Volk Field Contracting
Government Opportunities Business Conference

18 June 2025

Volk Field Contracting Personnel

SMSgt Seth I. Swieter – Base Contracting Officer

- 11 yrs. Acquisition experience
- $5M warrant

SSgt Riley C. Smith – Contracting Specialist

- 7 Years Acquisition experience

Mission

To provide Professional, Legal, and Mission focused contract support for local base requirements and training functions in order to meet Commanders' priorities.

FY24 Purchases

Government Purchase Card - $1.16M

- Vehicle Repair Parts, Food Service Equipment/ items, Communication equipment, Medical supplies

Commodities – $1.7M

- Dining Facility Equipment, Fire Equipment, Heavy Equipment attachments,

Services - $2.21M

- Generator Repairs, Material Mgmt, AGE/ POL, Active Airspace Monitoring, Heavy Equipment Mechanics, etc.

Construction - $1.2M

- Roof Replacement, Asphalt Repairs/ Resealing, Stucco/ Exteriors

*On demand procurement (When a need arises)

Current/Future FY Requirements

Add/ Alter Fire Crash Rescue Station Bldg. 510

- Awarded Feb. 2025 (KPH Construction)

Large Aircraft Hanger Design
Secure Space Design
128th Air Control Squadron Remodel
Dining Facility Remodel

General Construction - MATOC

- Asphalt repairs
- Roofing repairs
- Water Heaters/ HVAC Units

Recommendations for Small Businesses

SAM.gov profile is active & current

- Allows your company to receive Government Contract

Small Business Dynamic Small Business Search

- Capabilities listed, NAICS, Updated POC's

If you bid a requirement, ensure that you understand what you're bidding on

- Read the entire solicitation
  - If you have a question, ask!
- If there are amendments to the solicitation, make sure that you acknowledge
  - If not, instant disqualification

Don't wait until the last minute to submit your offer

Provide your best and final price

QUESTIONS

U.S. Small Business Administration

Small Business Federal Government Contracting Certifications

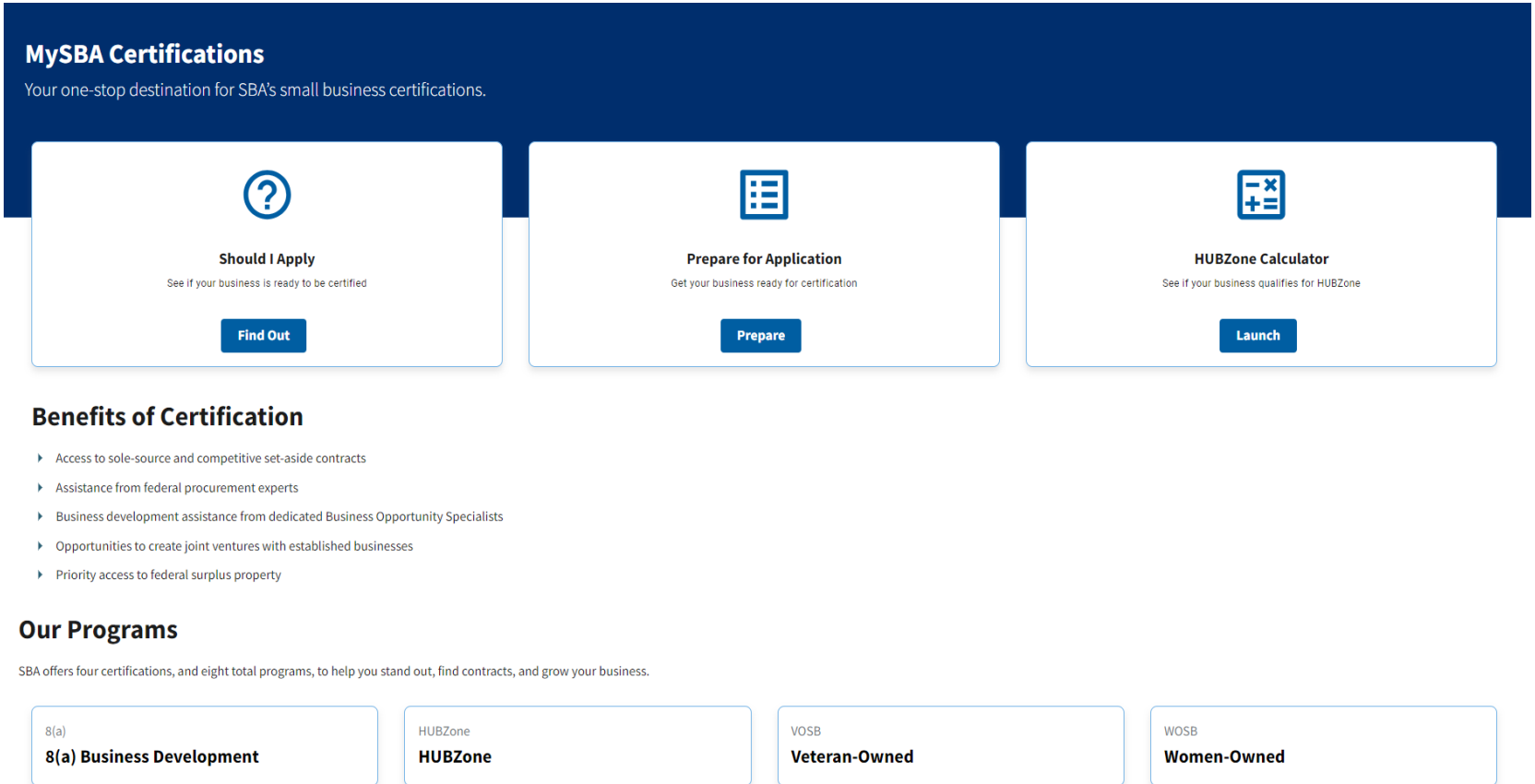
Set-Aside for Certification Programs and Socio-Economic Categories

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 (5%)

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

MySBA Certifications



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

Social Disadvantage

13 CFR 124.103

Socially disadvantaged individuals are those who have been subjected to racial or ethnic prejudice or cultural bias within American society because of their identities as members of groups and without regard to their individual qualities. The social disadvantage must stem from circumstances beyond their control.

Economically Disadvantaged Requirements to Qualify

Personal net worth (assets minus liabilities) less than $850,000

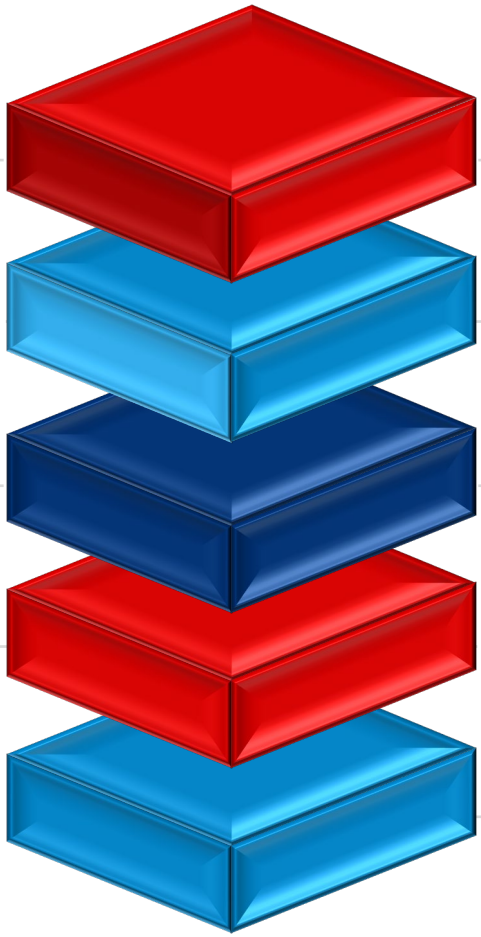
Three-year average income is $400,000 or less

Fair market value of all assets is $6.5 million or less

87 FR 69118 Effective December 19, 2022

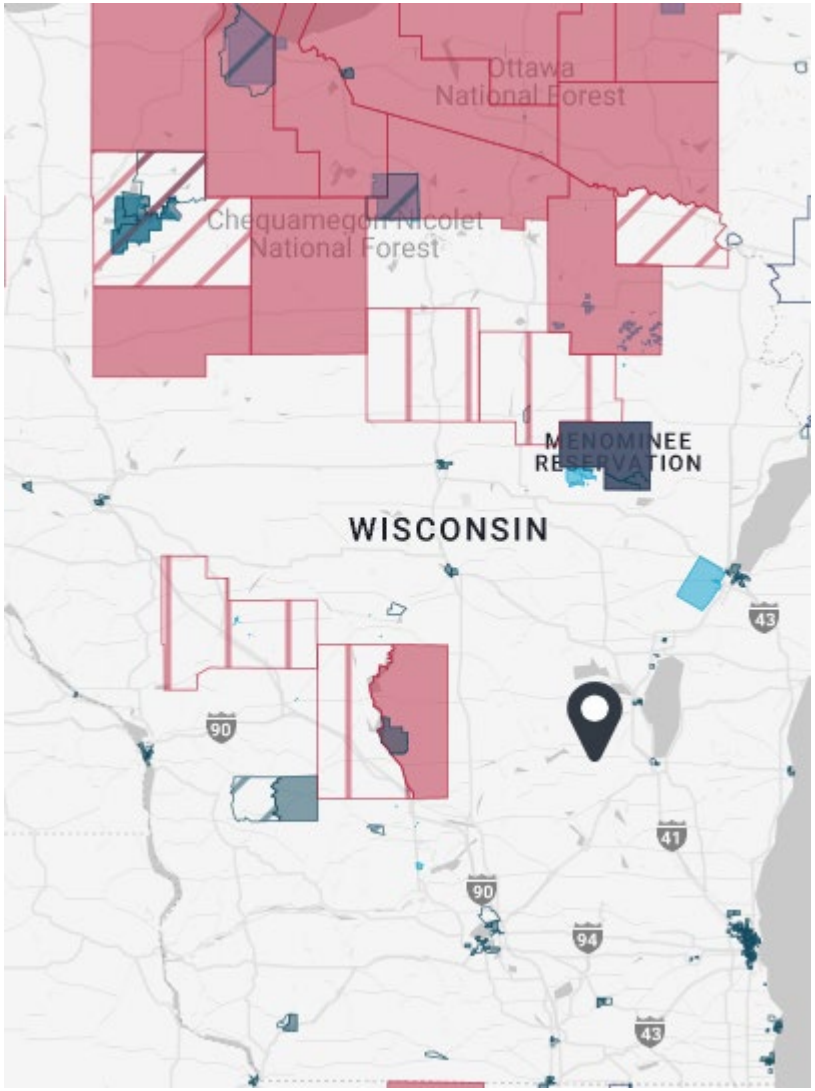
HUBZone Certification

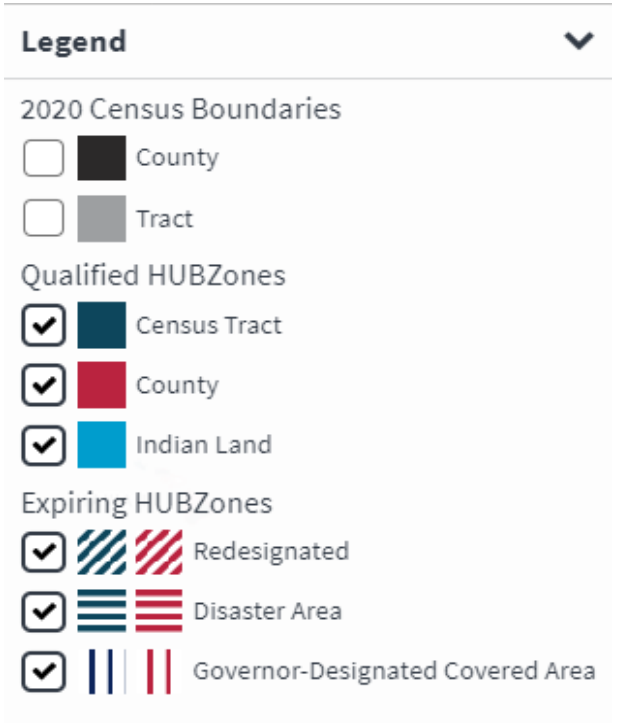
HUBZone Eligibility and Requirements



Ownership	51% owned by U.S. Citizens
Principal Office	Located in a HUBZone
35% Residency	35% of employees in HUBZone
Size	SBA size standards
HUBZone Location	Review HUBZone locations

Wisconsin HUBZones

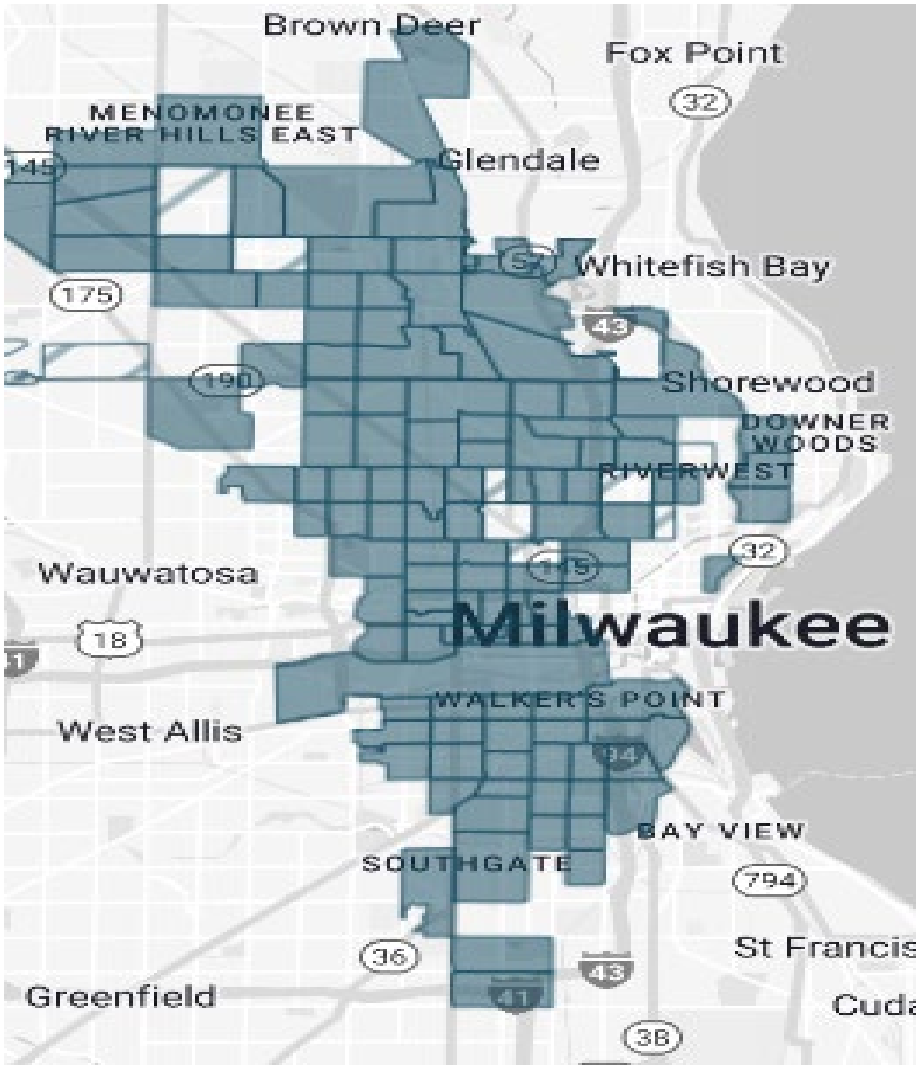




Indian/tribal lands; parts of Milwaukee, Waukesha, Kenosha, Racine, Madison, Green Bay, Stevens Point, other communities throughout the state

HUBZone Map

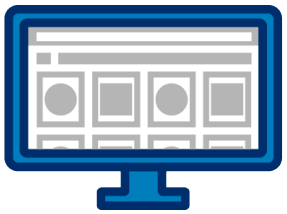
Wisconsin HUBZones



HUBZone Application Process

APPLY FOR CERTIFICATION

- To establish an SBA account and apply for certification, visit: MySBA Certifications



Through the application portal, you can:

- Access checklists and pre-application guides
- Check your firm's eligibility
- Request information
- Create an account, login and proceed with an application

Woman-Owned Small Business (WOSB) Certification

Women-Owned Small Business (WOSB) Program

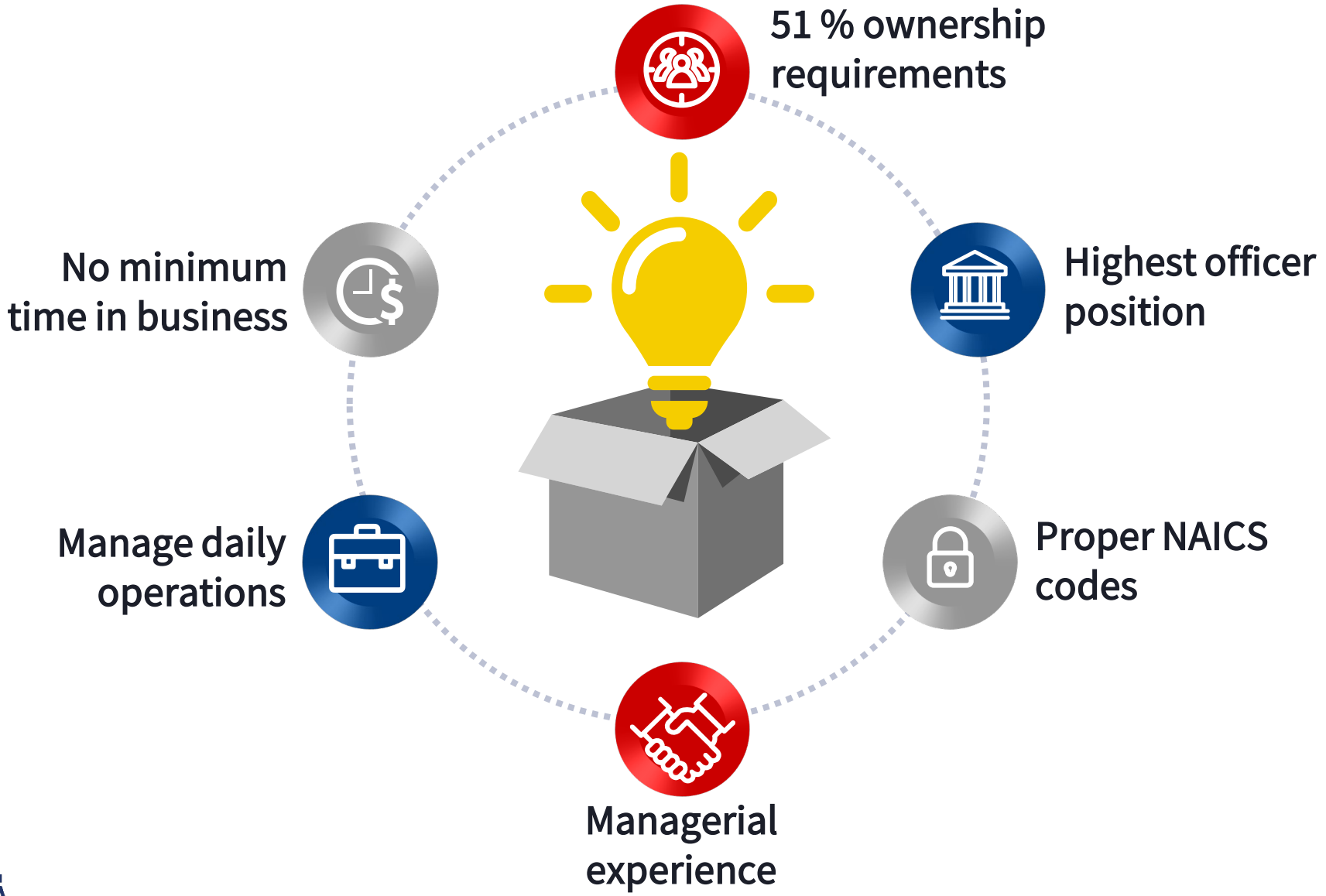
Economically Disadvantaged Women-Owned Small Business (EDWOSB) Program

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?



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Third-Party Certification

There are four organizations approved by the SBA to provide third-party certification. Contact them to find out about their certification process.

- El Paso Hispanic Chamber of Commerce
- National Women Business Owners Corporation
- US Women's Chamber of Commerce
- Women's Business Enterprise National Council

Service-Disabled Veteran-Owned Small Business

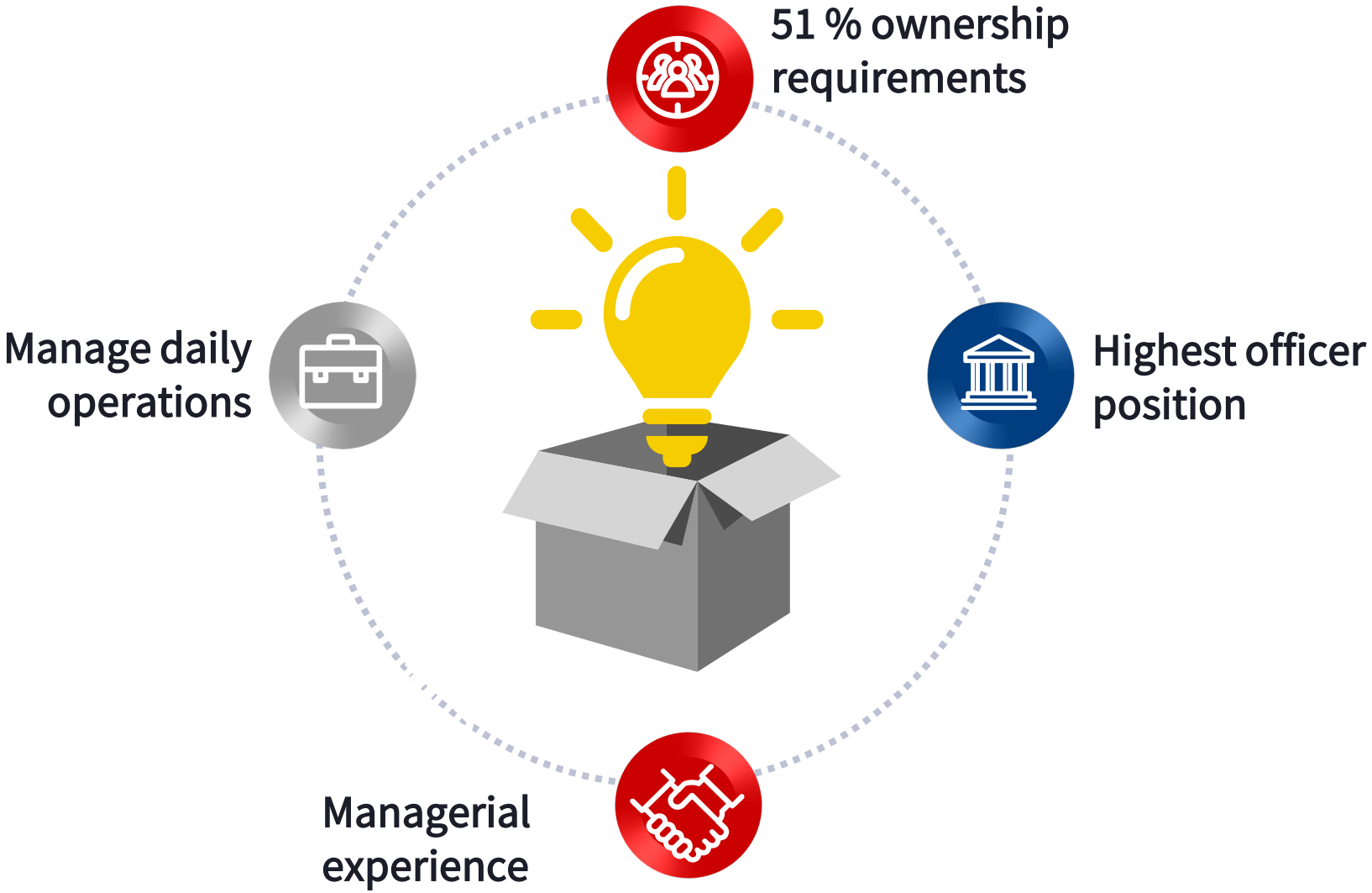
Veteran Small Business Certification (VetCert)
Veteran-Owned Small Business (VOSB) & Service-Disabled Veteran Owned Small Business (SDVOSB)

Qualify for set-aside opportunities

Build capacity and grow

Establish joint ventures

Is the SDVOSB Certification Appropriate for You?



Surplus Personal Property for Veteran-Owned Small Business Programs

- SASP manages surplus property disbursement, including:
  - Verification of eligibility
  - Program compliance
  - Fee collection
  - Recordkeeping
  - Dispute resolution (in accordance with respective states' operating plans)

Formal Verification Required for Federal VOSB and SDVOSB Opportunities

January 2023

The SBA is the certifying agency for both VOSB and SDVOSB certifications

Certification with SBA allows service-disabled veteran-owned small businesses (SDVOSBs) to compete for federal sole-source and set-aside contracts across the federal government.

Certified veteran-owned small businesses (VOSBs) have additional opportunities to pursue sole-source and set-aside contracts at the Veterans Administration (VA) under the VA's Vets First program.

Veteran-Owned Small Business (VOSB) Recertification:

Current SDVOSB and VOSB certified Firms: VOSB Memo 6-Month Extension issued May 13, 2025

What does this mean for your next recertification?

- This means your firm will have an **additional six months** before you will need to complete the recertification process. Pursuant to 13 CFR 128.306, you may recertify within 90 calendar days prior to the end of your extended eligibility period.

Example: A VOSB firm's eligibility period end date is August 1, 2025. The firm's eligibility end date is now extended by 6 months to February 1, 2026. The firm may recertify within 90 calendar days prior to that date, or as early as November 1, 2025.

SBA Mentor-Protégé Program

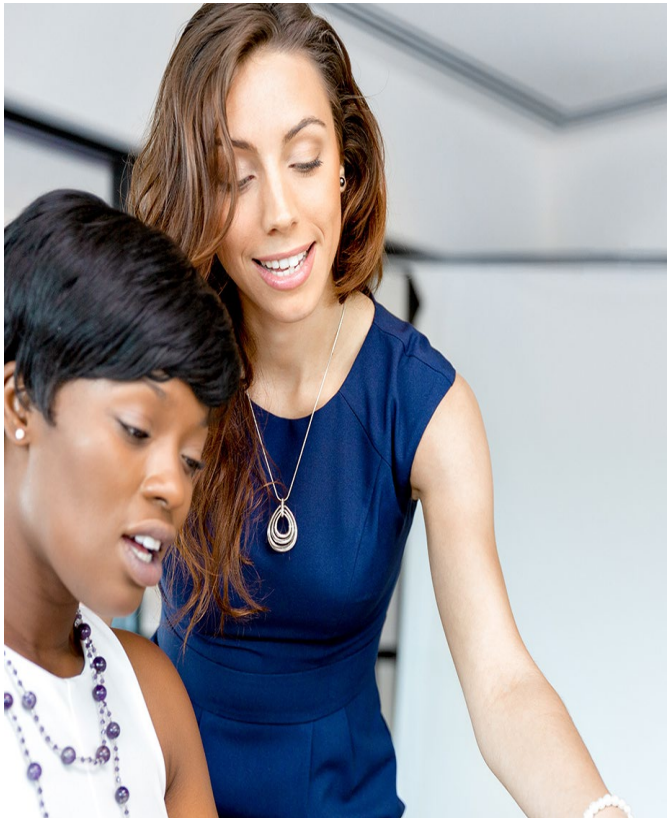
Program Purpose

Enhance the capabilities of the protégé

Help the protégé meet its business development and contracting goals

Improve the protégé's ability to compete for contracts

Program Benefits for Protégés and Mentors



A protégé can get valuable assistance from a mentor in several areas, including:

- Technical and/or management assistance
- Financing in the form of equity investments and/or loans
- International trade
- Government contracting

A mentor benefits in several areas, including:

- Forming a joint venture with its protege, provided the protégé qualifies as small for that particular federal contract or subcontract
- Contract evaluation preferences where the mentor will subcontract significant work to its protégé, if authorized by the agency

SBA recently updated its regulations to allow small business partners to a JV to use past performance ratings for work previously completed under a JV (and for work performed as a 1st-tier subcontractor)

Learn More

This is **not a matchmaking program**.
The mentor and protégé should already have found each other before applying.

You **must be approved by the SBA** to participate in the MPP.

Visit our website:
www.sba.gov/mpp

Email for general questions:
sbampp@sba.gov

Closing Remarks

SBA Wisconsin District Office (www.sba.gov/wi)

Shane Mahaffy
Shane.Mahaffy@sba.gov
Lead Business Opportunity Specialist

James Strube
James.Strube@sba.gov
Business Development Specialist

Wisconsin District Office Newsletter: GET EMAIL UPDATES

@SBA_Wisconsin

U.S. Small Business Administration

Need Access to Capital?
The SBA Can Help

The SBA works with approved lenders to offer **SBA-backed loans** and **microloans** with:

- Competitive terms
- Lower down payments
- Flexible overhead requirements
- Counseling and education

These are 3 main SBA sources of small business loans:

7(a) Loan Program

504 Loan Program

Microloans

Capital: SBA 7(a) loans
Overview

SBA's primary loan program

Maximum loan: $5 million

Guaranties
- 85% < $150,000 & 75% > $150,000

Maturities
- 5 – 10 years: working capital, machinery, equipment
- Up to 25 years for real estate, construction

Fees based on loan amount

Can be used with other financing such as SBA 504 or conventional loans

Businesses need to meet SBA size standards or $15 million tangible net worth; $5 million net income

Capital: 7(a) loans

Express Loans

50% Guaranty to Lender

Up to $500,000

Includes Lines of Credit

Lender makes credit decision

Veterans –No Guaranty fees up to $500,000 (permanent)

- Veteran-owned small business is owned and controlled (51%+) by one or more of the following groups: **Service-Disabled Veterans; Active Duty military service member participating in the military's Transition Assistance Program (TAP); or spouse of a Veteran, Active Duty service member, or widowed spouse of a service member who died while in service or of a service-connected disability.**

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 ≤ $350,000
- Maximum 75% for loans > $350,000

Capital: 7(a) Loans
Community Advantage Program

Lender Requirements: Community-based, mission-focused lenders must maintain 60% of portfolio in underserved markets

- Maximum Loan Size - $350,000
- Maximum SBA Guarantee Percentage – 85% for loans up to $150,000; 75% for loans greater than $150,000; and 90% for International Trade loans
- Removed restrictions that can keep individuals with criminal backgrounds from accessing the program
- No Collateral required for loans up to $50,000
- Wisconsin lenders:
  - Wisconsin Women's Business Initiative Corp. (statewide)
  - First American Capital Corp. (Statewide)
  - Milwaukee Economic Development Corp. (Milwaukee)
  - Legacy Redevelopment Corp. (Statewide)
  - SomerCor (Kenosha & Rock Counties)
  - Northwest Side Community Dev't Corp. (Milwaukee)

Capital: 7(a) Loans
Working Capital Pilot (WCP) Program

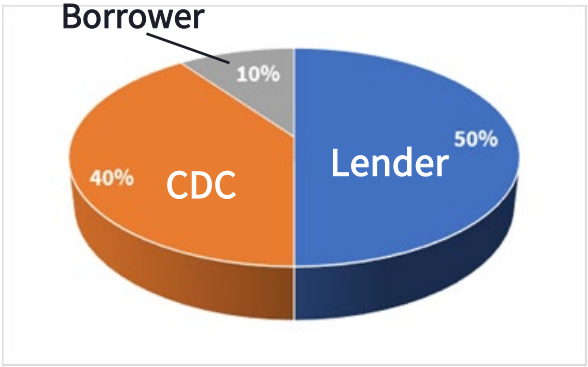
Designed to serve as the SBA's premier working capital program, which can support significant increases in working capital needs

- Provides a 75% guaranteed line of credit up to $5 million that can support both domestic and international transactions
- SBA guaranty fee is assessed in annual increments, allowing Lenders the ability to tailor the loan to the specific need of the manufacturer or small business
- Revolving line of credit with the flexibility to structure both transaction-based or asset-based facilities
  - Transaction-Based Loan:
    - Monitored pre-shipment financing allows a business to purchase materials, components, or other related expenses necessary to start a project based off a P.O. or contract
      - Advance Rate is the lesser of:
        - 85% of the purchase order/contract/receivable; or
        - Borrower's direct costs (direct labor and/or direct materials)
  - Assest Based Loan (ABL):
    - Lines of credit supported by a Borrowing Base Certificate (BBC) which measures the collateral position (accounts receivable and inventory) of the loan
      - The SBA guaranty on the WCP helps lenders support enhanced advance rates:
        - Accounts Receivable: 70-90%, depending if foreign, uninsured, domestic or insured
        - Inventory: 60%

Capital: 504 Loans

Long Term Financing for Equipment and Real Estate with focus on economic development and job creation.

- Maximum: $5 MM ($5.5 MM for manufacturing, energy savings)
- Financing:
  - Local CDC (w/SBA guaranty) finances 40%
  - Lender (bank) finances 50%
  - Equity (borrower) finances 10%
- Maturity: 10-25 years
- Benefits include low down payment and long-term fixed interest rates



Capital: Microloans

SBA's Microloan Program relies on community-based organizations to provide small loans to people who want to start or grow their small businesses.

- Maximum loan size is $50,000
- Maturity 7 years; no guaranty
- Loan funds can be used for working capital, inventory, supplies, equipment, and furniture
- Loan requirements vary from lender to lender
- Microlenders also provide help to borrowers with business basics and any challenges that come up after the loan is made

Wisconsin Microlenders

Advocap, Fond du Lac and Oshkosh
First American Capital Corp., statewide
Entrepreneur Fund, Serving Douglas County
WI Women's Business Initiative Corp., Milwaukee, Racine, Kenosha, Madison, Appleton/Green Bay, La Crosse
CAP Services, Stevens Point, serving 5 counties
Northwest Regional Planning Commission, Spooner

Wisconsin FY24 SBA Lending

TOTAL: 1342 loans/$714,220,727

- SBA 7(a) loans: 1099 loans/$524.9MM
- SBA 504 loans: 173 loans/$188.3MM
- SBA microloans : 70 loans/$1,009,327

Loans to startups (7a & 504 only): 27%/440/$194.7MM
Under $150K: 590/$37.6MM

Reported loans to native/tribes: 14/$3.5MM
Reported loans to women >50%: 269/$85.5MM
Reported loans to veterans: 63/$25.3MM
Reported loans to minorities: 256/$158.5MM
Loans w/no reported demographics: 264/$177.4MM

FY25 YTD Wisconsin SBA Lending

TOTAL loans: 1054 loans/$537,749,287

- SBA 7(a) loans: 870 loans/$406.1MM
- SBA 504 loans: 129 loans/$130.5MM
- SBA microloans : 55 loans/$1,085,887

SBA Resource Partners

Contact by email or phone to set up an appointment.

Get local assistance | https://www.sba.gov/local-assistance

ORGANIZATION	LOCATIONS	PHONE	EMAIL/WEBSITE
SBA (WI field offices)	Milwaukee & Madison	414-297-3941	Wisconsin@sba.gov
SBDC Network	13 offices statewide	Answer Line 800-940-7232	Find local contacts & loan assistance Website: Wisconsinsbdc.org En Espanol: Jesus Nunez
WI Women's Business Initiative Corp. (WWBIC)	Milwaukee, Madison, Racine, Kenosha, Appleton, Green Bay, La Crosse, Hayward		Website: WWBIC.com Contact: WWBIC.com/contact En Espanol: Lily Alvarado, Lily.alvarado@wwbic.com
Western WI Women's Business Center	Eau Claire, Independence	715-836-7511	Website: successfulbusiness.org Email: jacob.haupt@wdeoc.org
SCORE Find a mentor, go to website: SCORE.org	Milwaukee Madison West Central WI & UP Michigan Northeast Wisconsin	414-297-3942 920-841-4199	Counseling28@scorevolunteer.org madison.Score@scorevolunteer.org ch.admin0535@scorevolunteer.org ch.admin0508@scorevolunteer.org
Veterans Business Outreach Center	Wisconsin, Illinois, Minnesota	414-395-4556	Website: WWBIC.com/veterans General email: vboc@wwbic.com

Stay in Touch with SBA in Wisconsin

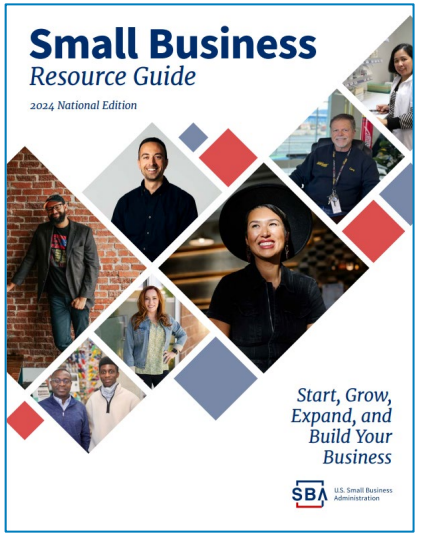
- **Website** www.sba.gov/wi e-news sign-up, press releases, calendar of events, loan and program information, WI lender list, office staff and responsibilities, online Resource Guide

- **National Resource Guide**
  SBA Small Business Resource Guide: 2024 National Edition
  Spanish version

- **Wisconsin Lender List –** Lender List

- **Social media**
  - X (Twitter): @SBA_Wisconsin--Follow us!
  - Facebook: U.S. Small Business Administration
  - Instagram: @SBAgov
  - LinkedIn : U.S. Small Business Administration Wisconsin District Office

- **Email Wisconsin office –** Wisconsin@sba.gov
- **Tammie Clendenning** – tammie.clendenning@sba.gov
- **Cindy Gardner –** cynthia.gardner@sba.gov



WisDOT Contracting 101

Elizabeth Garland, Procurement Director

Volk Field

Government Opportunities Business Conference

June 18, 2025

WisDOT Ch. 16 Contracting Background

Bureau of Financial Management is responsible to bid and contract for goods and services needed for the operations of the agency.

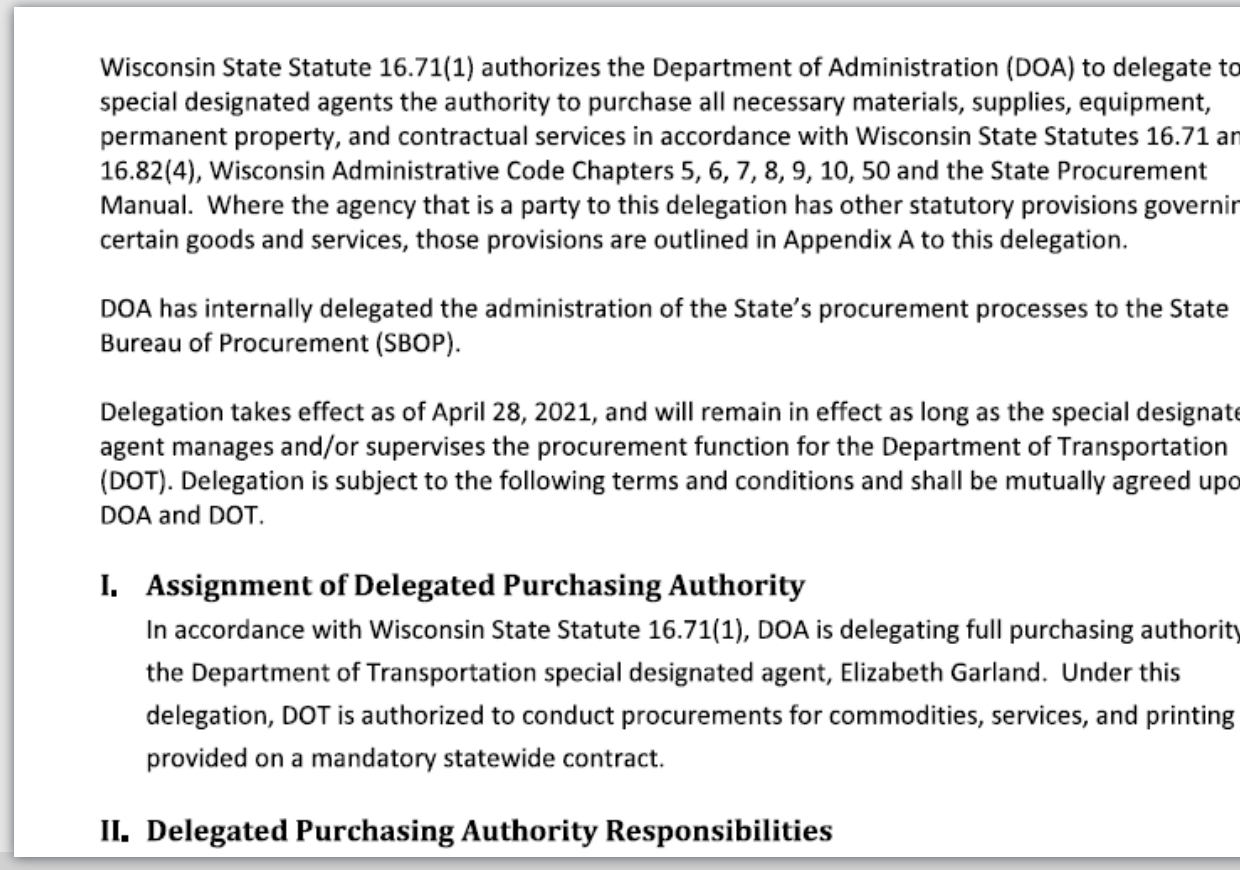
A delegation agreement related to Ch. 16 purchasing contracts directs this relationship.

WisDOT Ch. 16 Contracting Background

Delegation from DOA to DOT

Transfers responsibility for:

- Soliciting bids/proposals, negotiating and contracting for purchase of goods contractual services except those covered by statewide mandatory contracts;
- Authority to sub-delegate within the agency



Wisconsin State Statute 16.71(1) authorizes the Department of Administration (DOA) to delegate to special designated agents the authority to purchase all necessary materials, supplies, equipment, permanent property, and contractual services in accordance with Wisconsin State Statutes 16.71 an 16.82(4), Wisconsin Administrative Code Chapters 5, 6, 7, 8, 9, 10, 50 and the State Procurement Manual. Where the agency that is a party to this delegation has other statutory provisions governir certain goods and services, those provisions are outlined in Appendix A to this delegation.

DOA has internally delegated the administration of the State's procurement processes to the State Bureau of Procurement (SBOP).

Delegation takes effect as of April 28, 2021, and will remain in effect as long as the special designate agent manages and/or supervises the procurement function for the Department of Transportation (DOT). Delegation is subject to the following terms and conditions and shall be mutually agreed upo DOA and DOT.

I. Assignment of Delegated Purchasing Authority

In accordance with Wisconsin State Statute 16.71(1), DOA is delegating full purchasing authority the Department of Transportation special designated agent, Elizabeth Garland. Under this delegation, DOT is authorized to conduct procurements for commodities, services, and printing provided on a mandatory statewide contract.

II. Delegated Purchasing Authority Responsibilities

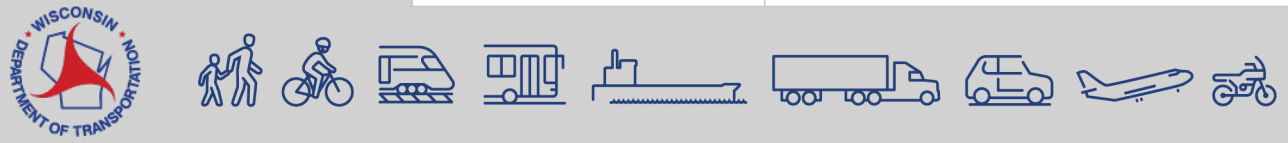
Cooperative Purchasing

WisDOT establishes many contracts that are available for WI local government and municipalities to utilize, achieving economies of scale.

https://doa.wi.gov/Pages/StateEmployees/CooperativePurchasing.aspx

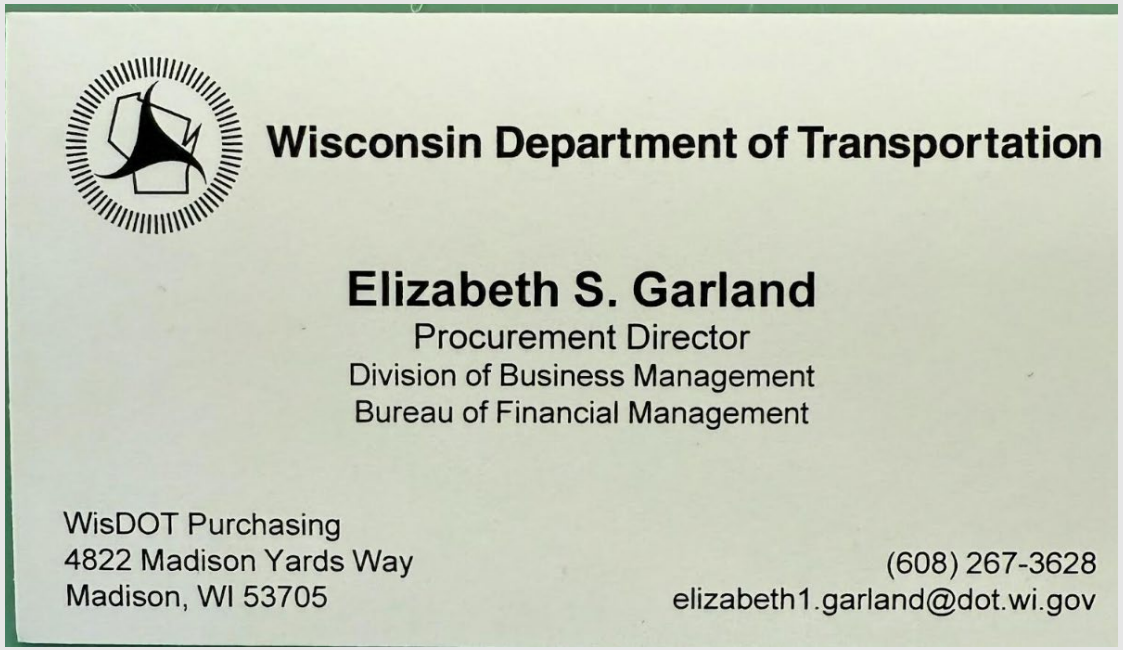
Who at WisDOT Buys What:

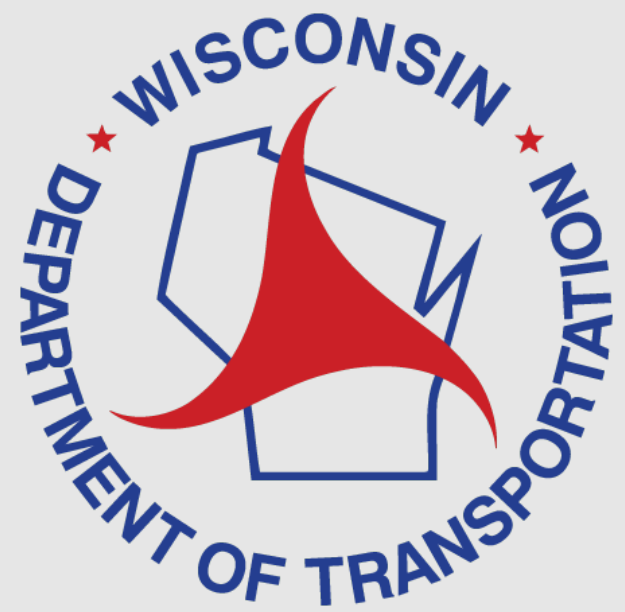
Elizabeth Garland o	Section Chief / Supervisor Agency Purchasing Director, Liaison to Department of Administration and Special Designated Agent Resonsible for: Supervision of Central Purchasing Office for WisDOT Management of professional Purhasing Agents, Reporting, Compliance and Policy	(608) 267-3628
John Remy	Purchasing Agent Resonsible for: DSP - State Patrol Academy, Freeway Service Team, Car-Killed Deer/Bear Removal, DMV Money Pick-up, PO Distribution and Certificates of Insurance oversight	(608) 264-7204
Kevin Diehl	Purchasing Agent Resonsible for: Roadside and WisDOT Facilities and Maintenance, Janitorial, Landscaping, Firearms, Living Snow Fence, SWEF and Rest Area Maintenance	(608) 261-0124
Mark Mackenzie	Purchasing Agent Resonsible for: Printing, Forms, Signage, Specialty Signage and Displays, Hangtags, Permits, Mailing and Distribution, Contract Compliance	(608) 266-0572
Sally Maier	Purchasing Agent, WisDOT Agency Purchasing Card Administrator, Resonsible for: Training, Conferences, Lodging and Travel, General Purchases, Office Supplies, Hazardous Waste/Environmental Services, Utilities, Title Services, Transit Oversight Services, State Patrol Academy Foodservice	(608) 266-8450
Leann McGowan	Purchasing Agent Responsible for: DTIM, Signage, Monotubes, Workforce Development, Video Production, Safety Training, Rest Area Management/SWEF Property Management Oversight, Minority Business Reporting, Open Records	(608) 266-8024
Diana Cleven	Purchasing Agent Information Technology Procurement Manager, Respoonsible for: Dynamic Messaging and other Electronic Signage, Video Surveillance, Software systems, Safety Data Analytics, Drivers License ID	(608) 267-2972
Mary Johnson	Regional Purchasing Supervisor WisDOT STAR Procurement Coordinator Responsible for: STAR Training, Reporting and Policy, Supervision/Leadership of Regional Purchasing Funciton	(608) 267-2886



Additional Contacts/Resources

State Agencies Purchasing Directory
https://doa.wi.gov/Pages/StateEmployees/PurchasingDirectory.aspx





Questions?

THINGS YOU MAY NOT KNOW ABOUT SELLING TO THE GOVERNMENT

PRESENTED BY THE WISCONSIN PROCUREMENT INSTITUTE

GOVERNMENT OPPORTUNITIES BUSINESS CONFERENCE [GOBC]

SUMMER 2025

Wisconsin Procurement Institute
An APEX Accelerator

LET'S START WITH WHAT YOU MAY KNOW

- The **GOVERNMENT** buys **EVERYTHING** –

CATERING	**CONSTRUCTION**	**MEDICAL SUPPLIES**
DISASTER RELIEF	**VEHICLES**	**MANUFACTURED PARTS**
PROFESSIONAL SERVICES	**TECHNOLOGY**	**TRAINING**
COMMODITIES	**TRANSPORTATION**	**LANDSCAPING**
AND ON	**AND ON**	**AND ON**

- Working with the **GOVERNMENT** is **VERY HARD**

NOW - WHAT YOU MAY NOT KNOW

Rank	County					
BY PLACE OF PERFORMANCE		**2025 so far**		**2024**	**2023**	**2022**
1	063 - La Crosse	$1.41B	OPTUM PUBLIC SECTOR SOLUTIONS, INC. and LOGISTICS HEALTH	$3.88B	$731.43M	$671.57M
2	139 - Winnebago	$570.88M	OSHKOSH DEFENSE	$1.25B	$1.87B	$1.62B
3	075 - Marinette	$24.52M	FINCANTIERI MARINETTE MARINE CORP	$1.16B	$625.53M	$643.22M
4	105 - Rock	$36.01M	AMTEC CORPORATION	$532.65M	$263.65M	$160.03M
5	079 - Milwaukee	$159.70M	OSHKOSH DEFENSE PARTS AND INDUSTRIES FOR THE BLIND	$378.30M	$340.25M	$370.33M
6	025 - Dane	$256.49M	WPS HEALTH INSURANCE	$343.40M	$397.25M	$738.58M
7	133 - Waukesha	$147.95M	GE HEALTHCARE	$243.91M	$276.10M	$265.31M
8	081 - Monroe	$48.49M	BLINDERMAN POWER [IL]	$229.74M	$206.04M	$275.87M
9	049 - Iowa	$113.05M	SHELTERED WINGS	$183.73M	$116.74M	$101.45M
10	087 - Outagamie	$49.71M	PIERCE MANUFACTURING	$134.93M	$54.13M	$73.72M
		$3.03 BILL		**$9.07 BILL**	**$5.47 BILL**	**$5.35 BILL**
20	001 - Adams	$13.52M	BUSHMANS	$22.41M	$29.38M	$9.58M
33	057 - Juneau	$8.88M	KPH CONSTRUCTION	$7.43M	$16.93M	$7.82M

WHAT YOU MAY NOT KNOW

- **IT IS THE GOVERNMENT WAY OR NO WAY** [WELL MAYBE YOU KNOW THIS]
- **MARKETING MATTERS**
  - REGISTRATIONS / CERTIFICATIONS
  - WEBSITE
  - SOCIAL MEDIA – LINKEDIN
  - CAPABILITIES STATEMENT
  - BUSINESS CARD
  - PITCH – INTROS – VERBAL PRESENTATION

WHAT YOU MAY NOT KNOW

- **NETWORKING – RELATIONSHIPS – a MUST HAVE**
  - Being prepared
  - Professionalism and attitude
  - Reputation
  - Awareness
  - Follow up
  - Volunteering – service
  - Develop **YOUR NETWORK**
  - **ATTEND and PARTICIPATE** – it is an investment NOT an expense

WHAT YOU MAY NOT KNOW

- **FOLLOW THE RULES**
  - What does your contract say
  - Compliance
  - Government is usually not forgiving
- **LEARN FROM YOUR LOSSES**
- Your **COMPETITOR TODAY** may be **YOUR PARTNER TOMORROW**
  - AND make sure you check them out
- **MAINTAIN GOVERNMENT READINESS** – this assumes you are already **BUSINESS READY**
- **BE AWARE OF WHAT IS GOING ON - READ**

SOME OTHER STUFF THAT MAY BE OF VALUE – FOR LOCAL, STATE AND FEDERAL OPPORTUNITIES

NOW – MORE OF WHAT YOU MAY NOT KNOW

2023
County and Municipal Revenues and Expenditures

Revenues and Expenditures by Wisconsin Counties, Cities, Villages and Towns

Bulletin No. 119

https://www.revenue.wi.gov/slfreportscotvc/cmreb2023.pdf

Wisconsin has 1,883 municipalities, which include 190 cities and 411 villages. These municipalities are organized within the state's 72 counties.

List of municipalities by county https://www.revenue.wi.gov/DOR%20Publications/muninbrs.pdf

SO, SOME MORE STUFF YOU MAY NOT KNOW

- List of School Districts - https://dpi.wi.gov/cst/school-directory
- Wisconsin Department of Justice - Law Enforcement Directory - https://wilenet.widoj.gov/sites/default/files/public_files-2021-01/Law%20Enforcement%20Directory%2020200803.pdf
- List of Wisconsin State Agencies and Offices - https://www.wisconsin.gov/pages/allagencies.aspx
- List of other State Governments https://www.usa.gov/state-governments

MORE.....

- **DEFENSE SPENDING BY STATE** - This report documents the results of a state-by-state analysis of Department of Defense personnel, contractual, and grant spending during Fiscal Year (FY) 2023 in the 50 states and the District of Columbia. State and local officials may use this information to assess a region's dependence on defense spending and to target assistance to support more resilient communities and companies. https://oldcc.gov/defense-spending-state-fiscal-year-2023
- **A-Z index of U.S. government departments and agencies -** Get contact information for U.S. federal government agencies, departments, corporations, instrumentalities, and government-sponsored enterprises. Find websites, email, phone numbers, addresses, and more. https://www.usa.gov/agency-index

MORE.....

- **USAspending** is the official open data source of federal spending information, including information about federal awards such as contracts, grants, and loans. https://www.usaspending.gov/
- **Federal Office of Small Business Programs [OSBP] representatives -** https://acquisitiongateway.gov/additional-resources/resources/4174?_a%5Eg_nid=548
- **Directory of federal government prime contractors with subcontracting plans -** https://www.sba.gov/document/support-directory-federal-government-prime-contractors-subcontracting-plans
- **Federal agency procurement forecasts -** https://www.acquisition.gov/procurement-forecasts

LEVERAGING AI IN SUPPORT OF GOVERNMENT CONTRACTING

Presented by the Wisconsin Procurement Institute

Government Opportunities Business Conference [GOBC]

Summer 2025

Wisconsin Procurement Institute
An APEX Accelerator

JUST SOME BASICS – BUT FIRST – THE RISKS

Here are simple risks of using AI, explained in plain terms:

- 1. Wrong Answers AI can give incorrect or misleading results, especially if it doesn't understand the full context.
- 2. Privacy Problems If you give AI personal or sensitive info, it might store or share it in ways you didn’t expect.
- 3. Bias AI can be unfair—if it’s trained on biased data, it may make biased decisions.
- 4. Security Threats Hackers might try to trick or attack AI systems, making them behave in unsafe ways.
- 5. Job Impact Some people worry that AI will replace jobs, especially those with repetitive tasks.
- 6. Over-Reliance People may trust AI too much, even when it's wrong or uncertain.

SECURITY ISSUES WITH USING AI

🤖 General-Purpose AI (Chat & Language)

1. **ChatGPT (OpenAI)** – Conversational AI, coding help, writing, research.
2. **Gemini (Google)** – Advanced language model integrated with Google tools.
3. **Claude (Anthropic)** – Trusted for thoughtful, ethical AI conversations.
4. **Copilot (Microsoft / GitHub)** – Code generation, document help in Office apps.
5. **Perplexity AI** – AI-powered search engine with citations and summaries.

OPEN OPPORTUNITIES FOR CONSTRUCTION AT VOLK FIELD

🛠️ Active Construction Solicitations

1. **Replace Control Tower – Volk Field CRTC**

- **What:** Construction of a new control tower.
- **Timeline:** ~540 calendar days from Notice to Proceed.
- **Status:** Solicitation expected to be posted ~15 calendar days after notice sam.gov +11.

2. **Add/Alter Fire Crash Rescue Station (Bldg 510)**

- **What:** Renovation or addition to the fire/crash rescue station.
- **Status:** Invitation for bids issued; includes public bid opening details usfcr.com +1 sam.gov.

🔍 Market Research & Sources Sought

3. **Repair/Construct Bridge at Campground (Fort McCoy MIACC)**

- **What:** Sources-sought for bridge repair or construction at nearby Fort McCoy campground.
- **Due:** Responses were required by **May 9, 2025** (CST).
- **Purpose:** Initial market research; could lead to a formal small-business set-aside solicitation piee.eb.mil +8.

🗓️ Related Event

On **June 18, 2025**, the **Wisconsin Procurement Institute** is hosting the **19th Annual Government Opportunities Business Conference** at Volk Field:

- Great opportunity to network with SBA, WEDC, JCEDC, and ANG contracting reps.
- Covers federal market insights and access to Volk Field contracting officials wispro.org +4.

✅ What You Can Do

1. **Watch for formal solicitations** on **SAM.gov**—use the filters and keyword "Volk Field."
2. **Register for SAM and CAGE codes** if you haven't already.
3. **Attend the June 18 GOBC** to connect directly with decision-makers.
4. **Submit responsive capabilities statements** for open solicitations and sources-sought notices.
5. **Team up** with small-business partners if you need socioeconomic set-aside eligibility.

STATE OF WISCONSIN OPEN SOLICITATIONS FOR CATERING

🍽️ 1. Analytic Exchange Events – Sources Sought (Statewide)

- **Status:** This is a **sources-sought notice** for analytic exchange events across Wisconsin that include a catering segment.
- **Published:** Approximately 4 weeks ago.
- **Purpose:** Market research to determine interest and capabilities—responding doesn't guarantee an award but informs future solicitations.

sam.gov +1

📜 2. How to Access Formal Catering RFPs/Bids

- **eSupplier & VendorNet:** These are the official procurement platforms for state and municipal solicitations.
  - **eSupplier:** For Wisconsin state agencies including DHS.
  - **VendorNet:** For UW System and municipal opportunities.
- You can **register and establish filters** (e.g., "catering," "food services") to receive alerts on open solicitations.

dhs.wisconsin.gov

🕵️ 3. Local & Historical Examples (Context Only)

- **City of Madison (Parks Division):** Issued an alcohol catering RFP ~9 months ago.
- **Fort McCoy:** Issued a full food services solicitation in late 2023.

These are **not currently open**, but provide insight into the types of opportunities and agency needs.

highergov.com +4 highergov.com +2 governmentproject.com

✅ Next Steps to Get Started

Step	Action
1	**Register on eSupplier & VendorNet** and set up alerts for "catering," "meal services," "food."
2	Review the **Analytic Exchange notice** and consider submitting your capabilities statement if relevant.
3	Monitor solicitations weekly—new RFPs could open any time state agencies or universities need catering.
4	Prepare key documents: W-9, current licenses, sample menus, insurance, etc., to accelerate response.
5	Target specific state agencies (e.g., DHS, DNR, UW System) and local schools or parks that often engage catering firms.

AG250259 state of wisconsin

The solicitation **AG250259** is currently *active* and being issued by the **Wisconsin Lottery**, located in Dane County (Madison). Here's what you need to know:

🧰 1. What is AG250259?

- **Title:** Spungy Moth Scraper (likely referring to a maintenance or equipment supply item)
- **Issuing Agency:** Wisconsin Lottery
- **Posted:** June 12, 2025
- **Due Date:** June 20, 2025 govtribe.com +1 highergov.com

📄 2. Next Steps to Access Details

1. Visit the **Wisconsin Lottery procurement portal** or **VendorNet**.
2. Search for **AG250259** to download the full solicitation documents—these should include:
   - **Specifications** for the "Spungy Moth Scraper"
   - **Quantity**, delivery requirements, site location
   - **Submission instructions**, evaluation criteria, and templates

🧩 3. How to Prepare Your Bid

✅ 4. Tips for Bidding Success

🛠️ 5. Offer for Assistance

Let me know if you'd like help with:

- Finding and downloading the solicitation from VendorNet or Wisconsin Lottery site
- Interpreting spec details or submission requirements
- Drafting your itemized pricing form or bid template
- Proofreading your submission before sending

MARKETING

- LOCATING POTENTIAL CUSTOMERS - MUNICIPALITIES
- CAPABILITY STATEMENTS
- WEBSITE REVIEW
- MARKETING KEYWORDS
- EVENT RESEARCH

Contact Information for Today's Speakers

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- SMSgt Seth Swieter, Base Contracting Officer, Volk Field Combat Readiness Training Center/PK - Seth.i.swieter.mil@mail.mil
- Joe Knilans, National Rural Affairs Advocate, U.S. Small Business Administration – joseph.Knilans@sba.gov
- Shane Mahaffy, Lead Business Opportunity Specialist, U.S. Small Business Administration – Shane.Mahaffy@sbc.gov
- Tammie Clendenning, Lead Economic Development Specialist, U.S. Small Business Administration – tammie.clendenning@sba.gov
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- Mark Tallman, Regional Economic Development Director, Wisconsin Economic Development Corporation – Mark.Tallman@wedc.org; 608-210-6852
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