



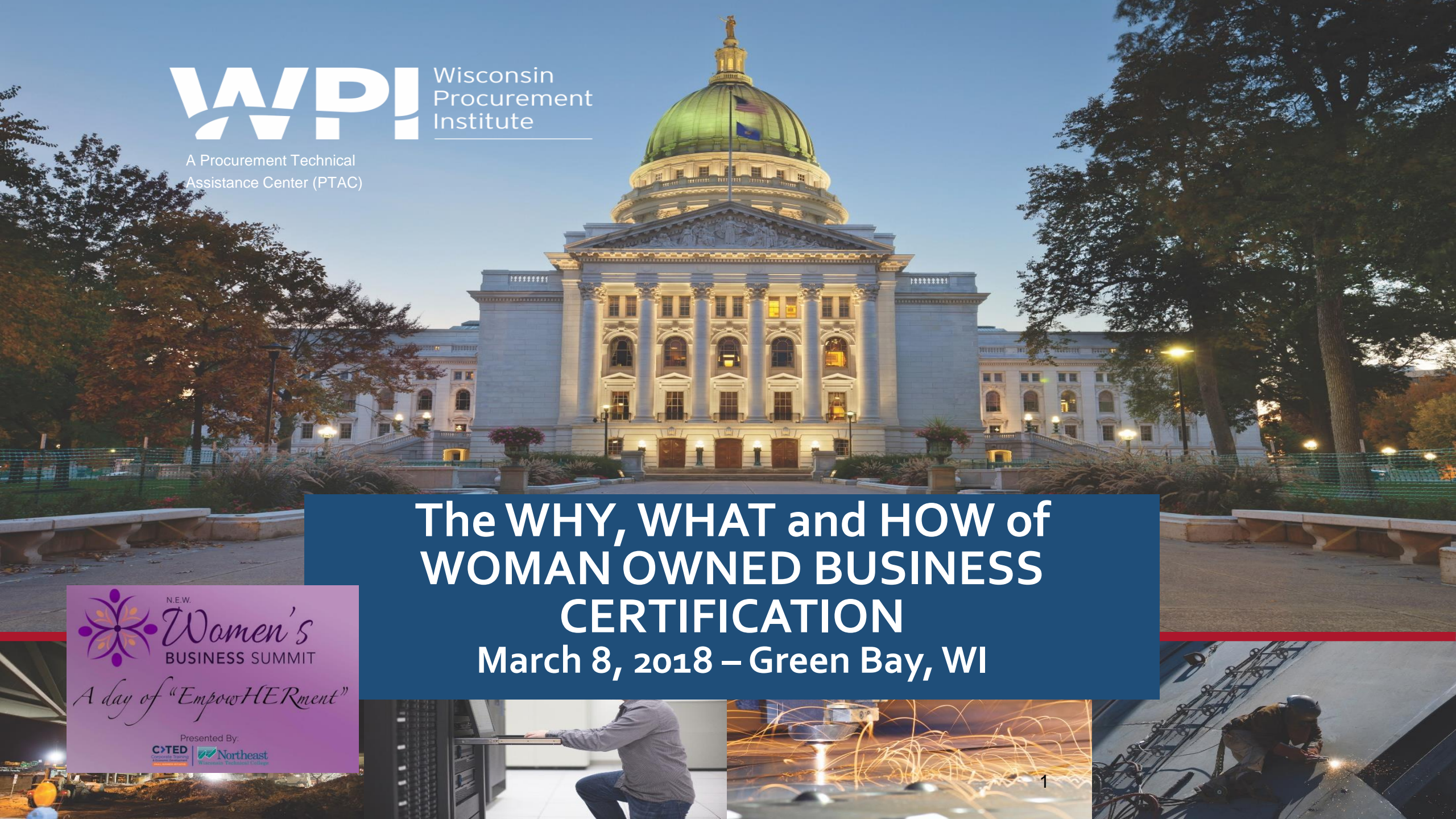
A Procurement Technical Assistance Center (PTAC)

The WHY, WHAT and HOW of WOMAN OWNED BUSINESS CERTIFICATION

March 8, 2018 – Green Bay, WI

N.E.W. *Women's* BUSINESS SUMMIT
A day of "EmpowHERment"

Presented By:
C>TED Wisconsin's Training & Education Center
Northeast Wisconsin Technical Institute



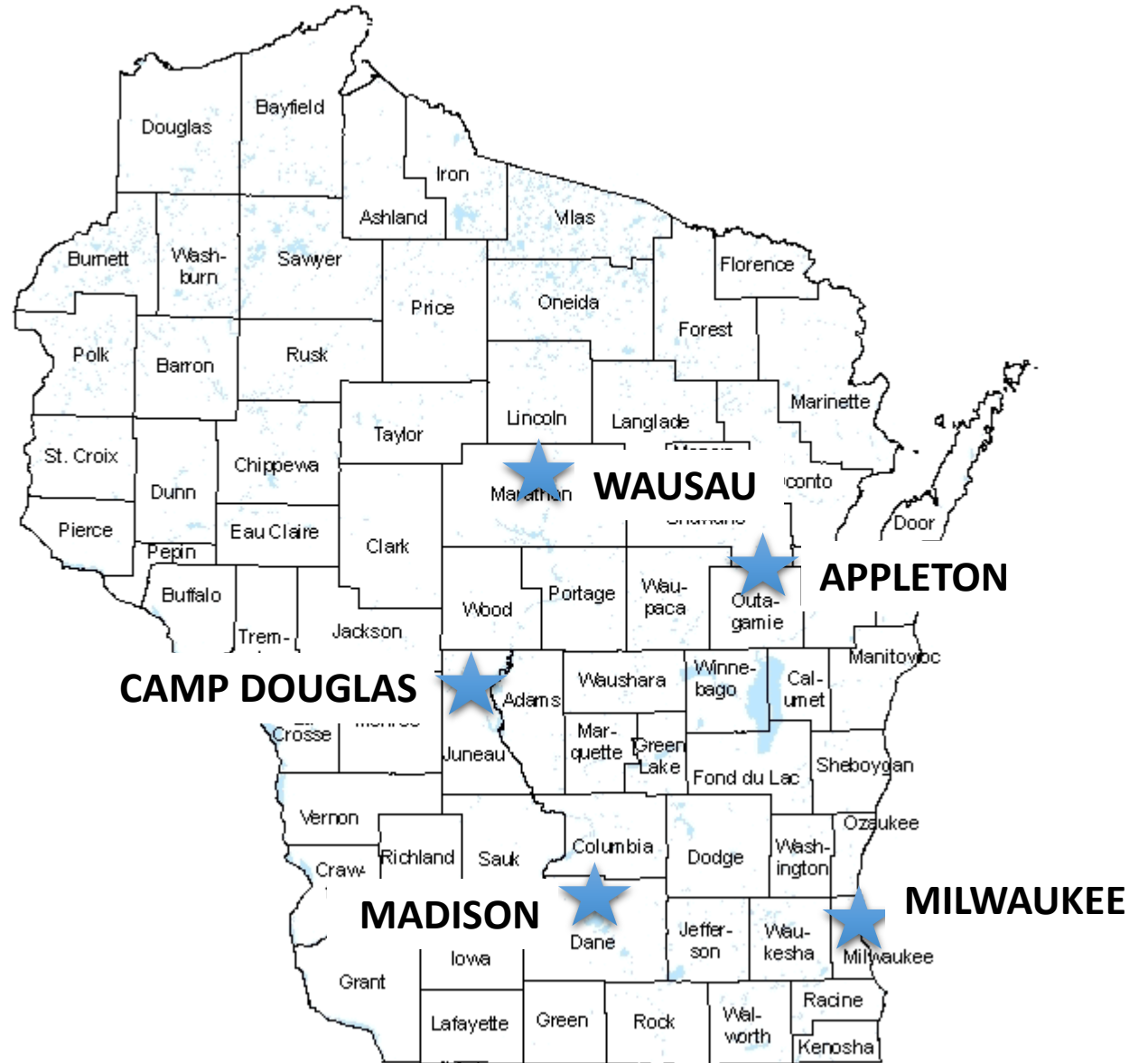
ABOUT WPI SUPPORTING THE MISSION

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

THE WHY AND THE WHAT

WHY WOULD YOU GO AFTER A WOMAN OWNED BUSINESS CERTIFICATION – THERE SHOULD BE A GOOD BUSINESS REASON

- Your customer asks you to – ex. Large corporation wants to work with you and asks you to complete the certification
- You are going after Federal sales and you have determined that a WOSB or EDWOSB would give you a competitive advantage
- You are going after road work with WisDOT and you have determined that a DBE certification would give you access to more work
- You are interested in working with Milwaukee Metropolitan Sewerage District (MMSD) and understand that they have a goal for woman owned firms

WHAT CERTIFICATIONS - THE LONG LIST

- **Federal**

- Women Owned Small Business (WOSB)
- Economically Disadvantaged Women Owned Small Business (EDWOSB)

- **State (Wisconsin)**

- Woman Business Enterprise (WBE)
- WisDOT – Disadvantaged Business Enterprise (DBE)

- **Local**

- Milwaukee County – Disadvantaged Business Enterprise (DBE - UCP)
- Milwaukee Metropolitan Sewerage District (MMSD) – SWMBE
- Dane County – Disadvantaged Business Enterprise (DBE - UCP)

- City of Madison – Disadvantaged Business Enterprise (DBE - UCP)
- City of Madison – Targeted Business Enterprise Program
- City of Milwaukee – Small Business Enterprise Program (SBE)
- Various Municipalities throughout WI – Disadvantaged Business Enterprise (DBE - UCP)
- Milwaukee Public Schools – HUB Certification - DBE, MBE, SBE, WBE, SBA 8(a)

- **Corporate**

- WBENC
- Other (if 3rd party certifiers do corporate too)

(UCP is Wisconsin Unified Certification Program)

SO WHAT SHOULD YOU DO – DO YOUR RESEARCH / HOMEWORK

- ONLY go after certifications if THEY MAKE GOOD BUSINESS SENSE –THERE IS A GOOD BUSINESS REASON
- Understand that different levels of government and large corporations honor different certifications
- Do not discount that if you qualify as a WOMAN OWNED BUSINESS – you may also qualify as an 8(a), SDB, MINORITY or VETERAN owned business or even a HUBZone qualified firm.

THE HOW AND SPECIFIC BENEFITS

FEDERAL

FEDERAL – WOMEN OWNED SMALL BUSINESS AND ECONOMICALLY DISADVANTAGED WOMEN OWNED SMALL BUSINESS

- 5 % of prime and subcontracts for Women-Owned Small Business
- 2 programs – WOSB and EDWOSB
- Can qualify for set aside and sole source contracts
- To qualify for WOSB
 - 51% owned & controlled by one or more women who are US citizens
 - The firm must be “small” in its primary industry in accordance with SBA’s size standards for that industry
 - Primarily managed by one or more women

FEDERAL – WOMEN OWNED SMALL BUSINESS AND ECONOMICALLY DISADVANTAGED WOMEN OWNED SMALL BUSINESS

- To qualify for EDWOSB
 - Satisfy all conditions of WOSB
 - Personal net worth of less than \$750,000
 - Adjusted annual gross income of \$350,000 or less
 - Market value of all assets does not exceed \$6 million
- Self certification at <https://certify.sba.gov/>
- Should be registered in System for Award Management (SAM) www.SAM.gov
- In SAM should complete Dynamic Small Business Search (DSBS) profile <http://dsbs.sba.gov/>

FEDERAL – WOMEN OWNED SMALL BUSINESS AND ECONOMICALLY DISADVANTAGED WOMEN OWNED SMALL BUSINESS

- WOSB/EDWOSB set aside and sole source contracts are determined by North American Industry Classification System (NAICS) codes
- SBA determined WOSB/EDWOSB are underrepresented in the NAICS codes
 - WOSB - 264 NAICS codes included
 - EDWOSB – 80 NAICS codes included
- Government receives credit towards WOSB goals under non WOSB/EDWOSB set-asides if business is identified as WOSB in SAM

FEDERAL – WOMEN OWNED SMALL BUSINESS AND ECONOMICALLY DISADVANTAGED WOMEN OWNED SMALL BUSINESS

- Can obtain WOSB or EDWOSB from one of four SBA-approved third-party certifiers.
 - El Paso Hispanic Chamber of Commerce
 - National Women Business Owners Corporation
 - US Women’s Chamber of Commerce
 - Women’s Business Enterprise National Council
- All four charge to obtain the certification
- You can do this yourself without paying for the certification

TOP 15 WOB Federal Contractors	Federal sales 2017
BRUNO INDEPENDENT LIVING AIDS, INC.	\$8.11M
FRESH WATER ENGINEERING LLC	\$4.08M
ALLCON, LLC	\$2.83M
FUEL SYSTEMS, INCORPORATED	\$2.33M
HICKEY BROS. RESEARCH, LLC	\$1.64M
NORTHWOODS FORESTRY, INC.	\$1.51M
ALLIANCE STEEL CONSTRUCTION, INC.	\$1.50M
CREATIVE MARKETING RESOURCES, INC.	\$975.58K
SUPERIOR EQUIPMENT AND SUPPLY, CO.	\$890.06K
PREMIER MEDICAL STAFFING SERVICES, LLC	\$858.48K
ENGLISH, KATHLEEN	\$806.54K
TETRA RESEARCH CORPORATION	\$750.00K
ALMOST HOME, LLC	\$619.26K
AVITEK AEROSPACE INDUSTRIES, INC.	\$600.79K
MCKENNA BRYTAN INDUSTRIES LLC	\$535.66K

STATE

STATE - WOMAN BUSINESS ENTERPRISE (WBE)

- There is NO bid preference on State purchases.
- All certified firms are eligible to participate in the annual MARKETPLACE awards.
- 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 and purchasing agents throughout the state <https://wisdp.wi.gov/>
- Some corporations and municipalities accept the WBE certification for their supplier diversity programs.
- Some States require home State certification to qualify for their State's woman own business certification.

STATE - WOMAN BUSINESS ENTERPRISE (WBE)

- **Requirements**
 - Be at least 51% owned, controlled, and actively managed by women group members.
 - Is currently performing a "useful business function" in the State of Wisconsin.
 - Must be at least one (1) year old under current ownership.
- **Certification is online** through the State's Supplier Diversity website – MUST submit certification application and required documentation online <https://wisdp.wi.gov/Register.aspx>
- **Instructions for new certifications:**
 - <https://wisdp.wi.gov/Images/Instructions%20for%20Completing%20New%20App.pdf>
- **Certification length** – recertification must take place every 3 years – update annually
- **Cost for Certification** - there is a \$150.00 application fee

WISDOT USES THE DBE CERTIFICATION

- Support Services are available to certified firms free of charge including technical, marketing and financial assistance. Matrix: <http://wisconsindot.gov/Documents/doing-bus/civil-rights/dbe/business-cntrctng-matrix.pdf>
- 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.
- SIDE NOTE: Wisconsin Unified Certification Program (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.

WISDOT USES THE DBE CERTIFICATION

- **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.
- **Eligibility Requirement** – 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 \$19M in the previous 3 years or \$40M for airport concessionaires. Personal net worth less than \$1.32M excluding home & ownership in business.



Wisconsin Department of Transportation (WisDOT) Business Contracting Matrix

HOW TO DO BUSINESS WITH		DOT-CONSTRUCTION	DOT-CONSULTING	DOT-PROCUREMENT	
FIT	1	What type of goods & service do you solicit?	Road building & related construction	Engineering, Related Services (design, geotechnical, environmental, DBE support services, etc.)	Products & services to support DOT facility operations & maintenance not directly related to highway construction.
	2	What certification is accepted to compete for subcontracts?	DBE	DBE	MBE / DVB
	3	Are any preferences given to small businesses?	DBE goals are Project-specific	DBE goals are Solicitation-specific	5% bid preference on contracts
	4	What documentation substantiates basis of competing for WisDOT contracts?	Statement of financial ability, equipment & prior experience. Primes provide to WisDOT; Subcontractors submit to Primes	Submit qualifications in NOI and/or RFP	Documentation is outlined in RFP or RFB
	5	How do you advertise contact opportunities?	Monthly bids lettings	Bi-monthly solicitations	Vendor Net posts or Email
ACCESS	6	Where can I find your contracting opportunities?	http://roadwaystandards.dot.wi.gov/hcci/	http://www.dot.wisconsin.gov/business/engrserv/engserv.htm	http://vendornet.state.wi.us/vendornet/
	7	Where does WisDOT advertise contract opportunities?	WisDOT website (above), Daily Reporter	WisDOT website (above)	Post on Vendor.Net
	8	How are winning contracts selected (Who determines the winner?)	Lowest responsible bidder's sealed bid; Bid reviewed by WisDOT Bureau of Project Development	Qualification Based Selection based on e-submitted NOIs; reviewed and approved by central office administrators	RFP • Evaluation committee; RFB • Awarded on low bid
	9	Do I have to register to compete with WisDOT?	No, but if awarded a contract, you must register on CRCS	Yes. Engineering firms must registered on WisDOT Roster of firms; No registration requirement for open solicitations	Yes. VendorNet Help desk: 1-800-482-7813 or vendrhlpl@doa.state.wi.us
	10	What amount/percentage of your contracts are for small business?	DBE goals averages 10% or about \$10 million	DBE goal averages 15% or about \$5million	Overall Annual State goal of 5% to MBE
	11	How do you track small business participation/goals?	Tracked monthly using web-based system, Civil Rights & Compliance System (CRCS)	DBE goals tracked by solicitation	Annual spending review
	12	What are your terms of payments?	Net 30 days to primes + 10 day prompt payment to subs per tier	Net 30 days to primes + subs per the subcontract agreement	Net 30 days after invoice
SUPPORT	13	What support/assistance do you provide small businesses?	DBE Workshops/Trainings, Financial Management, Technical Assistance, Legal Services, Small Business Network accounts	DBE Workshops/Training, Financial Management, Legal Services, Mentoring Connections services	VendorNet orientation
	14	Does WisDOT provide loans?	Yes. Only firms with WisDOT contract may apply for a WisDOT mobilization loan; We refer to applicable USDOT & federal resources	Yes. Only firms with WisDOT contracts may apply for a WisDOT mobilization loan. Firms with USDOT contracts are referred	No
	15	Does WisDOT provide financial grants?	No	No	No
MARKETING	16	Who/How do I market my small business?	Solicit Prime contractors on plan holders list; Use Small Business Network (SBN)	Present qualifications at Annual Events: Design Opportunity Day and Construction Administration Fair	MBE/DVB Contractors register with VendorNet; contact specific buyers (on website)
	17	Who do I talk to for advice on the competitive process?	Project Managers, Prime Contractors, DBE Office	Regional Consultant Unit Supervisors and aforementioned events	The bid contract manager or MBE Program Coordinator
	18	Who monitors WisDOT to ensure compliance?	USDOT: Highways-FHWA , Airports-FAA, Transit-FTA	USDOT: Highways-FHWA , Airports-FAA, Transit-FTA	DOA-State Bureau of Procurement

LOCAL

LOCAL GOVERNMENTS

- **City of Madison** – Targeted Business Certification Program
- The MADcertification Program is the targeted business certification program of the City of Madison. The program has been designed to perform the function of certifying targeted businesses for participation on City projects with targeted business goals including WBE's.
- **Where and How do you 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 annually:
<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 WBE participation
 - Participate in Dane County Targeted Business Enterprises Program

LOCAL GOVERNMENTS

- **Milwaukee County – DBE Program**
 - See UCP Certification
 - Community Business Development Partners (CBDP) administers the Disadvantaged Business Enterprise (DBE), Small Business Enterprise (SBE) and Airport Concession Disadvantaged Business Enterprise (ACDBE) programs. These programs promote economic opportunities for minority, women, and emerging small businesses.
 - <https://mke.diversitycompliance.com/Default.asp>
 - <https://mke.diversitycompliance.com/FrontEnd/StartCertification.asp?TN=mke&XID=9416>

LOCAL GOVERNMENTS

- **Milwaukee Metropolitan Sewerage District (MMSD)** – Small, Veteran, Women, Minority (SWMBE) Businesses
 - **NOTE:** MMSD does not certify WBE businesses, but does recognize the State of Wisconsin's WBE certification, WisDOT's DBE certification.
 - Visit <http://www.mmsd.com/procurement/SWMBE> for additional information.
- **Where and How do you get Certified?**
 - Since MMSD is not certifying you as a WBE, 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 2% contracting goal for WBE certified firms.
 - Participation on WBE 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 8(a) or EDWOSB / WOSB by the SBA, WBE by the state of WI, SBE by the city of Milwaukee, or DBE by WisDOT or Milwaukee county you may participate in this program.
 - List of accepted certification agencies: <http://mps.milwaukee.k12.wi.us/MPS-Shared/Documents1/AcceptedCertificationAgenciesPortalcopy092514.docx>
- **Where and How do I get certified?** Submit recognized certification to Contract Compliance Services - <http://mps.milwaukee.k12.wi.us/en/District/About-MPS/School-Board/Contract-Compliance-Services.htm>
- **How long does certification last?** Based on your eligibility under the program you plan to use for meeting this requirement.
- **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

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.

CORPORATE

WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL (WBENC)

- Access to a current list of supplier diversity and procurement executives at hundreds of major U.S. corporations and federal, state and local government entities that accept WBENC certification.
- Formal and informal opportunities to pursue business deals with National Corporate Members and/or WBENC-Certified WBEs.
- Technical assistance, mentoring, education, and capacity development.
- Eligible for WBENC sponsored awards.
- More details at: <http://www.wbenc.org/certification-benefits/>



WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL (WBENC)

- **Mandatory SAM.gov registration**
- **Application and registration at <http://www.wbenc.org/certification-process/>**
- **Certification** renewed annually
- **Cost for Certification** – variable, depending on the RPO (Regional Partner Organization) and the company revenue level
- **List of RPO: <http://www.wbenc.org/regional-partner-organization-map>**

CERTIFICATIONS ARE READY NOW

WHERE DO YOU FIND OPPORTUNITIES

- Federal Business Opportunities (FBO) – Federal - <https://www.fbo.gov/>
- DLA Internet Bid Board System (DIBBS) – DOD - <https://www.dibbs.bsm.dla.mil/dodwarning.aspx?goto=/>
- VendorNet – University of Wisconsin System and municipalities - <https://vendornet.wi.gov/>
- eSupplier Portal – State - https://esupplier.wi.gov/psp/esupplier/SUPPLIER/ERP/h/?tab=WI_GUEST
- Demandstar - <https://www.demandstar.com/>

CERTIFICATIONS ARE READY NOW

WHERE DO YOU FIND OPPORTUNITIES

- City of Milwaukee -
<http://city.milwaukee.gov/Purchasing/ContractOpps/Bids.htm#.Wp7OlnxG2Cg>
- Milwaukee County -
<http://county.milwaukee.gov/PendingBidsQuotesand7951.htm>
- Brown County -
https://www.co.brown.wi.us/departments/page_544f99019209/?department=85e69f9bdbf5&subdepartment=6722abce459a
- City of Green Bay – Uses DemandStar
- WPI Bid Matching Service- Contact WPI

FINAL THOUGHTS

- Obtain only the certifications for the agencies you are interested in doing business with
- Your certifications are not what your company is or does
- Your certifications may provide you with a competitive edge against your competition

3/13 - DEVELOPING YOUR MARKETING MATERIALS FOR GOVERNMENT SALES, MILWAUKEE

UPCOMING EVENTS

MARCH 6 2018
FEDERAL ACQUISITION REGULATIONS (FAR) REVIEW -
SESSION 4: PARTS 10-12

MARCH 13 2018
FEDERAL ACQUISITION REGULATIONS (FAR) REVIEW -
SESSION 5: PARTS 13-14

MARCH 13 2018
DEVELOPING YOUR MARKETING MATERIALS FOR
GOVERNMENT SALES
MILWAUKEE »

MARCH 13 2018
ACQUISITION HOUR: INFORMATION MANAGEMENT FOR
FEDERAL CONTRACTORS

MARCH 14 2018
ACQUISITION HOUR - INTRODUCTION TO
CERTIFICATIONS AVAILABLE TO WOMAN OWNED
BUSINESSES

CURRENT OPPORTUNITIES (1)



WHAT IS WPI'S CURRENT WEBINAR SCHEDULE?

March 13, 2018 – **Information Management for Federal Contractors** – [CLICK HERE](#) for additional information – presented by Marc Violante – Wisconsin Procurement Institute (WPI)

March 14, 2018 – **Introduction to Certifications Available to Woman Owned Businesses** – [CLICK HERE](#) for additional information – presented by Kim Garber – Wisconsin Procurement Institute (WPI)

March 27, 2018 – **Update on Federal Hour Wage Labor Laws** – [CLICK HERE](#) for additional information – presented by Corey Walton, Community Outreach and Resource Planning Specialist – U.S. Department of Labor/Wage & Hour Division

March 27, 2018 – **Growing Your Small Business With the Disadvantaged Business Enterprise (DBE) Program** – [CLICK HERE](#) for additional information – presented by Benjamin Blanc – Wisconsin Procurement Institute (WPI)

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

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 josephs@wispro.org 414-270-3600
Details	Read More Information
Agenda	View The Agenda
Register Online	Register for Event

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)

ADDITIONAL EVENTS

- [Federal Acquisition Regulations \(FAR\) Review](#) – Tuesday Evenings – Webinar
- [Developing your Marketing Materials for Government Sales](#) – March 13, 2018 – Milwaukee, WI
- [Preparing a Winning Government Proposal](#) – April 26, 2018 – Milwaukee, WI



QUESTIONS?

PRESENTED BY

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