

# Government Contracting Opportunities for Small Businesses

**Florence County Courthouse – 2<sup>nd</sup> Floor, Conference Room 377**

## **Florence, WI**

**May 23, 2017** – Registration 10:45am – Program 11:00 am – 12:30pm followed by networking

**Lunch to be provided**



The Federal government buys pretty much everything – from military vehicles, tree planting services, office furniture, plumbing services, facility maintenance and IT support. Over the last two fiscal years, every county in Wisconsin has recorded sales to the Federal government. Sales have been to a broad range of agencies from the US Forest Service, USDA, Department of Veterans Affairs, and Department of Defense and many more. State of Wisconsin (and other States) as well as Local Governments also purchase a wide range of goods and services. In addition, there are also opportunities to subcontract.

This session will be presented by the US Small Business Administration (SBA) and Wisconsin Procurement Institute (WPI). This session is designed as an introduction for small businesses who are considering selling to the government market or those just starting to review and look for opportunities.

### **What you will learn:**

- Benefits of being a small business
- How to find government opportunities
- How to sell products and services to the government
- Financial resources and assistance
- Where can you get help – at no cost

**This training is provided  
at NO COST BUT  
REGISTRATION IS  
REQUIRED.**

**Visit the websites for  
updated information and  
registration**

**<https://tinyurl.com/j2geseq>**

**Questions – please  
contact Patty Sullivan  
at 920-840-3771 or  
[patricias@wispro.org](mailto:patricias@wispro.org)**

### **About the Presenters:**

*Wisconsin Procurement Institute (WPI) is a nonprofit organization established in 1987 to provide no cost assistance to Wisconsin businesses in support their creation, development and growth of government sales. WPI is supported by Federal, State and private funding sources. [www.wispro.org](http://www.wispro.org)*

*The U.S. Small Business Administration (SBA) was created to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation. The SBA helps Americans start, build and grow their businesses. [www.sba.gov](http://www.sba.gov)*