

# Expanding Business Opportunities in Rural Wisconsin

## JACKSON COUNTY – A Newly Designated HUBZone



8:00 am – 8:30 am **Registration and Networking Breakfast/Coffee**

8:30 - 8:45 am **Welcome and introductions**

- Amanda Gunn, Executive Director for Black River Area Chamber of Commerce
- Brad Chown, Administrator, Black River Falls City

8:45 -10:00 am **Federal Government 101 – How to Successfully Sell to the Federal Government** – *presented by Benjamin Blanc, Government Contract Specialist*

10:00 - 10:15 am **Break**

10:15 - 10:45 am **US SBA Small Business Certification Update** – *presented by Shane Mahaffy, Lead Business Opportunity Specialist, US SBA*

10:45 – 11:00 am **US SBA Certification Process – including the HUBZONE, WOMAN, DISADVANTAGED and VETERAN owned** - *presented by Benjamin Blanc, Government Contract Specialist*

11:00 - 11:15 am **US SBA Lending Programs** – *presented by Tammie Clendenning, Lead Economic Development Specialist, US SBA*

11:15 - 11:45 am **Briefings from area Partners and Resources**

- Chris Hardie, CEO, 7 Rivers Alliance
- Robert Mudd, Executive Director of Business, Ho Chunk Nation– Black River Falls
- Beth Haskovec, Director, WEDC – Office of Rural Prosperity
- Mark Tallman, Regional Director, WEDC

**Networking to end of program**