

2015 Small Business Government
Contracting Series

**SELLING TO LOCAL
GOVERNMENTS**

April 21, 2015



**Providing expert technical
assistance to
FEDERAL, STATE and LOCAL
GOVERNMENT
Contractors
And Subcontractors**

**A Procurement Technical
Assistance Center (PTAC)
Serving the Wisconsin Business
Community**

WPI Offices located at:

Milwaukee County Research Park

10437 Innovation Drive, Suite 320

Milwaukee, WI 53226

414-270-3600 FAX: 414-270-3610

Juneau County Economic Development Corp.

122 Main St - Camp Douglas, WI 54618

608-427-2455 FAX: 608-427-2086

Western Dairyland EOC, Inc.

418 Wisconsin St. - Eau Claire WI 54703

608-427-2455 FAX: 608-427-2086

Fox Valley Technical College – DJ Bordini Center

5 Systems Drive – Appleton WI 54912

920-840-3771 FAX: 414-270-3610

Racine County Economic Development Corporation – Launch Box

141 Main Street, Suite 2, Racine, WI 53403

414-270-3600 FAX: 414-270-3610

Madison Enterprise Center

100 S. Baldwin St., Madison, WI 53703

608-444-0047 FAX: 414-270-3610

Food Enterprise & Economic Development (FEED)

1219 N. Sherman Ave., Madison, WI 53704

608-444-0047 FAX: 414-270-3610

Wausau Region Chamber of Commerce

200 Washington Street, Wausau, WI 54403

920-456-9990 FAX: 414-270-3610

www.wispro.org - info@wispro.org

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UPCOMING EVENTS

02/26/2015
FEDERAL PRIME CONTRACTOR GROUP MEETING
ST. FRANCIS (MILWAUKEE) »

03/03/2015
SMALL BUSINESS GOVERNMENT CONTRACTING
SERIES: SELLING TO THE DEPARTMENT OF VETERANS
AFFAIRS
WAUWATOSA »

03/04/2015
ACQUISITION HOUR: LEARNING ABOUT WAWF - IRAPT
WEBINAR »

03/09/2015
ENTERING THE GOVERNMENT MARKET - A PRIMER
RACINE »

03/11/2015
ACQUISITION HOUR: PREPARING FOR CSPR AUDIT
WEBINAR »

CURRENT OPPORTUNITIES (7)

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](#)

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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 and Assistance, 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

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Executive Director – Aina Vilumsons
info@wispro.org

Small Business Government Contracting Series: Selling to Local Government

April 21, 2015

Kate Hill



Experienced
Responsive
Effective

Heartland Information Research, Inc
6434 W. North Avenue
Wauwatosa, Wisconsin 53213
www.hirservices.com
P 414.727.2095 F 866.612.5083

TIPS FOR FINDING OPPORTUNITIES

- ✓ Look at – Past Awards
- ✓ Or Call – Buyer or Department
- ✓ Networking – Attend Business Expo
- ✓ Review – Budget or Capital Plan
- ✓ Read – Project Announcements
- ✓ Respond – Bid, RFQ, RFP
(no-bid threshold)

COUNTY GOVERNMENT

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Milwaukee County **E-Notify**

Budget:

<http://county.milwaukee.gov/PSB/County-Budget/2015-Budget.htm>

RFP / Bid Opportunities:

<http://county.milwaukee.gov>

<http://www.mitchellairport.com/airport-information/business-opportunities/>

<http://county.milwaukee.gov/DoingBusinesswiththe18950.htm>

Milwaukee County Transit System

<http://www.ridemcts.com/>

Annual Small Business Development Expo in September

COUNTY GOVERNMENT

Waukesha County

Budget:

<http://www.waukeshacounty.gov/defaultwc.aspx?id=252997>

Vendor Registration

<https://purchasing.waukeshacounty.gov/login.aspx>

RFP / Bid Opportunities:

<https://www.waukeshacounty.gov/>

COUNTY GOVERNMENT

Racine County

Budget and Capital Plan:

<http://www.racineco.com/>

RFP / Bid Opportunities:

<http://www.racineco.com/>

MUNICIPAL GOVERNMENT

MUNICIPAL GOVERNMENT

City of Milwaukee

Budget:

<http://city.milwaukee.gov/Directory/doa>

Notification: **E-Notify**

<http://city.milwaukee.gov/enotify>

RFP / Bid Opportunities:

<http://city.milwaukee.gov/>

Milwaukee Small Business Week: June 1 – 5, 2015



MUNICIPAL GOVERNMENT

City of Milwaukee

Milwaukee Public School

Budget:

<http://mps.milwaukee.k12.wi.us/MPS-English/CFO/Budget--Finance/FY15SuperintendentsProposedDistrictBudget.pdf>

Notification: **E-Notify**

<https://itmdapps.milwaukee.gov/Portal/login.jsp?from=/Enotify/index.jsp>

RFP / Bid Opportunities:

<http://mps.milwaukee.k12.wi.us/en/District/About-MPS/Departments.htm>

Milwaukee Small Business Week: June 1 – 5, 2015

MUNICIPAL GOVERNMENT

City of Milwaukee

Milwaukee Metropolitan Sewage District

RFP / Bid Opportunities:

<http://www.mmsd.com/procurement/Procurement>

MUNICIPAL GOVERNMENT

City of Milwaukee

Housing Authority of the City of Milwaukee

RFP / Bid Opportunities:

<http://www.hacm.org/>

QUESTIONS?

SMALL BUSINESS GOVERNMENT CONTRACTING SERIES:
Selling to Local Government

Agency	Website
Milwaukee County	http://county.milwaukee.gov/MilwaukeeCounty7699.htm
Milwaukee County Transit System	http://www.ridemcts.com/
Mitchell Airport	http://www.mitchellairport.com/airport-information/business-opportunities/
Waukesha County	https://www.waukeshacounty.gov/
Racine County	http://www.racineco.com/
City of Milwaukee	http://city.milwaukee.gov/
Milwaukee Public School	http://mps.milwaukee.k12.wi.us/en/District/About-MPS/Departments.htm
Milwaukee Metropolitan Sewage Dist	http://www.mmsd.com/procurement/Procurement
Housing Authority of the City of Milw	http://www.hacm.org/

Upcoming WPI Events

- ***Small Business Government Contracting Series continues the first and third Tuesday of each month through June, 2015 – Milwaukee, WI***
- ***Acquisition Hour (Weekly Webinar) through June, 2015***
- ***Cost and Pricing for Department of Defense Contractors and Subcontractors – April 29, 2015 - Pewaukee, WI***
- ***12th Annual Women's Business Conference – April 30, 2015 – Eau Claire, WI***
- ***Working with HUD and other Federal and Local Agencies – May 8, 2015 – Milwaukee, WI***
- ***3rd Annual Department of Veterans Affairs Business Conference – May 12, 2015 – Milwaukee, WI***
- ***Doing Business with the National Park Service – June 23, 2015 – Ashland, WI***
- ***9th Annual Volk Field Small Business Conference – July 29 – 30, 2015 – Camp Douglas, WI***
- ***Marketplace 2015 – October 29-30, 2015 – Milwaukee, WI***

9TH ANNUAL VOLK FIELD SMALL BUSINESS CONFERENCE –

CONTRACTING IN TIMES OF EMERGENCY, DISASTERS AND CRISIS

July 29 – 30, 2015 – Camp Douglas, WI



Sponsored and Hosted by:

- Volk Field Air National Guard Base
- Juneau County Economic Development Corporation
- US Small Business Administration
- Western Dairyland
- Wisconsin Procurement Institute
- Monroe County Economic Development
- SBDC – UW La Crosse
- Northwest Michigan PTAC

PROGRAM HIGHLIGHTS:

Current Issues in Government Contracting
Contracting Opportunities in Emergency
Preparedness and Disaster Relief
Networking and Individual Meetings
Capabilities Statement Exhibit
Capabilities Presentation Competition
Financing and Bonding for your Small
Businesses
Social Media

UPDATED information will be posted to

<http://tinyurl.com/Volk2015> or contact David Olson at 608-427-2455 or davido@wispro.org

For Assistance or Additional Information - Contact

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