSINESS PROGRAMS - GOALS– VERY IMPORTANT TO UNDERSTAND

- Small Business – 23% [Size standard table [CLICK HERE](#)]
- Small Disadvantaged Business (SDB) – 5% [[CLICK HERE](#)]
 - 8(a) small business development program [[CLICK HERE](#)]
- Woman Owned Business Program – 5% [[CLICK HERE](#)]
- Historically Underutilized Business Zone (HUBZone) – 3% [[CLICK HERE](#)]
- Service Disabled Veteran Owned Business (SDVOB) – 3% [[CLICK HERE](#)] (for work with Department of Veterans Affairs – 12% Veteran and 10% Service Disabled Veteran [[CLICK HERE](#)])



Federal Government – Small Business Programs

Contracting

Video: Sell to the Government ▶

Qualify for Government Contracts ▶

Government Contracting Blogs ▶

SBA.gov » Contracting » Government Contracting Programs

Contracting

- ▶ What is Government Contracting?
- ▶ Getting Started as a Contractor
- ▶ Finding Government Customers
- ▶ Resources for Small Businesses
- ▶ **Government Contracting Programs**
- ▶ For Contracting Officials

Government Contracting Programs

What is a Small Business Set Aside?
Small business set-asides are a powerful tool for helping small businesses compete for and win federal contracts.

Women-Owned Small Businesses
The Women-Owned Small Business (WOSB) Federal Contract program authorizes contracting officers to set aside certain federal contracts for eligible women-owned small businesses.

8(a) Business Development Program
Learn how SBA's 8(a) Business Development Program helps small, disadvantaged businesses compete in the marketplace.

HUBZone Program
The Historically Underutilized Business Zones (HUBZone) program helps small businesses in urban and rural communities gain preferential access to federal procurement opportunities.

Service-Disabled Veteran-Owned Businesses

Small Disadvantaged Businesses
Firms that are considered to

<https://www.sba.gov/contracting/government-contracting-programs>

Federal Government

- Small business goals apply to
 - Contracts directly with Federal agencies
 - With large Prime contractors with large Prime contracts

Federal Government – Primes (example)

<https://osn.oshkoshcorp.com/>

ONE SYSTEM. ONE TEAM.
OSHKOSH
ONE OSHKOSH.

OSHKOSH SUPPLIER NETWORK

Our Vision
To develop a world-class procurement chain organization providing the best quality, NPD and competitiveness to family of companies on a global scale.

[Index](#) | [Links](#) | [Support Center](#) | [Supplier Quality Manual and Form](#)

About Us

- [Core Values](#)
- [Supplier Profile](#)
- [Interested in doing business with Oshkosh](#)
- [Supplier Standards Guide](#)
- [Supplier Quality Manual](#)
- [Supplier Communications](#)
- [Supplier Diversity Program](#)
- [Oshkosh Logistics](#)
- [Oshkosh Corporate Website](#)
- [Archived Supplier Portal](#)

Login Here

- [Login](#)
- [Training](#)

Welcome to the Oshkosh Corporation Supplier Portal

Pierce - Aerial Ladder

Featured Links and Articles

Marketing to the Government

SOME BASICS – You need to learn about your potential customers – DO YOUR MARKET RESEARCH

- Use the INTERNET
- ATTEND or PARTICIPATE in events, seminars, networking.....
- Read – newspapers, publications..... STAY CURRENT
- Direct contact – whenever and wherever you can get it
- Participate in Associations, Trade Groups, Business Groups..... especially those with members that you may want to meet
- Join groups such as **SAME, NDIA, NCMA**..... WHY?
- Contact WPI – can help guide you



What you need

- Business card
- Website
- Capabilities Statement
- PITCH

Business Card

THE BUSINESS CARD

- **Appearance**

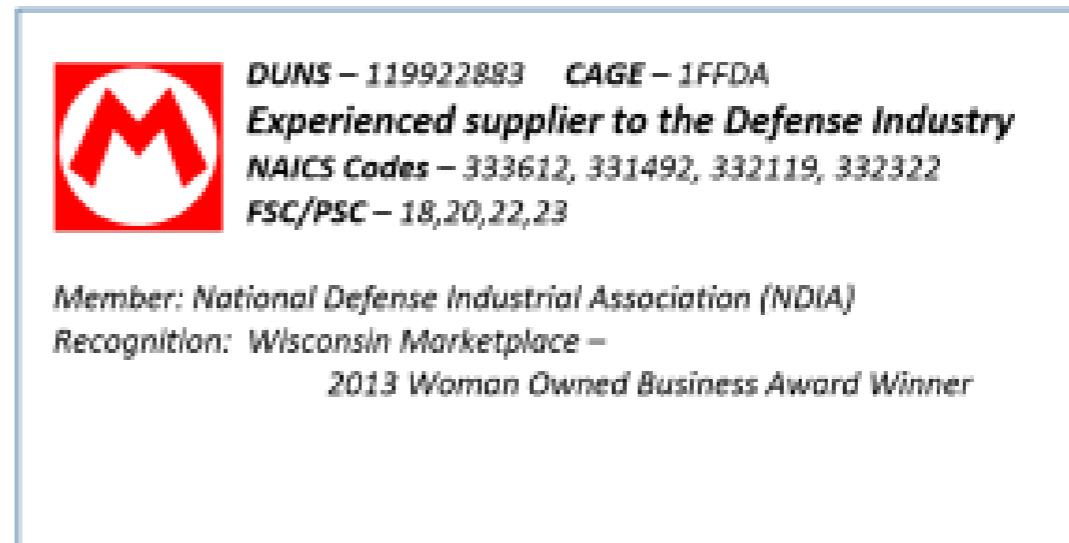
- Light in color – so recipient can write on
- Not glossy – so recipient can write on
- Not CUTE – this is business
- Leave “white space” for notes by recipients




 **Milwaukee Manufacturing**
Custom Specialty Metal Parts
Samantha Stumpf, President

Town Industrial Park
1234 W. Newberry Dr.
North Allis, WI 53222
414-111-2345
ssumpf@milwaukeeemfg.com
www.milwaukeeemfg.com

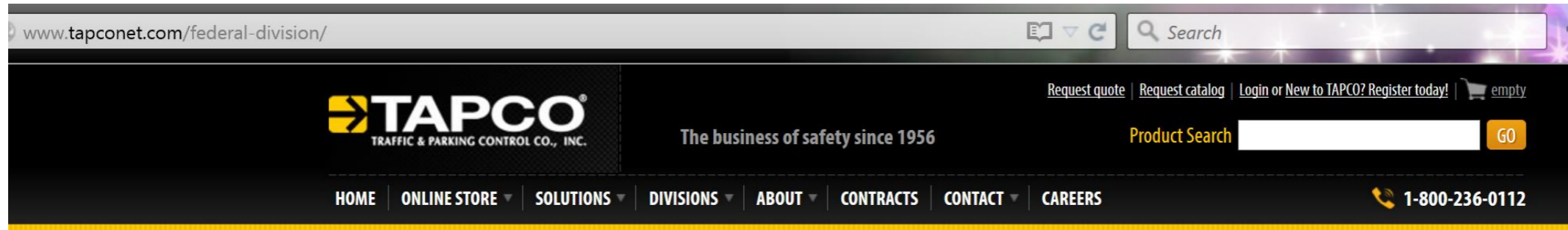
ISO 9001
ITAR
Woman Owned
HUBZone Certified
Small Business



 **DUNS – 119922883 CAGE – 1FFDA**
Experienced supplier to the Defense Industry
NAICS Codes – 333612, 331492, 332119, 332322
FSC/PSC – 18,20,22,23

Member: National Defense Industrial Association (NDIA)
Recognition: Wisconsin Marketplace –
2013 Woman Owned Business Award Winner

Website



Federal Departments ▶
Federal Contracts ▶
Federal Resources ▶
Shop Federal Products

Contact our team
Call 1-800-236-0112
(8am-5pm CST)
[Contact our team](#)

[Learn More](#)

[Shop Now](#)

We want to be your primary supplier of traffic and parking control items while making it as easy and economical for you as possible. GSA Advantage has been the most reliable and proven source for thousands of Federal purchasers worldwide offering the most comprehensive selection of approved products and services from GSA/VA Schedules as well as all GSA Global Supply products. TAPCO is a complete supplier of traffic & parking goods for the GSA Advantage buyers. TAPCO prides itself on customer service & your complete satisfaction is guaranteed. Please call **1-800-236-0112** or [email us](#) with any questions.

TAPCO Federal Features & Benefits

- Complete supplier of traffic & parking goods for GSA Advantage buyers
- Access to contract ordering information, terms and conditions and up-to-date pricing is available through [GSA Advantage!](#)

Capabilities Statement



The Really Great Construction Company LLC

Leaders in Energy Saving Building Renovation

7523 North Concrete Avenue
Cement, WI 53222
414-222-0000

www.reallygreat.com

Joel Tallbuild, Project Manager, j.tallbuild@rgcc.com

Since 1962, the Really Great Construction Company has been a leader in providing the best energy savings building renovations in the world. RGCC prides itself on having a highly skilled and experienced staff that can take a project from design to completion within budget, on time and provide you with long term energy savings. **RGCC is a small business with experience in successfully teaming on Federal and State projects.**

PAST PROJECTS

- Large VA Hospital (WI)
- USDA Lab Rehabilitation (OH)
- Base Lighthouse Upgrade (MI)
- Federal Courthouses (IN)
- County Facility (MN)
- Military Base Housing (KY)

CAPABILITIES

- Solar panel installation
- Boiler and sheet metal
- Temperature controls
- Energy Analysis
- Underwater turbine integration
- Water pump installation

The Really Great Construction Company LLC is

- LEED Certified
- Licensed
- Bonded
- Insured
- Certified Safety Program
- Confined Space Entry Program
- EPA Reclamation Program
- Quality Control Program
- Green qualified
- "TQM" Total Quality Management - USACE

NAICS CODES

- 237130 Alternative Energy
- 238220 Boiler Installation
- 541330 Engineering Services

**Winner of the 2010 BEST
ENERGY SAVING BUILDING
RENOVATION IN THE
COUNTY**

FSC / PSC Codes

- Z -- Maintenance, repair, and alteration of real property



Pitch

- LESS than 30 seconds
- Tight and to the point
- YOU CAN NOT DO EVERYTHING
- Start with what is most important – it is not your certification
- Practice
- **It is NOT about you – it is about your potential customer**
- **ADAPT**





UPCOMING TRAINING - EVENTS

DOING BUSINESS WITH THE NATIONAL PARK SERVICE

JUNE 14, 2017 ASHLAND, WI

Start Date	June 14, 2017
End Date	June 14, 2017
Time	12:00 pm – 4:00 pm
Facility	Northern Great Lakes Visitor Center
Address	29270 County Highway G Ashland, WI 54806
Contact Info	Joseph Smetak josephs@wispro.org 414-270-3600
Details	Read More Information
Register Online	Register for Event

ABOUT THE WORKSHOP:

In 2016 the National Park Service (NPS) spent over \$800 million on contracts! NPS has a broad range of requirements ranging from construction services to outerwear. At this unique workshop, your business will have the opportunity to meet with and learn from the National Park Service Midwest Region contracting officials. You will also have the opportunity to network with other businesses either currently doing work with the federal government or are interested in contracting with the government.

Wisconsin has four national parks; the Apostle Islands (located just north of Ashland), Ice Age scenic trail, North Country scenic trail and the Saint Croix scenic riverway. Michigan's Upper Peninsula has three National Parks: Isle Royale, Pictured Rocks Lakeshore, and the Keweenaw National Historic Park.

Join the National Park Service as well as Procurement Technical Assistance Center (PTAC) representatives to take advantage of this unique opportunity!



REGISTER

National Park Service – Midwest Region

Northwest Michigan PTAC

Indianhead Community Action Agency

Wisconsin Procurement Institute (WPI)

<https://www.wispro.org/events/doing-business-with-the-national-park-service-3/>



Volk Field Small Business Conference

AGENDA	EVENT HOSTS	SPEAKERS	SPONSORS	EVENT COMPETITIONS	BUYER MEETINGS
--------	-------------	----------	----------	--------------------	----------------

Registration

For additional information regarding this event, contact Dave Olson at 608-338-8018 or Sam Sullivan at 414-270-3600.

PLEASE NOTE: Registration is required, and the registration fee does not include transportation or lodging.

Due to the security requirements of the base, registration will CLOSE on Wednesday, June 19.

[CLICK HERE for Registration Information](#)

Questions? [Click here to contact Dave Olson](#) for further information.

Location

The 11th Annual Volk Field Small Business Conference will take place at the

**Volk Field Air National Guard Base
100 Independence Drive, Building 475
Camp Douglas, WI 54618**

Please [click here](#) for directions!

11TH ANNUAL VOLK FIELD SMALL BUSINESS CONFERENCE!

*The future of Things in the Government, Industry and Economy
June 27-28, 2017 – Volk Field Air National Guard Base, Camp Douglas, WI*

This has been a year of many changes – change creates opportunity. Every day we hear in threats, obstacles and challenges facing small businesses. As you plan the future of your business, your strategic plan cannot just be based on what has happened in the past, but must include plans for rapid change.

[CLICK HERE](#) to view a recent press release.

Day ONE will focus on INDUSTRY and the ECONOMY. Topics will include the future of Manufacturing, Cyber Security, Impact of Changing Demographics, Small Business, our Bases and more. The day will end with an on-base reception for all attendees.

DAY TWO of this conference will focus on Government and Prime contractor market. Attendees will have the opportunity to learn from successful contractors and have the meet with Government and Prime representatives.

The Volk Field Small Business Conference has drawn over **2,000 attendees across the region** years. Businesses interested in contracting with federal, state, tribal and local governments should expect a range of presentations, panels and meetings with agency and prime contractor representatives and large businesses who would like to start or increase their government & commercial sales.

This conference will focus on ISSUES that will IMPACT your business direction, operations, strategy and SUCCESS. You will have the opportunity to hear from and meet with regional experts, leaders, potential customers, and potential partners. And keeping with tradition, attendees will have the opportunity to meet with State and Federal agency as well as Corporate representatives. This is a MUST ATTEND!

volkfieldsbconference.org/

Featured Speakers

- Colonel David W. May, Volk Field Air National Guard Base
- Eric Ness, District Director, U.S. Small Business Administration, Wisconsin District
- Dennis Winters, Chief Economist, Wisconsin Department of Workforce Development
- Terry Whipple, Executive Director, Juneau County Economic Development Corporation
- Bob Martin, Regional Manager, Robert "Bob" Oliver, Operatic Growth Adviser, UW-Stout Management Center
- Ron Hagermann, Chief Executive Officer, Composite Parts
- Danielle Jones, Sector Development Director, WEDC

DOING BUSINESS WITH THE NATIONAL PARK SERVICE, U.S. FOREST SERVICE AND THE DEPARTMENT OF VETERANS AFFAIRS

JULY 13, 2017 RHINELANDER, WI

Start Date	July 13, 2017
End Date	July 13, 2017
Time	Registration 8am to 8:30am; Program 8:30 to 11:30am; Networking 11:30am to 12:00 pm
Facility	Nicolet College
Address	5364 College Dr., Rhineland, WI 54501
Contact Info	Patty Sullivan patricias@wispro.org 920-840-3771
Register Online	Register for Event

The U.S. Forest Service spent over \$1 Billion on contracting in Fiscal Year 2013. USFS manages over 193 million acres of national forest. Within the Northern Michigan and Northern Wisconsin, there are four national forests: Hiawatha National Forest – Gladstone, MI, Huron-Manistee National Forest – Cadillac, MI, Ottawa National Forest – Ironwood, MI, Chequamegon-Nicolet National Forest – Park Falls and Rhineland, WI

In fiscal year (FY) 2014, the National Park Service (NPS) spent over \$650 Million on contracting. Almost every American city and town claims a little bit of the National Park Service. The NPS builds trails and playgrounds, return historic buildings to productive use, revitalize neighborhoods, protect watersheds, recognize and promote local history, and introduce the next generation to stewardship opportunities. In Wisconsin, there are 2 national parks, 2,293 National Register of Historic Places Listings, 18 National Natural Landmarks, 42 National Historic Landmarks and more.

The U.S. Department of Veterans Affairs spends over \$17 billion annually. The Department of Veterans Affairs (VA) operates a nationwide system of hospitals, clinics, Veterans Integrated Service Networks (VISN), data processing centers, and National Cemeteries which require a broad spectrum of goods and services. The VA purchases these goods and services on a national, regional, and local level. So no matter how large or small your business is, VA is a potential customer.

Presented by:

Joseph Smetak – Wisconsin Procurement Institute



REGISTER

Nicolet College Workforce & Economic Development

Wisconsin Procurement Institute (WPI)

<https://www.wispro.org/events/doing-business-with-the-national-park-service-u-s-forest-service-and-the-department-of-veterans-affairs-2/>



Contact information

Wisconsin Procurement Institute (WPI)

www.wispro.org

**Joe Smetak, CFCM | Government Contracts Specialist/ Business Outreach
Manager**

josephs@wispro.org 414-270-3600

Don Makowski, CFCM | Procurement Counselor

don.makowski@networksnorthwest.org 906-789-0558 ext. 1311