

Acquisition Hour

The 8(a) Business Development Program

September 24 | Noon – 1:00 pm

Presented by:

Shane Mahaffy, US SBA

Ben Blanc, Wisconsin Procurement Institute





Assisting Wisconsin businesses compete in the government marketplace.

WPI is Wisconsin's APEX ACCELERATOR

The APEX Accelerators program, under management of the Department of Defense (DOD) Office of Small Business Programs (OSBP), plays a critical role in the Department's efforts to identify and engage with a wide range of businesses entering and participating in the defense supply-chain. The program provides the education and training that all businesses need to participate to become capable of participating in DOD and other government contracts.

WPI provides services and training to all of Wisconsin's 72 counties

- Individual counseling at our offices, client's facility or virtually
- Small group training – webinars and workshops including Acquisition Hours, Cyber Fridays, Evening FAR sessions, Federal Market Insights and Local Government Sales Opportunities
- Conferences the Governors Marketplace, The Contracting Academy (TCA), WEDCs Small Business Academy, Wisconsin Federal Contractor Forum [DC and in-state], Government Opportunities Business Conference GOBC) with WI military bases, End of Year Federal Contractor Update, Annual DOD Contract Management Update, and more.....

www.wispro.org

WPI OFFICE LOCATIONS

- **MILWAUKEE**

- *Technology Innovation Center*

- **MADISON**

- *FEED Kitchens*
- *Dane County Latino Chamber of Commerce*
- *Wisconsin Manufacturing Extension Partnership (WMEP)*
- *Madison Area Technical College (MATC)*

- **CAMP DOUGLAS**

- *Juneau County Economic Development Corporation (JCEDC)*

- **EAU CLAIRE**

- *Western Dairyland*

- **FOND DU LAC**

- *Envision Greater Fond du Lac*

- **GREEN BAY**

- *NWTC Startup Hub*

- **LACROSSE**

- *Veterans in Professions*

- **MANITOWOC**

- *Progress Lakeshore*

- **OSHKOSH**

- *Greater Oshkosh Economic Development Corporation*

- **SUPERIOR**

- *Small Business Dev Center; UW Superior*





Locating 8(a) set aside opportunities

MARKET RESEARCH AND LOCATING OPPORTUNITIES



Welcome to mybidmatch.com for search profile: W18914

The procurement opportunities that matched your search profile are listed below by date, along with the total number of articles found for each date. You will receive an e-mail when new articles are posted here. If your e-mail address changes, please notify us as soon as possible using the contact information included with each day's listing.

You may also bookmark this page and check back as often as you'd like for new postings and please visit our [help](#) file for assistance on interpreting the bid leads. Articles will remain on the mybidmatch.com Web site for 30 days.

Date	Articles	Read
Friday, Mar 8, 2024	6	New
Thursday, Mar 7, 2024	5	New
Wednesday, Mar 6, 2024	2	New
Tuesday, Mar 5, 2024	5	New
Monday, Mar 4, 2024	0	New
Sunday, Mar 3, 2024	0	New
Saturday, Mar 2, 2024	2	New
Friday, Mar 1, 2024	1	New
Thursday, Feb 29, 2024	3	New
Wednesday, Feb 28, 2024	1	New
Tuesday, Feb 27, 2024	1	New
Monday, Feb 26, 2024	0	New
Sunday, Feb 25, 2024	0	New
Saturday, Feb 24, 2024	5	New
Friday, Feb 23, 2024	2	New
Thursday, Feb 22, 2024	8	New
Wednesday, Feb 21, 2024	4	New
Tuesday, Feb 20, 2024	2	Feb 21 2024 9:01AM

USAspending.gov | Data Lab | Fiscal Data <https://www.usaspending.gov/>



Spending Explorer | Award Search

We can do this. Find COVID-19 vaccines near you. [Visit Vaccines.gov](#)

The federal government has spent 54 trillion in response to COVID-19.

Coronavirus
\$149,983,227
OUTLAYED AMOUNT
HRSA COVID-19
Uninsured Program
Assistance Fund
\$140,145,895
OUTLAYED AMOUNT
Education Stabiliza
\$73,360,965,
OUTLAYED AMOUNT


The screenshot shows a search result on SAM.gov. The search criteria include 'All Words' and 'e.g. 1606N020Q02'. The results show a contract opportunity for 'Lease for office space - 3098 Sq Ft Required' with a notice ID of 'DACA45-5-22-00117'. The description states that the US Government currently occupies office and related space in a building under lease in Kenosha, WI, which is expiring. The contract is from the Department of Defense and the Subtier is the Department of the Army. The current date offers due is January 23, 2022, at 06:09 AM CST. The published date is January 18, 2022. Another result for 'Child Care for Yellow Ribbon Event in Wisconsin Dells' is partially visible below.


<https://sam.gov/content/home>

September 24 2025

MARKET RESEARCH AND LOCATING OPPORTUNITIES

USAspending.gov | Data Lab | Fiscal Data


 Spending Explorer Award Search

 We can do this. Find COVID-19 vaccines near you. [Visit Vaccines.gov](https://www.vaccines.gov)



The federal government has spent \$3.54 trillion in response to COVID-19.

[View all COVID-19 spending](#)

USAspending is the official open data source of federal spending information




<https://www.usaspending.gov/>

← → ↻   www.usaspending.gov/search


Advanced Search



Filters


Learn which data elements are associated with certain search filters 

[Submit](#)


[Reset filters](#)

Keyword 

Time Period  

Custom dates **Fiscal years** 

FY 2025	FY 2024	FY 2023	FY 2022	FY 2021
FY 2020	FY 2019	FY 2018	FY 2017	FY 2016
FY 2015	FY 2014	FY 2013	FY 2012	FY 2011
FY 2010	FY 2009	FY 2008		

Show New Awards Only 

Advanced Search

MARKET RESEARCH AND LOCATING OPPORTUNITIES

Filters

Learn which data elements are associated with certain search filters *i*

Submit

[Reset filters](#)

Keyword *i*

Time Period *i*

Custom dates **Fiscal years**

FY 2025 FY 2024 **FY 2023** FY 2022 FY 2021

FY 2020 FY 2019 FY 2018 FY 2017 FY 2016

FY 2015 FY 2014 FY 2013 FY 2012 FY 2011

FY 2010 FY 2009 FY 2008

Show New Awards Only *i*

Advanced Search

janit

Service 2048 codes

S 27 codes

UTILITIES AND HOUSEKEEPING

S2 22 codes

HOUSEKEEPING SERVICES

S201

HOUSEKEEPING- CUSTODIAL JANITORIAL

Type of Contract Pricing

Type of Set Aside

Search filters...

Advanced Search

Type of Set Aside

Search filters...

Historically Black College/University (HBCU) or Minority Institution (MI) 2 types

HBCU or MI Set Aside - Partial

HBCU or MI Set Aside - Total

Historically Underutilized Business Zone Small Businesses (HUBZone) 2 types

HUBZone Set Aside

HUBZone Sole Source

Native American-Owned Businesses 3 types

Buy Indian

Indian Economic Enterprise

Indian Small Business Economic Enterprise

No Set Aside 1 type

No Set Aside Used

Small Disadvantaged Business and 8(a) Small Businesses 10 types

8(a) Sole Source

8(a) with HUBZone Preference

8(a) Competed

MARKET RESEARCH AND LOCATING OPPORTUNITIES

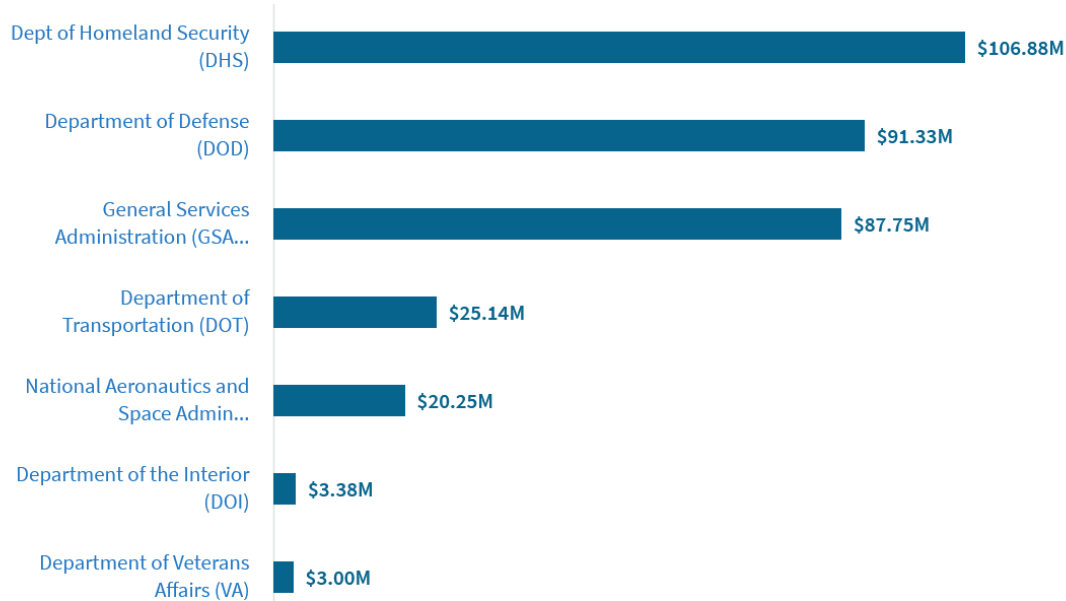
Prime Award Results

Contracts 110	Contract IDVs 67	Grants 0	Direct Payments 0	Loans 0	Other 0
Prime Award ID	Recipient Name	Obligations			
70LGLY18CGLB00003	B & O JOINT VENTURE LLC	\$111,766,954.27			
80ARC017C0001	LOCKWOOD HILLS FEDERAL LLC	\$48,267,472.77			
FA480021F0044	CHENEGA TRI-SERVICES, LLC	\$17,899,509.63			
SP330018C0001	NUGATE GROUP LLC	\$15,717,157.34			
70B03C20C00000150	DE LA PAZ CLEANING & RENTAL SERVICE LLC	\$15,504,860.81			
70LGLY20CGLB00002	T47 INTERNATIONAL, INC.	\$15,056,755.48			
47QFAA18C0001	UNITED FEDERAL FACILITY SERVICES, LLC	\$13,324,735.84			

MARKET RESEARCH AND LOCATING OPPORTUNITIES

Results by Category

Awarding Agency ▼



Recipient Details

Recipient	A & D SERVICES INC
Recipient Identifier	JN8GPE84UGV4 (UEI )
Parent Recipient	A & D SERVICES INC
Parent Recipient Identifier	JN8GPE84UGV4 (UEI )
Recipient Address	902 N CIRCLE STE 102 COLORADO SPRINGS, CO 80909-5002 UNITED STATES
Congressional District	CO-05 
Business Types	8(a) Program Participant Black American Owned Business Category Business Corporate Entity Not Tax Exempt DoT Certified Disadvantaged Business Enterprise Minority Owned Business Service Disabled Veteran Owned Business Small Business

MARKET RESEARCH AND LOCATING OPPORTUNITIES

The screenshot shows a web browser window displaying the SBA Small Business Search results. The URL is search.certifications.sba.gov/advanced?page=1. The page header includes the SBA logo and 'Small Business Search'. Below the header, it states 'There are 1 small businesses containing "JN8GPE84UGV4" in their profile.' There is a 'Market Insights' link and a 'Sort: Most relevant' dropdown. A table lists the search results for 'A & D Services Inc'. The table has five columns: Small business name, Capabilities narrative, Active SBA certifications, Contact person, and Address. The row for 'A & D Services Inc' shows capabilities in janitorial services, snow removal, and medical facility cleaning. It notes 'No active SBA certifications' and provides contact information for Donald Page at andservices@msn.com and the address 902 N Circle Ste 102, Colorado Springs, CO 80909. At the bottom, there are navigation links for 'Previous', '1', and 'Next'.

There are **1** small businesses containing "JN8GPE84UGV4" in their profile.

[Market Insights](#) Sort: Most relevant

Small business name	Capabilities narrative	Active SBA certifications	Contact person	Address
A & D Services Inc	Full Janitorial Services, Pressure Washing, Snow Removal, Medical Facility Cleaning, New and Rehab Construction Cleaning, Floor Care, Computer Installa...	No active SBA certifications	DONALD PAGE andservices@msn.com	902 N CIRCLE STE 102, COLORADO SPRINGS, COLORADO 80909

< [Previous](#) **1** [Next](#) >

MARKET RESEARCH AND LOCATING OPPORTUNITIES

<https://sam.gov/content/home>

The screenshot shows the SAM.gov search results page. The browser address bar displays the URL: `https://sam.gov/search/?page=1&pageSize=25&sort=-modifiedDate&index=opp&sfm[simpleSearch][keyword]`. The left sidebar contains several filter sections:

- Federal Organizations**: A dropdown menu.
- Dates**: A dropdown menu.
- Notice Type**: A dropdown menu with a selected option.
- Product or Service Information**: A section containing:
 - NAICS Code**: A dropdown menu with "Example: 621511" and a selected option "561720 - Janitorial Services".
 - Product and Service Code**: A dropdown menu with "Example: C1LB" and a selected option.
- Set Aside**: A dropdown menu with a selected option "8(a) Set-Aside (FAR 19.8)".

The main content area displays two search results:

Notice ID: W9124L-25-R-A006
The Contractor shall provide all personnel, equipment, supplies, facilities, transportation, tools, materials, supervision, and other items and non ...
Department/Ind.Agency: **DEPT OF DEFENSE** Subtier: **DEPT OF THE ARMY** Office: **W6QM MICC-FT SILL**

Custodial Services at Naval Station Norfolk, Norfolk, Virginia
Notice ID: N4008525R2574
This is not a request for either a quote or proposal, or an invitation for bid. The intent of this pre-solicitation synopsis is to notify potential ...
Department/Ind.Agency: **DEPT OF DEFENSE** Subtier: **DEPT OF THE NAVY** Office: **NAVFACSYSCOM MID-ATLANTIC**

Fort Bliss Custodial Service Contract
Notice ID: W911SG25RA004
The purpose of this amendment is to incorporate revised Attachments A07 Pricing Sheet and Instructions to offerors. proposal closing date t

MARKET RESEARCH AND LOCATING OPPORTUNITIES



Welcome to mybidmatch.com for search profile: W18914

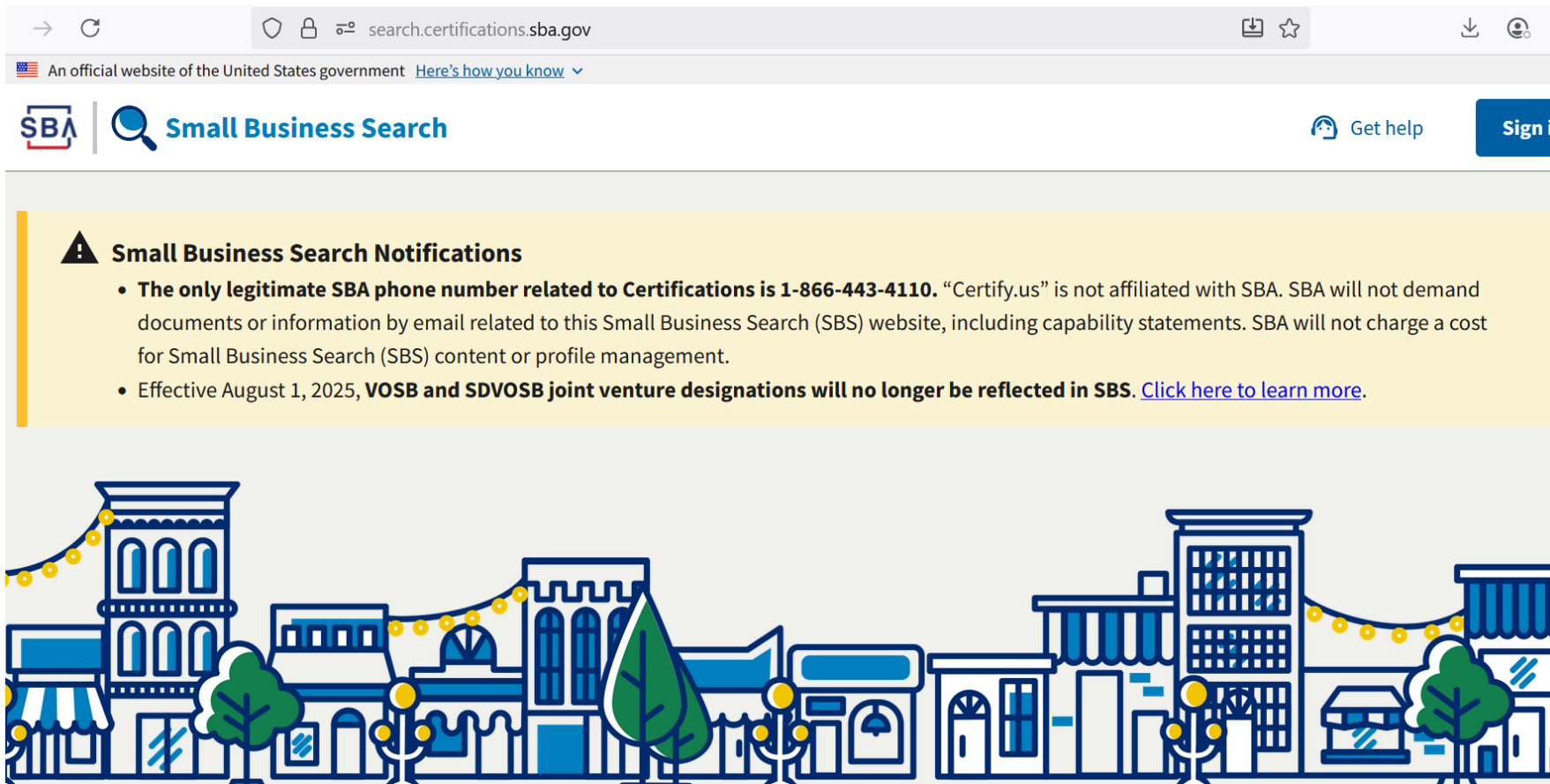
The procurement opportunities that matched your search profile are listed below by date, along with the total number of articles found for each date. You will receive an e-mail when new articles are posted here. If your e-mail address changes, please notify us as soon as possible using the contact information included with each day's listing.

You may also bookmark this page and check back as often as you'd like for new postings and please visit our [help](#) file for assistance on interpreting the bid leads. Articles will remain on the mybidmatch.com Web site for 30 days.

Date	Articles	Read
Friday, Mar 8, 2024	6	New
Thursday, Mar 7, 2024	5	New
Wednesday, Mar 6, 2024	2	New
Tuesday, Mar 5, 2024	5	New
Monday, Mar 4, 2024	0	New
Sunday, Mar 3, 2024	0	New
Saturday, Mar 2, 2024	2	New
Friday, Mar 1, 2024	1	New
Thursday, Feb 29, 2024	3	New
Wednesday, Feb 28, 2024	1	New
Tuesday, Feb 27, 2024	1	New
Monday, Feb 26, 2024	0	New
Sunday, Feb 25, 2024	0	New
Saturday, Feb 24, 2024	5	New
Friday, Feb 23, 2024	2	New
Thursday, Feb 22, 2024	8	New
Wednesday, Feb 21, 2024	4	New
Tuesday, Feb 20, 2024	2	Feb 21 2024 9:01AM

Marketing your 8(a) certified business

MARKETING YOUR 8(A) CERTIFIED BUSINESS



The screenshot shows a web browser window with the URL `search.certifications.sba.gov`. The page header includes the SBA logo, a search bar, and a "Sign in" button. A yellow notification banner contains the following text:

Small Business Search Notifications

- **The only legitimate SBA phone number related to Certifications is 1-866-443-4110.** "Certify.us" is not affiliated with SBA. SBA will not demand documents or information by email related to this Small Business Search (SBS) website, including capability statements. SBA will not charge a cost for Small Business Search (SBS) content or profile management.
- Effective August 1, 2025, **VOSB and SDVOSB joint venture designations will no longer be reflected in SBS.** [Click here to learn more.](#)

Below the notification is a decorative illustration of a city street with buildings, trees, and string lights.

MARKETING YOUR 8(A) CERTIFIED BUSINESS

This profile was last updated: 06/16/2025

SAM.gov registration status: Active

Capabilities narrative

Cyber Security, RMF, e-Governance, Data Science, Analytics, Health Informatics, Application Integration, Cloud Modernization, Artificial Intelligence, IoT Security, Enterprise Architecture, Information Assurance

Capabilities statement link

[Capabilities statement](#) 

Service information

Keywords

Other Accounting Services Financial Improvement and Audit Readiness (FIAR)
Internal Controls Financial Reporting Generally Accepted Accounting Princip
Business Process Re-Engineering (BPR) Budget Operations Planning Progr
And Execution (PPBE) Accounting Program Management (PMO) Data Analy

Marketing your 8(a) certified business

Develop a TARGETED Capabilities Statement



DUNSP# 143137754
CAGE# 4T2W5

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 Froek, COO
Sheila Henderson, CAO

CONTACT INFO
Athena Construction Group, Inc.
18013 Dumfries Shopping Plaza
Dumfries, Virginia 22026

703.221.7131 office
703.221.7933 fax

www.athenaconstructiongroup.com
info@athenaconstructiongroup.com

CAPABILITIES STATEMENT

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:

<p>FEDERAL CLIENTS</p> <ul style="list-style-type: none"> • Walter Reed Medical Center • VA Healthcare, VA Cemetery • DHS, St. Elizabeth's • ICCB • Ft. Belvoir Community Hospital • Pax River 	<ul style="list-style-type: none"> • VA Audie Murphy • POF Federal Building • Canon House Office Building • Camp Pendleton Naval Hospital • WWII Memorial • National Museum of the Marine Corps 	<p>PRIVATE CLIENTS</p> <ul style="list-style-type: none"> • Baker Daniels • Blank Rome LLP • Epstein Becker Green • Frederick Community College • George Mason University • Raytheon
---	---	---



Custom Fabricating & Supplies
5500 West Oakwood Park Drive
Franklin, WI 53132
(P) 414-421-2600 (F) 414-421-2700



Capability Statement

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!

www.customfabricate.com



Company Snapshot

CAGE Code: 4L1K1
DUNS Number: 058065520

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

Industries Served

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



Primary NAICS Codes

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

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

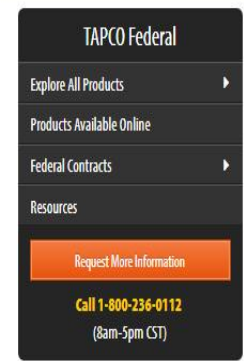
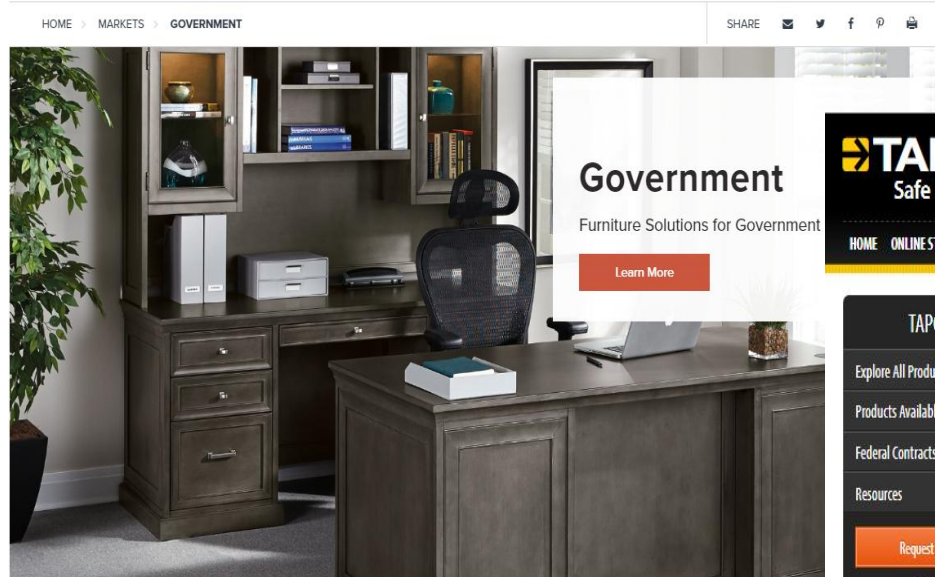
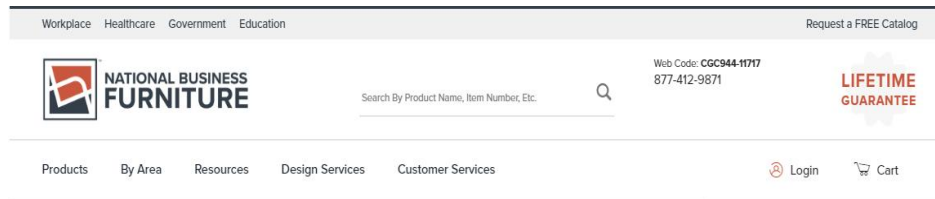


Quality Policy

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




DEVELOP A TARGETED AND STRONG WEBSITE




We want to be your primary supplier of traffic and parking control items while making it as easy and economical as possible. GSA Advantage has been the most reliable and proven source for thousands of Federal purchasers. We are the most comprehensive selection of approved products and services from GSA/MMA Schedule as well as all


Develop a TARGETED BUSINESS CARD

- **CLEARLY** states what your business DOES – use a tag line if necessary
- **COMPLETE** contact information including street address, telephone and email
- **NAICS** codes – **NIGP** codes – **UEI** – **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

FRONT

	Business Name
	<i>Tagline/Clear statement of what business does</i> First and last name, Job title
<hr/>	
<i>Complete Contact Information</i> Street Address Telephone <i>Email</i> <i>Website</i>	Quality level, ITAR, other professional/technical certifications All Small Business Designations (Small, HUBZone, SDVOSB, MBE...)

BACK

	DUNS Number	CAGE Code
	Experience you have supplying to government agencies NAICS codes, NIPG codes	
 <i>Memberships, Recognition, Awards</i>		

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.

Last words of advice

- **DO YOUR HOMEWORK – UNDERSTAND YOUR CUSTOMER AND THEIR NEEDS**
- **UNDERSTAND THAT YOUR MARKET MAY NOT JUST BE LOCAL**
- **YOU NEED TO GET OUT THERE and SHMOOZE**
- **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 Events

September 24 2025

Acquisition Hour

The Acquisition Hour webinar series covers a range of topics from market entry, sales growth, small business certifications, compliance, and more. Attendees receive 1 CPE credit for attending.

- **October 8** – The 8(a) Business Development Program
- **October 22** – Federal Acquisition Regulations (FAR) Overview
- **November 5** – Certification Programs for Women and Veteran Owned Businesses
- **November 12** – Getting Started w DLA/DIBBS for Contractor & Subcontractors Part 1
- **November 19** – Getting Started w DLA/DIBBS for Contractor & Subcontractors Part 2
- **December 3** – DCMA Overview
- **December 17** – Understanding the US SBA and DOD Mentor Protégé Programs (MPP)

...More information and registrations at wispro.org/events



Cyber Thursday

Cyber Friday is a series of one-hour webinars focusing on critical topics for DOD contractors and subcontractors in cyber security, data security, and CMMC. Attendees receive 1 CPE credit for attending.

- ~~August 28~~ – ~~The Federal Cybersecurity Horizon: Zero Trust, FedRAMP, & Supply Chain Risk~~
- **September 25** – CMMC 2.0: What is 48 CFR and why it matters?
- **October 30** – CMMC and ITAR – Navigating the differences
- **November 20** – Federal Cyber Update – Review of current regulations

...More information and registrations at wispro.org/events

Featured Newsletters

Visit wispro.org to sign up for our monthly newsletters

Acquisition Alert | Cyber Newsletter
Events Newsletter

**This webinar is eligible for
1 CPE credit**

**To receive a certificate of completion, contact
Bindu Popuri at bindup@wispro.org**

PRESENTED BY

Wisconsin Procurement Institute (WPI)

www.wispro.org

Ben Blanc

Wisconsin Procurement Institute

BenjaminB@wispro.org | 414-270-3600

Shane Mahaffy

US Small Business Administration (SBA)

shane.mahaffy@sba.gov | 414-297-1455

10437 Innovation Drive Suite 320
Milwaukee WI 53226