

FREE EVENTS
*for Wisconsin
Small Business*

Presented by

Wisconsin Economic
Development
Corporation (WEDC)

US Small Business
Administration (US SBA)

Wisconsin Department
of Transportation
(WisDOT)

Wisconsin Department
of Administration (DOA)

Wisconsin Department
of Veterans Affairs
(WDVA)

First American Capital
Corporation (FACC)

Heartland Information
Research (HIR)

Wisconsin Procurement
Institute (WPI)

Agenda

- ✪ **Registration** – 8:30am
- ✪ **Program Session**
9:00am - noon
- ✪ **Networking and
individual meetings**
Noon – 1:00pm

For updated
information and
registration visit

<http://tinyurl.com/PreMP15>

Or contact Joseph
Smetak

josephs@wispro.org

Or call 414-270-3600

**REGISTRATION IS
REQUIRED**

Successful Growth Strategies in the Government Marketplace

How to go after the RIGHT opportunities for your business

WHAT YOU WILL LEARN

- ✪ Locating Local, State, Federal & Tribal Government Sector Business Opportunities
- ✪ Developing your Strategic Growth Plan – Through Diversification
- ✪ Overcoming Potential Obstacles to Growth
 - Financial, Capacity, Performance
 - Fear of the Unknown - e.g. Markets, Teaming, Compliance...
 - Sales and Marketing
- ✪ Locating and accessing business development resources
- ✪ Preparing for Marketplace 2015 – Converting Contacts to Contracts

DATES AND LOCATIONS

- ✪ September 16th – Urban League of Milwaukee – Milwaukee
- ✪ September 17th – Brown County Library – Green Bay
- ✪ September 22nd – Wausau Region Chamber of Commerce – Wausau
- ✪ September 24th – Lake of the Torches Resort – Lac du Flambeau
- ✪ September 29th – iMET Center – Racine
- ✪ October 1st – Hmong Wisconsin Chamber of Commerce – Milwaukee
- ✪ October 6th – Wisconsin Women’s Business Initiative – Madison
- ✪ October 8th – UW La-Crosse, Small Business Development Center – La Crosse
- ✪ October 13th – Hispanic Chamber of Commerce of Wisconsin – Milwaukee
- ✪ October 14th – Vernon County Economic Development Association – Viroqua (*Evening Program)

SUPPORTING PARTNERS

- ✪ African American Chamber of Commerce of Wisconsin (AACCW)
- ✪ American Indian Chamber of Commerce of Wisconsin (AICCW)
- ✪ Brown County Public Library
- ✪ Green Bay Area Chamber of Commerce
- ✪ Great Lakes Inter-Tribal Council, Inc. (GLITC)
- ✪ Hispanic Chamber of Commerce of Wisconsin (HCCW)
- ✪ Hmong Wisconsin Chamber of Commerce (HWCC)
- ✪ Juneau County Economic Development Corporation (JCEDC)
- ✪ LaunchBox of Racine
- ✪ Milwaukee Urban League, Inc.
- ✪ National Association of Minority Contractors (NAMC) – WI Chapter
- ✪ Native Diversification Network PTAC
- ✪ Vernon Economic Development Association
- ✪ Wausau Region Chamber of Commerce
- ✪ Western Dairyland
- ✪ WI Women’s Business Initiative Corporation (WWBIC)
- ✪ Wisconsin Indian Business Alliance (WIBA)
- ✪ Wisconsin SBDC – La Crosse

MARKETPLACE 2015 October 29 – 30 - Milwaukee, WI
Visit www.MarketplaceWisconsin.com