

Selling to the Federal Government 101

UNDERSTANDING THE BASICS FOR SMALL BUSINESS

May 31, 2017

11:00 check-in – 11:30am – 1:00pm presentation followed by networking until noon

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 – from military vehicles, tree planting services, office furniture, plumbing services, facility maintenance and IT support. There are over 1,700 Federal contractors in Wisconsin and many, many more 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, and many more.

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. These US Small Business Administration (SBA) help give qualifying companies a competitive edge in government sales.

What you will learn:

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

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

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

Registration is being coordinated by the Latino Chamber of Commerce.

Please contact Connie Hilla at 608-712-3522 ext. 101

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