



## Government Contracting Opportunities for Small Business

Not everything the Federal government buys is a multi-year, multi-million dollar purchase. Agencies and agency prime contractors purchase millions of dollars of parts, components, assemblies, and services to support a wide variety of requirements. Whether you run a machine shop, are a carpenter or operate a trucking operation, there may be a sales opportunity for you.

Presented by Joseph Smetak from the Wisconsin Procurement Institute, this session is designed as an introduction for small businesses who are considering entering the government contracting market or those just starting to review and look for opportunities.

You'll receive:

- **An overview of federal, state, and local markets**
- **Tips on locating and qualifying opportunities**
- **Information on how the Federal government buys**
- **A step-by-step guide to getting started**
- **Answers to questions about what business registrations are required**
- **Benefits of being a small business**
- **And more....**

**Thursday, March 24, 2016**  
**8:30am Registration – Program 9:00 - noon**  
**Indianhead Community Action Agency HQ**  
**1000 College Street West, Ladysmith, WI 54848**

***This is a FREE EVENT***

***Please register at [www.wispro.org](http://www.wispro.org)***

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