

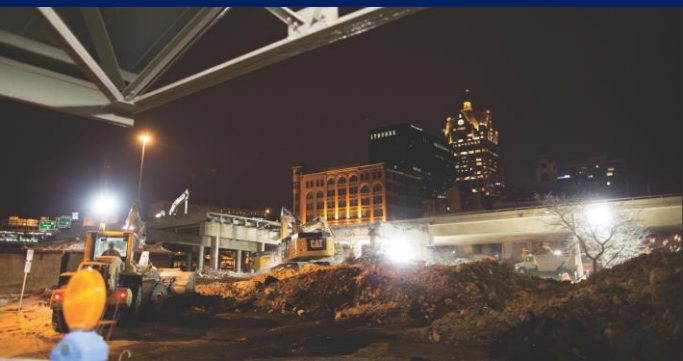


A Procurement Technical Assistance Center (PTAC)



# GOVERNMENT CONTRACTING OPPORTUNITIES FOR SMALL BUSINESSES

June 14 2017 – Ashland, WI





A Procurement Technical  
Assistance Center

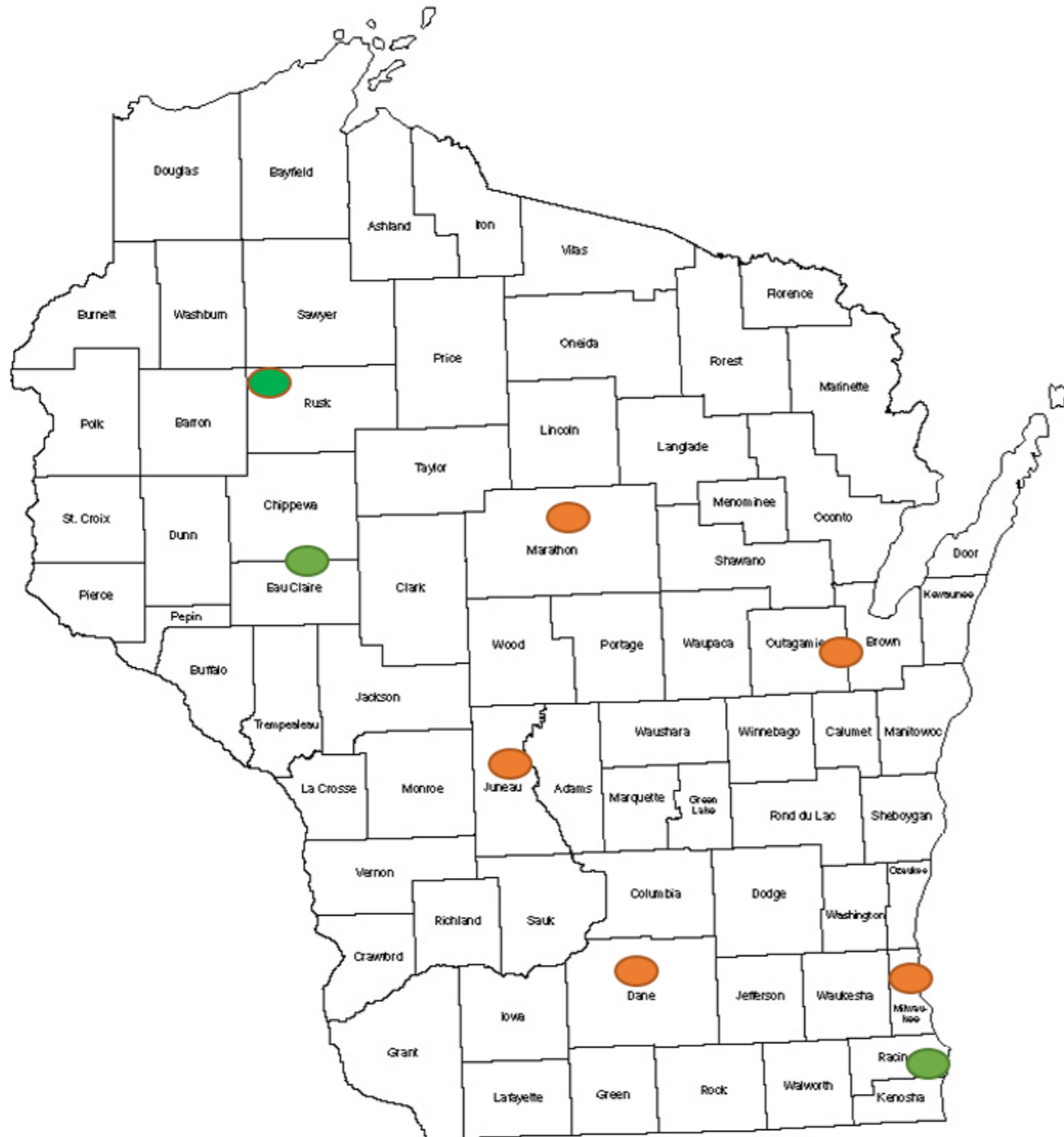
# WPI MISSION

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](mailto: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](#)

## Procurement Training

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

## Contract Information

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

## 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 \(IPC\)](#)

## WISBuy

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

## Newsletters

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

# State Government - WI

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

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## 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](mailto: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 construction projects. 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](mailto: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	<a href="#">Capital Assets</a>	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	<a href="#">Capital Projects</a>	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	<a href="#">Fuel and Utilities</a>	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	<a href="#">Insurance</a>	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	<a href="#">Maintenance and Repair</a>	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	<a href="#">Other Administrative and Operating</a>	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/>

**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 <a href="#">More Info</a>	Woman-Owned Business Enterprise - WBE <a href="#">More Info</a>	Disabled Veteran Business - DVB <a href="#">More Info</a>
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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=DADAA97>

2-5056-8960-3E61-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](mailto: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](http://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](#)

# Federal Government – Douglas County

<b>Douglas ranks 23rd FY2017</b>			
<b>FY2016 Company Name</b>	<b>Total Dollars</b>	<b>NAICS Code</b>	
ALLIANCE STEEL CONSTRUCTION, INC.	\$4,222,946	238160,	
FRASER SHIPYARDS, INC.	\$2,620,308	336611,	
LAKE ASSAULT BOATS, LLC	\$393,197	336612,	
M. T. DAVIDSON COMPANY	\$320,727	333911,	
SUPERIOR-LIDGERWOOD-MUNDY CORP	\$284,516	333923,	
GGNSC SUPERIOR LLC	\$171,471	623110,	
ANDERSON LUBRICANTS, INC.	\$68,410	324191,	
SUPERIOR FUEL CO	\$29,505	332420,	
BENSON ELECTRIC COMPANY	\$20,250	238210,	
TELEPHONE ASSOCIATES, INC.	\$16,041	517210,	
WORLDWIDE MACHINING AND WELDING	\$7,000	336611,	
NORTHLAND SUPPLY, INC.	\$6,128	561720,	
UNIVERSITY OF WISCONSIN SYSTEM	\$5,000	541850,	
VIAANT CRANE, LLC	\$4,900	238990,	
FINN, HOBART	\$4,320	321113,	
TRI STATE BUSINESS SYSTEMS, INC.	\$4,026	532420,	
PERALA APPRAISALS	\$1,250	531320,	

# 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](mailto: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](mailto: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](mailto:slacina@fs.fed.us)

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

Great Lakes Acquisition Center (GLAC)  
112<sup>th</sup> South 84<sup>th</sup> St. Suite 101  
Milwaukee, WI 53214  
(414) 844-4824 [steven.maier2@va.gov](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](http://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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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](mailto:gwendolyn.f.duncan2.civ@mail.mil)

# Federal Government

Register as a contractor - [www.SAM.gov](http://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 to see additional 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	Register Entity	Search Records
		
Start by creating a SAM user account.	After creating your SAM user account, log in to register to do business with the U.S. government.	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

SBA Search Results

Skip Navigation > Accessibility Options >

Mobile View Print Exit Help

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	<a href="#">Joe Bee Enterprise, Inc.</a>	Lar K Xiong	<a href="#">2236 Heimstead Rd Eau Claire, WI 54703-4953</a>	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	<a href="#">APPLIED DATA CONSULTANTS, INC.</a>	JIM Ward	<a href="#">2985 58TH ST STE 1 EAU CLAIRE, WI 54703-3884</a>	Provide professional, geographic information systems (GIS) services and consulting
3	<a href="#">Bartingale Mechanical, Inc.</a>	MARK FRANSON	<a href="#">3213 Louis Ave Ste G Eau Claire, WI 54703-0589</a>	
4	<a href="#">Damardan Acres Partnership</a>	Mark Peterson	<a href="#">3006 Green View Dr Eau Claire, WI 54703-0681</a>	
5	<a href="#">Watson Industries, Inc</a>	Tom Henke	<a href="#">3035 Melby St Eau Claire, WI 54703-0463</a>	ISO9001 compliant, Electro-Static Discharge manufacturing
6	<a href="#">Hayward Bancshares Inc</a>	Mary Hansen	<a href="#">2720 Golf Rd Eau Claire, WI 54701-8011</a>	
7	<a href="#">COVENANT HEALTHCARE LLC DOVE HEALTHCARE NURSING &amp; REHAB</a>	Kris Modl	<a href="#">1405 TRUAX BLVD EAU CLAIRE, WI 54703-1474</a>	
8	<a href="#">ERV Smith Services, Inc.</a>	AMY J GIBSON	<a href="#">1225 Truax Blvd Eau Claire, WI 54703-1468</a>	Small business specializing in the custom design, manufacture, and turnkey installations of recircu replacement, humidity controls and ETL-Listed control panels, and integrated process controls.
9	<a href="#">TAINTER'S OPTIMIZED MECHANICAL SOLUTIONS, LLC</a>	Thomas W Tainter	<a href="#">9801 Pine Rd Fall Creek, WI 54742-4520</a>	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	<a href="#">LARSON PROPERTIES, LLC Clarion Hotel</a>	BECKY M Squires	<a href="#">2703 CRAIG RD EAU CLAIRE, WI 54701-6151</a>	
11	<a href="#">NORTHRIDGE CENTER, LLC</a>	Kevin Decook	<a href="#">310 PINNACLE WAY STE 300 EAU CLAIRE, WI 54701-3414</a>	
12	<a href="#">Eco Urban Timber LLC</a>	Julie E McFadden	<a href="#">3131 Louis Avenue Suite 109 Eau Claire, WI 54703-0000</a>	
13	<a href="#">GTS-MC LLC GTS</a>	Mark Connor	<a href="#">8902 Rambil Rd Eau Claire, WI 54703-9262</a>	
14	<a href="#">Keystone Corp.</a>	DANIEL Clumpner	<a href="#">3506 OAKWOOD MALL DR STE B EAU CLAIRE, WI 54701-2639</a>	
	<a href="#">Dynamic Fitness &amp; Strength</a>		<a href="#">800 Wisconsin St. Ste. 101</a>	

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](http://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 this, there are 'Refine Results' and 'Clear Search' buttons. The search results are displayed in a table with columns for '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
<a href="#">77-ISBEE SET-ASIDE - SMART TV'S GREAT LAKES</a> 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
<a href="#">Oral Health Care Services Blackwell JCC</a> AG-82A7-S-16-0037 Q -- Medical services	Department of Agriculture Forest Service WO-AQM	Presolicitation / Total Small Business	Apr 11, 2016
<a href="#">Y-695-325, Parking Structure Lot 7</a> 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

**FEDBIZOPPS.GOV** Business Opportunities

My FBO | My Profile | Opportunities | Ag

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
- Amendment Jun 05, 2017
- 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	<a href="#">View List_All</a>
2017-06-05	27	0	1	69	0	0	181	0	<a href="#">View List_All</a>
2017-06-02	34	10	2	1	0	0	125	0	<a href="#">View List_All</a>
2017-06-01	20	8	1	23	0	0	63	0	<a href="#">View List_All</a>
2017-05-31	14	3	0	24	0	0	28	0	<a href="#">View List_All</a>
2017-05-30	3	0	0	0	0	0	39	0	<a href="#">View List_All</a>
2017-05-27	20	1	0	0	0	0	111	0	<a href="#">View List_All</a>

# 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 options for 'Search Data by Keyword' and 'Search Site', and a 'Go' button. Below the search bar 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 Forms](#)


**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](mailto:ssumpf@milwaukeeemfg.com)

[www.milwaukeeemfg.com](http://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**

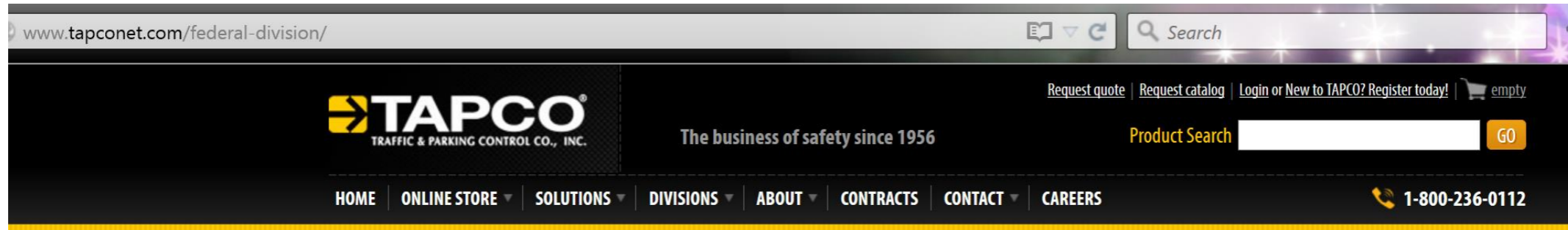
**FSC/PSC – 18,20,22,23**

*Member: National Defense Industrial Association (NDIA)*

*Recognition: Wisconsin Marketplace –*

*2013 Woman Owned Business Award Winner*

# Website



**TAPCO FEDERAL**

- Federal Departments
- Federal Contracts
- Federal Resources
- Shop Federal Products

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

Contact our team

**Contracts & Agreements**

Learn More



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](mailto:us@tapconet.com) 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](http://www.reallygreat.com)

Joel Tallbuild, Project Manager, [j.tallbuild@rgcc.com](mailto: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	<a href="#">Read More Information</a>
Register Online	<a href="#">Register for Event</a>

### 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 Part
- 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 <a href="mailto:patricias@wispro.org">patricias@wispro.org</a> 920-840-3771
Register Online	<a href="#">Register for Event</a>

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/>



A Procurement Technical  
Assistance Center

# Contact information

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