



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](mailto:joel.auer@sba.gov)

**This Match Making Event is for firms with the following NAICS Code Capabilities: 236220, 237990, 238160, 238210, 541330, 561210**

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
- ◆ Michigan Defense Center
- ◆ Small Business Development Center – Michigan
- ◆ Sault Ste. Marie Economic Development Corporation