

15th Annual SADBOC Government Procurement Fair

April 30, 2014

**Earle Brown
Heritage Center**
Brooklyn Center, MN

Wednesday April 30, 2014
9:00 a.m. - 3:00 p.m.

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

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; access available technical assistance; and learn about upcoming contracts.

The 15th Annual SADBOC Government Procurement Fair is sponsored by the Federal Executive Board's Small and Disadvantaged Business Opportunity Council, in cooperation with PTAC and the U.S. Small Business Administration.

Click Here to Register
or go to www.mnptac.org

*Sponsored by the
Federal Executive
Board of Minnesota*



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 7th.

[Click Here](#) (or go to www.sba.gov/mn and click on the Events Calendar)

Matchmaking will close April 25

Matches will be posted on SBA website on April 28 at www.sba.gov/mn

Sponsored by the Federal Executive Board of Minnesota, in cooperation with Procurement Technical Assistance Center and U.S. Small Business Administration



Registration Information

Cost: FREE (registration required) [Click Here to Register](#) or go to www.mnptac.org

Questions: 612.259-6564 or skomrosky@mnptac.org

Agenda

8:30 a.m.	Registration
9:00 a.m. - 3:00 p.m.	Trade Fair
9:00 a.m. - 12:00 p.m.	Workshops
12:30 p.m. - 3:00 p.m.	Matchmaking

Exhibiting Organizations

Federal

Air Force Reserve 934th Airlift Wing, Army Corps of Engineers, Department of Labor – Wage and Hour Division, Environmental Protection Agency (EPA), General Services Administration (GSA), 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), USDA National Resources Conservation Service (NRCS), 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, MN Dept. of Transportation, MN Trade Office, University of Minnesota

Commercial/Prime Contractors

3M, ATK, Cargill, Cummins, Express Scripts, Fastenal, Federal Reserve Bank, HGA, Hiway Federal Credit Union, Industrial Contract Services, JE Dunn, Kraus-Anderson, Knutson Construction, LHB, Medtronic, Mortenson, MTS Systems, Noridian, Par Systems, PCL, Redwing Shoe Company, Ryan Companies US, SEH, Tennant, Toro, United Health Group, UTC Aerospace Systems

Nonprofit Organizations

Asian Economic Development, Association of the United States Army (AUSA), Association of Women Contractors (AWC), Better Business Bureau (BBB), Diversity Information Resources, MN American Indian Chamber (MAICC), Metropolitan Economic Development Association (MEDA), Midwest Minority Supplier Development Council (MMSDC), Midwest Small Business Transportation Resource Center (SBTRC), PTAC MN Procurement Technical Assistance Center (PTAC), National Association of Minority Contractors (NAMC), National Association of Purchasing Managers (NAPM), National Contract Managers Association (NCMA), Native Diversification Network, Renal Network of the Upper Midwest, Small Business Development Centers (SBDC), SCORE Association, Women's Business Development Center – Minnesota (WBDC-MN), Women in Defense (WID)

Workshops

The Basics of Selling to the Government

Minnesota Procurement Technical Assistance Center (PTAC)

Vikings Stadium Update and Opportunities

Mortenson Construction

Past Performance

Eckland & Blando, LLP

Understanding the GSA Schedule Program

General Services Administration (GSA)

Doing Business with the Veterans Administration Medical Center

VA Medical Center

Certification Panel

U.S. Small Business Administration (SBA); State of MN-Dept. of Admin.; MN Unified Certification Program (MnUCP); City of St. Paul-Central CERT & Section 3; North Central Supplier Development Council (NCMSDC); Women's Business Development Center – Minnesota (WBDC-MN)

Doing Business with Environmental Protection Agency (EPA)

EPA

Doing Business with GSA Public Building Service

Selling to the State of Minnesota

MN Department of Administration

Veteran Verification Process

Minnesota Procurement Technical Assistance Center (PTAC)

Understanding the HUBZone Program

U.S. Small Business Administration (SBA)

Government Contracting Programs for Veteran-Owned Businesses — Where Have We Been and Where Are We Going?

The Law Office of Tim Connelly, PLLC

Prime Contractor Panel – Are You ready for Prime Time?

Fastenal, JE Dunn, and Redwing Shoe Company

8(a) Business Development Program Orientation

U.S. Small Business Administration (SBA)

Capability Statements

Minnesota Procurement Technical Assistance Center (PTAC)

System for Award Management (SAM)

Minnesota Procurement Technical Assistance Center (PTAC)

Wage and Hour Basics for Government Contracts

Department of Labor

The BioPreferred Federal Procurement Preference Program (Green)

Forest Service

Mentor-Protégé Panel

CPP, SBA, and MnDOT

Go to www.mnptac.org/uploads/Fair-2014-Workshop-List.pdf for a full description of each workshop

General Information

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

Sherri Komrosky (MN PTAC) at 612.259.6565 or skomrosky@mnptac.org - www.mnptac.org