



A Procurement Technical Assistance Center (PTAC)

# STATE AND FEDERAL CERTIFICATIONS FOR VETERAN OWNED AND SERVICE DISABLED VETERAN OWNED BUSINESSES ACQUISITION HOUR WEBINAR

June 12, 2019



# WEBINAR ETIQUETTE

## PLEASE

- Log into the GoToMeeting session with the name that you registered with online
- Place your phone or computer on MUTE
- Use the CHAT option to ask your question(s). We will share the questions with our guest speaker who will respond to the group

## THANK YOU!

# ABOUT WPI SUPPORTING THE MISSION

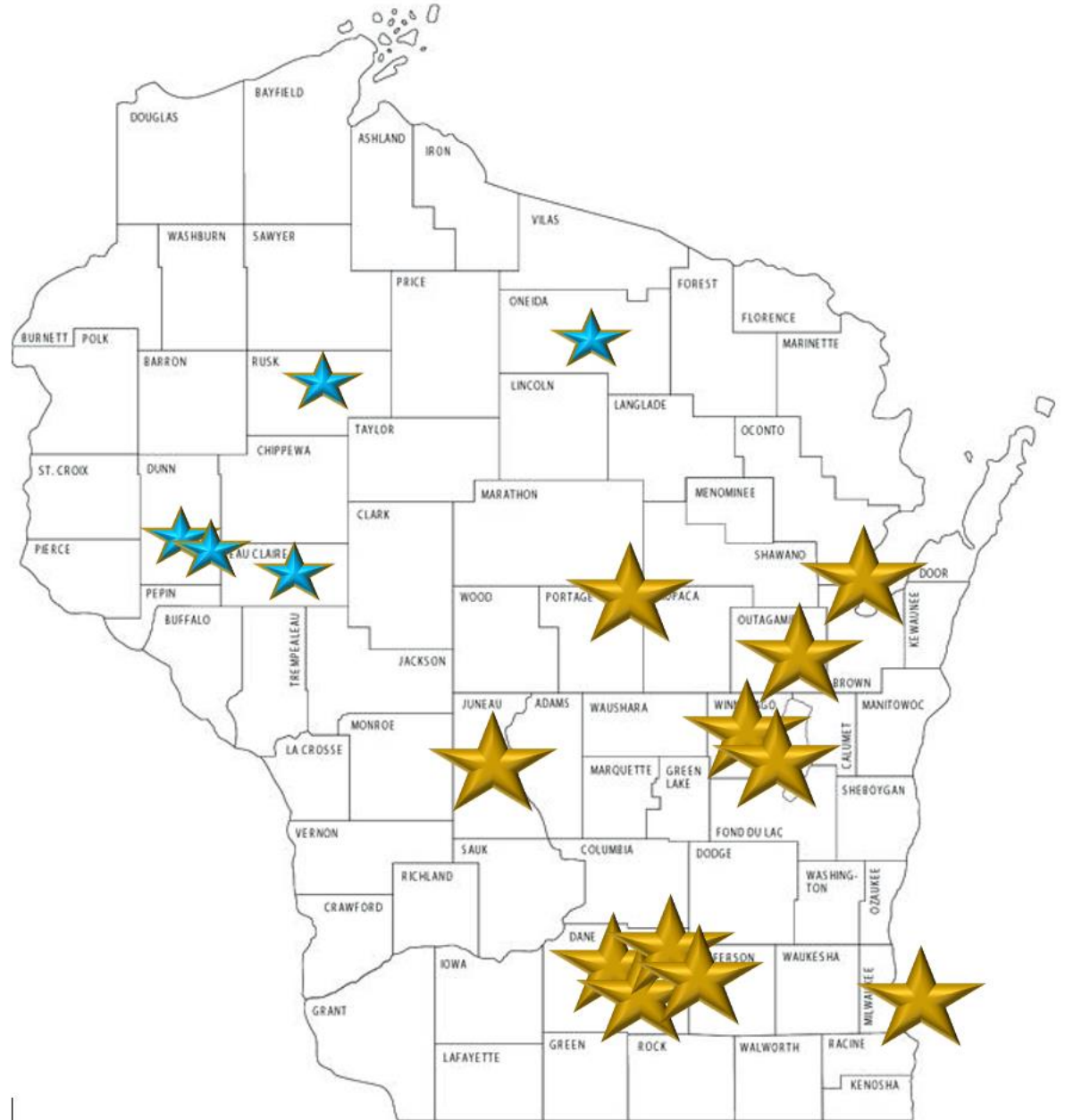
SERVING WISCONSIN  
COMPANIES FOR 31 YEARS!

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*
- 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*
  - *UW Stout - Manufacturing Outreach Center*
- LADYSMITH – *Indianhead Community Action Agency*
- RHINELANDER – *Nicolet Area Technical College*



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**CURRENT EDITION OF THE WPI NEWSLETTER**

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



## UPCOMING EVENTS [→](#)

WED  
19

**Doing Business With the U.S. Forest Service – Iron River, MI**

June 19 @ 1:00 pm - 4:00 pm

Iron River MI

WED  
19

**Acquisition Hour: 6 Tips for Successful Joint Venture Agreements**

June 19 @ 1:00 pm - 2:00 pm

THU  
20

**Cybersecurity: Protect Your Company From Major Threats – Eau Claire, WI**

June 20 @ 8:00 am - 11:30 am

Eau Claire WI

TUE  
25

**Acquisition Hour: Integrating DFARS Requirements Into Your Day-to-Day Cyber Practices**

June 25 @ 1:00 pm - 2:00 pm

[View More...](#)

## CURRENT OPPORTUNITIES (3) [→](#)

## SERVICES OFFERED BY WPI

- FREE Bid Matching Services
- Individual Counseling and Assistance
- Locating Local, State and Federal Opportunities
- Government Market Strategy Development
- Training in use of Government websites and tools
- Assistance with System for Award Management (SAM) Registration
- Assisting in Market Research Process
- Development of Market Profile
- Small Business Subcontracting Plans Development, Outreach and Reporting
- Small Group Training
- Outreach and training with Local, State and Federal agencies
- Assist with Pre and Post Award Functions
- Assistance with Agency Specific Contracting Requirements
- Assistance with Contracting Regulations and Requirements, including FAR, DFAR, CFR
- Assistance with GSA Schedule Preparation and Administration
- Assistance with Local, State and Federal Certifications, including:
  - Service Disabled & Veteran Owned Small Business, HUBZone, Woman Owned Small Business, 8(a) Business Development Program
  - State
  - Local
  - DBE
- Bid review and Submission Assistance
- Proposal review and Submission Assistance
- Capabilities Statement and Related Government Marketing Material Development
- Assistance in Locating and Developing Teaming Partners and Subcontractors
- Updated Government Market Information

# AGENDA

- FEDERAL GOVERNMENT

- SDVOSB SELF REPRESENTATION
- THE DEPARTMENT OF VETERANS AFFAIRS (VA'S) VETERAN'S FIRST CONTRACTING PROGRAM & THE CENTER FOR VERIFICATION AND EVALUATION'S (CVE'S) VOSB & SDVOSB VERIFICATION PROGRAM

- STATE GOVERNMENT

- DISABLED VETERAN BUSINESS ENTERPRISE (DVB) PROGRAM

- LOCAL GOVERNMENTS

- MILWAUKEE METROPOLITAN SEWERAGE DISTRICT (MMSD) – SMALL, WOMAN AND DISADVANTAGED BUSINESS ENTERPRISES (SWMBE)
- MILWAUKEE PUBLIC SCHOOLS (MPS) HISTORICALLY UNDERUTILIZED BUSINESSES (HUB)



U.S. Small Business  
Administration

# **Service Disabled Veteran Owned Small Business**

***Shane Mahaffy***

***Lead Business Opportunity***

***Specialist***

# Set-Aside for Certification Programs and Socio-Economic Categories

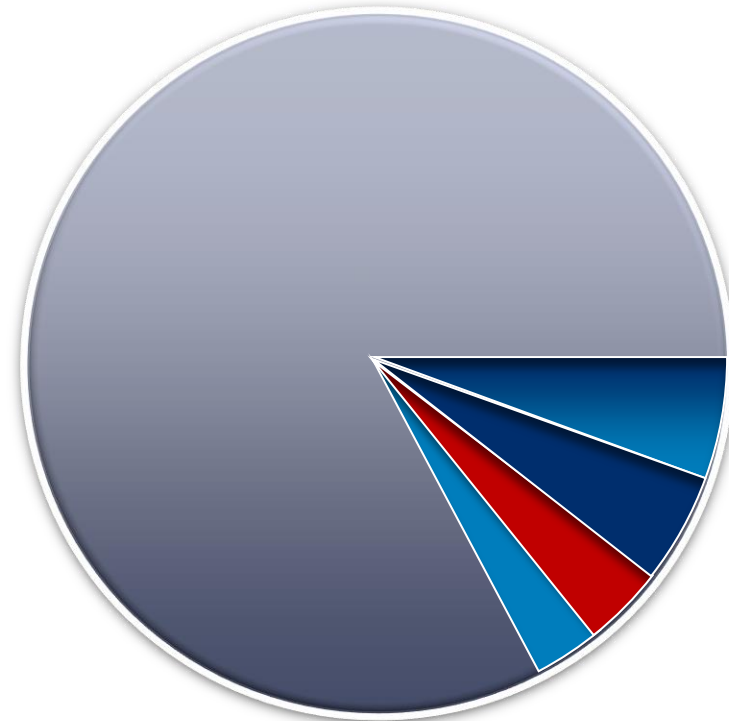
Targeted set-asides and acquisition goals:

**Women-Owned Small Businesses (5%)**

**Small Disadvantaged Businesses (including 8(a) certified) (5%)**

**HUBZone Businesses (3%)**

**Service-Disabled Veteran-Owned Small Businesses (3%)**



Set-asides are reserved for small business between \$10,000 (Micro-purchase Threshold) to \$250,000 (Simplified Acquisition Threshold)

# Service-Disabled Veteran-Owned Small Business Program (SDVOSB)



**Qualify for set-aside opportunities**

**Build capacity and grow**

**Establish joint ventures**

# Getting the Most Out of the SDVOSB Program



**Enables firms to qualify for set-aside or sole source contract awards – helping agencies to meet their SDVOSB goals**

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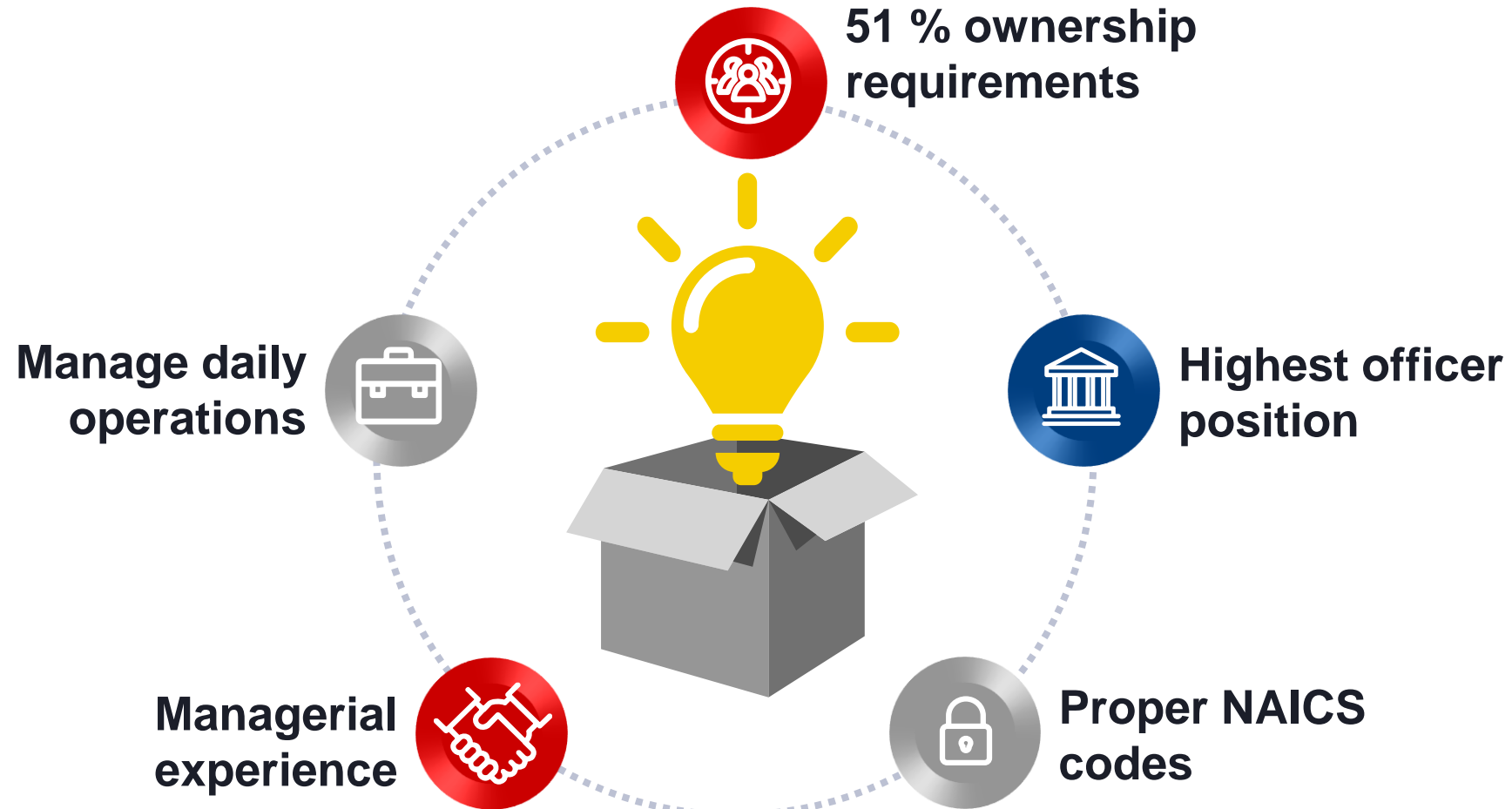
**Facilitates development opportunities and increases growth potential by establishing Joint Ventures or a Mentor-Protégé agreement**

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**More prime and subcontracting opportunities through registration at Vetbiz.gov**

# Is the SDVOSB Certification Appropriate for You?



# SBA - Wisconsin Offices

## Wisconsin District Office

310 West Wisconsin Ave.

Suite 580W

Milwaukee, WI

Phone: 414-297-3941

## Wisconsin District Office

740 Regent Street

Suite 100

Madison, WI

Phone: 608-441-5261

@SBA\_Wisconsin

# FEDERAL GOVERNMENTS

# FEDERAL GOVERNMENT – CVE VERIFICATION

- **Who Qualifies as a SDVOSB?**
  - The Service Disabled Veteran (SDV) must have a service-connected disability that has been determined by the Department of Veterans Affairs or Department of Defense (*no minimum disability requirement*)
  - The SDVOSBC must be small under the North American Industry Classification System (NAICS) code assigned to the procurement
  - The SDV must unconditionally own 51% of the SDVOSBC
  - The SDVO must control the management and daily operations of the SDVOSBC
  - The SDV must hold the highest officer position in the SDVOSBC
- **Where and how do I get Certified?**
  - There is no formal certification by the SBA. Rather, businesses must meet the eligibility requirements and self represent their status in SAM ([www.sam.gov](http://www.sam.gov))

# FEDERAL GOVERNMENT – CVE VERIFICATION

- **Who Qualifies as a SDVOSB?**

- The Service Disabled Veteran (SDV) must have a service-connected disability as determined by the VA or Department of Defense (DoD) (no minimum disability requirement)
- The SDVOSB must be small under the North American Industry Classification System (NAICS) code assigned to the procurement
- One or more Service Disabled Veterans must unconditionally own 51% of the business, control its management – including long-term decision making – and daily operations, AND hold the highest officer position (or in the case of a veteran with permanent and severe disability, the spouse or permanent caregiver of such veteran).
- There is a rebuttable presumption that a service-disabled veteran does not control the firm if he/she is not able to work for the firm during the normal working hours and live within a reasonable commute to the firm's headquarters and/or job-site locations.
- Ownership by one or more service disabled veterans must be direct ownership. A concern owned principally by another business entity that is in turn owned and controlled by one or more service-disabled veterans does not meet this requirement

# FEDERAL GOVERNMENT – CVE VERIFICATION

- **Who Qualifies as a SDVOSB?**
  - The Owner must meet the Government's definition of a Veteran
  - A Veteran is a person who served on active duty with the Army, Air Force, Navy, Marine Corps, or Coast Guard for any length of time, and was discharged or released under conditions other than dishonorable. A reservist or member of the National Guard called to federal active duty, or disabled from a disease or injury incurred or aggravated in the line of duty or while in training also qualifies as a Veteran. A Service-disabled Veteran is a Veteran who possesses either a disability rating letter issued by the Department of Veterans Affairs (VA) establishing a service-connected rating between 0 and 100 percent, or a disability determination from the Department of Defense (DoD)

# FEDERAL GOVERNMENT – CVE VERIFICATION

- Vet owners must have **Direct and Unconditional Ownership of at least 51% of the business**
- **A note on community property:** VOSBs and SDVOSBs that reside in Community Property states may have to take special measures in meeting the 51% ownership stipulation. However, it can be an **EASILY CORRECTIBLE ISSUE** that may be resolved before applying.
- In a Community Property jurisdiction, most property acquired during the marriage (except for gifts or inheritances) – is owned jointly by both spouses and is divided upon divorce, annulment, or death. Joint ownership is automatically presumed by law in the absence of specific evidence that would point to the contrary.
- In the instance of a business located in a Community Property state, unless otherwise indicated, the business would be automatically be **ONLY 50%** owned by the Veteran – **NOT MEETING THE ELIGIBILITY REQUIREMENTS**

# FEDERAL GOVERNMENT – CVE VERIFICATION

- **Where and how do I get Certified?**
  - Veterans must register on the Vendor Information Pages (VIP) at <https://www.vip.vetbiz.va.gov/>
  - There is a new sign on system in place: ds Login and Id Me:
    - <https://www.va.gov/OSDBU/docs/new-vip-vetbiz-cms-system.pdf>
  - Start the verification process (several options if you are certifying or re-certifying, new or old account users)
  - Follow the process and upload the documents required, it is advised to **meet with a VA Verified Counselor prior to collecting & submitting documentation!**
  - **Once submitted you are assigned an analyze that will review and process your application.**

# FEDERAL GOVERNMENT – CVE VERIFICATION

- **Certification length**
  - Verification has recently been increased from 2 to 3 years
- **Certification Cost**
  - No Cost other than your time for verification

# FEDERAL GOVERNMENT – CVE VERIFICATION

## Certification Benefits

- VOSB and SDVOSB firms wishing to take part in the Veterans First Contracting Program must be verified by CVE
  - The Veterans First Contracting Program requires the VA to seek out SDVOSBs and VOSBs prior to other types of small businesses
    - 12% VOSBs
    - 10% SDVOSBs
  - Subcontracting Goals
    - 5% VOSBS
    - 3% SDVOSBs
- Sole Source Authority
  - Under \$5 Million to either VOSB or SDVOSB
  - Fair and reasonable price
  - Responsible source
- Joint Venture & Teaming Opportunities

# FEDERAL GOVERNMENT – CVE VERIFICATION

## Process

- Obtain DUNS number and register in SAM (both free!)
- Create an account in VIP
- Meet with a VA verified counselor to discuss the verification process, if verification is right for you and what documents are required
- Collect required documentation

# FEDERAL GOVERNMENT – CVE VERIFICATION

## Process

- Review documentation with verified counselor
- Write Detailed Letters of Explanation (DLOEs) for missing documentation
- Log into VIP and sign VA Form 0877 (must be signed by all owners) and required documentation. Only documentation designated as being required for pre verification is needed at first
- Respond to any requests for additional information from CVE

# FEDERAL GOVERNMENT – CVE VERIFICATION

## Pre-Application

- VA Form 0877 is cross-referenced with the applicant's VetBiz VIP profile to ensure all information matches
- The VA Beneficiary Identification and Records Locator Subsystem (BIRLS) database is used to validate the date of birth, Social Security Number, and Veteran status of each Veteran owner
- The Excluded Parties List System (EPLS) is used to verify all owners are in good standing with the federal government
- The Case Analyst ensures only six-digit NAICS Codes are listed on the Veteran's VIP profile

# FEDERAL GOVERNMENT – CVE VERIFICATION

## Pre-Application

- The firm's Doing Business As (DBA) filing is reviewed to ensure that it has been properly registered
- Pre-Application Review documents are evaluated for accuracy and viability for examination. If any issues are identified, the applicant is provided an opportunity to address the issues
- If no eligibility issues are identified, CVE requests the remaining required documents
- Once all required documents are received, the application is ready for full Assessment

# FEDERAL GOVERNMENT – CVE VERIFICATION

- Current processing time is 90 days from the date of when CVE receives the documents, requirements has been made to go to 60 days
- Required documentation is not available on the site any longer (link broke) – The Verification Counselor team provided us the Matrix so we can email it to our clients.

# FEDERAL GOVERNMENT – CVE VERIFICATION

## Required Documentation

Type	Pre-Application				
<b>Section: General Information</b>					
1.1 License	No				
1.2 Resume	Yes				
<b>Section: Financial Information</b>					
2.1 Tax 1040	No				
2.3 K-1	No				
2.5 Payroll	No				
2.6 Signature cards	No				
<b>Section: Management Information</b>					
3.1 Management Agreements	No				
3.2 Operating Agreement	Yes				
<b>Section: Legal Structure</b>					
4.1 Voting	No				
4.3 Shareholder Agreement	No				
4.4 Formation	Yes				
4.5 Minutes	No				
4.7 Articles of Organization	No				
4.9 Stock	No				
4.10 Franchise Agreement	No				
<b>Section: Other Documents</b>					
10.1 Joint Venture Agreement	Yes				
10.2 Mentor Protégé Agreement	No				
10.8 Additional Documents	No				

# FEDERAL GOVERNMENT – CVE VERIFICATION

## Statistics

As of June 10, 2019:

### Current Status

Verified Firms	
SDVOSB	10,222
VOSB	3,312
<b>Total</b>	<b>13,534</b>

Applications in Inventory: CVE Applications (Currently in process)	
Initial	1,256
Reverifications	426
Change Request	30
<b>Total</b>	<b>1,712</b>

Applications Receiving Verification Fiscal YTD	
Approval	3,773
Denial	54
Removed (All dormant cases over 30 days)	5,921
<b>Applications Completed:</b> Any application that receives an Approval, Denial, or Removal.	<b>9,346</b>

Average Time to Determination	
Approval	19
Denial	0

[https://www.va.gov/OSDBU/verification/Verification\\_Metrics\\_Update.asp](https://www.va.gov/OSDBU/verification/Verification_Metrics_Update.asp)

# FEDERAL GOVERNMENT – CVE VERIFICATION

## Common reasons for delays

- Missing required documentation – **meet with a verified counselor first!**
- Applicant is not prepared
- Discrepancies in ownership information – VIP information must match what is on your form DD214
- Delays in responding to additional documentation requests
- Not updating your contact information

# FEDERAL GOVERNMENT – CVE VERIFICATION

## Denials

Updated 04/28/2017

Rank	Reason	Percentage
1	Undue influence [38 CFR § 74.4(i)(4)]	16.90%
2	Outside employment impact [38 CFR § 74.4(c)(1)]	11.27%
3	Full-time devotion [38 CFR § 74.4(c)(3)]	9.15%
4	Day-to-day management and administration of operations [38 CFR § 74.4(b)]	8.45%
5	51% majority ownership [38 CFR § 74.3]	5.63%
6	Legal organization/licensing [38 CFR § 74.21(c)(9)]	5.63%
7	Control of decision-making and serve as management member (LLC) [38 CFR § 74.4(e)]	4.23%
8	Control of board of directors: quorum (Corporation) [38 CFR § 74.4(f)(2)(i)]	4.23%
9	Control of board of directors: weighted voting (Corporation) [38 CFR § 74.4(f)(2)]	4.23%
10	Profits and distributions [38 CFR § 74.3(d)]	4.23%
11	Highest paid [38 CFR § 74.4(g)(3)]	3.52%
12	Managerial experience/critical license [38 CFR § 74.4(b)]	2.82%
13	Negative shareholders control [38 CFR § 74.1; 74.4(a); 74.4(g)(1)]	2.82%
14	Size [38 CFR § 74.13(d)]	2.82%
15	Joint Venture eligibility [13 CFR § 125.15(b)]	2.11%

16	Control of decision-making and serve as general partner (Partnership) [38 CFR § 74.4(d)]	2.11%
17	Highest officer [38 CFR § 74.4(c)(2)]	2.11%
18	Pattern of failure to submit required docs [38 CFR § 74.21(c)(6)]	1.41%
19	Community property [38 CFR § 74.3(f)]	1.41%
20	Direct ownership [38 CFR § 74.3(a)]	1.41%
21	Small Business Concern definition [38 CFR § 74.1]	1.41%
22	Unconditional ownership [38 CFR § 74.3(b)]	0.70%
23	Federal financial obligations [38 CFR § 74.2(d)]	0.70%
24	Good character [38 CFR § 74.2(b)]	0.70%

# FEDERAL GOVERNMENT – CVE VERIFICATION

- Logo

VA-verified firms may display the trademark-protected SDVOSB or VOSB logo (sample images shown below). Use of the logo communicates the firm has undergone a comprehensive review to validate its status as an eligible Veteran-owned and controlled firm.

**Do not use the logos until you are verified!**

When VA discovers that a firm is using the logo fraudulently; they are sent a cease and desist letter. The letter requests the firm cease all use of the mark consisting of a wreath, stars, and any other misrepresentation of the firm being a verified SDVOSB or VOSB. VA must make this request to preserve the value of our certification mark. Firms are given 30 days to remove the logo.



# FEDERAL GOVERNMENT – CVE VERIFICATION

- Request for reconsideration

After all options are exhausted and CVE issues a denial, the Veteran may appeal through the R4R process

## Key Points to Remember:

**Follow instructions** outlined in initial denial letter to prevent processing delays

Every R4R will receive a **complete examination and evaluation** of all documents, including the original documents and those submitted in support of the R4R

**Site visits may occur** to gain further clarification

A **final denial** requires the participant to **wait for six months** before a new application will be processed (38 CFR § 74.14)

# STATE GOVERNMENTS

# STATE OF WISCONSIN - DVB

- **Disabled Veteran Business Enterprise (DVB)**

- **Eligibility Criteria**

At least 51% majority owner(s) must possess U.S. Department of Defense Form DD214 (Certificate of Release or Discharge from Active Duty) to prove service in the Armed Forces.

Disabled Veteran document from the Department of Veteran Affairs or discharge paper from the branch of armed service, stating service connected disability rating under 38 USC 1114 or 1134 of at least 20%.

At least 51% owned, controlled, and actively managed by disabled veteran group members.

At least 51% majority owner(s) must be a resident of Wisconsin and the business has its principal place of business in Wisconsin.

Serves a "useful business function" and have customers other than the State of Wisconsin.

Must be at least one (1) year old under current ownership.

Provide a \$150.00 application fee made payable to the Department of Administration.

- **Where and How do I get certified?** <https://wisdp.wi.gov/Register.aspx>

Certification is online through the State's Supplier Diversity website – MUST submit certification application and required documentation online

Instructions for new certifications: <https://wisdp.wi.gov/Images/Instructions%20for%20Completing%20New%20App.pdf>

# STATE OF WISCONSIN - DVB

- Certification length – 3 years with Annual Update
- Annual Update:

The annual update of a certification takes place within the first two years of the three year certification. The update is done to confirm that a certified business is still in compliance with the Administrative Codes and to meet statutory data collection requirements.

Applicants will be notified by email when it is time for the annual update of their certification, therefore, it is extremely important that the Department has your most current e-mail address.

The applicants will be asked for the following information at the time of renewal:

The previous year's gross receipts and number of employees

Confirmation that the contact information is still current

Notarized affidavit

Out-of-state businesses must provide proof of current revenue in the State of Wisconsin and current home state certification

# STATE OF WISCONSIN - DVB

- Certification length – 3 years with Annual Update
- 3 year recertification
  - **Recertification Process**
    - The recertification of the certification takes place prior to the expiration of the three year certification. The recertification is done to confirm that a certified business is still in compliance with the Administrative Codes.
    - Applicants will be notified by email when it is time for the recertification of their certification.
    - The applicants will be asked for the following information at the time of recertification:
      - The previous three year's business tax returns
      - Most current business financials (Profit & Loss Statement and Balance Sheet)
      - Changes to NIGP or NAICS codes
      - Changes to ownership of the business
      - Notarized affidavit
      - \$150 recertification fee made payable to the Department of Administration (**WBE & DVB only**) *Out-of-state businesses* must provide proof of current revenue in the State of Wisconsin (**WBE only**) and current home state certification (**WBE & MBE only**)

# STATE OF WISCONSIN - DVB

- **Recertification Process – Cont.**

- This process can be completed online through the application website: <https://wisdp.wi.gov/>
- If the review of the recertification is satisfactory, the business will be issued a new certificate that is valid for three more years.

- **Cost for Certification**

- \$150

- **Certification Benefits**

1% procurement goal with State of Wisconsin agencies

price preference which may be awarded to any DVB bid that is no more than 5% of the apparent low bid or competitive proposal that is no more than 5% higher than the most advantageous offer. This permissive 5% low-bid preference is applicable to all state purchases except printing and stationery

Listed in the State of Wisconsin's Supplier Diversity Portal

# LOCAL GOVERNMENTS

# LOCAL GOVERNMENTS

- **Metropolitan Milwaukee Sewerage District (MMSD)** – Small, Veteran, Women, Minority (SWMBE) Businesses
  - **NOTE:** MMSD does not certify MBE businesses, but does recognize the State of Wisconsin's DVB certification and CVEs VOSB and SDVOSB Verification (note this list is not exhaustive. Visit <http://www.mmsd.com/procurement/SWMBE> for additional information
- **Where and How do I get Certified?**
  - Since MMSD is not certifying you as a DVB, VOSB or SDVOSB, you must register in MMSD's Vendor Registration database here: <https://mmsd.diversitycompliance.com/frontend/startvendor.asp> and provide proof of certification mentioned above.
- **Benefits**
  - MMSD has a 5% contracting goal for Veteran Owned Businesses
  - Subcontract opportunities

# LOCAL GOVERNMENTS

- **Milwaukee Public Schools (MPS)** – Historical Underutilized Businesses Program
  - **Note:** similar to MMSD, MPS does not certify you as a HUB. However, if you are certified as an DVB by the State of Wisconsin you may participate in this program.
- **Where and How do I get certified?** Submit recognized certification to Contact Contract Compliance Services -  
<http://mps.milwaukee.k12.wi.us/en/District/About-MPS/School-Board/Contract-Compliance-Services.htm>
- **Cost** – There is no cost for this certification (but there is a cost for DVB certification)

# LOCAL GOVERNMENTS

- **Milwaukee Public Schools (Continued)**
  - 35% goal for HUB certified firms
  - Ability to participate in MPS subcontracts that require a HUB utilization plan
  - Joint Venture & Mentor Protégé agreements are encouraged
  - HUB Requirements are for contracts over \$50,000

# HELPFUL LINKS

- System for Award Management: [www.sam.gov](http://www.sam.gov)
- DUNS Number: <https://fedgov.dnb.com/webform>
- SBA's Page on Self-Representation as SDVOSB: <https://www.sba.gov/contracting/government-contracting-programs/service-disabled-veteran-owned-businesses>
- Vendor Information Pages: <https://www.vip.vetbiz.gov/>
- Verification Assistance Briefs (CVE): <https://www.va.gov/osdbu/verification/assistance/briefs.asp>
- State of Wisconsin Supplier Diversity Portal: <https://wisdsp.wi.gov/>
- MMSD's SWMBE Program: <https://www.mmsd.com/procurement/swmbe-diversity>
- MPS' HUB Program: <http://mps.milwaukee.k12.wi.us/en/District/About-MPS/School-Board/Contract-Compliance-Services.htm>

# UPCOMING TRAINING - EVENTS

# ACQUISITION HOUR LIVE WEBINAR SERIES

- June 19, 2019 – **6 Tips for Successful Joint Venture Agreements**– [CLICK HERE](#) for additional information – presented by Steven A. Neeley, Husch Blackwell LLP
- June 25, 2019 – **Integrating DFARS Requirements Into Your Day-to-Day Cyber Practices** – [CLICK HERE](#) for additional information – presented by Marc Violante, Wisconsin Procurement Institute (WPI)
- June 26, 2019 - **Current Trends in Federal Acquisition** – [CLICK HERE](#) for additional information – presented by James Hasik, Senior Fellow, George Mason University School of Business
- July 9, 2019 – **Overview of the Federal Acquisition Regulations (FAR)** – [CLICK HERE](#) for additional information – presented by Carol Murphy, Wisconsin Procurement Institute (WPI)
- July 24, 2019 – **The End of the Fiscal Year is Here: What is Hot and What is Not** – [CLICK HERE](#) for additional information – presented by Marc Violante, Wisconsin Procurement Institute (WPI)
- August 7, 2019 – **The NEW WAWF – The Procurement Integrated Enterprise Environment (PIEE)** – [CLICK HERE](#) for additional information – presented by Benjamin Blanc, Wisconsin Procurement Institute (WPI)
- August 21, 2019 – **Government Property Management for Federal Contractors and Subcontractors** – [CLICK HERE](#) for additional information – presented by Benjamin Blanc, Wisconsin Procurement Institute (WPI)

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REGISTRATION

LOCATION



AGENDA

EVENT  
HOSTS

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## Registration

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

## Location

The 13th Annual Wisconsin Government Opportunities Business Conference (GOBC) will take place at the

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

# 13TH ANNUAL WISCONSIN GOVERNMENT OPPORTUNITIES BUSINESS CONFERENCE (GOBC)

*In Partnership with Volk Field ANG and Fort McCoy*

**JULY 30-31, 2019**

The 13th Annual Wisconsin Government Opportunities Business Conference (GOBC) 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, potential partners and will also have the opportunity to meet one on one with various government and corporate buyers. 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 – (Discounted registration may be available)**

**EVENT REGISTRATION ENDS July 18, 2019**

<https://volkfieldsbconference.org/>

# MARKETPLACE 2019 – Milwaukee, WI October 23-24, 2019





# QUESTIONS?

# SURVEY



# CONTINUING PROFESSIONAL EDUCATION

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CPE Certificate available, please contact:

**Benjamin Blanc**

[benjaminb@wispro.org](mailto:benjaminb@wispro.org)

# PRESENTED BY

Wisconsin Procurement Institute (WPI)

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