

HISTORICALLY UNDERUTILIZED BUSINESS ZONE (HUBZONE) PROGRAM WORKSHOP

April 2, 2019

*Door County Economic Development Corporation
185 East Walnut Street, Sturgeon Bay, WI 54235*

April 2, 2019

AGENDA

9:30am	Registration
10:00am	Welcome & Introduction – presented by <i>Jim Schussler, Door County Economic Development Corporation</i>
10:15am	Basics of Selling to the Federal Government – presented by <i>Benjamin Blanc, Wisconsin Procurement Institute (WPI)</i>
10:30am	Overview of HUBZone Program – presented by <i>Shane Mahaffy, U.S. Small Business Administration (SBA)</i> <ul style="list-style-type: none">• HUBZone certification requirements• HUBZone certification application process• Locating HUBZone set aside opportunities
11:15am	Marketing Your HUBZone Certified Business – presented by <i>Benjamin Blanc, Wisconsin Procurement Institute (WPI)</i>
11:35am	Renewing Your HUBZone Certification – presented by <i>Shane Mahaffy, U.S. Small Business Administration (SBA)</i>
12:00pm	End of Program