

The 9th Annual Greater Minnesota Resource and Government Procurement Fair

October 9, 2013

8:30 a.m. – 3:30 p.m.

5734 Sturgeon Lake Road. Welch. MN 55089

Hosted by:

Prairie Island Indian Community and Treasure Island Resort and Casino



Sponsored by:

MN Procurement Technical Assistance Center and Meda



MNPTAC
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In cooperation with:

U.S. Small Business Administration

Schedule:

8:30 a.m. Registration

9:00 a.m. — 3:30 p.m. Trade Fair and Workshops

Hotel Room Block

Call 1-888-867-7829
mention Greater MN
Resource and Government
Procurement Fair for a hotel
rate of \$69.00 single or
double occupancy.

<http://www.ticasino.com>

FREE EVENT REGISTRATION REQUIRED

Register Online: <http://mnptac.ecenterdirect.com/conferences.action>

**Minnesota American Indian Chamber of Commerce
Business Builders Luncheon**

WACIPI ROOM

12:00 p.m. – 1:30 p.m.



LUNCHEON SPONSORED BY:

(Lunch limited to first 200 Registrations)

The Greater Minnesota Resource and Government Procurement Fair

Small businesses interested in starting a business, growing a business, or doing business with government agencies and prime contractors should attend! There will be a trade show throughout the day, along with a variety of workshops including Starting a Small Business, Selling to the Government, and Certifications. All small businesses can learn about special programs designed to provide better access to the government marketplace.

TINTA WITA ROOM

Exhibiting Organizations

Federal, State and Local Government

- Army Corps of Engineers
- Department of Administration – State of MN
- U.S. Department of Labor
- General Services Administration (GSA)
- Indian Health Service - Bemidji
- Metropolitan Council
- MN Department of Transportation
- Small Business Administration (SBA)
- USDA Animal Plant & Health Inspection Service (APHIS)
- USDA Forest Service

Commercial and Prime Contractors

- Fastenal
- Federal Reserve Bank of Minneapolis
- HGA Architects and Engineers
- ICS General Contractor
- JE Dunn Construction
- Kraus-Anderson Construction Company
- Knutson Construction
- M.A. Mortenson Construction
- Medtronic
- Red Wing Shoes

Nonprofit Organizations

- Association of the United States Army (AUSA)
- Association of Women Contractors (AWC)
- Better Business Bureau of Minnesota and North Dakota (BBB)
- Meda
- Midwest Minority Supplier Development Council (MMSDC)
- MnDOT TGB Outreach Program
- MnDOT Working Capital Loan Fund (WCLF)
- MN American Indian Chamber of Commerce (MAICC)
- MN Procurement Technical Assistance Center (PTAC)
- SCORE
- Women's Business Development Center – Minnesota (WBDC-MN)

The fair will be held at Treasure Island Resort and Casino in Welch, Minnesota.
Call 1-888-867-7829 mention PTAC Procurement Fair for a hotel rate of \$69.00 single or double occupancy. <http://www.ticasino.com>

Registration

The event is free but registration is required. The fair is open to everyone.

The MN American Indian Chamber of Commerce is holding a Business Builders Luncheon in conjunction with the fair. The luncheon is limited to the first 200 registrations.

Register Online: <http://mnptac.ecenterdirect.com/conferences.action>

WORKSHOPS

CHIEF WABASHA ROOM

9:00 The Basics of Selling to the Government

John Kilian, MN Procurement Technical Assistance Center (PTAC)

By now, you must have some idea how huge the federal government expenditures were in 2012. The federal government market is the largest in the world! Would you like to participate in that marketplace but don't know where to start? Then attend this introduction to the basics of selling to the government. You'll get basic information on the market, how the market is segmented, buying channels, terminology, registrations and certifications involved, and the starting points for positioning your company to sell into the government market.

10:00 Understanding the GSA Schedule Program

Maureen Cruz, General Services Administration (GSA)

GSA is the most important contracting activity for all federal agencies. GSA Schedules (also referred to as Multiple Award Schedules and Federal Supply Schedules) Program, establishes long-term government wide contracts with commercial firms to provide access to over 11 million commercial products and services that can be ordered directly from GSA Schedule contractors of through the [GSA Advantage!®](#) on-line shopping and ordering system for federal buyers. Participants will learn how to locate their applicable Schedule application/solicitation, and receive marketing information as a means to aligning the businesses with opportunities within the GSA Schedules process as well as other current procurement needs, initiatives, and forecasts.

11:00 Doing Business with the State of Minnesota

Brenda Willard, Department of Administration – State of Minnesota

This workshop will provide an overview and details about contracting with the State of Minnesota. Topics to be covered include an overview of the state's purchasing practices; where the dollars come from; how the dollars can be spent; how to get registered as a vendor; where to find business opportunities; and State expectations of contractors.

12:00 – 1:15 LUNCH

1:30 System for Award Management (SAM) – Level 1

Pat Dotter, MN Procurement Technical Assistance Center (PTAC)

This work shop is geared to those who are first time users of SAM. Topics include: successfully creating your personal SAM account, locating and connecting to your migrated old CCR account, updating the old CCR or creating a first time business profile in SAM. The goal of this workshop is for participants to be able to “get it right the first time.”

2:30 System for Award Management (SAM) – Level II

Pat Dotter, MN Procurement Technical Assistance Center (PTAC)

This workshop is directed to current SAM users and those who have already completed the initial migration and update of the old CCR. Topics include: latest updates, new errors, old problems that are still evident, some work arounds and knowing when and who to call for help. Also, learn about

annual updates, updating NAICS and PSC and other business information.

MAHKATO ROOM

9:00 The Service Contract Act and Davis Bacon Laws

Corey Walton, U.S. Department of Labor

The Wage and Hour workshop will offer an overview of the Service Contract Act and federal Davis-Bacon laws and the everyday application of these laws in the workplace. The workshop will cover the issues central to government contract compliance including prevailing wage and fringe benefit requirements, completing certified payrolls, specific recordkeeping requirements and guidelines for the correct payment of overtime. The workshop will also include tips on how to best avoid the pitfalls and problem areas most common in government contract work. Attendees will also receive helpful informational publications as well as a Wage & Hour CD with an array of educational materials.

10:00 Certification Panel

Pat Calder, Metropolitan Council – DBE; Vanessa Manning -- Midwest Minority Supplier Development Council (MMSDC); Randy Czaia, Small Business Administration – 8(a), EDWOSB and HUBZone; Sheila Scott, Department of Administration – State of Minnesota – TG/ED; Natasha Fedorova – Women’s Business Development Center (WBDC-MN)

Sorting through the various federal, state, local, and corporate socio-economic certification programs can be a daunting task. Who is eligible? What are the requirements? How does one become certified? What are the benefits? This panel will answer these questions and more. Representatives from six socio-economic certifying bodies will walk you through their programs and answer your questions. Attendees will gain a better understanding of the various programs and the opportunities that may be available from these organizations.

11:00 8(a) Business Development Program

Katherine Roth, U.S. Small Business Administration

The 8(a) Business Development program is intended to overcome an individual’s personal disadvantage through training, counseling, and Federal contract support. Attendees will learn the eligibility requirements, application procedures, and the benefits of this important program.

12:00 – 1:15 LUNCH

1:30 Prime Contractor Panel – Are You Ready for Prime Time?

Learn how to work with prime contractors - what they buy, how they buy, and where to register. Good starting point to know what questions to ask when you have your one-on-one matchmaking visits.

Stacie Baures and Melissa Puchalla, Fastenal
Christa Seaberg, JE Dunn Construction
Jeff Marcus, Red Wing Shoe Company

2:30 The BioPreferred Federal Procurement Preference Program (GREEN)!

David Easter, USDA Forest Service

Learn: What are biobased products? Why purchase biobased products? Types of biobased products? What is BioPreferred? The BioPreferred designation process. Tools and Resources to help you purchase biobased products. Contract language for BioPreferred Products.

BOARD ROOM

9:00 Starting a Business

Rick Indrelie, Small Business Development Center (SBDC)

This workshop will provide participants with information on how to position yourself for a smoother transition when starting your business. This workshop will be instructed by Rick Indrelie, SBDC Consultant and a certified Economic Development Finance Professional. Mr. Indrelie has over 25 years of experience in the accounting and finance field. Topics covered in this workshop will include: Do you need a business plan to start your business? Should you start your business as a sole proprietor? Is it a good idea to have business insurance? Will you need to borrow money to start your business? Should you take on a partner?

10:00 Healthy Lifestyle, Healthy Business

Patrick Pariseau and Scott Ochsner, Meda

Hear about the real life stories that put successful entrepreneurs on the track to ruin by confusing the key measures of a successful business. Learn about the worst and best things to do to build your business capital structure. A healthy perspective on life and business will create a solid financial framework to build a sustainable, and bankable, business enterprise.

11:00 Vikings Stadium Update

Mortenson

This workshop will provide a broad overview of the stadium project, including building components, timeline, project goals, certification requirements, etc.

12:00 – 1:15 LUNCH

1:30 – 2:30 “Buy Indian” Policy Development Summit

MN American Indian Chamber of Commerce (MAICC)

The Northwest Area Foundation has entrusted your MAICC with a grant opportunity for the specific purpose of developing a comprehensive “Buy Indian” policy. As American Indian people, and even more important, as business professionals, we all support the concept of “Buy Indian”; however, there is really no formal policy or framework from which we can advance this noble cause.

It’s a great honor to be entrusted with this responsibility and we’re excited to begin the process of crafting such an important document. Please join us to observe the inaugural policy development meeting and participate in the discussion on how we can better support American Indian business interests.