



U.S. Small Business Administration

Doing Business With...

A QUARTERLY SERIES DESIGNED FOR
SMALL BUSINESS GOVERNMENT CONTRACTORS

Doing Business With... U.S. Army Corps of Engineers

June 9, 2016

Thursday

9:00 am — 4:00 pm

Kewadin Convention Center
2186 Shunk Rd
Sault Ste. Marie, MI

The Small Business Administration is pleased to present a quarterly series designed to connect you with the federal buying marketplace!

Each quarter, the SBA will host a “Doing Business With...” training and matchmaking event for different industries. You’ll have the opportunity to pitch your product or service to decision makers — federal procurement officers and prime contractors that purchase in the industry in which you do business!

How can you benefit by attending? Federal agencies and prime contractors will share their inside tips on how to navigate the world of federal procurement. You’ll learn what buyers are looking for and how the purchasing process works inside government agencies.

After lunch (*on your own*), the **business matchmaking session** is your opportunity to meet in small groups with federal procurement officers and prime contractors to pitch your business capabilities and identify what buyers are a “fit” for your company.

There is **no charge to attend, but pre-registration is required**. Please register: <http://goo.gl/3m8oPA>

You will receive a confirmation at the time of registration and a reminder email a few days prior to the conference. Seating is limited, so please register early. **Limit** of two persons per company.

If you have any questions please contact Joel Auer, SBA Business Opportunity Specialist, at joel.auer@sba.gov

This Match Making Event is for firms with the following NAICS Code Capabilities: 236220, 237990, 238160, 238210

Hotel Information:
Kewadin Hotel
800-539-2346
Promo Code: 10201
\$89.00 + tax

Organizations Participating:

- ◆ U.S. Army Corps of Engineers
- ◆ U.S. Small Business Administration
- ◆ Northwest Michigan Procurement Technical Assistance Center (PTAC)
- ◆ Wisconsin Procurement Institute
- ◆ Saginaw PTAC—Region 5
- ◆ Native Diversification Network NDN-PTAC
- ◆ Small Business Development Center – Michigan
- ◆ Sault Ste. Marie Economic Development Corporation
- ◆ Sault Ste. Marie Tribe of Chippewa Indians