

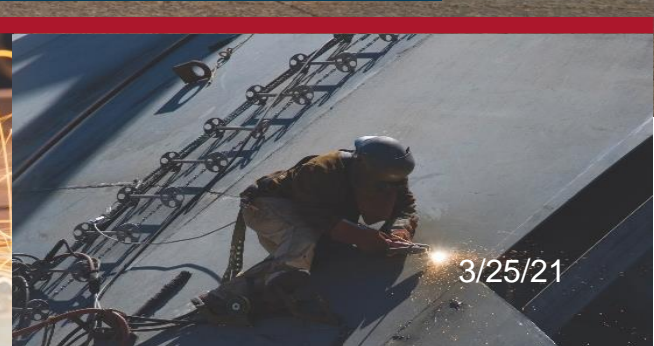
Moving the Northwest Wisconsin Advantage Forward



US SBA



March 25, 2021



ABOUT WPI SUPPORTING THE MISSION

**Celebrating 34 Years of
serving Wisconsin Business!**



Assist businesses in creating, developing and growing their sales, revenue and jobs through Federal, State and Local Government contracts.

- **INDIVIDUAL COUNSELING** – At our offices, at client’s facility or via telephone/GoToMeeting
- **SMALL GROUP TRAINING** – Workshops and webinars
- **CONFERENCES** to include one on one or roundtable sessions

Last year WPI provided training at over 100 events and provided service to over 1,200 companies



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



Search ...

BLOG SERVICES ABOUT **CLIENT PORTAL** SPONSORSHIP CONTACT



- EVENT CALENDAR
- FEDERAL GOVERNMENT
- STATE & LOCAL GOVERNMENT
- GRANTS
- SUCCESS & AWARDS
- FAQS



www.wispro.org

UPCOMING EVENTS

- WED 21** Acquisition Hour: Government Property Management for Federal Contractors and Subcontractors
August 21 @ 12:00 pm - 1:00 pm
- THU 22** Advancing Cybersecurity in the Industry, Energy, Water Nexus – Oshkosh, WI
August 22 @ 9:00 am - 3:00 pm
Oshkosh WI
- THU 22** NDIA Great Lakes Chapter 10th Anniversary – Milwaukee, WI
August 22 @ 12:30 pm - 7:30 pm
Brookfield Wisconsin
- SEP 11** Acquisition Hour: The End of the Fiscal Year is Here – What is Hot and What is Not
September 11 @ 12:00 pm - 1:00 pm

[View More...](#)

CURRENT OPPORTUNITIES (1)

GET STARTED WITH THE BASICS

Questions & answers on how to get started.

[GET STARTED](#)

SIGN-UP FOR OUR NEWSLETTER

Stay up-to-date with the latest WPI news.

[SIGN UP](#)

HAVE A QUESTION? WE'RE HERE TO HELP.

One of our staff of experts is available to answer your questions.

[GET HELP](#)



Cyber Friday



U.S. Small Business
Administration

Small Business Federal Government Contracting Certifications

Shane Mahaffy
Lead Business Opportunity Specialist

Set-Aside for Certification Programs and Socio-Economic Categories

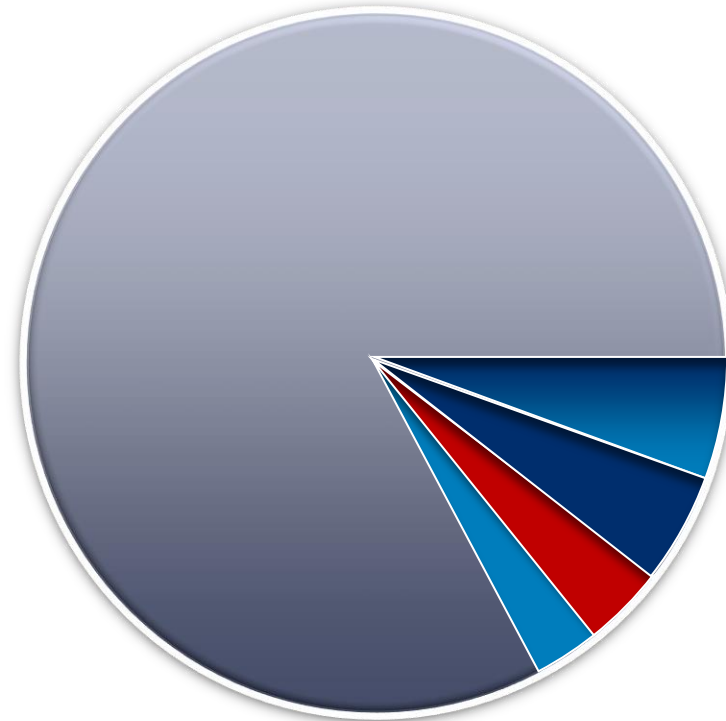
Targeted set-asides and acquisition goals:

**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)

8(a) Business Development Program

8(a) Business Development Program



**Access to business
development support**

**Build capacity and grow
through contracts**

**Nine-year program available
once per lifetime**

Designated Socially Disadvantaged Criteria

Designated Groups

01

- Black American
- Asian Pacific American
- Hispanic American
- Native American
- Subcontinent Asian American

Non-Designated Group Criteria

02

- Preponderance of evidence
- Race, ethnicity, gender, physical handicap, long-term environmental issues
- Chronic and substantial
- Negative impact to business advancement

Economically Disadvantaged Requirements to Qualify



Personal net worth (assets minus liabilities) less than \$750,000



Three year average income is \$350,000 or less



Fair market value of all assets is \$6 million or less

certify.SBA.gov



SBA Certification Portal

SBA's certification portal where businesses can submit documents to seek SBA certifications

Automatic Migration

Pulls business information from SAM.gov

Online Forms

Forms are completed online. No longer required to upload certain SBA forms

HUBZone Certification

Historically Underutilized Business Zone (HUBZone) Certification

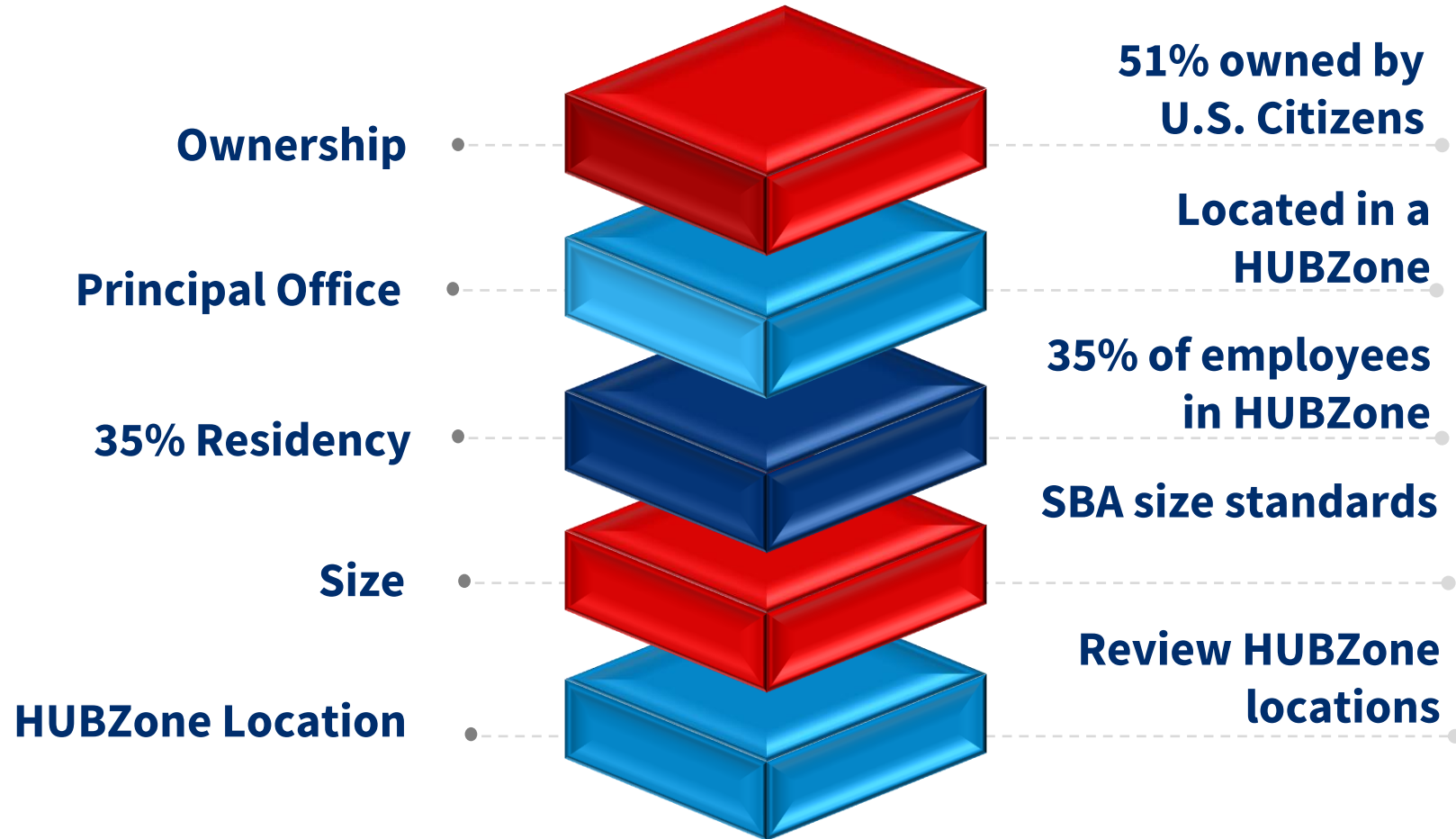


Stimulate capital investment

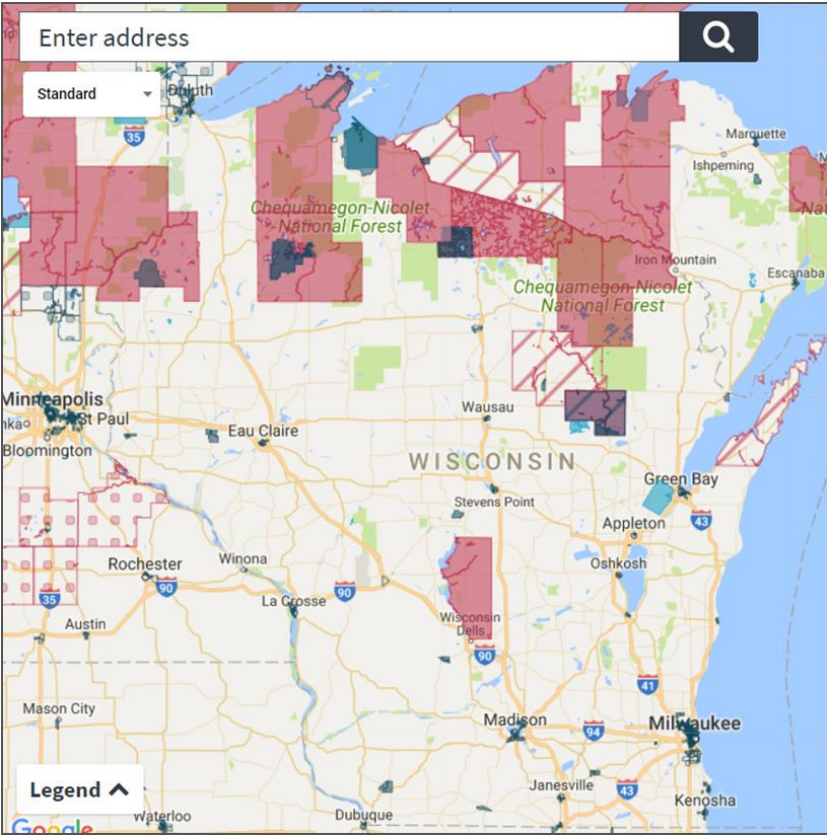
Build capacity and grow

**Access HUBZone set-aside
contract dollars**

HUBZone Eligibility and Requirements



Wisconsin HUBZones



Legend ▼

Qualified HUBZones

- Census Tract
- County
- Indian Land

Expiring HUBZones

- Redesignated
- Disaster Area
- Closed Base Area

Indian/tribal lands; parts of Milwaukee, Waukesha, Kenosha, Racine, Madison, Green Bay, Stevens Point, other communities throughout the state

[HUBZone Map](#)

HUBZone Application Process



BEFORE APPLICATION

- View the HUBZone Primer
- Register for a DUNS number
- Identify NAICS code(s)
- Register with SAM



APPLY FOR CERTIFICATION

- Review application guide
- Gather supporting documentation
- Apply using the General Login System



DOCUMENTATION

- Verify requested information
- Submit supporting documentation
- Update SAM profile once approved

Woman-Owned Small Business (WOSB) Certification

Women-Owned Small Business (WOSB) Program

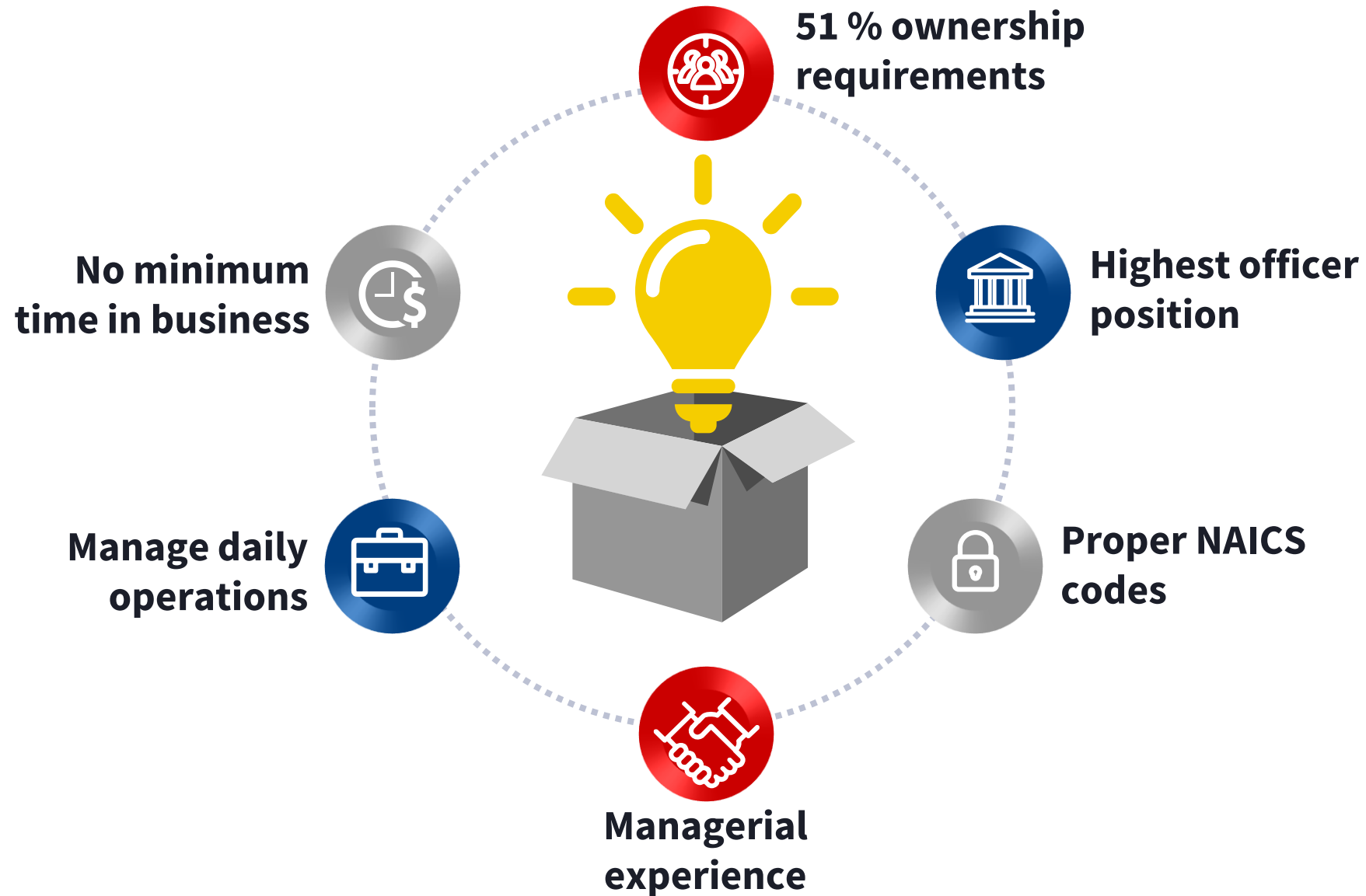


Take advantage of annual prime contracting goals

Build capacity and grow

Access set-asides for WOSB and EDWOSB

Is the WOSB Certification Appropriate for You?



Economically Disadvantaged Requirements to Qualify



Personal net worth (assets minus liabilities) less than \$750,000



Three year average income is \$350,000 or less



Fair market value of all assets is \$6 million or less

WOSB and EDWOSB Sole-Source Contracts

1



Eligible NAICS Code

WOSB and EDWOSB eligible NAICS code

2



Fair and Reasonable Price

Awarded at a fair and reasonable price

3



Contract Value

\$7M for manufacturing or \$4.5M for all others

4



Sole Source

Only (1) WOSB/EDWOSB that can perform

WOSB Eligibility Process



- Register in SAM
- Apply:
beta.certify.SBA.gov

beta.Certify.sba.gov



SBA Certification Portal

SBA's certification portal where businesses can submit documents to seek SBA WOSB/EDWOSB certifications

Automatic Migration

Pulls business information from SAM.gov

Online Forms

Forms are completed online. No longer required to upload certain SBA forms

***Service-Disabled Veteran-
Owned Small Business***

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

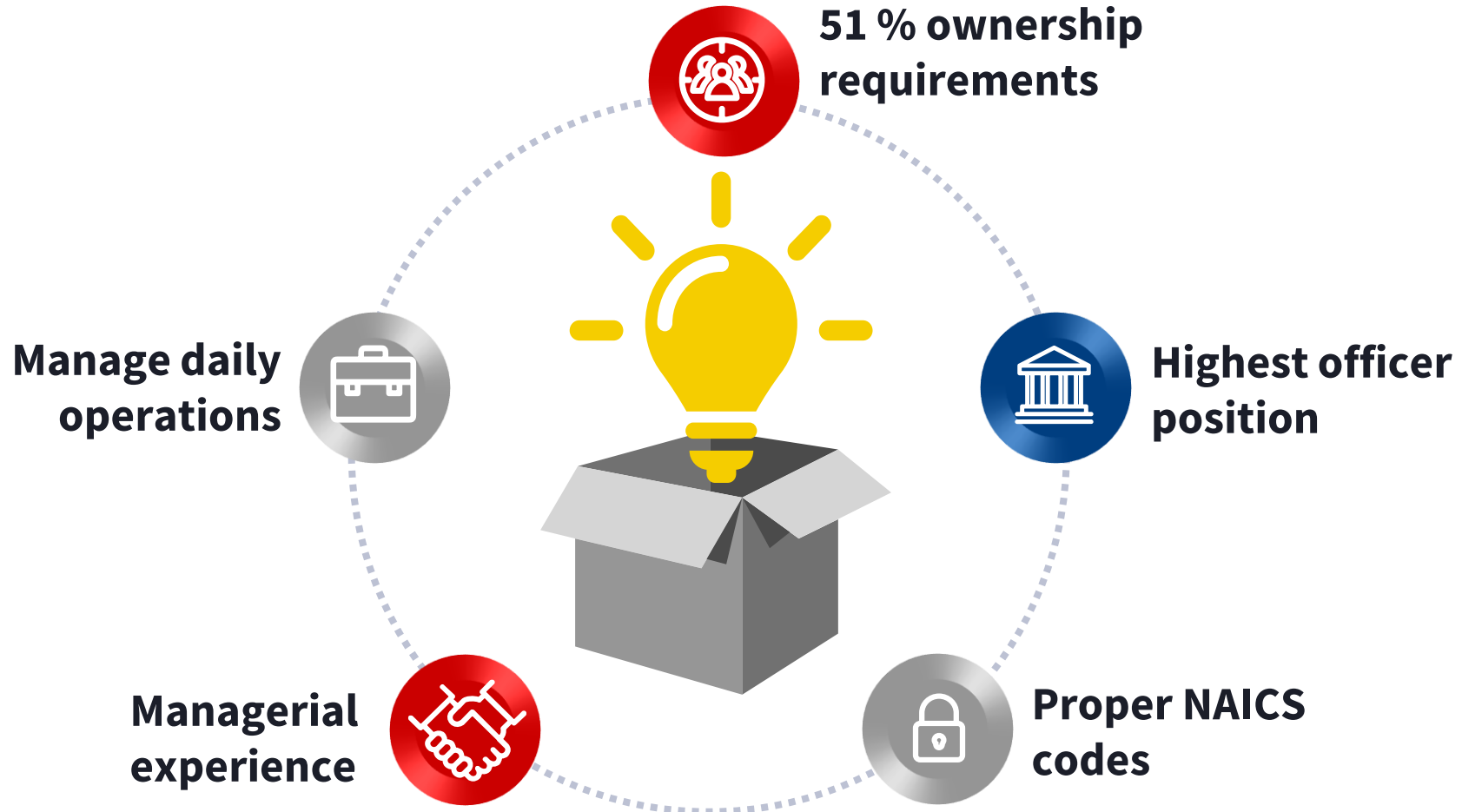


Facilitates development opportunities and increases growth potential by establishing Joint Ventures or a Mentor-Protégé agreement



More prime and subcontracting opportunities through registration at Vetbiz.gov

Is the SDVOSB Certification Appropriate for You?



Service-Disabled Veteran- Owned Small Business (SDVOSB)

- The Department of Veterans Affairs awards a large amount of contracts to veterans
- Their program is not the same as the SBA's program. To get access to set-aside Veterans Affairs contracts, your business must be verified through the [Vets First Verification Program](#)

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

www.sba.gov/wi

@SBA_Wisconsin



U.S. Small Business
Administration

WPI
3-25-21
WI District Office

The U.S. Small Business Administration Mission

Welcome!

The SBA is a Federal Agency that was created to aid, counsel, assist and protect the interests of small businesses. The agency helps Americans start, build and grow businesses through an extensive network of field offices and partnerships with public and private organizations across the Nation.

Our mission is clear: to help small businesses grow, expand, recover. We Make Connections, open doors, focus on small businesses, spark change.

Learn more at [SBA.gov](https://www.sba.gov)



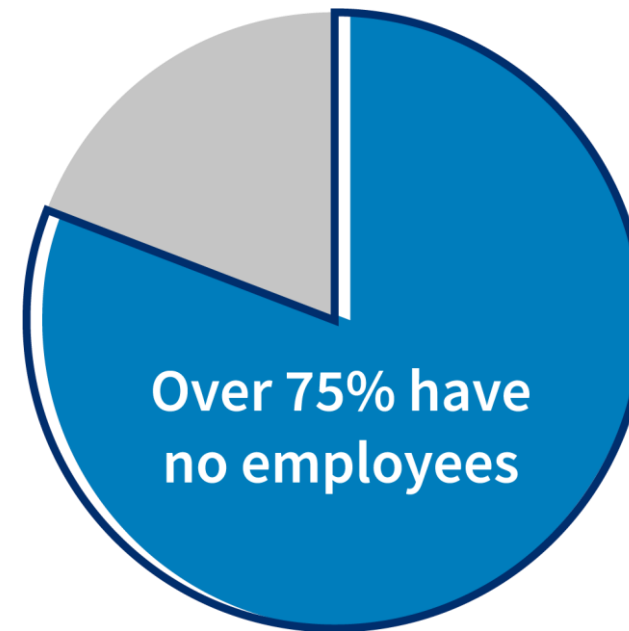
America is a Nation of Small Businesses

Nationally, there are approximately **31 million** small businesses. Over **three-quarters** of small businesses have no employees.

SMALL BUSINESSES:

- Make up **99%** of U.S. employer firms
- Create **65%** of the net new private sector jobs
- Employ **47%** of private-sector workforce
- Include **98%** of the firms exporting goods

31 Million Small Businesses:



Need Access to Capital? The SBA Can Help

These are 3 main SBA sources of small business loans:



7(a) Loan Program



504 Loan Program



Microloans

Capital: Lending

Wisconsin and National Lending FY2020

SBA FY20 Summary	SBA Wisconsin District		National	
	Count	Amount	Count	Amount
7(a) Loans	976	\$459,000,900	42,000	\$22.5+ billion
504 Loans	251	\$205,765,000	7,000+	\$5.8 billion
Microloans	85	\$1,745,663	5,800	\$85 million
Total Traditional Lending	1,312	\$666,511,563	54,800	\$28+ billion
PPP Loans (CARES Act)	89,608	\$9,907,505,475	5.2 million	\$525+ billion
EIDL (COVID-19)	37,669	\$1,935,852,806	3.6 million	\$191 billion
EIDL Advance (CARES Act)	67,062	\$252,610,000	5.7 million	\$20 billion
Total COVID-19 Relief	194,339	\$12,095,968,281	14.5 million	\$736+ billion
Total FY 2020 Support	195,651	\$12.76+ billion	14.5+ million	\$764+ billion

Wisconsin 7(a) and 504 Lending

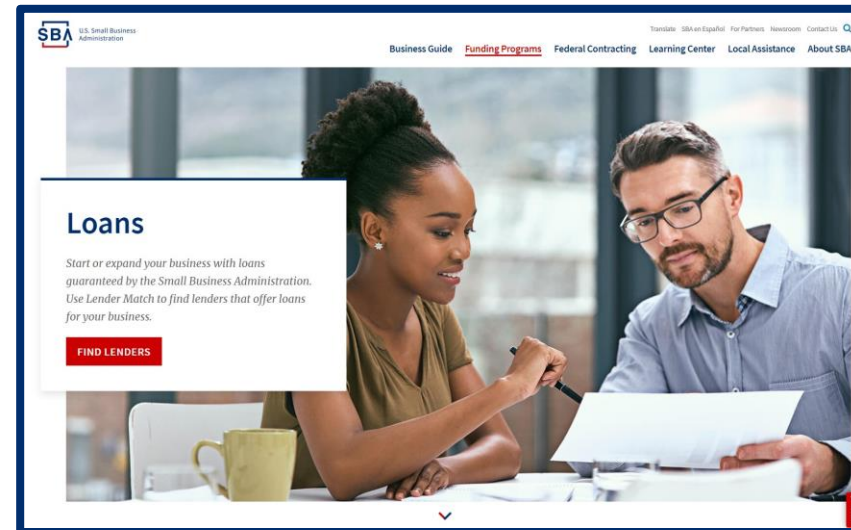
- Startups: 336/\$132,459,100
- Loans to Veterans: 46/\$18,495,900
- Women-Owned: 214/\$89,940,700



SBA 7(a) LOANS

The most flexible loans available for business use

- The maximum SBA 7(a) loan amount is \$5 million
- The loan term depends on the use of proceeds (10 years for short term assets, 25 years for real estate)
- Can be used with other financing such as SBA 504 or conventional loans



Capital: 7(a) loans

Express Loans

- 75% Guaranty for loans of \$350,000 or under (until 9/30/21); 50% Guaranty for loans over \$350,000
- Usually max loan amount is \$350,000, but increased to \$1 Million for a limited time
- Upfront guaranty fee waived for veterans
- *Includes Lines of Credit*
- Lender makes credit decision



Capital: 7(a) Loans

Int'l Trade/Export Financing

Develop/Expand Export Activities -Up To 90% Guaranty

International Trade Loan

Maximum \$5 Million Loan And 90% Guaranty
Long Term Fixed Asset/Working Capital/Refi.

Export Working Capital

Maximum \$5 Million Loan And 90% Guaranty
Transaction Or Asset-Based, Short-Term Financing Needs

Export Express

Simplest Program; Up To \$500,000 Term Loan Or Line of Credit
Maximum 90% For Loans \leq \$350,000
Maximum 75% For Loans $>$ \$350,000



Capital: 7(a) loans

Community Advantage

Community based, mission-focused CDFIs, CDCs, and Micro-lenders

Maximum Loan Size: \$250,000

Guaranty: 85% up to \$150,000; 75% for more.

SBA Approval Times: 5-10 days

Lender Requirements: Maintain 60% of portfolio in underserved markets

Capital: Community Advantage

Community based, Mission-focused CDFIs, CDCs, & Micro-lenders

Wisconsin Women's Business Initiative Corporation

Milwaukee Economic Development Corporation

Legacy Redevelopment Corporation

First American Capital Corporation, (American Indian Chamber)



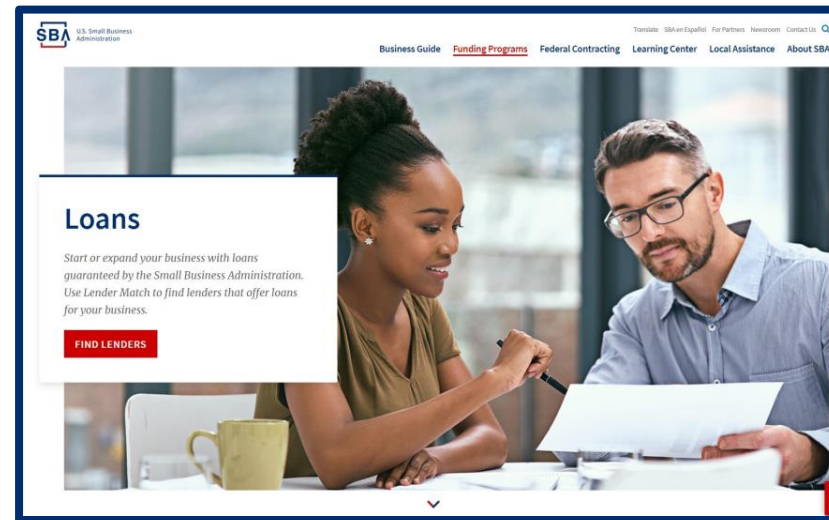
FY2017	44 loans; \$5.7 million
FY2018	36 loans; \$3.9 million
FY2019	37 loans; \$5.1 million
FY2020	15 loans; \$2.25 million



SBA 504 LOANS

To finance fixed assets such as real estate, buildings, and heavy equipment

- The maximum amount financed can be up to \$5 million
- A portion of the financing will have a fixed interest rate for the life of the loan
- Terms: 10-25 years
- Can be used with other financing such as SBA 7(a) loans





MICROLOANS

Small loans with a maximum of \$50,000

- Term: Up to 8 years (Up to 7 years after 9/30/2021)
- Rate: Negotiated between intermediary & borrower; 8%-13%
- Uses: purchase equipment, fixtures, working capital, leasehold improvements
- Access to free business counseling from microlenders



Capital: WI Micro-lenders

- **Advocap**, Fond du Lac and Oshkosh
- **First American Capital Corp.**, West Allis (American Indian Chamber)
- **Entrepreneur Fund**, Serving Douglas County
- **WI Women's Business Initiative Corp.**, Milwaukee, Racine, Kenosha, Madison, Appleton/Green Bay
- **CAP Services**, Stevens Point
- **Northwest Regional Planning Commission**, Spooner

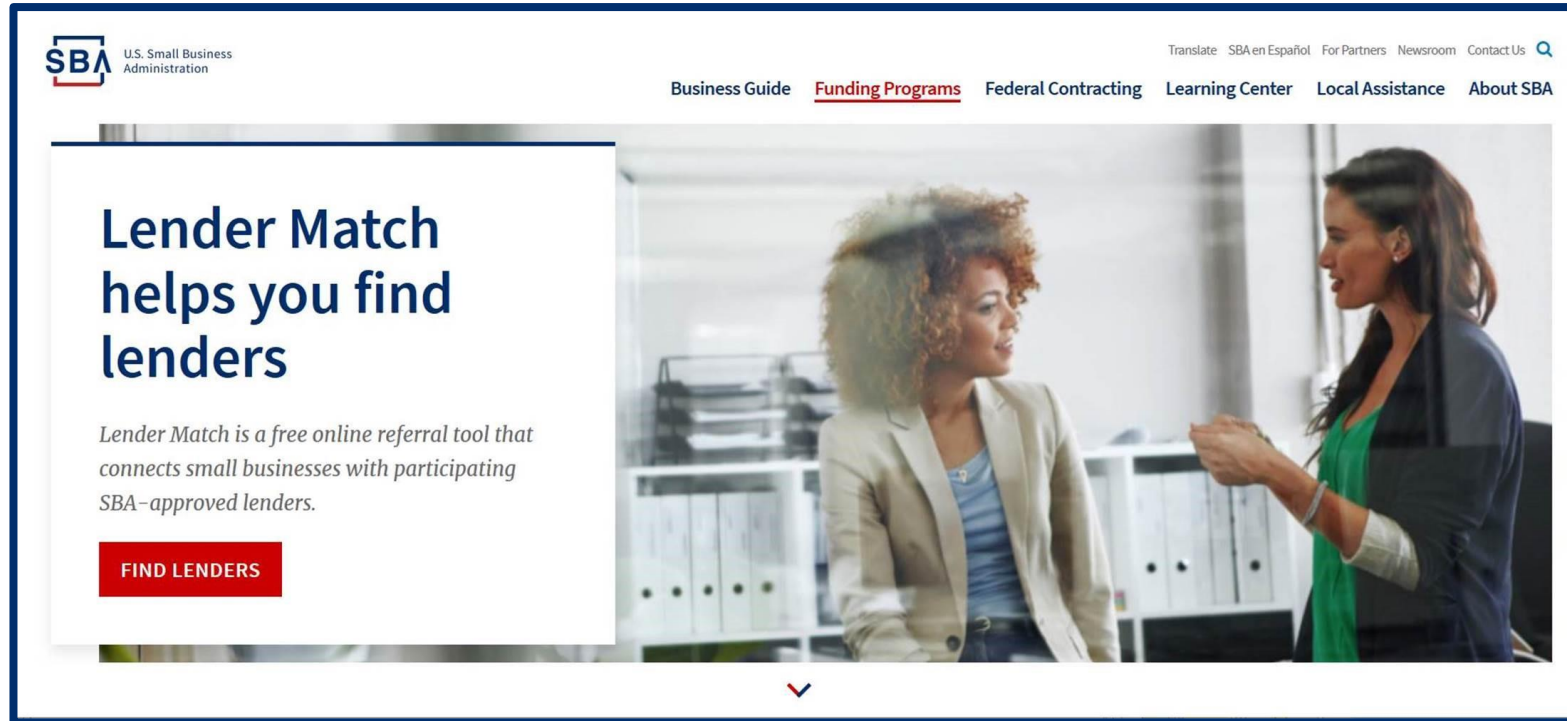
Financing: Additional Details

7(a), 504 and Microloan programs additional details:

- Personal guarantees are required
- Collateral required
- Apply with a lender that participates in the loan program. List of participating lenders in [SBA Wisconsin Small Business Resource Guide](#) at www.sba.gov/wi.



Lender Match



SBA U.S. Small Business Administration

Translate SBA en Español For Partners Newsroom Contact Us

Business Guide **Funding Programs** Federal Contracting Learning Center Local Assistance About SBA

Lender Match helps you find lenders

Lender Match is a free online referral tool that connects small businesses with participating SBA-approved lenders.

FIND LENDERS

- Prospective borrower answers 10 questions
- Lenders will respond within 48 hours if any interest; 800+ participating
- To apply go to www.sba.gov/lendermatch

Small Business Economic Relief

Tools Made Available in Response to Coronavirus (COVID-19)

CARES & Economic Aid Acts



Paycheck Protection Program



SBA Debt Relief

SBA Base Programs Expanded



Economic Injury Disaster Loans *Includes deferment*



Traditional SBA-backed Lending



No-Cost Business Advising
Additional funding via partners

COVID-19 Economic Injury Disaster Loan (EIDL)

Provides economic aid to businesses experiencing a temporary loss of revenue due to COVID-19

Economic Aid Act Extends Deadline to Dec. 31, 2021

- **Use of proceeds:** working capital and normal operating expenses such as continuation of health care benefits, rent, utilities, fixed debt payments
- **Terms:** 3.75% for businesses (fixed), 2.75% for nonprofits (fixed), 30 years, no pre-payment penalty; loans over \$25,000 secured by UCC filing (\$100 deducted from loan proceeds)
- **Eligibility:** qualified small businesses, cooperatives and agricultural enterprises with 500 or fewer employees (or defined as small per [sba.gov/sizestandards](https://www.sba.gov/sizestandards)), and private non-profits



[SBA.gov/Disaster](https://www.sba.gov/Disaster)

Paycheck Protection Program

What is a First Draw PPP Loan?

For eligible applicants that did not receive a PPP loan prior to Aug. 9, 2020

- PPP loan eligibility now includes additional types of entities
- Covered eligible expenses are expanded
- Borrowers can set the covered period to use PPP loan proceeds to be any length between 8 and 24 weeks after disbursement
- Certain borrowers may request an increase to their original PPP loan amount
- Must have been in business by Feb. 15, 2020
- Must apply **on or before March 31, 2021**, or until Congressional appropriations are exhausted



[SBA.gov/PPP](https://www.sba.gov/ppp)

First Draw PPP Loan Eligibility

Must comply with size standards, eligibility criteria & certain limitations

Newly Eligible

- Housing cooperatives
- Destination marketing organizations
- Certain 501(c)(6) organizations such as Chambers of Commerce
- Eligible news organizations

Still Eligible

- Sole proprietors, independent contractors, self-employed individuals
- Business entities (e.g., partnerships, corporations, LLCs)
- 501(c)(3) non-profit organizations
- 501(c)(19) Veterans organization
- Tribal businesses



[SBA.gov/PPP](https://www.sba.gov/ppp)

What is a Second Draw PPP Loan?

For borrowers that previously received a PPP loan, have 300 employees or less, and suffered a 25% reduction in gross receipts

- For most borrowers, the maximum loan amount of a Second Draw PPP loan is 2.5x average monthly 2019 or 2020 payroll costs, up to \$2 million.
- For borrowers in the Accommodation and Food Services sector (NAICS 72), the maximum loan amount for a Second Draw PPP loan is 3.5x average monthly 2019 or 2020 payroll costs, up to \$2 million.
- Second Draw PPP loan applicants must submit the information on **SBA Form 2483-SD** (Borrower Application) when applying to their lender.



[SBA.gov/PPP](https://www.sba.gov/ppp)

Second Draw PPP Loan Eligibility

**Must have previously received a First Draw PPP loan
and covered periods cannot overlap**

Additional Eligibility Criteria

- Has used or will use the full First Draw PPP loan amount only for eligible expenses before the Second Draw PPP loan is disbursed
- Has no more than 300 employees
- Can demonstrate at least a 25% reduction in gross receipts between comparable quarters in 2019 and 2020.



SBA.gov/PPP

PPP Loan Terms / Maturity

If the PPP loan is not 100% forgiven

PPP loans have:

- A fixed interest rate of 1% that is non-compounding and non-adjustable
- No requirement for collateral or personal guarantees
- No fees or prepayment penalties
- A five-year maturity (for those before June 5, 2020, it's two years; borrowers can ask their lender to extend to five years)
- Payments start once borrower knows how much of the PPP loan will be forgiven; lender will notify the borrower
- If borrowers do not apply for forgiveness, payments start 10 months after the last day of the covered period



[SBA.gov/PPP](https://www.sba.gov/ppp)

PPP Loan Application Process



1. Find a PPP Lender

- [SBA.gov/LenderMatch](https://www.sba.gov/LenderMatch)
- [SBA.gov/PaycheckProtection/find](https://www.sba.gov/PaycheckProtection/find)
- Contact SBA Resource Partner:
[SBA.gov/local-assistance](https://www.sba.gov/local-assistance)



2. Complete Application

- Include all supporting documentation
- Get help from SBA Resource Partner: [SBA.gov/local-assistance](https://www.sba.gov/local-assistance)



3. SBA Issues Loan

- Lender submits application electronically to the SBA for compliance check & loan number

March 31, 2021 (or when appropriated funding is exhausted) is the final deadline for lenders to submit PPP loan applications to the SBA



[SBA.gov/PPP](https://www.sba.gov/PPP)

PPP Loan Forgiveness

**Borrowers must apply for PPP loan forgiveness through their lender;
lenders submit lender forgiveness decisions to the SBA**

Updates per the Economic Aid Act

- EIDL Advances are no longer deducted from PPP loan forgiveness payment
- Expenses paid with PPP loan funds are federally tax deductible; **consult the IRS** for details on this
- Expanded forgivable expenses are permissible for any unforgiven PPP loan
- **New:** simplified forgiveness application for PPP loans \$150,000 and under

Per the CARES Act

- Forgiven PPP loans are not federally taxable income



[SBA.gov/PPP](https://www.sba.gov/ppp)

SBA Partner Advising and Loan Help

All locations are working remotely. Contact by phone or email.

ORGANIZATION	LOCATIONS	PHONE	EMAIL/WEBSITE
SBA	Milwaukee Madison	414-297-1099	Wisconsin@sba.gov
SBDC Network	13 offices statewide	Answer Line 800-940-7232	Find local contacts & loan assistance https://business.wisconsin.edu/about/covid-19/
WI Women's Business Initiative Corp.	Milwaukee, Madison, Racine, Kenosha, Appleton, Green Bay, La Crosse		info@wwbic.com www.wwbic.com En Espanol: Lily Alvarado, Lily.alvarado@wwbic.com
Western WI Women's Business Center	Independence, Eau Claire- Karman Briggs		karman.briggs@wdeoc.org www.successfulbusiness.org
SCORE Find mentors https://www.score.org/coronavirus-sba-loans	Milwaukee Madison Marshfield Fox Cities (Appleton) Green Bay	414-297-3942 920-303-2266 920-222-2167	Score.28@scorevolunteer.org Counseling.28@scorevolunteer.org madison.Score@scorevolunteer.org ch.admin0535@scorevolunteer.org score.foxcities@scorevolunteer.org greenbayscore@gmail.com
Veterans Business Outreach Center	Statewide-Dan Newberry	608-204-8909	wwbic.com/veterans vboc@wwbic.com

Stay In Touch with Wisconsin SBA

Have a question for us? Email the WI District office at wisconsin@sba.gov

E-news signup—www.sba.gov/updates—email and zip code, or text **SBA** to **GOV311** to get there

Social media

- Twitter: @SBA_Wisconsin--Follow us!
- Facebook: U.S. Small Business Administration
- Instagram: @SBAgov
- LinkedIn: U.S. Small Business Administration

Website www.sba.gov/wi — e-news sign-up; business success stories, press releases, e-news updates, calendar of events, loan and program information, office staff and responsibilities, online resource guide.



Financial Fitness: Moving the NW WI Economic Advantage

Forward



The background features a stylized American flag with a blue field of white stars on the left and red and white horizontal stripes on the right. Overlaid on the flag is a dark grey silhouette of a person wearing a top hat and a suit, with their hands clasped in front of them. The text is centered over the image.

**Using Loan Funds to
Capitalize Government
Contracting
Opportunities**

Objectives

- Is your Primary Financial Institution a True Partner?
- Regional Planning/Gap Finance
- Lending Basics
- Are you Govn't Contractor Ready w/Financing?
- Can you carry the Risk (30+day repayment)



Moving the NW WI Advantage: *Forward*

*Community and Regional Banks as Business
and Industry Partners*



Community/Regional Banks or Credit Unions

- Exist to build local and community economy
- The right banking mix is an asset for small businesses
- Local decision making, efficient practices
- Local deposits result in local fundraising efforts



Community/Regional Banks or Credit Unions

- Regulatory pressure is forcing many into acquisition
- What is your bank's strength?
- Are they a partner or a hindrance to your business growth?
- Will they help you get the job done when needed?
- Inundated with PPP forgiveness and new round applications—do they have time for your finance request?

Moving the NW WI Advantage: *Forward*

*Revolving Loan Funds of Northwest Regional
Planning Commission*

The background features a stylized American flag with a blue field of white stars on the left and red and white horizontal stripes on the right. Overlaid on this is a dark grey silhouette of a person wearing a wide-brimmed hat, possibly a cowboy or a similar regional figure, looking towards the right.

NWRPC Revolving Loan Fund Programs

*Making Good Deals Better
for Northwest Wisconsin*



Eligible Uses of Funds

- Acquisition of land and buildings
- Completion of site preparation
- Refinance of high factoring interest debt
- Business Façade reconstruction.
- Acquisition and installation of fixed machinery and equipment
- Business acquisitions
- Operating costs and working capital.

Eligible Applicants

Businesses located in the ten counties of the Northwest Wisconsin region including:

Ashland, Bayfield, Burnett, Douglas, Iron, Price, Rusk, Sawyer, Taylor and Washburn are eligible to apply.

SBA Program allows Barron and Polk

EDA CARES Act RLF set up to assist supply chain manufacturers and service providers with building resiliency, recovery, and retention efforts

Each loan fund has slightly varying requirements

Other regions have their own, specialized RLFs that meet the market's need

Moving the NW WI Advantage: *Forward*

*Traditional Lending and Gap Finance:
Lending 101*



What are the Keys to Landing a Loan?

Traditional Underwriting:

- Character
- Credit
- Collateral
- Capacity
- Conditions
- Contingencies
- COVID (new)



What are the Keys to Landing a Loan?

Creative Underwriting:

- Economic/Community Impact—Mission, vision, values
- Jobs Created/Retained
- Market/Portfolio Mix
- Business as usual or profitable niche
- Idea or Business Model
- What is the revenue source backing loan/project?
- What is the lender's subject matter expertise in?
- What has the business done to meet disruption head on (voluntary/involuntary) to ensure recovery, retention and resiliency efforts?



What are the Keys to Landing a Loan?

Finding the Product Fit—Private Loans

- HELOC
- LOC
- Short term Payable Note (30, 60, 90, 180)
- Term Loan

The background of the slide features a stylized American flag with a blue field of white stars on the left and red and white horizontal stripes on the right. Overlaid on this is a dark grey silhouette of a person wearing a top hat, looking towards the right. The person's hands are raised near their face, possibly holding a document or gesturing.

What are the Keys to Landing a Loan?

Finding the Product Fit—Public/Private Loans

- SBA 504, 7(a), MicroLoan
- USDA Business and Development Loans
- WHEDA Business Development Loans
- Other Public Entities

Moving the NW WI Advantage: *Forward*

*Are you Government Contracting Ready...
and your lending partners*



Are you Contractor Ready?

Lending Partner Readiness

- Does your Lending Partner understand what you are trying to accomplish?
- Are they comfortable with government contracting and the process?
- Will you jeopardize your balance sheet by taking on new short-term debt?
- Will you jeopardize the lender's security interest with a new loan?

Moving the NW WI Advantage: *Forward*

*Are you Government Contracting Ready...
and your internal finances/processes*

Are you Contractor Ready?

Your internal capacity*

- Can you carry the A/R obligation on your balance sheet?
- Do you have the cash capacity to pay for the inventory and wait for payment?*
- What if there is a delay (the government will pay, only if the product is quality and the reporting is perfect)
- Do you have the right processes and people to take on the new contract and complete on time?*
- Do you have accurate records/personnel to track finances?

**Hence the reason for the loan need itself*

Are you Contractor Ready?

Your internal capacity*

- Is the contract going to have a good ROI (is it worth your time?)
- Did you account for all the expenses and profitability when answering the RFP?

Case Study—

Answer an RFP with a bid of \$1,000,000 for Uncle Sam Widgets

Completion date is Sixty days from award approval

Need a \$500,000 Ninety-day payable note at 5% to cover inventory

Production markup (labor)= \$500,000

Interest on the Ninety-day note= \$12,465.75

Loan Fees = \$15,825 (estimated)

Bonding, Shipping, Insurance on project= \$150,000

Other accrued expenses/reporting and project follow up
for three months= \$25,000

Moving the NW WI Advantage: *Forward*

*Can you Carry the Thirty-Plus Day
Payment Risk?*

Are you Contractor Ready?

Your internal capacity*

- *Is the contract going to have a good ROI (is it worth your time?)*
- *Did you account for all the expenses and profitability when answering the RFP?*

Case Study—

Answer an RFP with a bid of \$1,000,000 for Uncle Sam Widgets

Sixty day completion timeframe

Need a \$500,000 Ninety-day payable note at 5% to cover inventory

Total Project cost = \$1,203,290.75

Your business just lost \$203,290.75 on this project due to inaccurate bidding

- This is if everything goes perfectly and you get paid on time!



Are you Contractor Ready?

Your internal capacity*

- Case study was a worst case scenario
- Paints the picture of being prepared
- Do you have the additional operating cash to float expenses, even if the first project is a loss? *It may still be worth the risk*
- Do you have your PnL, Balance Sheet, Cash Flow, pro-forma budget, tax returns, partner filings, other financial statements?
- Is your capabilities statement accurate on first contact with contracting?

Measures—Know you know...

- Your Primary Financial Institution is a True Partner
- Regional Planning/Gap Finance Options
- Lending Basics
- You are Govn't Contractor Ready w/Financing
- You can you carry the Risk (30+ day repayment)



Ken Pearson

NWRPC, Loan Fund Mngr

kpearson@nwrpc.com





WISCONSIN ECONOMIC
DEVELOPMENT CORPORATION

SUPPORTING INDUSTRY, BUSINESS
AND COMMUNITY GROWTH
IN WISCONSIN®



**WISCONSIN ECONOMIC
DEVELOPMENT CORPORATION**

MISSION

**“ To advance and maximize opportunities
in Wisconsin for businesses, communities
and people to thrive in a globally
competitive environment. ”**



**WISCONSIN ECONOMIC
DEVELOPMENT CORPORATION**

VISION

“Leveraging talented professionals and strategic partnerships, WEDC aspires to be a leading and widely-respected state economic development organization, helping Wisconsin elevate its quality of life and long-term economic prosperity for all residents.”



BUSINESS & COMMUNITY DEVELOPMENT



Brownfield & Site Assessment Grants



Community Development Investment



Business Development Tax Credits



Idle Sites Redevelopment Grants



Main Street & Connect Communities





Global Trade and Investment



EXPORTECH



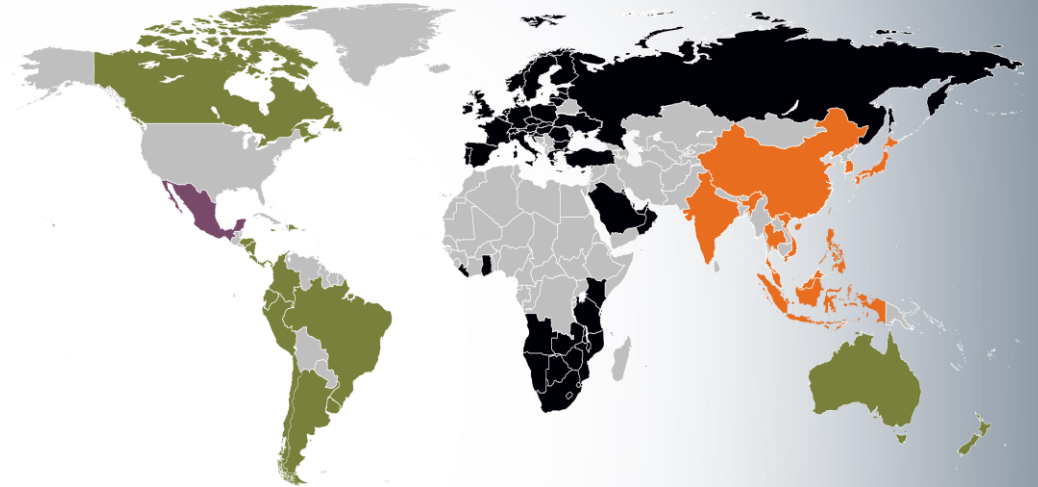
**Global Business
Development Program**



Global Trade Venture



**Key Strategic Partner: (ATR)
Global Network of Authorized Trade Reps**





ENTREPRENEURSHIP AND INNOVATION



Capital Catalyst



Entrepreneurial Micro-Grant



Entrepreneurship Support Grants



Qualified New Business Venture (QNBV)



County Economic Development Offices

715-682-8344	Ashland	www.ashlandareadevelopment.com	Betsey Harries, Executive Director	bharries@ashlandareadevelopment.org	Ashland
715-685-1210	Bayfield	www.bayfieldcountyedc.com	Cole Rabska, Executive Director	info@bayfieldcountyedc.com	Washburn
715-349-2979	Burnett	www.burnettcounty.com/index.aspx?NID=72	Richard Hartman, Director	dhartman@burnettcounty.org	Siren
715-392-4749	Douglas	www.wegrowbiz.org	Jim Ceasar, Executive Director	jim@wegrowbiz.org	Superior
715-561-2922	Iron	www.ironcountywi.com	Kelly Klein, Director	kelly@ironcountywi.com	Hurley
715-744-4700	Price	www/co.price.wi.us/35/Discover-and-Visit	Dennis Rodewald, President	dwr@pctcnet.net	Park Falls
(715) 532-2257	Rusk	www.ruskcounty.org	Andy Albarado, Director	aalbarado@ruskcountywi.us	Ladysmith
715-634-5167, x5516	Sawyer	www.sclcoedc.com	Mike Gardner	president@sclcoedc.com	Hayward
715-748-3327, ext 2	Taylor	www.co.taylor.wi.us	Michelle Grimm	michelle.grimm@ces.uwex.edu	Medford
715-635-8242	Washburn	www.washburncodevelopment.com	Joel Zimmerman, Director	joelz@washburncountyedc.org	Spooner



David Wierzba

Regional Director-Northern WI

David.Wierzba@wedc.org

715-790-3555

608-210-6824

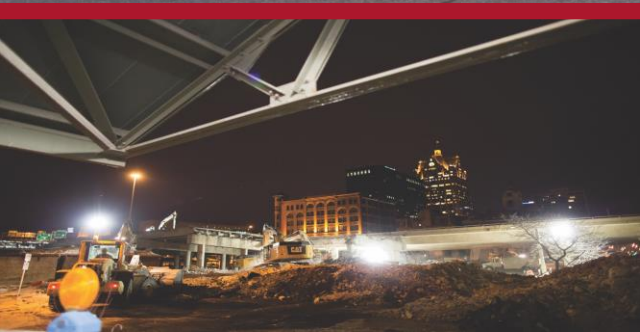
wedc.org | InWisconsin.com



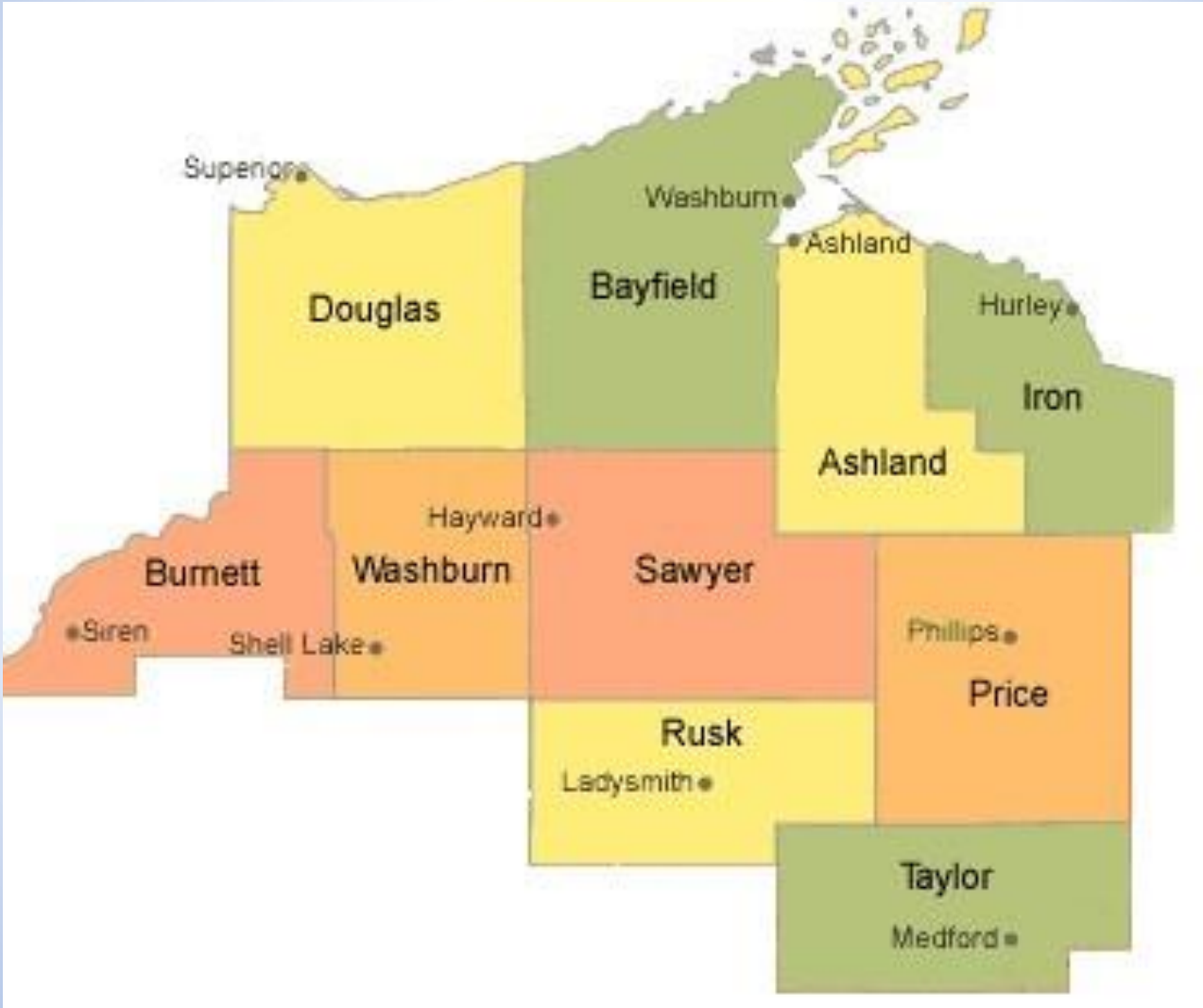
A Procurement Technical Assistance Center (PTAC)

A large, white, neoclassical building with a prominent green dome, illuminated at dusk. The building is surrounded by trees and a paved plaza. The sky is a deep blue, and the lights from the building and surrounding area create a warm glow.

WHAT'S AVAILABLE NOW IN GOVERNMENT CONTRACTING FOR NORTHWEST WISCONSIN March 2021



NORTHWESTERN WISCONSIN



NORTHWESTERN WISCONSIN

COUNTIES:

Ashland
Bayfield
Burnett
Douglas
Iron
Price
Rusk
Sawyer
Taylor
Washburn

TRIBAL NATIONS:

Bad River
Red Cliff
Lac du Flambeau
Lac Courte Oreilles
St. Croix

COMMUNITIES:

Ashland
Bayfield
Hayward
Hurley
Ladysmith
Washburn
Phillips
Medford

STATE OF WISCONSIN DEPARTMENT OF TRANSPORTATION (WISDOT)

- Projects

- <http://wisconsindot.gov/Pages/projects/6yr-hwy-impr/proj-info/default.aspx>

- Small Business Transportation DBE program – women-owned, minority-owned, disabled veteran owned businesses

- <http://wisconsindot.gov/Pages/doing-bus/civil-rights/dbe/default.aspx>



Northwest Region - Ashland, Barron, Bayfield, Buffalo, Burnett, Chippewa, Clark, Douglas, Dunn, Eau Claire, Jackson, Pepin, Pierce, Polk, Rusk, St. Croix, Sawyer, Taylor, Trempealeau and Washburn

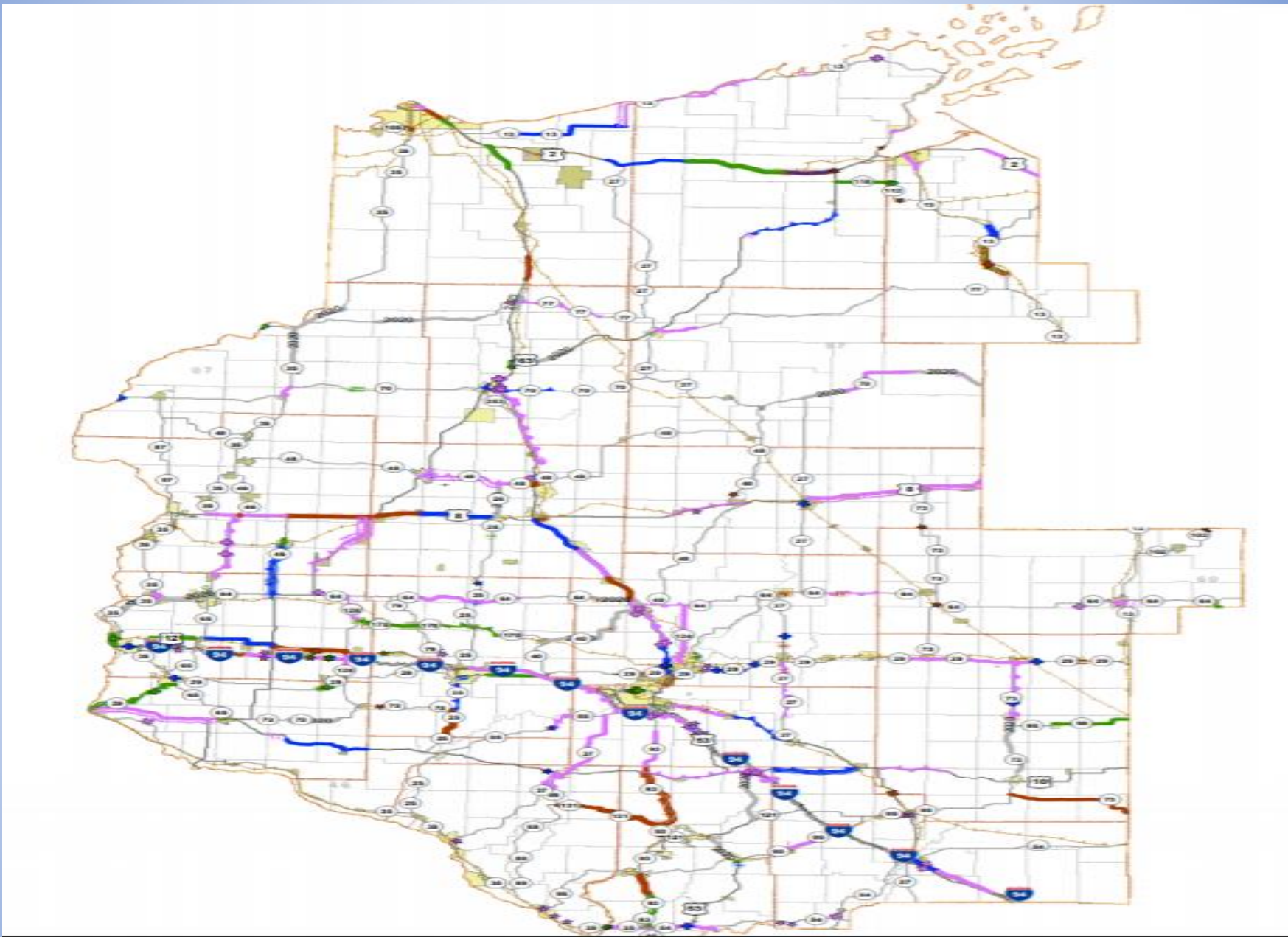
- [Northwest Region program summary](#)
- [Northwest Region project listing](#)
- [Northwest Region project map 2020-2025](#)

For questions about individual Northwest Region projects, contact:

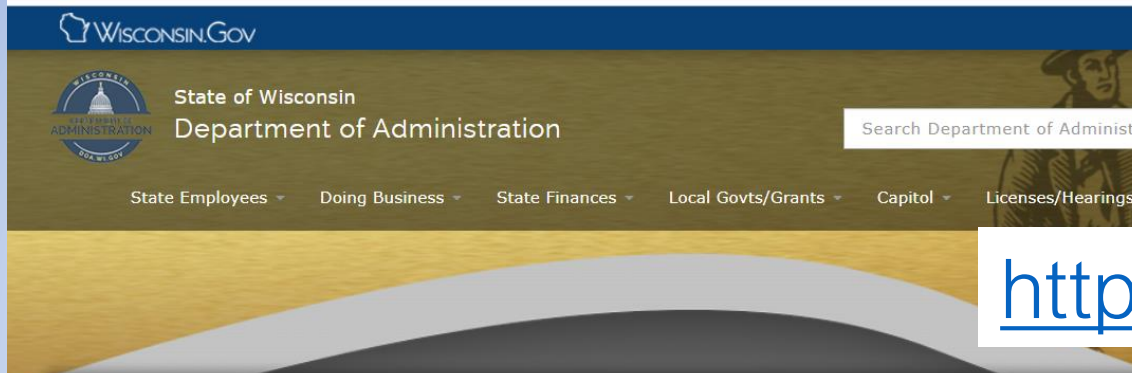
Christena O'Brien, WisDOT Northwest Regional
Communications Manager

(715) 833-9814

christena.obrien@dot.wi.gov



STATE OF WISCONSIN DEPT. OF ADMINISTRATION



<https://doa.wi.gov>

State Bureau of Procurement

About the State Bureau of Procurement

Doing Business with Us

- Solicitation/Bid/Proposal
- [Vendors' Guide](#)
- Supplier Diversity Programs
 - Minority-Owned Business
 - Woman-Owned Business
 - Disabled Veteran-Owned Business
- OpenBook Wisconsin
- Solicitation Informational Webinars

VendorNet & eSupplier

- What are VendorNet & eSupplier?
- [VendorNet 2.0 User Guide](#)
- [eSupplier Bidder FAQs](#)
- [eSupplier Login \(Bidders\)](#)
- [VendorNet Login \(Agencies, UW & ...\)](#)

Agency Information

- Consolidated Agency Purchasing Services (CAPS)
- [Cost Benefit Analysis \(CBA\)](#)
- [Delegation](#)
- [Management Review](#)
- [Pocket Travel Guide](#)
- [Procurement Desk Guide](#)
- Purchasing Card Program
- Purchasing Forms
- State Agency Purchasing Directory
- [Uniform Travel Schedule Amounts](#)

RPA & \$150K System

- [RPA Search \(Prior to 9/2017\)](#)
- [RPA Site Login](#)
- [RPA User Guide - Agencies](#)



Search Bids

Keyword or Number

Agency

NIGP (VendorNET only)

Agent Name

*Hit Enter to Search

Check "Awarded" to search only Awarded Solicitations

Filter By: Awarded/ Canceled

Include eSupplier

Solicitation Reference #	Title	Agency	Available Date	Due Date ▼	Available in eSupplier
--------------------------	-------	--------	----------------	------------	------------------------

mation × +

🔒 vendor.net.wi.gov/Bid.aspx?Id=7f8ebd4a-af85-eb11-812e-0050568c7f0f&name=

VendorNet Registration Bids Contracts NIGP Codes Forms General Procurement FAQ Contact Us

View Bid

Solicitation Reference #:	2021 - 06
Title:	IFB #2021-06 Judicial Center Roof Replacement Project
Available Date:	3/15/2021
Due Date:	4/8/2021 2:00:00 PM
Are faxed Bids acceptable?	No
Bid Synopsis:	Dunn County is requesting bids for the replacement of the roof on our Judicial Center building. The approximately 72,000 square feet.
Agency Contact:	John McLaughlin , Phone: 715-231-6584 Fax: 715-232-1324

View Bid

[Back to Bids](#)

Solicitation Reference #: 111111111

Title: Forest County Potawatomi Community 200 kW Solar Photovoltaic Energy System in the Forest County Potawatomi Community

Available Date: 1/26/2021

Due Date: 3/22/2021 12:00:00 AM

Are faxed Bids acceptable? No

Bid Synopsis: Deployment of a 200 kW Solar Photovoltaic Energy System in the Forest County Potawatomi Community

The Forest County Potawatomi Community is requesting proposals from qualified contractors for the installation of 200 kW solar pv system which has a minimum efficiency of 20% on its newly constructed Community Center. The contractor will be responsible for providing a turn-key project and is responsible for complying with all grant terms. The design, engineering delivery, installation, provision of warranties and limited maintenance for the 200kW photovoltaic system as outlined in this Request for Proposals (RFP) shall be contemplated by the contractor when preparing a response. Submit responsive proposals



All Award Data ▾

I'm looking for..

Search

Welcome

This will be the official U.S. government website for people who make, receive, and manage federal awards.



What Can I Do Here?

Contracting



Wage Determinations (WDOL)

This website has officially replaced [WDOL.gov](#).

- [About Wage Determinations](#)
- [Search Wage Determinations](#)



[FBO.gov](#) and [FPDS.gov](#) remain the authoritative sources for contract

Search Results

Showing 1 - 10 of 15 results

Sort By

Relevance

Fountain City Service Base HVAC Ductwork

Contract Opportunities

The following is a Request for Quote (RFQ).

Notice ID

W912ES21Q0049

The U.S. Army Corps of Engineers (USACE), St. Paul, Minnesota District has a requirement for a

Current Date Offers Due

Apr 02, 2021 10:00 am CDT

...

Last Updated Date

Mar 19, 2021

Department/Ind. Agency

DEPT OF DEFENSE

Last Published Date

Mar 19, 2021

Sub-tier

DEPT OF THE ARMY

Type

Original Solicitation

Office

W07V ENDIST ST PAUL

GREEN BAY HARBOR DREDGING, GREEN BAY, WISCONSIN, (USACE-CHICAGO DISTRICT PROJECT)

This pre-solicitation notice is being issued by the United States Army Corps of Engineers - Chicago District to inform interested/potential contractors.

...

Department/Ind. Agency
DEPT OF DEFENSE

Sub-tier
DEPT OF THE ARMY

Office
W072 ENDIST CHICAGO

Contract Opportunities

Notice ID
W912P621B0003

Current Response Date
Apr 21, 2021 03:00 pm CDT

Last Updated Date
Feb 12, 2021

Last Published Date
Feb 12, 2021

Type
Original Presolicitation

Chequamegon-Nicolet National Forest - Bass Lake Recreation Area Well Replacement

This Chequamegon-Nicolet National Forest has a requirement for the installation of a new drilled well including screen, pump, drop pipe,

...

Department/Ind. Agency

AGRICULTURE, DEPARTMENT OF

Sub-tier

FOREST SERVICE

Office

USDA-FS, CSA EAST 13

Contract Opportunities

Notice ID

12445521Q0011

Current Response Date

Mar 23, 2021 04:00 pm EDT

Last Updated Date

Feb 23, 2021

Last Published Date

Feb 23, 2021

Type

Original Presolicitation

U.S. Department of Agriculture (USDA) Seeks to Lease Office and Related Space in Menomonie, WI

The U.S. Department of Agriculture (USDA) seeks to lease the following space

City, State:

Menomon

...

Department/Ind. Agency

GENERAL SERVICES ADMINISTRATION

Sub-tier

PUBLIC BUILDINGS SERVICE

Office

PBS CENTRAL OFFICE - BROKER SVCS

Contract Opportunities

Notice ID

57-55033-20-FA

Current Response Date

Apr 02, 2021 05:00 pm EDT

Last Updated Date

Mar 16, 2021 (1)

Last Published Date

Mar 16, 2021

Type

Updated Presolicitation

Alfalfa Harvesting and Bagging IDIQ

This is a combined synopsis/solicitation for commercial items prepared in accordance with the format in Subpart 12.6, as supplemented with addition

...

Department/Ind. Agency

AGRICULTURE, DEPARTMENT OF

Sub-tier

AGRICULTURAL RESEARCH SERVICE

Office

USDA ARS MWA AAO ACQ/PER PROP

Contract Opportunities

Notice ID

12505B21Q0035

Current Date Offers Due

Mar 24, 2021 05:00 pm CDT

Last Updated Date

Mar 4, 2021

Last Published Date

Mar 4, 2021

Type

Original Combined
Synopsis/Solicitation

THE BASICS

1. Explore the Government market – is there a potential opportunity for your business.
2. Understand the US SBA Small Business Programs
3. Register in “System for Award Management” (SAM)
4. Develop a strong profile in SBA’s Dynamic Small Business Search (DSBS)
5. Do your Market Research - target your market
6. Identify current and future opportunities – refine your target
7. Develop a targeted and strong Capabilities Statement
8. Learn the process, rules, requirements and regulations
9. Develop relationships Government agencies, current contractors / subcontractors and supporting resources
- 10. BID – WIN - PERFORM**

1. EXPLORE THE GOVERNMENT MARKET – IS THERE A POTENTIAL OPPORTUNITY FOR YOUR BUSINESS ?

CONSIDER THE FOLLOWING WHEN ANSWERING THIS QUESTION

- Past performance – at any level: local, state, federal
- Financial requirements – bonding, financing, cash flow
- Capacity – labor, facilities, time
- Solid Knowledge of regulations, laws, processes, compliance unique to the government
- Process – understanding requirements, getting paid, getting approvals
- Relationships – agency, end user, buyer

2. UNDERSTAND THE US SBA SMALL BUSINESS PROGRAMS

- 23 percent of prime contracts and subcontracts for small businesses [table of size standards](#);
- 5 percent of prime and subcontracts for [women-owned small businesses](#);
- 5 percent of prime contracts and subcontracts for [Small Disadvantaged Businesses](#) (including minority);
- 3 percent of prime contracts and subcontracts for [HUBZone](#) small businesses;
- 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].

Large Prime Contractors must also negotiate small business goals

3. REGISTER IN SAM

NO COST TO REGISTER in SAM

The screenshot shows the SAM website homepage. At the top left is the SAM logo with the text "SYSTEM FOR AWARD MANAGEMENT". To the right is a yellow callout box: "A NEW WAY TO SIGN IN - If you already have a SAM account, use your SAM email for login.gov." with a "Log In" button. Below this is a dark blue navigation bar with links: HOME, SEARCH RECORDS, DATA ACCESS, CHECK STATUS, ABOUT, HELP. A "Login.gov FAQs" link is also present. Three red alert boxes follow: "ALERT: June 11, 2018: Entities registering in SAM must submit a notarized letter appointing their authorized Entity Administrator. Read our updated FAQs to learn more about changes to the notarized letter review process and other system improvements.", "ALERT: SAM.gov will be down for scheduled maintenance Saturday, 05/11/2019, from 8:00 AM to 1:00 PM (EDT).", and "ALERT: CAGE is currently experiencing a high volume of registrations, and is working them in the order in which they are received. When your registration is assigned to a CAGE Technician, you will be contacted by CAGE, if necessary, for any additional information." Below the alerts, a paragraph states: "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:" followed by a bulleted list: "Register to do business with the U.S. government", "Update or renew your entity registration", "Check status of an entity registration", and "Search for entity registration and exclusion records". A large blue link "[https://sam.gov](\"https://sam.gov\")" is displayed. The "Getting Started" section features three cards: "Create A User Account" with a person icon and a plus sign, "Register Entity" with a folder icon and a plus sign, and "Search Records" with a magnifying glass icon over a document. Each card includes a brief description of the action. The footer contains the GSA logo and a list of links: Search Records, Data Access, Check Status, About, Disclaimers, Accessibility, Privacy Policy, FAPIIS.gov, GSA.gov/IAE, GSA.gov, and USA.gov.

4. DEVELOP A STRONG PROFILE IN DSBS



DSBS

Skip Navigation > Accessibility Options >

Mobile View Print Exit Help

DSBS Quick Market Search TM OnLine

Welcome to the D

<http://dsbs.sba.gov>

All search form hotlir

All form fields that require typing in d

This is generally a self-certifying Development, HUBZone or Small awarding a contract.

Data validation took 0.02 seconds. The count and search queries took 2.66 seconds and 3.02 seconds, respectively.

Displaying profiles 1 - 25 (of 177 profiles matching criteria):

the firm is at least one of: service-disabled veteran owned;
the profile location is in: Wisconsin;
the profile's status is Active;
and randomized by original start time of search: 2019-04-20 12:56

Location of Profile

States: (any state)

- AL - Alabama
- AK - Alaska
- AA - American Atlantic (APO/FPO)
- AE - American Europe (APO/FPO)
- AP - American Pacific (APO/FPO)

Searching (Requires)

Country

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capa
1	ELE JANITORIAL SERVICES LLC	James Curry	5225 W BELOIT ROAD MILWAUKEE, WI 53214-5335	Provides full cleaning/janitorial services including window cleaning, stripping,
2	Buckner, Michael DEAR Management Consulting Company	Michael Buckner	11125 88th St Pleasant Prairie, WI 53158-1328	D.E.A.R. is a SDVOSB, minority owned small business that provides excepti staff development training, employee empowerment strategies.
3	Marc-On Shooting LLC Marcon Shooting	Daniel R Marcon	4089 124th St Chippewa Falls, WI 54729-2791	
4	414RESTORE LLC	BRIAN FARNAND JR	6426 S 35TH ST APT 6 FRANKLIN, WI 53132-8718	remodeling construction (including additions, alterations, reconstruction, m multifamily. Included in this industry are remodeling general contractors, fo management firms.
5	MISSION FIRST GLOBAL, INC.	JONATHAN F LEHMAN JR	617 N 74TH ST WAUWATOSA, WI 53213-3603	Delivering quality services to U.S. government entities worldwide, through
6	Heale Manufacturing Co., Inc.	ROD COPEs	1231 The Strand Waukesha, WI 53186-3861	MILITARY & COMMERCIAL ELECTRIC WIRE HARNESSES CABLE ASSEMBLIES IGNITION LEADS BATTERY CABLES JUMPER CABLES BUSS BARS SUPPRESS
7	FRANK'S INC Frank's Logging	Jenny Levknecht	N2467 KORONKIEWICZ LN PESHTIGO, WI 54157-9649	
8	Menet Aero, Inc.	Peter Menet	517 E Otjen St Milwaukee, WI 53207-1611	Menet Aero provides world class aviation and Unmanned Aircraft System (U military trained aviators that have performed manned and unmanned aviati post processing of the data we collect. The industries we have commercially measurement and site survey), construction (photogrammetric survey & pr

5. DO YOUR MARKET RESEARCH - TARGET YOUR MARKET

<https://www.usaspending.gov>

HISTORY
– the
PAST

- Top 10: Department Full Name**
- DEPT OF DEFENSE (43517)
 - GENERAL SERVICES ADMINISTRATION (33225)
 - VETERANS AFFAIRS, DEPARTMENT OF (12935)
 - JUSTICE, DEPARTMENT OF (12410)
 - AGRICULTURE, DEPARTMENT OF (2800)
 - INTERIOR, DEPARTMENT OF THE (1921)
 - HEALTH AND HUMAN SERVICES, DEPARTMENT OF (1428)
 - HOMELAND SECURITY, DEPARTMENT OF (1329)
 - NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (5177)
 - TRANSPORTATION, DEPARTMENT OF (4961)

- Top 10: Contracting Agency Name**
- FEDERAL ACQUISITION SERVICE (32928)
 - DEFENSE LOGISTICS AGENCY (2599)
 - VETERANS AFFAIRS, DEPARTMENT OF (127497)
 - FEDERAL PRISON SYSTEM (10996)
 - DEPT OF THE ARMY (9172)
 - DEPT OF THE NAVY (4811)
 - PUBLIC BUILDINGS SERVICE (2157)
 - DEPT OF THE AIR FORCE (1984)
 - FOREST SERVICE (931)
 - U.S. COAST GUARD (929)

- Top 10: Vendor Full Name**
- ED LIABILITY COMPANY (173081)
 - JONAL, INC. (87143)
 - LLC (5917)
 - DDUCTS INCORPORATED (5895)
 - COMPANY (1581)
 - STION (1492)
 - JONAL (11891)
 - D. (717)

- Top 10: Treasury Account Symbol**
- 974930 (21549)
 - 302100 (2434)
 - 171804 (21382)

List Of Contract Actions Matching Your Criteria Results 1 - 30 of 11494

Award ID (Mod#):	Vendor Name:	Date Signed:	Referenced ID#:	NAICS (Code):	Vendor City:	Vendor State:	Global Vendor Name:	Award Type:	Contracting Agency:	Action Obligation:	Contracting Office:	PSC (Code):	Vendor DUNS:	Vendor ZIP:	Global DUNS Number:
1295A219P0032 (P0001)	COMPASS POINT LLC	April 19, 2019		TIMBER TRACT OPERATIONS (113110)	JANESVILLE	WI	COMPASS POINT LLC	PURCHASE (	FOREST SERV	\$0	USDA FOREST	NATURAL RE PREPARAT	826308277	535450378	826308277
140D0418C0009 (P00003)	INDUSTRIES FOR THE BLIND, INC.	April 19, 2019		COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION (230220)	MILWAUKEE	WI	INDUSTRIES FOR THE BLIND, INC.	DEFINITE (	DEPARTMENT	\$0	IBC ACQ SVCS	ARCHITECT, OFFICE BUIL	006096200	532141016	006096200
205AE919P00116 (0)	BELLMAN HOWARD S MEDIATION & ARBITRATION	April 19, 2019		ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES (541990)	MADISON	WI		PURCHASE (	INTERNAL RE	\$5,444.29	MIDWEST RE	SUPPORT-P	195389549	537171810	

<https://www.fpds.gov>

6. IDENTIFY CURRENT AND FUTURE OPPORTUNITIES

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

Center Gateway
an extension of www.wisconsin.gov

Home
Report Awards
Bid Search
Contact Information
Surveys
Events
Links

Wisconsin Awards - Aina

BID MATCHING HAS A NEW LOOK and ADDED INFORMATION.

Are you receiving BID MATCHES that accurately reflect opportunities in line with your businesses capabilities? Bid matches are generated based on the information in your profile. If your profile needs updating, please contact WPI.

Archive Search Company Profile Supply Codes Detailed Supply Codes NAICS Search

RFQ Date	FBO	DLA	Other Fed	Web	Intl	Local
2019-04-19	11	0	0	0	36	0
2019-04-18	29	0	0	0	40	0
2019-04-17	24	1	0	2	35	0
2019-04-16	16	1	0	0	38	0
2019-04-15	16	1	0	4	71	0
2019-04-12	18	3	0	0	39	0
2019-04-11	15	0	0	0	32	0
2019-04-10	32	0	1	0	35	0
2019-04-09	9	0	1	0	43	0
2019-04-08	18	1	1	0	57	0
2019-04-05	20	1	1	3	37	0

WPI Bid Matching – contact WPI

6. Identify current and future opportunities

An official website of the United States government [Here's how you know](#) Authoritative site for Assistance Listings and Wage Determinations

SAM^{beta}.GOV

All Award Data ▾ I'm looking for.. Search


Welcome

This will be the official U.S. government website for people who make, receive, and manage federal awards.

100% FREE TO USE
Official U.S. Government Website
100% FREE TO USE


What Can I Do Here?

Contracting

 **Wage Determinations (WDOL)**
This website has officially replaced WDOL.gov.

- About Wage Determinations
- Search Wage Determinations

FBO.gov and FPDS.gov remain the authoritative sources for contract



Shop by
Category ▾

Search

Products ▾

Go

Advanced Search



Products

Building & Industrial

Electronics & Technology

Facilities & Supplies

Furniture & Furnishings

Janitorial & Sanitation Supplies FSSI
(BIC)

Law Enforcement, Fire & Security

Maintenance, Repair & Operations
FSSI (BIC)

Office Equipment

Office Supplies

Office Supplies & Equipment FSSI
(BIC)

Scientific & Medical

Tools, Paint & Recreational

Vehicles & Equipment

vantage/department/main.do?sessionId=4fjF4Geur-MFYmlubSP6SnpI.A7?cat=ADV.FSSI

About Buying Services ▶



NOW AVAILABLE

Federal Strategic Sourcing Initiative (FSSI)

Office Supplies 4th Generation (OS4)

[Learn More](#)

1 2 3 4 5 6

Special Programs



Environmental
Products



Laptop and
Desktop
Computers



Disaster Relief



Security Related
Products

Strategic Sourcing

Leveraging Government
buying power to get you the
best value and price.

Products ▾

Services ▾

6. IDENTIFY CURRENT AND FUTURE OPPORTUNITIES

ACQUISITION.GOV

Home Federal Acquisition Regulation (FAR) Supplemental Regulations FAR Smart Matrix Archives Policy N

Home>>Agency Recurring Procurement Forecasts

Agency Recurring Procurement Forecasts

Home Page Small Business Business Opportu

Procurement Forecast

- Department of Agriculture
- Department of Commerce
- Department of Defense
- Department of Education
- Department of Homeland Security
- Department Housing and Urban Development
- Department of the Interior
- Department of Justice
- Department of Labor
- Department of State
- Department of Transportation
- Department of the Treasury

<https://www.acquisition.gov/procurement-forecasts>

March 12 - 13, 2019 (Add to Outlook)
Herndon, VA

**FY2020
DOD & FEDERAL
AGENCY PROGRAM
BRIEFINGS
MARCH 12**

The DOD & Federal Agency Program Briefings provides SAME members a chance to hear about the projected upcoming fiscal year engineering, construction and environmental programs from contracting representatives, flag and general officers, and senior executive service leaders from the engineering components of the military services and select federal agencies.



Small Business Event- Construction Contract Industry Day
Solicitation Number: **GS08-SmallBusinessEvent-April-2019**
Agency: General Services Administration
Office: Office of Small Business Utilization
Location: Customer & Stakeholder Engagement (CASE) Division

Notice Details Packages

Buyers: [Login](#) | [Register](#) Vendors: [Login](#) | [Register](#) Accessit



SMALL BUSINESS EVENT- US Army Corps of Engineers Rock Island District Industry Day
Solicitation Number: **W912EK-19-INDUSTRYDAY**
Agency: Department of the Army
Office: US Army Corps of Engineers
Location: USACE District, Rock Island

7. DEVELOP A TARGETED CAPABILITIES STATEMENT



CAPABILITIES STATEMENT

DUNS# 143133754
CAGE# 4TZW5

CERTIFICATIONS
SDVOSB (CVE Verified)
WOB
HUBZone (SBA)
DBE, Virginia, Texas, Louisiana, Maryland

NAICS CODES
PRIMARY
236220 Commercial Construction
238390 Rough Carpentry
238390 Doors, Fixtures, Hardware
238390 Furniture
238310 Drywall
238330 Flooring

BONDING
\$20m per/\$40m aggregate

OFFICE LOCATIONS
Dumfries, Virginia
New Orleans, Louisiana
San Antonio, Texas

KEY PERSONNEL
Amber Peebles, President
Melissa Schneider, VP
Clay Frock, COO
Sheila Henderson, CAO

CONTACT INFO
Athena Construction Group, Inc.
18051 Dumfries Shopping Plaza
Dumfries, Virginia 22026

703.221.7151 office
703.221.7929 fax

www.athenaconstructiongroup.com
info@athenaconstructiongroup.com

COMPANY SUMMARY

Athena Construction Group is the oldest, largest and most respected SDVOSB, WOB, HUBZone construction company in America. We specialize in General Contracting and self-performing the installation of Doors, Frames and Hardware and Drywall. Widely acknowledged for our integrity and ability to complete complex difficult projects, Athena is the company of choice for federal agencies, large General Contractors and private clients.

With significant federal experience our staff has in excess of 100 years of construction expertise. Combined, our professionals speak six different languages, have multiple degrees in engineering, and have OSHA 30, USACE CQM, ASHE, ICRA and LEED certifications.

We are proud to have Hensel Phelps as our Mentor in the DoD Mentor Protégé program.

CORE COMPETENCIES

Rough Carpentry
Interior Build-out
Furniture Supply & Installation
Painting
Doors, Frames, Hardware & Installation
Light Commercial Construction
Highway Work

CORPORATE EXPERTISE

Following is a list highlighting some of our accomplishments to date:

PROJECTS

<p>FEDERAL CLIENTS</p> <ul style="list-style-type: none"> • Walter Reed Medical Center • VA Healthcare, VA Cemetery • DHS, St. Elizabeth's • ICC-B • Ft. Belvoir Community Hospital • Pax River 	<p>PRIVATE CLIENTS</p> <ul style="list-style-type: none"> • VA Audie Murphy • POFF Federal Building • Canon House Office Building • Camp Pendleton Naval Hospital • WWII Memorial • National Museum of the Marine Corps 	<ul style="list-style-type: none"> • Baker Daniels • Blank Rome LLP • Epstein Becker Green • Frederick Community College • George Mason University • Raytheon
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Custom Fabricating & Supplies
5500 West Oakwood Park Drive
Franklin, WI 53132
(P) 414-421-2600 (F) 414-421-2700



Capability Statement

www.customfabricate.com

Founded in 2001, Custom Fabricating & Supplies (CFS) is a privately held, certified Women Owned Small Business located in Franklin, Wisconsin. Our 30+ years of expertise along with our Custom Rubber Molded Parts and Die Cuts, Extrusions, 3D Rapid Prototyping and same day shipping on stock items have made us an industry leader in Masking Protection and Plastic Finishing. Providing Great Customer Service is top priority and our goal has been the same since day one – to make sure YOU are completely satisfied!

Industries Served

- Military and Defense
- Aerospace and Automotive
- Medical and Dental
- Electronics and Lighting
- Wholesale and Manufacturing

Core Competencies

3D Rapid Prototyping

Masking Protection

- Caps
- Plugs
- Tapes
- Hooks

Custom Rubber Molded Parts, Die Cutting and Extrusions

- Surface Protection
- Mounting & Holding
- Seals
- Gaskets
- Spacers
- Shielding
- Masking
- Insulators
- Bumpers
- Grommets
- O-Rings



Company Snapshot

CAGE Code: 4L1K1
DUNS Number: 058065520

Government Business POC: Henry Asik
E-Mail: henry@customfabricate.com
Phone: 414-421-2600



Primary NAICS Codes



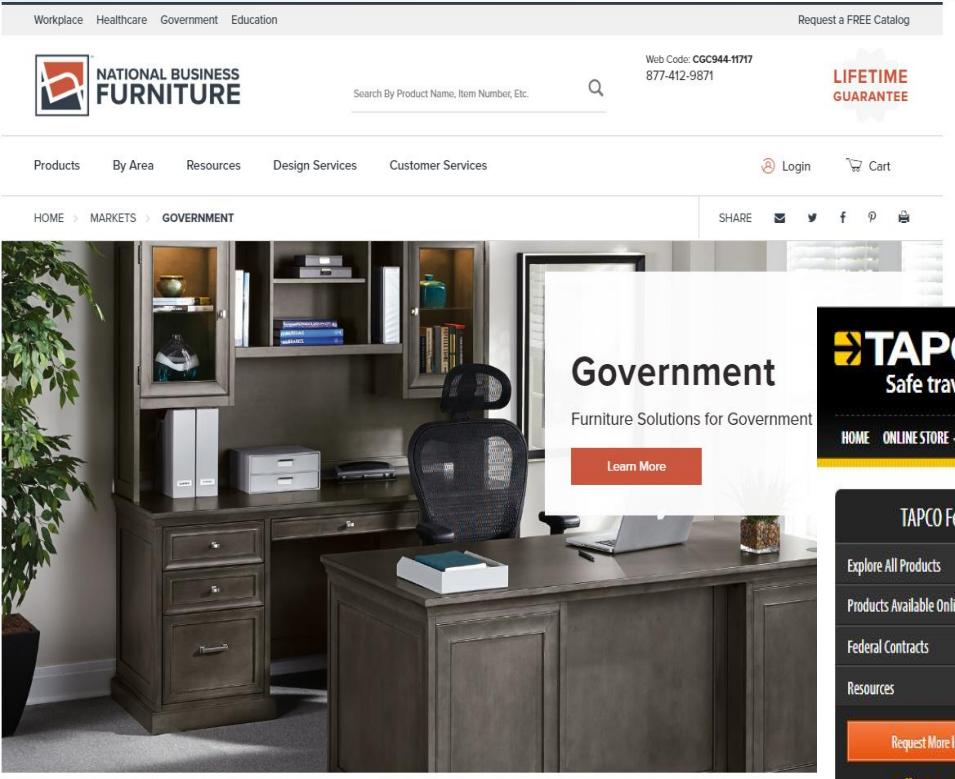
322220	Paper Bag and Coated and Treated Paper Mfg.
326112	Plastic Packaging Film and Sheet (Including Laminated) Mfg.
326199	All Other Plastics Product Mfg.
326291	Rubber Product Manufacturing For Mechanical Use
326299	All other Rubber Product Mfg.
333999	All Other Miscellaneous Purpose Machinery Mfg.
339991	Gasket Packaging And Sealing Device Mfg.



Quality Policy
To Exceed our customers expectations in quality, delivery and cost through continuous improvement and customer interaction



7. DEVELOP A TARGETED AND STRONG CAPABILITIES STATEMENT AND WEBSITE



7. DEVELOP A TARGETED CAPABILITIES STATEMENT AND BUSINESS CARDS

- **CLEARLY** states what your business DOES – use a tag line if necessary
- **COMPLETE** contact information including street address, telephone and email
- **NAICS** codes – **NIPG** codes – DUNS – CAGE CODE
- Website
- Small business designations – small, HUBZone, SDVOSB, MBE.....
- Quality level, ITAR, other technical and professional certifications of value to market
- ALSO
 - Professional in appearance – include logo
 - Light colored background - non glossy paper
 - If recent “award recipient” – would need to be recognizable

The diagram illustrates the layout of a business card. The front view includes a logo placeholder, business name, tagline, contact information, and various designations. The back view includes a logo placeholder, DUNS and CAGE codes, experience statement, and memberships/awards.

FRONT

BACK

7. DEVELOP A PREPARED VERBAL INTRODUCTION OF YOUR BUSINESS

- SHORT and TIGHT introductory statement – maybe 30 seconds or so
 - Who you are
 - What you do
 - Keep it businesslike
 - Try it – refine it – try it – refine it – until you feel it is just right

Good afternoon. Example - My name is Red Green, President of the Green Barge Company based in Jacksonville, Florida. Our company specializes in shoreline clean up and reconstruction.

7. DEVELOP A PREPARED VERBAL INTRODUCTION OF YOUR BUSINESS

You would use this as your discussions continue, or if you are in a situation where a longer opening is available and appropriate. Length: One to two minutes.

*My name is Red Green, President of the Green Barge Company based in Jacksonville, Florida. Our company specializes in shoreline clean up and reconstruction. We are currently working with the **US Army Corps of Engineers** on repairing areas on the St. Josephs River damaged after **Hurricane Irma**. Green Barge is **certified as a HUBZone** with **10 years of experience** in shoreline work. We have an experienced crew with a **superior safety record**.*

8. LEARN THE PROCESS, RULES, REQUIREMENTS AND REGULATIONS

ACQUISITION.GOV

Home Federal Acquisition Regulation (FAR) Supplemental Regulations FAR Smart Matrix Archives Policy Network

Proposed Rules

READ MORE

FEDERAL REGISTER
The Daily Journal of the United States Government

Rules Currently Open For Public Comment

FAR ALERT NOTICE in a minute

Activity Address Codes

FAN In A Minute: Episode One

FAN In A Minute: Episode Two

FAN In A Minute: Episode Three

<https://www.acquisition.gov>

ACQUISITION.GOV

Home Federal Acquisition Regulation (FAR) Supplemental Regulations FAR Smart Matrix Archives Policy Network

Federal Acquisition Regulation (FAR)

Full FAR Download in Various Formats

FAC Number	Effective Date	HTML	XML	PDF
FAC_2019-01	01-22-2019			

Browse FAR Part/Subpart and Download in Various Formats

Parts/Subparts	HTML	XML
Part 1 - Federal Acquisition Regulations System		
Subpart 1.1 - Purpose, Authority, Issuance		

9. DEVELOP RELATIONSHIPS WITH GOVERNMENT AGENCIES, OTHER CONTRACTORS / SUBCONTRACTORS AND SUPPORTING RESOURCES



- EVENT CALENDAR
- FEDERAL GOVERNMENT
- STATE & LOCAL GOVERNMENT
- GRANTS
- SUCCESS & AWARDS
- FAQS

« All Events

14TH ANNUAL WISCONSIN GOVERNMENT BUSINESS OPPORTUNITIES CONFERENCE (GOBC) – WEBINAR

June 24



14th Annual Wisconsin Government Opportunities Business Conference (GOBC)



In partnership with Volk Field ANG and Fort McCoy

Details

Date:
June 24
Event Categories:
Conference, WPI Events

Organizer

Hilary DeBlois
Phone:
(414) 688-3882
Email:
hilaryd@wispro.org

Additional Information

Presented By
Envision Greater Fond du Lac
Fort McCoy
Florence County Economic
Development Corporation
Juneau County Economic
Development Corporation
National Contract Management

BREAKING: Marinette Marine Tapped to Build Navy's Next-Gen Frigate

4/30/2020
By Jon Harper



An artist rendering of the guided-missile frigate FFG(X)

Photo: Navy

The Navy has awarded Fincantieri Marinette Marine Corp. a \$795 million fixed-price incentive contract for detail design and construction of a new class of guided-missile frigates known as FFG(X), the service announced April 30.

The contract will provide for the delivery of up to 10 platforms, post-delivery availability support, engineering and class services, crew familiarization, training equipment and provisioned item orders. The cumulative value will be \$5.6 billion if all options are exercised.

9. DEVELOP RELATIONSHIPS WITH Government AGENCIES, OTHER CONTRACTORS / SUBCONTRACTORS AND supporting RESOURCES

The screenshot shows the NDIA website with a navigation bar containing: Meetings & Events, Policy, Membership, Divisions, Education, Chapters, and a blue 'Join' button. A search icon is also present. A red banner below the navigation bar reads: 'Click here for NDIA information related to Coronavirus (COVID-19)'. The main content area features a large article titled 'NDIA COVID-19 Small-Business Impacts Survey Summary' with a 'Small Business' tag. The article text states: 'In this report, members of NDIA's Strategy & Policy Team analyze the results of the NDIA COVID-19 Small-Business Impacts Survey to assess the initial impacts of the COVID-19 crisis.' To the right of the article are three smaller news items: 'The DIB Amid COVID-19: Survey Summary', 'NDIA Connect is Now Live', and 'Small Business NDIA COVID-19 Small-Business Impacts Survey Summary'. The Windows taskbar at the bottom shows various application icons, a 100% zoom level, and the time 11:31 AM.



MARKETPLACE WISCONSIN

GOVERNOR'S CONFERENCE ON DIVERSE BUSINESS DEVELOPMENT

October 23-24, 2019

ABOUT EVENT DETAILS AWARDS PARTICIPATE

MARKETPLACE WISCONSIN

Governor's Conference on Diverse Business Development

OCTOBER 23-24, 2019
POTAWATOMI HOTEL & CONFERENCE CENTER
MILWAUKEE

-  REGISTER FOR MARKETPLACE
-  BECOME A SPONSOR
-  BUYER MEETINGS
-  CONTRACTING ACADEMY RE

<https://www.marketplacewisconsin.com/>

10. BID – WIN - PERFORM

• BID to WIN

- Read the Solicitation and associated Requirements
- Understand the bid process and your obligations
- Respond as detailed in the requirement
- Ask if you do not understand
- Consider Partnering, Mentor-Proteges, Joint Ventures, and Subcontracting – be selective in who you choose
- Know your competition. (Market Research: FPDS and USASpending.gov)
- Be selective in what you bid. “You can’t do everything.”

• WIN

- CELEBRATE with employees, stakeholders
- UNDERSTAND what you WON

• PERFORM

- Past Performance is critical to future contract awards
- Communicate with subcontractors and suppliers – they affect your Past Performance rating.

TO REVIEW... THE BASICS

1. Explore the Government market – is there a potential opportunity for your business?
2. Understand the U.S. SBA SMALL BUSINESS PROGRAMS
3. Register in SAM
4. Develop a strong profile in DSBS
5. Do your Market Research - TARGET your market
6. Identify current and future opportunities – refine your TARGET
7. Develop a targeted and strong Capabilities Statement
8. Learn the process, rules, requirements and regulations
9. Develop relationships: Government agencies, current contractors / subcontractors and supporting resources at networking events!
- 10. BID – WIN - PERFORM**

LAST WORDS OF ADVICE

- Do Your Homework – Understand your Customer and their needs.
- YOU NEED TO GET OUT THERE and **NETWORK**
- LEARN – as much as you can to compete and succeed
- PATIENCE
- TENACITY
- BE WILLING TO SHARE
- BE WILLING TO PARTNER
- ASK WPI if you NEED HELP



UPCOMING TRAINING - EVENTS

CYBER FRIDAY LIVE WEBINAR SERIES

April 16, 2021 Your Cyber Plan Cannot Be Static – Here’s Why!

April 30, 2021 Testing and Strengthening Your Cyber-Defenses Using Exercises

May 14, 2021 Corporate Acquisition, Insider threats, or Strategic Investments
– All Threats to Consider

May 28, 2021 The Cybersecurity Plan Looks Great

June 11, 2021 Blockchain

Register at: <https://www.wispro.org/faqs/what-is-wpis-current-cyber-friday-webinar-schedule/>

PRESENTED BY



A Procurement Technical Assistance Center (PTAC)



TECHNOLOGY
INNOVATION CENTER
— at RESEARCH PARK



ACQUISITION HOUR LIVE WEBINAR SERIES

▪ April 6, 2021

Acquisition Hour: Intellectual Property for Government Contractors & Subcontractors & the STTR/SBIR Stakeholder

[CLICK HERE](#) for additional information

Presented by Laura Grebe, Husch Blackwell

▪ April 20, 2021

Acquisition Hour: Introduction to Certifications Available to Minority Owned Businesses

[CLICK HERE](#) for additional information

Tondra Davis, Wisconsin Department of Administration; Madalena Maestri, Wisconsin Department of Transportation; Benjamin Blanc, Wisconsin Procurement Institute

▪ April 6, 2021

Acquisition Hour: Introduction to Certifications Available to Woman Owned Businesses

[CLICK HERE](#) for additional information

Shane Mahaffy, U.S. Small Business Administration and Tondra Davis, State of Wisconsin Department of Administration

▪ April 21, 2021

Acquisition Hour: Learning about the Surety Bond Guarantee from the U.S. SBA

[CLICK HERE](#) for additional information

Presented by Tamara Murray, U.S. Small Business Administration

▪ April 13, 2021

Acquisition Hour: Veterans' Small Business Certifications – Federal and State

[CLICK HERE](#) for additional information

Shane Mahaffy, U.S. Small Business Administration and Tondra Davis, State of Wisconsin Department of Administration

2021 FAR Up Close Series

February 10, 2021	Overview of the FAR
February 17, 2021	FAR Regulations and Clauses on Subcontracting
March 3, 2021	FAR Regulations and Clauses in Commercial Items
March 10, 2021	FAR and DFARS Regulations and Clauses in Manufacturing Contracts
March 17, 2021	FAR Regulations and Clauses in Federal Service Contracts
April 7, 2021	FAR Clauses in Federal Construction Services
April 14, 2021	FAR Regulations for Procurement of Architect Engineer Services

CYBERSECURITY – UPDATE – DECEMBER 2020

- CMMC -
 - Implementation continues
 - Pathfinder contracts to be announced soon – article, Dec 1, 2020
 - CMMC requirements will be included
 - Full implementation expected by Oct 2025
- New clauses and requirements –
 - DFARS 252.204-7019
 - DFARS 252.204-7020 – applies to contracts subject to 252.204-7012
 - With few exceptions, these requirements apply to all Primes and Subcontractors
 - Consistent with philosophy shift of self-attest to verifiable
 - Three levels – Base – self-performed , Medium & High - DCMA

252.204-7020 – BASIC ASSESSMENT

- Requires
 - System Security Plan(SSP)
 - Plan of Action – with dates for outstanding items
 - Basic Assessment
- Six elements uploaded to Supplier Performance Risk System (SPRS)
 1. System Security Plan name (if more than one system is involved)
 2. Brief description of Plan Architecture
 3. CAGE code associated with SSP
 4. Date Assessment performed
 5. Summary Score
 6. Date a score of 110 to be achieved

CURRENT CYBER REQUIREMENTS

- FAR 52.204-21 – Federal Contract Information
- DFARS 252.204-7012
- Requirements cited in solicitation/contract

Need assistance – please contact Marc Violante from WPI at marcv@wispro.org or 920-456-9990

PRESENTED BY

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www.wispro.org

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