



WPI Wisconsin
Procurement
Institute
A Procurement Technical
Assistance Center (PTAC)



BUILDING YOUR BUSINESS - DEVELOPING THE TOOLS FOR GROWTH AND SUCCESS FOR NATIVE AND TRIBAL SMALL BUSINESSES

MAY 3, 2018 - HALES CORNERS (MILWAUKEE) AT AICCW - FACC NEW FACILITY

HOSTED AND SPONSORED BY:

- American Indian Chamber of Commerce of Wisconsin (AICCW)
- First American Capital Corporation (FACC)
- Native American Chamber of Commerce of IL (NACC-IL)
- Wisconsin Indian Business Alliance (WIBA)
- Wisconsin Procurement Institute (WPI)

This workshop will focus on business opportunities and considerations for Native and tribally owned businesses in the government and large corporate marketplace. Topics range from financing to certifications, succession planning and marketing. **A MUST ATTEND for any NATIVE OR TRIBALLY OWNED FIRM.**

8:30 am	Registration and Refreshments
9:00 am	Introductions and Setting the Stage
9:15 am	Working on Government Projects <ul style="list-style-type: none">• Lessons learned from an experienced contractor• Federal certifications and Native / Tribal contracting programs• State and Local Certification programs
9:45 am	Financing Your Government Contracts
10:30am	Break
10:45am	Succession Planning – Getting Your Business Ready for the Unexpected <ul style="list-style-type: none">• Impact on certifications• Impact on the business
11:30 am	Finding New Business and the Importance of Getting Found – presented by Rob Pero, President, PeroDigm and WPI <ul style="list-style-type: none">• How government and Prime contractors find you• Basic marketing materials• Using social media to market your firm
Noon	Discussion and Networking – End of Program

Speakers include:

- Frank Demarest, Deputy District Director, US Small Business Administration, Wisconsin District
- Curtis W. Disrud, CPA, CGMA, Shareholder, Winter, Kloman, Moter & Repp, S.C.
- Jean Thiel, President, Belonger Corporation
- Rob Pero, President, PeroDigm
- Craig Anderson, AICCW Board President, First American Capital Corp. (FACC) Executive Director-AICCW/FACC
- Darryl “Shane” Mahaffy, Lead Business Opportunity Specialist, US Small Business Administration (SBA), Wisconsin District
- Benjamin Blanc and Joseph Smetak, Wisconsin Procurement Institute (WPI)

This event is free but registration is required – [CLICK HERE](#) to register for this event