

Selling to the Federal Government 101

UNDERSTANDING THE BASICS FOR SMALL BUSINESS



May 31, 2017

11:00 check-in – 11:15am – 12:15pm - Presentation

WPI & SBA will be available until 1:00 p.m. for questions

Hosted by the

Latino Chamber of Commerce – Dane County

New Location: 2881 Commerce Park Drive, Suite E, Fitchburg, WI 53719

The Federal government buys pretty much everything! There are over 1,700 Federal contractors in Wisconsin and many subcontractors. 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 Department of Defense, Department of Veterans Affairs, Smithsonian, Department of Energy, US Forest Service, etc. Although it may seem like the big companies get all the work, being a small business is actually an advantage when selling to Federal government agencies and their large prime contractors. 23% of this work is directed to small businesses. In addition, there are goals for disadvantaged, woman, veteran and HUBZone certified firms. The US Small Business Administration (SBA) helps give qualifying companies a competitive edge in government sales. SBA's mission is to help small businesses start, grow, and succeed through Capital, Contracting and Counseling. SBA participates in a variety of loan programs designed for business owners or for those wanting to start a business. We also have many resource partners that support the training and counseling need of small businesses.

What you will learn:

- **An overview of Federal contracting**
- **An overview of Federal Small Business Programs**
- **Marketing your certification**
- **US SBA Lending Programs**

**This session will be presented by representatives from the
Wisconsin Procurement Institute (WPI) and
US Small Business Administration (SBA)**

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

**Registration is being
coordinated by the
Latino Chamber of
Commerce.**

**Please contact
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