

The 16th Annual SADBOC Procurement Fair

This workshop is sponsored by the Federal Executive Board of Minnesota in cooperation with MN Procurement Technical Assistance Center and U.S. Small Business Administration

When:

Thursday, April 30th
9 A.M. – 3:00 P.M.

Where:

Earle Brown Heritage Center
6155 Earle Brown Drive
Brooklyn Center, MN

Cost:

FREE

Register:

[Click here](#)

About the SADBOC Procurement Fair

Get a piece of the action!

Small businesses interested in doing business with government agencies and prime contractors are encouraged to attend this trade fair.

Coupling education with marketing strategies, this event will provide small businesses an opportunity to meet with representatives from federal, state and local departments, commercial/prime contractors, and nonprofit organizations.

The 16th Annual SADBOC Government Procurement Fair is sponsored by the Federal Executive Board's Small and Disadvantaged Business Opportunity Council, in cooperation with MN Procurement Technical Assistance Center and the U.S. Small Business Administration.

Matchmaking

Small businesses have the opportunity to be matched with a government or corporate buyer interested in their particular product/ service (by appointment only).

Online registration for a 10 minute appointment begins April 1, 2015.
Click here or go to www.sba.gov/mn and click on the events calendar.

Matchmaking will close April 24, 2015.

Matches will be emailed to you and posted on the SBA the website on April 28 at -
www.sba.gov/mn

SADBOC Agenda

8:30 a.m. Registration

9 a.m. - 3 p.m. Trade Fair

9 a.m. - 12 p.m. Workshops

12:30 p.m. - 3 p.m. Matchmaking

Exhibiting Organizations

Federal

133rd Air National Guard, Air Force Reserve 934th Airlift Wing, Army Corps of Engineers, Department of Labor – Wage and Hour Division, Environmental Protection Agency (EPA), Federal Aviation Administration (FAA), General Services Administration (GSA), Housing and Urban Development (HUD), Indian Health Service (IHS), Small Business Administration (SBA), U.S. Fish and Wildlife Service, U.S. Forest Service, USDA Animal and Plant Health Inspection Service (APHIS), USPFO- Camp Ripley, VA Medical Center Minneapolis

State/Local

City of Minneapolis, City of St. Paul, Hennepin County, Metropolitan Airports Commission (MAC), Metropolitan Council, Minneapolis Public Housing Authority (MPHA), MN Dept. of Admin– Materials Management, SMG, MN Dept. of Transportation, MN Trade Office, Ramsey County, Minneapolis Public Schools, University of Minnesota

Commercial/Prime Contractors

3M, Adolphson and Peterson, Armament Systems, Cargill, Fastenal, HGA, Industrial Contract Services, JE Dunn, Kraus-Anderson, Knutson Construction, LHB, Medtronic, Mortenson Construction, MTS Systems, Noridian, PaR Systems, PCL, Redwing Shoe Company, Short Elliott Hendrickson (SEH), Stanley Consulting, Toro, United Health Group, UTC Aerospace Systems, Veit Companies, Xcel Energy

Nonprofit Organizations

Association of the United States Army (AUSA), Association of Women Contractors (AWC), Diversity Information Resources, MN American Indian Chamber (MAICC), MN Black Chamber of Commerce, MN SBIR, Meda, Midwest Small Business Transportation Resource Center (SBTRC), MN Procurement Technical Assistance Center (PTAC), National Association of Minority Contractors (NAMC), National Association of Purchasing Managers (NAPM), Native Diversification Network PTAC, North Central Minority Supplier Development Council (MMSDC),

Small Business Development Centers (SBDC), SCORE Association, Women's Business Development Center – Minnesota

Workshops

The Basics of Selling to the Government

Presented by Minnesota Procurement Technical Assistance Center (PTAC)

Government Contract Law 101

Presented by Eckland & Blando, LLP

Understanding the GSA Federal Supply (FSS) Schedule Program

Presented by General Services Administration (GSA)

Doing Business with the Veterans Administration Medical Center

Presented by VA Medical Center

Doing Business with Environmental Protection Agency (EPA)

Presented by EPA

Doing Business with HUD: Introducing the Small Contractor Initiative

Presented by HUD

Doing Business with the VA

Presented by VAMC

Doing Business with the U.S. Environmental Protection Agency (EPA)

Presented by EPA

Selling to the State of Minnesota

Presented by MN Department of Administration

Successful Contractor Panel - Tips and Tools to be Successful

Presented by College Recruiters, Erickson Builders, Pro-West & Associates

Finding Contracting Opportunities

Presented by MN Procurement Technical Assistance Center (PTAC)

Certification Requirements for Ownership and Control

Presented by Meda

Federal Certifications

Presented by SBA

CERT and Section 3 Certification

Presented by City of St. Paul

To Debrief or Not to Debrief?

Presented by Morrison Sund PLLC, Attorneys at Law

Davis Bacon and Service Contract Act (Wage and Hour) Requirements

Presented by Department of Labor

WBDC and NCMSDC Certification

Presented by Women's Business Development Center - MN and North Central Minority Supplier Development Council

Targeted Group and Disadvantaged Business Enterprise Certification

Presented by State of Minnesota and Metropolitan Council

Veteran Verification Process

Presented by MN Procurement Technical Assistance Center (PTAC)

Significant New Business Opportunities for Small Business Contractors

Presented by The Law Office of Tim Connelly, PLLC

Research Funding for Innovative Ideas with Commercial Potential

Presented by MN SBIR

Prime Contractor Panel – Are You Ready for Prime Time?

Presented by Kraus-Anderson Companies

General and Registration Information

Registration: click here to register or visit <http://conta.cc/1AiZ6gk> (registration is FREE)

Questions:

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Randy Czaia (SBA): 612.370.2314 or randall.czaia@sba.gov - www.sba.gov/mn