

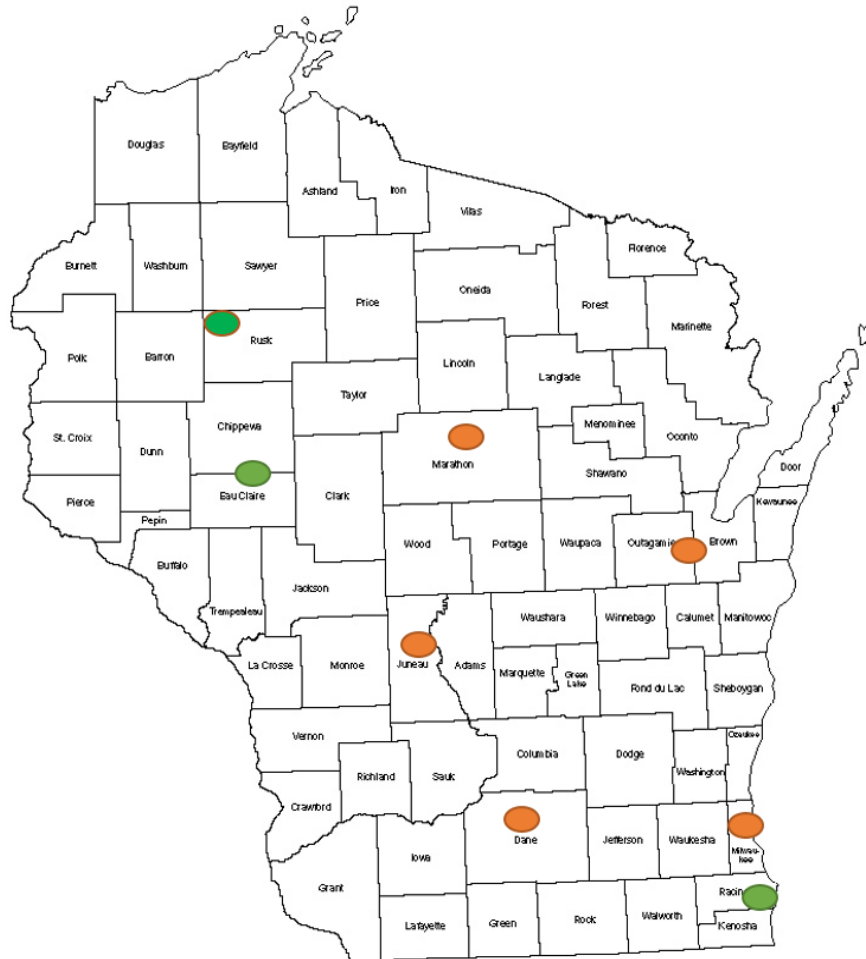


A Procurement Technical Assistance Center (PTAC)

The background of the slide is a photograph of the Wisconsin State Capitol building in Madison, Wisconsin, taken at dusk. The building's white facade and prominent green dome are illuminated by warm interior and exterior lights. The sky is a deep blue, and trees with autumn foliage are visible in the foreground and to the sides. A large, semi-transparent blue rectangular box is overlaid on the lower half of the image, containing white text.

# ACQUISITION HOUR : INTRODUCTION TO CERTIFICATIONS AVAILABLE TO WOMAN OWNED BUSINESSES

Presented by the US SBA and WPI  
October 26, 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

Search ...

BLOG SERVICES ABOUT **MY ACCOUNT** DONATE CONTACT



EVENT CALENDAR

FEDERAL GOVERNMENT

STATE & LOCAL GOVERNMENT

OTHER GOVERNMENT & GRANTS

SUCCESS & AWARDS

FAQS

## MENTOR-PROTEGE PROGRAM EXPANDED BY FINAL SBA RULE

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

### UPCOMING EVENTS

SEPTEMBER 13 2018  
ACQUISITION HOUR: FEDERAL GOVERNMENT CONTRACTING – A LOOK AT RECENT CHANGES - PART 1

SEPTEMBER 14 2018  
ACQUISITION HOUR: FEDERAL GOVERNMENT CONTRACTING – A LOOK AT RECENT CHANGES - PART 2

SEPTEMBER 16 2018  
A WINNING APPROACH TO CONTRACT AWARD: PREPARATION, LEAD GENERATION, FOLLOW-UP AND CLOSING THE DEAL  
MILWAUKEE, WI >

SEPTEMBER 20 2018  
A WINNING APPROACH TO CONTRACT AWARD: PREPARATION, LEAD GENERATION, FOLLOW-UP AND CLOSING THE DEAL  
WAUSAU, WI >

SEPTEMBER 21 2018  
GREEN BAY PACKERS MENTOR PROTÉGE 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



FROM OUR EXECUTIVE DIRECTOR

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EVENT PRESENTATIONS

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NEWSLETTER ARCHIVE

---

CURRENT OPPORTUNITIES

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## MY ACCOUNT

Hello benjaminb (not benjaminb? [Sign out](#)).

### Current Opportunities [View All](#)

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1. **Olbrich Botanical Gardens Education Center and Production Greenhouse Construction - September 21, 2016** Architectural Consulting Services for Olbrich Botanical Gardens Education Center and Production Greenhouse
2. **Milwaukee County Zoo planning \$44.6 million in exhibit upgrades - September 1, 2016** The Milwaukee County Zoo plans to spend about \$44.6 million on exhibit upgrades and construction projects over the next five years, according to an economic impact study completed this summer by a University of Wisconsin-Milwaukee economics professor. The study does not say how the projects will be paid for.

The study, which was commissioned by the zoo to measure its annual economic impact on the four-county Milwaukee metropolitan area, includes a rough outline of planned construction projects through 2021.

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3. **Milwaukee County - Acquisition and Development of a Commercial/Building - August 15, 2016**  
Milwaukee County  
Request for Proposals  
Acquisition and Development of a Commercial/Industrial Building at 9150 Watertown Plank Road, Wauwatosa, WI 53226  
(Taxkey # 3729999017)  
RFP # 7131  
Issue Date: August 4, 2016
- 

### Latest Newsletters [View All](#)

**WPI Acquisition Alert**  
September 6th 2016

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### Latest Presentations [View All](#)

**A Winning Approach to Contract Award:  
Preparation, Lead Generation, Follow-Up and  
Closing The Deal**

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# THE LIST

- **Federal**
  - Woman Owned Small Business (WOSB)
  - Economically Disadvantaged Woman Owned Small Business (EDWOSB)
- **State (Wisconsin)**
  - Woman Business Enterprise (WBE)
  - WisDOT – Disadvantaged Business Enterprise (DBE)
- **Local**
  - Milwaukee County – Disadvantaged Business Enterprise (DBE - UCP)
  - Metropolitan Milwaukee Sewerage District (MMSD) – SWMBE
  - Dane County – Disadvantaged Business Enterprise (DBE - UCP)
  - Dane County – Targeted Business Enterprise Program
  - 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 3<sup>rd</sup> party certifiers do corporate too)

# Small Business Programs

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*Shane Mahaffy*

*Lead Business Opportunity Specialist*



# WOSB Federal Contract Program

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Implemented in February 2011 with the goal of expanding the number of industries where WOSB were able to compete for business with the federal government.

# Goaling

- 23% of prime contracts for small businesses
- 5 % of prime and subcontracts for Women-Owned Small Business
- 5 % of prime contracts and subcontracts for Small Disadvantaged Business
- 3 % of prime contracts and subcontracts for HUBZone small businesses
- 3 % of prime and subcontracts for Service Disabled small businesses

# Women Owned Small Business Program

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Women Owned Small Business (WOSB)

Economically Disadvantaged Woman Owned Small Business  
(EDWOSB)

# WOSB Benefits

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- WOSB Set Asides
- Sole-Source Award

# Women Owned Small Business

North American Industry Classification System (NAICS) effective February 26, 2016. 113 new NAICS for WOSB and EDWOSB set asides [EDWOSB](#) [WOSB](#)

Eligible only for NAICS codes in which the SBA has determined the EDWOSB or WOSB concerns are underrepresented in Federal Procurement.

# WOSB NAICS sample

The screenshot shows a web browser window with the URL [https://www.sba.gov/sites/default/files/2016\\_wosb\\_naics.pdf](https://www.sba.gov/sites/default/files/2016_wosb_naics.pdf). The page content is a table titled "Women Owned Small Business 2016 NAICS". The table lists various NAICS codes and their corresponding titles, organized into sections by 4-digit codes.

4-Digit	6-Digit	North American Industry Classification System Title
<b>1153</b>		<b>Support Activities for Forestry</b>
	115310	Support Activities for Forestry
<b>2213</b>		<b>Water, Sewage and Other Systems</b>
	221310	Water Supply and Irrigation Systems
	221320	Sewage Treatment Facilities
	221330	Steam and Air-Conditioning Supply
<b>2361</b>		<b>Residential Building Construction</b>
	236115	New Single-Family Housing Construction (except For-Sale Builders)
	236116	New Multifamily Housing Construction (except For-Sale Builders)
	236117	New Housing For-Sale Builders
	236118	Residential Remodelers
<b>2362</b>		<b>Nonresidential Building Construction</b>
	236210	Industrial Building Construction
	236220	Commercial and Institutional Building Construction
<b>2371</b>		<b>Utility System Construction</b>
	237110	Water and Sewer Line and Related Structures Construction

# Women Owned Small Business Program

## Eligibility

### 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

# Women Owned Small Business Program

## Eligibility

### 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

# Women Owned Small Business Certification

## Self Certification

- WOSB or EDWOSB may self certify
- NEW portal for certification (<https://certify.sba.gov/> )
- Contracting officer's need approval from apparent successful offeror to view eligibility documents
- If already certified, all documents are transferred to [certify.sba.gov](https://certify.sba.gov/), **firm must create as a new user account and update their records**

## Third Party Certification

- May be certified by an authorized Third Party Certifier (not required)
- Existing 8(a) program certification may be eligible

# 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

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## **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

# Certifications - Do you have a goal in mind?

Certification can be a way to distinguish yourself from your competitor.

- Is the process worth it?
  - Can be time consuming!
  - Certification can provide access to more opportunities, i.e. set-asides!
  - It can help create a competitive advantage!
- Do you meet the criteria?
- Do you have all your documents?
- Submit the application!



# State of Wisconsin

- **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.

- **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 a \$150.00 application fee

# State of Wisconsin

- Benefits
  - 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 throughout the state purchasing agents.
  - 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.

# 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 agencies - 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:** processes applications submitted by firms interested in working on projects that are partially funded by the USDOT, 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
- 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

- **Metropolitan Milwaukee 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

# Corporate

- **WBENC Certification** (Also Certifies Federal WOSB – NOT EDWOSB)
  - **Where and How do I get certified?** Must register, access the application process here:  
<http://www.wbenc.org/certification-process/>
  - **Certification length** – one year – must renew 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>

# Corporate — WBENC continued

- Benefits
- 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/>

# Corporate

- **El Paso Hispanic Chamber of Commerce WBE Certification (Also Certifies Federal WOSB)**
  - **Where and How do I get certified?** Must register, access the application process here: <http://www.ephcc.org/index.php/blog/certifications/corporate-america>
  - **Cost for Certification** – \$350-\$1,200, depending on region of the country.
  - For more details on their certifications contact the MBDA Business Center-El Paso at 915-351-6232

# Corporate

- **National Women Business Owner WBE Certification (NWBOC)** (Also Certifies Federal WOSB and EDWOSB)
  - **Where and How do I get certified?** Must register, access the application process here: [http://www.nwboc.org/Basic\\_Info/index.html](http://www.nwboc.org/Basic_Info/index.html)
  - **Certification length** – one year – must renew annually
  - **Cost for Certification** – \$400 or \$700 if the company wants also the third party SBA WOSB certification

# Corporate - NWBOC continued

- Benefits

- Complimentary Platinum Level Vendor listing in NWBOC's interactive [eProcurement MarketPlace](#) (Value \$300);
- Complimentary listing in NWBOC's internal procurement database of WBE-certified companies;
- Procurement list of over 1,000 private and public sector purchasing contacts;
- The NWBOC Quarterly Newsletter, in which your "good news" story can be highlighted;
- The NWBOC logo and WBE Certification designation so that you can add it to your marketing materials and website.
- More details at: <http://www.nwboc.org/Basic Info/Benefits of NWBOC.html>

# Corporate

- **US Women Chamber of Commerce: National Women's Business Enterprise Certification (USWCC)** (Also Certifies Federal WOSB and EDWOSB)
  - **Where and How do I get certified?** Must register, access the application process here: <http://uswcc.org/certification/nwbe-certification/>
  - **Certification length** – one year – must renew annually
  - **Cost for Certification** – \$275.00 U.S. Women's Chamber of Commerce Business and Suppliers Members, \$350.00 for non-members

# Corporate – USWCC continued

- Benefits

- Many women-owned firms seek access to opportunities with government, B2B, and supply chain opportunities. The USWCC | NWBE certification provides clear and trusted authentication of your firm's women-owned status
- Other benefits available with membership to the USWCC:
  - meeting and event discounts, \$75 discount on [USWCC Certification](#) (WOSB, EDWOSB, NWBE, IWBE),
  - National Directory Listing at [WomenOwned.us](#) with enhanced listing,
  - USWCC logo recognition for use on your firm's promotional materials and website, [USWCC Advantage](#) services (as noted),
  - reciprocal membership in [The American Small Business Chamber of Commerce](#),
- More details at: <https://uswcc.org/membership/>

# 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>
- 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 27, 2016 – [Recent Regulatory Changes for Small Business](#) - Presented by Emily A. Constantine, Attorney, Husch Blackwell LLP
- November 8, 2016 – [Contract Closeouts: Preparing for a Smooth Ending](#) - Presented by Mark Dennis, Consultant, La Crosse River Consulting
- November 9, 2016 – [Export Controls – ITAR and Associated Requirements](#)
- November 15, 2016 – [The New Small Mentor Protégé program –the SBA Perspective](#) – Presented by Shane Mahaffy, Lead Business Opportunity Specialist, U.S. Small Business Administration
- November 29, 2016 – [The New Small Mentor Protégé Program – A Lawyer’s Perspective](#) - Presented by Emily A. Constantine, Attorney, Husch Blackwell LLP
- November 30, 2016 – **Updates on the HUBZone program** – Presented by Shane Mahaffy, Lead Business Opportunity Specialist, U.S. Small Business Administration
- December 6, 2016 – [Preparing for CPSR Audit](#) – Presented by Phil Bail, Principal, Phil Bail & Associates
- 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**
  - *October 27<sup>th</sup>, 2016 - [Green Bay - Wisconsin Economic Development Corporation \(WEDC\)](#) 2071 Larsen Road Green Bay, WI 54303*
  - *November 3<sup>rd</sup>, 2016 - [Wauwatosa- Technology Innovation Center \(Previously Milwaukee County Research Park\)](#) 10437 Innovation Dr. Wauwatosa, WI 53226*

# Other Upcoming WPI Events

- [Federal Industry Briefing with GSA, EPA, NAVFAC, USACE and US SBA – hosted by the SAME Lake Michigan and Chicago Posts](#) – November 3, 2016 – Highland Park, IL
- [Post-Election Federal Market Insights - Where's the Money?](#) – November 15<sup>th</sup>, 2016 – Milwaukee – Presented by Capstone National Partners
- [What it Takes to WIN – Opportunities with the Department of Defense for Small Business Manufacturers](#) – November 17<sup>th</sup>, 2016 – Milwaukee – Presented by Jean Polka and Ken Kotloski, WPI
- [End of Year Federal Contractor Update](#) – January 17, 2017 - Milwaukee

# Other Upcoming Events



[www.SBEacademy.com](http://www.SBEacademy.com)



[www.MarketplaceWisconsin.com](http://www.MarketplaceWisconsin.com)



# QUESTIONS?

# SURVEY



# Presented by:

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Lead Business Opportunity Specialist  
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414-297-1455

And

Kim Garber  
Manager, Small Business Programs  
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# For Assistance or Additional Information contact

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414-270-3600 or  
[benjaminb@wispro.org](mailto:benjaminb@wispro.org)