



A Procurement Technical Assistance Center (PTAC)

# BASICS OF SELLING TO THE FEDERAL GOVERNMENT

## HISTORICALLY UNDERUTILIZED BUSINESS ZONE (HUBZONE) PROGRAM WORKSHOP

April 2, 2019 – Milwaukee, WI



# ABOUT WPI SUPPORTING THE MISSION SERVING WISCONSIN COMPANIES FOR 31 YEARS!

Assist businesses in creating, development and growing their sales, revenue and jobs through Federal, state and local government contracts.

*WPI is a Procurement Technical Assistance Center (PTAC) funded in part by the Defense Logistics Agency (DLA), WEDC and other funding sources.*

## WPI OFFICE LOCATIONS

- MILWAUKEE – *Technology Innovation Center*
- MADISON –
  - *FEED Kitchens*
  - *Dane County Latino Chamber of Commerce*
  - *Wisconsin Manufacturing Extension Partnership (WMEP)*
  - *Madison Area Technical College (MATC)*
- CAMP DOUGLAS – *Juneau County Economic Development Corporation (JCEDC)*
- STEVENS POINT – *IDEA Center*
- GREEN BAY – *Advance Business Manufacturing Center*
- APPLETON – *Fox Valley Technical College*
- OSHKOSH –
  - *Fox Valley Technical College*
  - *Greater Oshkosh Economic Development Corporation*
- EAU CLAIRE – *Western Dairyland*
- MENOMONIE – *Dunn County Economic Development Corporation*
- LADYSMITH – *Indianhead Community Action Agency*
- RHINELANDER – *Nicolet Area Technical College*



Search ...

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SERVICES

ABOUT

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EVENT  
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GOVERNMENT

STATE & LOCAL  
GOVERNMENT

GRANTS

SUCCESS &  
AWARDS

FAQS

CURRENT EDITION OF THE WPI  
NEWSLETTER

[www.wispro.org](http://www.wispro.org)



## UPCOMING EVENTS [→](#)

APR  
02

**Historically Underutilized Business Zone (HUBZone) Program Workshop – Sturgeon Bay, WI**

April 2 @ 9:30 am - 2:00 pm  
Sturgeon Bay WI

APR  
02

**Acquisition Hour: Preparing for a CPSR Audit**

April 2 @ 1:00 pm - 2:00 pm

APR  
02

**WPI and NCMA Wisconsin Chapter CFCM Session 8: FAR Parts 34-41 – Webinar**

April 2 @ 6:00 pm - 7:30 pm

APR  
04

**Opportunities for Veteran Owned Businesses in the Government Markets – Janesville, WI**

April 4 @ 5:30 pm - 7:00 pm  
Janesville WI

[View More...](#)

## CURRENT OPPORTUNITIES (6) [→](#)



# WHAT WE WILL BE DISCUSSING TODAY

- About the Federal Government market
- Registering Your Business
- Wisconsin and Area Federal Agencies

# FEDERAL GOVERNMENT

# FEDERAL GOVERNMENT

- **Federal – a \$500 billion market**
  - Very large market
  - Worldwide
  - Complex
  - Benefit to being SMALL (Small Business Set Asides)
  - Manufacturing, Construction, Services, R&D, Products..... – anything/everything
- **Federal Primes**
  - Large market
  - Worldwide
  - Less complex – flow-down of rules from Federal Prime contractor
  - Benefit to being SMALL (SMALL BUSINESS SET ASIDES)
  - Diverse products and services

# THREE MOST IMPORTANT THINGS

- **Technical Knowledge**
  - The process – how it works - regulations
- **The Market**
  - Needs, priorities, problems – where do you fit
- **Access**
  - Entry points, relationships, “who you know”

# LAST YEAR...

The Federal government purchased

- **\$500 billion in good and services**
- **\$3.58 billion from Wisconsin businesses**
- **\$608 million from Wisconsin Small Businesses**
  - \$37 million from Woman Owned Businesses
  - \$2.5 million from Small Disadvantaged Businesses
  - \$17.5 million from HUBZone Certified Businesses
  - \$93 million from Service Disabled Veteran Owned Businesses

# TOP 15 WISCONSIN FEDERAL CONTRACTORS

Rank	TOP WI CONTRACTORS FY2018		Per cent	NAICS	PSC Code
1	OSHKOSH DEFENSE, LLC	\$1,527,618,255.07	34.8	336390,	2510,
2	LOGISTICS HEALTH, INC.	\$403,591,863.59	9.19	621111,	Q403,
3	GENERAL ELECTRIC COMPANY	\$247,516,673.90	5.64	334517,	J065,
4	GREAT LAKES EDUCATIONAL LOAN SERVICES, INC.	\$220,368,373.33	5.02	522390,	R710,
5	WISCONSIN PHYSICIANS SERVICE INSURANCE CORPO	\$189,646,981.70	4.32	524114,	G007,
6	AMTEC CORPORATION	\$139,026,274.99	3.17	332993,	1310,
7	JOHNSON CONTROLS GOVERNMENT SYSTEMS LLC	\$103,058,580.76	2.35	541330,	Y1MG,
8	GOODWILL INDUSTRIES OF SOUTHEASTERN WISCONS	\$77,829,955.37	1.77	812332,	S209,
9	FAIRBANKS MORSE, LLC	\$59,428,849.80	1.35	336611,	2815,
10	STATZ CORPORATION	\$54,390,106.49	1.24	333316,	6760,
11	IDSC HOLDINGS LLC	\$53,417,260.65	1.22	444130,	5120,
12	INDUSTRIES FOR THE BLIND, INC.	\$52,366,115.04	1.19	238220,	3030,
13	KRUEGER INTERNATIONAL INCORPORATED	\$48,202,598.83	1.1	337122,	7105,
14	OSHKOSH AIRPORT PRODUCTS, LLC	\$44,388,803.00	1.01	333318,	4210,
15	TRUCK COUNTRY OF WISCONSIN, INC.	\$39,574,855.96	0.9	336120,	2320,
16	1PROSPECT TECHNOLOGIES, LLC	\$35,655,991.58	0.81	541214,	R499,
17	TRANE U.S. INC.	\$35,466,492.70	0.81	238210,	J045,
18	PIERCE MANUFACTURING, INC.	\$31,776,717.18	0.72	336211,	2320,
19	JOHNSON CONTROLS INCORPORATED (0010)	\$28,164,024.87	0.64	334290,	J063,
20	STRATATECH CORPORATION	\$26,756,026.19	0.61	541711,	AN93,

# FEDERAL SMALL BUSINESS PROGRAMS

**Federal Goals [applied to Federal agencies and their large prime contractors:**

- 23 percent of prime contracts and subcontracts for small businesses [table of size standards](#);
- 5 percent of prime and subcontracts for [Woman-Owned Small Businesses](#); **NOT MEETING THEIR GOALS**
- 5 percent of prime contracts and subcontracts for [Small Disadvantaged Businesses](#) (including minority);
- 3 percent of prime contracts and subcontracts for [HUBZone](#) Small Businesses; **NOT MEETING THEIR GOALS**
- 3 percent of prime and subcontracts for [Service-Disabled Veteran-Owned Small Businesses](#) [VA also has both a veteran and service disabled veteran business preference with a higher goal ]

# HUBZONES

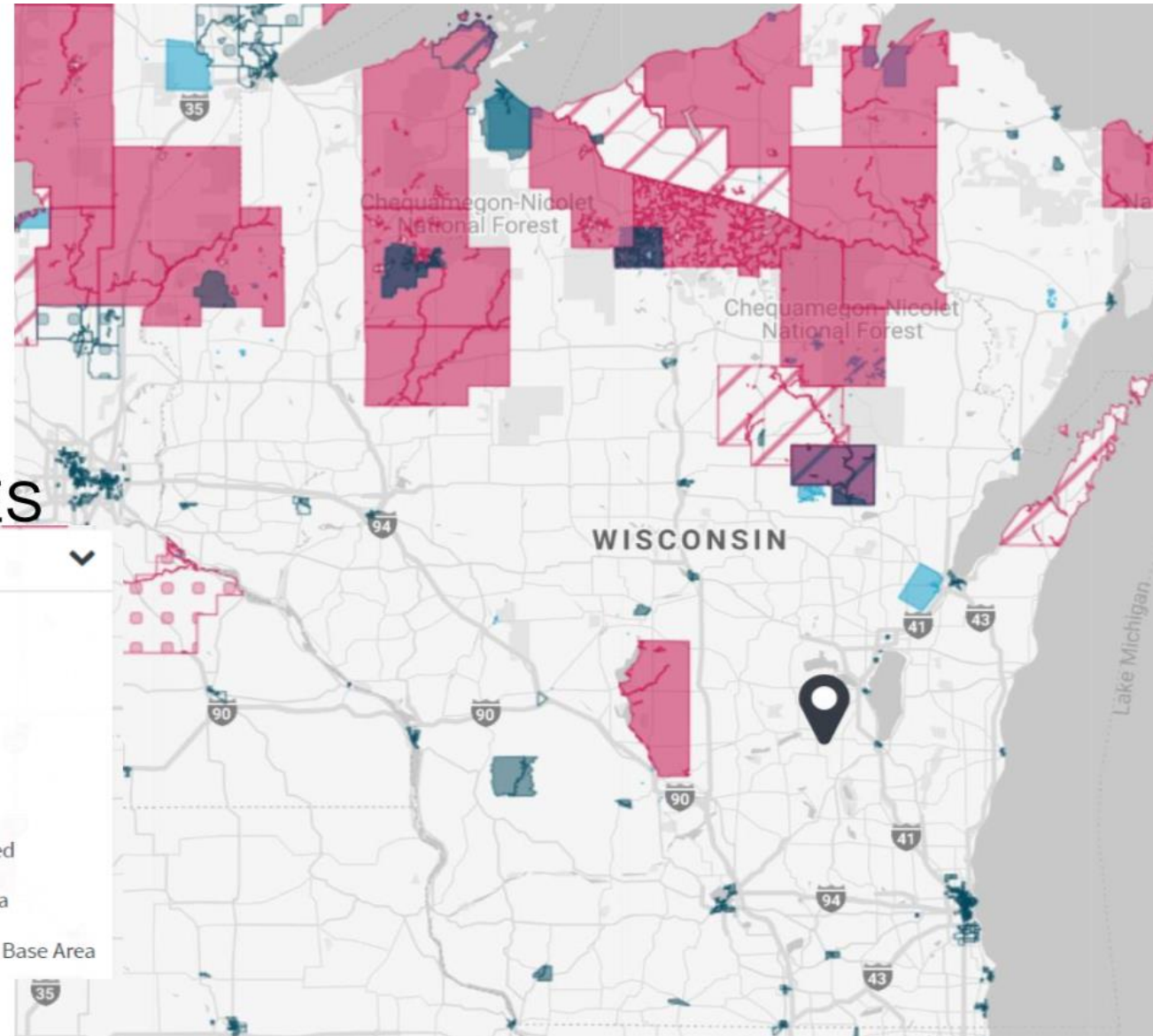
## Legend

### Qualified HUBZones

-  Census Tract
-  County
-  Indian Land

### Expiring HUBZones

-  Redesignated
-  Disaster Area
-  Closed Base Area



# SMALL BUSINESS REQUIREMENTS ALSO APPLY TO LARGE PRIME CONTRACTORS



<https://osn.oshkoshcorp.com/>

<https://www.lockheedmartin.com/en-us/suppliers/information.html>

## BECOME A SUPPLIER

Whether you are looking to do business, getting started or need assistance with the basics start here.

[How to do Business with Lockheed Martin](#) | [Existing Suppliers](#) | [General Information](#)

## HOW TO DO BUSINESS WITH LOCKHEED MARTIN

If you are interested in doing business with Lockheed Martin and would like to market your firm, please read the recommended steps.

For more details on these steps please visit this page.

1. Do your homework to determine focus area(s) to target
2. Submit your company information in the Supplier Marketing Portal
3. Monitor and/or subscribe to the Immediate Needs Bulletin Board
4. Meet influencers at Outreach Events
5. "Small business step" - subscribe to Small Business Innovation Research (SBIR) Program directory
6. Bring partnership opportunities to Lockheed Martin through Business Development

Please reference the frequently asked questions link about Doing Business with Lockheed Martin.

QUESTIONS?



<https://www.gilbaneco.com/contractor-qualifications/>

# REGISTER YOUR BUSINESS



Username

Forgot Username?

Password

Forgot Password?

Log In

Create an Account

HOME SEARCH RECORDS DATA ACCESS CHECK STATUS ABOUT HELP

ALERT: You must submit a [notarized letter](#) appointing the authorized Entity Administrator before your registration will be activated. This requirement now applies to both new and existing entities. Read [our FAQs](#) to learn more about this process change.

The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM. You can use this site for FREE to:

- Register to do business with the U.S. government
- Update or renew your entity registration
- Check status of an entity registration
- Search for entity registration and exclusion records

<https://sam.gov>

### Getting Started

Create A User Account



Start by creating a SAM user account.

Register Entity



After creating your SAM user account, log in to register to do business with the U.S. government.

Search Records



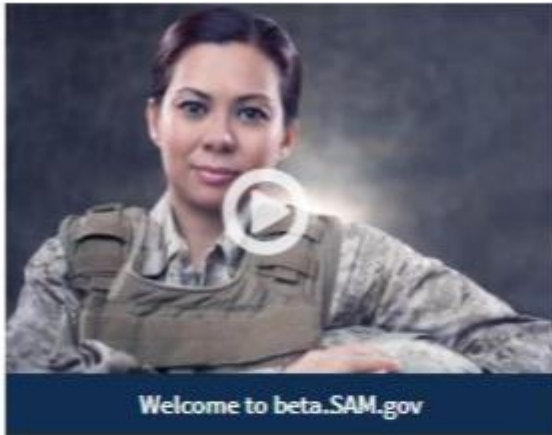
Do a public search for existing entity registration records or exclusion records.

Federal users can log in to see additional information.



IBM v1.P.13.20180427-1347  
WWW7

Search Records	Disclaimers	FAPIS.gov
Data Access	Accessibility	GSA.gov/IAE
Check Status	Privacy Policy	GSA.gov
About		USA.gov
Help		



## SAM is FREE

Gain access to data in a variety of formats. Perform searches, download extracts.

- 100% Free to Use
- Free to Search

## Award Domains

Different types of award data, or "domains", make up the heart of SAM. If you are coming from one of our legacy websites, click on the related link below to learn how to use those same features here.

- [Assistance Listings \(CFDA\)](#)
- [Contract Opportunities \(FBO\)](#)
- [Contract Data \(FPDS\)](#)
- [Entity Information \(SAM\)](#)
- [Federal Hierarchy](#)
- [Wage Determinations \(WDOL\)](#)

<https://sam.gov>



New to SAM.gov



User Accounts



What's Next



Provide Feedback

# DYNAMIC SMALL BUSINESS SEARCH

Table Listing, wh

the profile address is in MILWAUKEE (

the profile location is in: Wisco

the profile's status is Activ

and randomized by original start time of search: :

Data validation took 0.02 seconds. The count and search queries took 2.24 seconds and 2.74 seconds, respectively.

Displaying profiles 1 - 25 (of 633 profiles matching criteria):

Federal agencies and Federal primes will search SAM.GOV and DSBS for potential suppliers.

KEEP YOUR PROFILES CURRENT.

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	
1	<a href="#">Fliteway Technologies, Inc.</a>	Nancy M Diehl	<a href="#">2129 E Birchwood Ave Cudahy, WI 53110-2462</a>	Manufacture Integrated Soil and Groundwater Remediation systems. We also are a steel and stainless steel fabricator.
2	<a href="#">AirportGrinding L.L.C.</a>	Jeff Klimaszewski	<a href="#">260 E Oak St Oak Creek, WI 53154-1117</a>	Machine shop providing precision grinding services.
3	<a href="#">R &amp; B WAGNER, INC.</a>	David Kraninger	<a href="#">10600 W BROWN DEER RD MILWAUKEE, WI 53224-1519</a>	
4	<a href="#">ACTIVE FOAM PRODUCTS, INC.</a>	SCOTT D MEYER	<a href="#">6210 W DOUGLAS AVE MILWAUKEE, WI 53218-1549</a>	Fabricators of foam for upholstered furniture and general cushioning need: marine, automotive & aircraft.
5	<a href="#">Whesco Group, Inc.</a>	MARK PARISH	<a href="#">9046 N 51st St Milwaukee, WI 53223-2443</a>	We develop custom control packages including heat recovery, custom air f vapors, particulate and material handling. All design applications are made also provide start-up, training and service on all of the equipment and sys UL Listed panel shop and our services include qualified burner start-up tec insurance safety tune-ups and both direct and indirect-fired HVAC equipm
6	<a href="#">Clear and Fresh Water Inc.</a>	Jacqueline King	<a href="#">4335 N 19th Pl Milwaukee, WI 53209-6835</a>	We provide bottled water and water related products such as: Dispensers a
7	<a href="#">Tosa Trio Llc</a> SDVOSB Medical	Spencer A Hoyt	<a href="#">6001 W Center St Ste 203 Milwaukee, WI 53210-2154</a>	SDVOSB Medical, A Tosa Trio LLC, is a VA CVE Verified Service Disabled Ve research, RFP's & RFQ's with all offers being made at a fair and reasonable SDVOSB Medical carries over 3 million medical, laboratory, dental and indi to the following NAICS Codes: 334510 334517 339112 339113 339950 42 contracting officers can expect SDVOSB Medical will provide a functionally
8	<a href="#">AMBASSADOR HOTEL, INC</a> EXECUTIVE INN	Noreen M Minessale	<a href="#">2308 W WISCONSIN AVE MILWAUKEE, WI 53233-1826</a>	
9	<a href="#">LAKEVIEW PRINTING</a>	JEFF Miech	<a href="#">1800 N 4TH ST MILWAUKEE, WI 53212-3610</a>	
	<a href="#">ECOLOGICAL</a>			

# LOCATING AWARD HISTORY

USASPENDING.gov Spending Explorer Award Search Profiles Download Center

Advanced Search <https://www.usaspending.gov/>

<https://www.fpds.gov>

**Filters**

Submit Search  
Reset search

Keyword

Time Period

Fiscal Year Date Range

- All Fiscal Years
- FY 2018
- FY 2017
- FY 2016
- FY 2015
- FY 2014
- FY 2013
- FY 2012
- FY 2011
- FY 2010
- FY 2009
- FY 2008

Award Type

Agency

TIME PERIOD  
FY 2017

TABLE TIME MAP

### Spending by Geography

Explore the map to see a breakdown of spending by state, county, or congressional district. View your results by place of performance or recipient location, and hover over your chosen location for more detailed information.

State County Congressional District

### Federal Procurement Data System - Next Generation

Home Newsroom Reports Status Worksite Archives Training Help

**Login**

Log-In:   
Password:   
**Login**

Forgot Your Password?  
Security and Privacy  
Contact Help Desk  
You must click [here](#) for very Important D&B Information

**Registration**

Register  
Who Should Register?

**FAQs**

**ezSearch**

Google-like search to help you find federal contracts...  
ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

**NOTICE: FPDS Downtime Notification**

The FPDS production application (<https://www.fpds.gov>) will be down for deployment activities from 6:00 PM (EDT) on Friday, June 15, 2018 until 6:00 AM (EDT) on Monday, June 18, 2018.

During the downtime the FPDS web portal, web services, ezSearch tool, search capabilities, and reports will be unavailable for regular use.

We apologize for any inconvenience this may cause.

**FY 2017 Small Business Goaling Report**

**NIA Code - Hurricane Irma (H17I)**

A new National Interest Action value 'Hurricane Irma 2017' has been added to track the relief contracts. For Web Portal users the value 'Hurricane Irma 2017' is available for selection in the National Interest Action field drop-down. The Contract Writing systems shall use the code 'H17I' when creating/updating documents through Business Services. National Interest Action value 'Hurricane Irma 2017' is valid from 09/06/2017 to 06/30/2018. Contracts reported against 'Hurricane Irma 2017' are available in the National Interest Action report starting Thursday, 09/07/2017.

**NIA Code - Hurricane Harvey (H17H)**

**Top Required**

- Recovery Report
- Recovery Data (F Reported, Cumul Summary)
- Recovery Data (F Reported, FY201
- Hurricane Sandy
- Hurricane Harvey
- Hurricane Maria F
- Hurricane Irma R
- Other Hurricane/I

**Latest N**

- FY 2017 Small B
- Goaling Report
- Downtime Notific
- Deployment of Ve
- NIA/Other Static I
- NIA Code - Hurric

# LOCATING OPPORTUNITIES

# FEDERAL BUSINESS OPPORTUNITIES

- Locating opportunities – [www.fbo.gov](http://www.fbo.gov)

The screenshot shows the FBO website interface. At the top, there is a navigation bar with links for Home, Getting Started, General Info, Opportunities (highlighted), Agencies, and Privacy. Below the navigation bar, there are links for Buyers (Login | Register) and Vendors (Login | Register), along with an Accessibility icon. The main content area is titled "Opportunities" and includes a "RETURN TO OPPORTUNITIES" link. There are tabs for Opportunities List, Advanced Search, Search Results (selected), and Archives. A warning message states: "Please note, there may be opportunities FBO did not recognize by this search. The results returned are based on agency input. If for any reason the submitting agency did not enter the Place of Performance location information, the system will not return that opportunity in the results." Below the warning, there are buttons for Refine Results and Clear Search. The search results are displayed in a table with columns for Opportunity, Agency/Office/Location, Type / Set-aside, and Posted On. The results are sorted by Posted On (Desc.) and showing 20 per page. The first three results are:

Opportunity	Agency/Office/Location	Type / Set-aside	Posted On
<a href="#">77-ISBEE SET-ASIDE - SMART TV'S GREAT LAKES</a> 0040264174 77 – Musical instruments, phonographs & home-type radios	Department of the Interior Fish and Wildlife Service CGS-WO	Combined Synopsis/Solicitation (Modified) / Total Small Business	Apr 12, 2016
<a href="#">Oral Health Care Services Blackwell JCC</a> AG-82A7-S-16-0037 Q – Medical services	Department of Agriculture Forest Service WO-AQM	Presolicitation / Total Small Business	Apr 11, 2016
<a href="#">Y-695-325, Parking Structure Lot 7</a> VA69D16B0397 Y – Construction of structures and facilities	Department of Veterans Affairs VA Great Lakes Healthcare System Department of Veterans Affairs Great Lakes Healthcare System	Solicitation / Service-Disabled Veteran-Owned Small Business	Apr 11, 2016

# FEDERAL BUSINESS OPPORTUNITIES

- Also known as FedBizOpps or FBO
- The Federal Acquisition Regulations (FAR) identifies the Official Government wide point of entry (GPE) when notices are required to be published
- FBO is the official GPE
- All open market procurements over \$25,000 must be published to FBO
- <https://www.fbo.gov/>

# IMPORTANCE OF FBO

- FBO must be used by all federal government agencies
- FBO can be used to locate
  - Pre-solicitation announcements
  - Solicitation documents – IFBs, RFPs, RFQs
  - Combined Synopsis/Solicitation
  - Solicitation amendments
  - Contract award notices
  - Sources Sought Announcements - RFIs
  - Small Business Events
- Can be used to research past procurement history

# INTERESTED VENDORS LIST

- Must be logged in to your FBO account to view list and add your name to the list

**Construct Sleeping Addition on B1680 at Fort McCoy Wisconsin**  
Solicitation Number: W911SA-18-B-2019  
Agency: Department of the Army  
Office: Army Contracting Command, MICC  
Location: MICC - Fort McCoy (W911SA)

U.S. ARMY

Notice Details Packages Interested Vendors

Print Link

Complete View  
Original Synopsis  
Presolicitation  
May 29, 2018  
11:20 am  
Changed  
Jun 26, 2018

Return To Opportunities List Watch This Opportunity  
Add Me To Interested Vendors

Solicitation Number: W911SA-18-B-2019  
Notice Type: Solicitation

Synopsis:

ALL FILES  
Solicitation 1  
Jun 26, 2018  
W911SA-18-B-2019 Sol...  
W911SA-18-B-2019 Att...  
W911SA-18-B-2019 Att...  
W911SA-18-B-2019 Att...

# STRATEGY FOR INTERESTED VENDOR LIST

- Locate prime contractors
- Locate subcontractors
- See if your competitors are on the list – may show they are also interested in the requirement
- Understand not everyone on the list will actually bid the requirement

# WPI BID MATCHING SERVICE

- WPI Bid Matching – FREE service (includes Federal, State and Local) – contact WPI staff to begin process



## Center Gateway

an extension of www.wispro.org

- Home
- Report Awards
- Bid Search
- Contact Information
- Surveys
- Events
- Links

Bid Search		Wisconsin Awards - Aina								
<b>BID MATCHING HAS A NEW LOOK and ADDED INFORMATION.</b>										
Are you receiving BID MATCHES that accurately reflect opportunities in line with your businesses capabilities? Bid matches are generated based on the information provided on your Client and Keyword search profiles. Contact us if your profile needs updating.										
Archive Search										
RFQ Date	FBO	DLA	Other Fed	Web	Intnl	Local	NonFed	Awards	Total	
2018-02-14	27	5	0	2	0	0	36	0	70	
2018-02-13	25	8	2	1	0	0	55	0	91	
2018-02-12	21	3	0	0	0	0	129	0	153	
2018-02-09	26	5	1	1	0	0	49	0	82	
2018-02-08	18	0	1	3	0	0	58	0	80	
2018-02-07	22	5	0	3	2	0	63	0	95	
2018-02-06	13	2	0	1	0	0	50	0	66	
2018-02-05	23	7	1	4	1	0	110	0	146	

# WISCONSIN AND AREA FEDERAL AGENCIES

**U.S. Department of Agriculture –Colleen M. Rettinger,  
Supervisory Contract Specialist**  
Forest Products Laboratory & Northern Research Station  
One Gifford Pinchot Drive  
Madison, WI 53726-2398  
608-231-9285 [creittinger@fs.fed.us](mailto:creittinger@fs.fed.us)

**U.S. Forest Service – Shawn Lacina, Contracting Officer**  
Lake States Acquisition Team (LSAT)  
500 Hansen Lake Road  
Rhineland, WI 54501  
(715) 362-1347 [slacina@fs.fed.us](mailto:slacina@fs.fed.us)

**128th Air Refueling Wing (Wiang) – Dionne Holloway,  
Contract Specialist**  
1919 E. Grange Avenue  
Milwaukee, WI 53207  
(414) 944-8517 [dionne.f.holloway.mil@mail.mil](mailto:dionne.f.holloway.mil@mail.mil)

**U.S. Veterans Affairs – Steve Maier, Small  
Business Liaison**  
Great Lakes Acquisition Center (GLAC)  
112<sup>th</sup> South 84<sup>th</sup> St. Suite 101  
Milwaukee, WI 53214  
(414) 844-4824 [steven.maier2@va.gov](mailto:steven.maier2@va.gov)

**Environmental Protection Agency - Adrienne  
Callahan**  
Small and Disadvantaged Business Utilization  
Coordinator  
USEPA, Region 5  
77 West Jackson Blvd. (MC-10J)  
Chicago, IL 60604  
(312) 353-5556 [Callahan.adrienne@epa.gov](mailto:Callahan.adrienne@epa.gov)  
VA locations and contacts Nationally  
<http://www.va.gov/directory/guide/>

# WISCONSIN AND AREA FEDERAL AGENCIES

## **Oxford Prison – Bob Pahmeier, Contract Specialist**

Federal Correctional Institution

P.O. Box 500

Oxford, WI 53952

(608) 584-5511 [rpahmeier@bop.gov](mailto:rpahmeier@bop.gov)

## **115th Fighter Wing - SMSgt Katherine Pinnow**

Wisconsin Air National Guard

3110 Mitchell Street

Madison, WI 53704

(608) 245-4528 [Katherine.pinnow@ang.af.mil](mailto:Katherine.pinnow@ang.af.mil)

## [Chequamegon-Nicolet National Forest](#)

Forest Headquarters Offices

500 Hanson Lake Road

Rhineland, WI 54501

(715) 362-1300 [cnnfadmin@fs.fed.us](mailto:cnnfadmin@fs.fed.us)

## **Fort McCoy Contracting Division - Tony Steinhoff, Small Business Specialist**

Mission & Installation Contracting Command

60 South O Street

Fort McCoy, WI 54656

(608) 388-7351 phone [tony.r.steinhoff.civ@mail.mil](mailto:tony.r.steinhoff.civ@mail.mil)

## **Volk Field Combat Training Readiness Training Center - MSgt Seth Swieter**

100 Independence Drive

Camp Douglas, WI 54618-5001

(608) 427-1235 [seth.swieter@ang.af.mil](mailto:seth.swieter@ang.af.mil)

## [US Consolidated Farm Services Agency](#) – **Sandy Chalmers**

Wisconsin State Farm Service Agency

8030 Excelsior Dr., Suite 100

Madison, WI 53717

(608) 662-4422 [sandra.chalmers@wi.usda.gov](mailto:sandra.chalmers@wi.usda.gov)

# WISCONSIN AND AREA FEDERAL AGENCIES

## **Northern Great Lakes Visitor Center**

29270 County Highway G  
Ashland, WI 54806  
(715) 685-9983

## **Eagle River-Florence Ranger District**

1247 E. Wall St  
Eagle River, WI 54521  
(715) 479-2827 [slacina@fs.fed.us](mailto:slacina@fs.fed.us)

## **Florence Wild Rivers Interpretive Center**

Florence Ranger District  
5638 Forestry Dr.  
Florence, WI 54121  
(715) 528-4464

VA locations and contacts Nationally

<http://www.va.gov/directory/guide/>

## **Great Divide Ranger District**

22223 State Highway 13  
P.O. Box 126  
Glidden, WI 54527  
(715) 264-2511  
OR

10650 Nyman Ave.  
Hayward, WI 54843  
(715) 634-4821

## **Lakewood-Laona Ranger District**

15085 State Highway 32  
Lakewood, WI 54138  
(715) 276-6333  
OR

4978 State Highway 8 W  
Laona, WI 54541  
(715) 674-4481

# WISCONSIN AND AREA FEDERAL AGENCIES

## **Medford-Park Falls Ranger District**

850 North 8<sup>th</sup>, State Highway 13

Medford, WI 54451

(715) 748-4875

OR

1170 4<sup>th</sup> Avenue So.

Park Falls, WI 54552

(715) 762-2461

## **Washburn Ranger District**

113 Bayfield St. East

Washburn, WI 54891

(715) 373-2667

## **United states Department of Agriculture**

Rhineland Service Center

2187 North Stevens Street, Suite A

Rhineland, WI 54501

(715) 362-5941

## **United States Department of Agriculture**

Shawano Service Center

603A Lakeland Rd

(715) 524-4814

# UPCOMING TRAINING - EVENTS



Presented by



WI-CLANS HWCC-FACC project funded in part by Wells Fargo Diverse Community Capital.

# Business Financing, Planning and Developing New Market Opportunities

As a new or established growing small business, you face many challenges. For your business to succeed, you need to develop and use a toolbox of resources. These sessions will connect you to business development resources from your area and the State of Wisconsin that could fuel your business growth strategy.

April 17th - Menominee, College of Menominee Nation

May 14th - Stevens Point, CREATE Portage County (IDEA Center)

May 15th - Eau Claire, Western Wisconsin Women's Business Center  
(Chippewa Valley Technical College)

May 16th - Hayward, LCO Community College

**REGISTER AT: <https://tinyurl.com/wiclanswpi>**

For more information please contact Cassie Hutzler at [cassieh@wipro.org](mailto:cassieh@wipro.org) or (414) 270-3600

## This workshop covers:

- Access to Capital
- Certifications
- Doing Business with the Government
- Growth
- Resources for Small Business
- Succession Planning and Acquisition
- Social Media

<https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg2dzueua8cbb9f8&oseq=&c=&ch=>

Search ...

REGISTRATION

LOCATION



AGENDA

EVENT HOSTS

SPEAKERS

SPONSORS

EVENT COMPETITIONS

BUYER MEETINGS

EVENT PARTNERS

## Registration

For additional information regarding this event, contact Dave Olson at (608) 338-8018.

## Location

The 13th Annual Volk Field Small Business Conference will take place at the

Volk Field Air National Guard Base, Building 475 – 100 Independence Drive – Camp Douglas, WI 54618

# 13TH ANNUAL VOLK FIELD – FORT MCCOY SMALL BUSINESS CONFERENCE

## JULY 30-31, 2019

The 13th Annual Volk Field – Fort McCoy Small Business Conference is scheduled for July 30th and 31st at Volk Field in Camp Douglas, Wisconsin. Businesses from the Midwest will have the opportunity to participate in two days of technical training with a focus on Infrastructure Opportunities, Federal, State and Local Government Opportunities, Information Security, Manufacturing and Teaming.

Attendees will have the opportunity to hear from and meet with regional experts, leaders of the community, potential customers and potential partners. All businesses including Small, Large, Disadvantaged, HUBZone, Minority-Owned, Native / Tribal Owned, Woman-Owned, Veteran-Owned and Service-Disabled Veteran-Owned firms will benefit from this event.

EARLY REGISTRATION ENDS June 14, 2019

EVENT REGISTRATION ENDS July 18, 2019

<https://volkfieldsbconference.org/>

# MARKETPLACE Wisconsin

## 2019 – Milwaukee, WI

### October 23-24, 2019





# QUESTIONS?

# FOR ADDITIONAL INFORMATION

Wisconsin Procurement Institute (WPI)

[www.wispro.org](http://www.wispro.org)

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