

Growing New Customers with Government Contracting – WOMAN BUSINESS PROGRAMS



April 27, 2017 – 12:00pm to 3:00pm

**Western Dairyland – 418 Wisconsin Street,
Eau Claire, WI 54703**

Woman owned businesses can receive advantage when selling to various Public and Private Entities.

In most cases, a certification process must be completed to qualify. It is important for business to understand the certification requirements and the potential benefits to their business prior to investing their time and resources in the certification process. Join the US SBA and Wisconsin Procurement Institute in an overview of these programs, application process, eligibility requirements as well as the benefits and obligations for certifications with:

- *Federal Government agencies – the WOSB / EDWOSB – 5% goal for Federal agencies and Federal contractors requiring a Small Business Subcontracting Plan*
- *State Government agencies (including WisDOT's DBE and State of Wisconsin's WBE)*
- *Local Government agencies (including Milwaukee City and County, Dane County, Madison (City), MMSD)*
- *Corporate (Large business)*

This training is provided at
NO CHARGE BY:

- **Western Dairyland**
- **US SBA**
- **Wisconsin Procurement Institute (WPI)**

Lunch will be provided

**REGISTRATION IS
REQUIRED.**

**Updated information
and registration is
available [CLICK HERE](#)**

<https://tinyurl.com/j3bh8tx>

**Questions on this – please
contact Kim Garber 608-
444-0047 king@wispro.org**

Speakers:

- **Darryl “Shane” Mahaffy, Lead Business Opportunity Specialist – U.S. SBA**
- **Kim Garber, Manager Small Business Programs – Wisconsin Procurement Institute (WPI)**

