

# The 17th Annual **SADBOC GOVERNMENT PROCUREMENT FAIR**

**Thursday April 28, 2016**  
9 A.M. - 3 P.M.

*Sponsored by  
The Federal Executive  
Board of Minnesota*



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

**Register**  
<https://sadbocprocurementfair.eventbrite.com>

## **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 17th Annual SADBOC Government Procurement Fair is sponsored by the Federal Executive Board's Small and Disadvantaged Business Opportunity Council (SADBOC), in cooperation with MN Procurement Technical Assistance Center (MNPTAC) and the U.S. Small Business Administration (SBA).

## **Matchmaking**

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

The Matchmaking registration will open on Monday, April 4th. [Click here](#) or go to <http://sadbocmatchmaking.eventbrite.com>

Matchmaking registration will close on Friday, April 22, 2016.

To stay current on upcoming events and training opportunities, LIKE our SADBOC Facebook Page at <https://www.facebook.com/SADBOC/>



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



## 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, Department of Labor - Wage and Hour Division, Environmental Protection Agency (EPA), General Services Administration (GSA), Grand Forks Air Force Base, Indian Health Service (IHS), Small Business Administration (SBA), US Army Corps of Engineers, 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, VA National Acquisition Center, United States Agency for International Development (USAID)

### 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, Ramsey County, University of Minnesota

### Commercial/Prime Contractors

3M, Adolphson and Peterson, Orbital ATK Armament Systems, Cargill, Fastenal, HGA Architects and Engineers, Industrial Contract Services, iQor, JE Dunn, Knutson Construction, Kraus-Anderson, LHB, Medtronic, MTS Systems, Noridian Healthcare Solution, PaR Systems, PCL, Red Wing Shoes, Short Elliott Hendrickson (SEH), Stanley Consulting, Toro, United Healthcare Military & Veterans, UTC Aerospace Systems, Veit Companies, Xcel Energy, BAE Systems, Cummins Power Generation, Federal Reserve Bank, Hiway Federal Credit Union, Kraemer North America, Mayo Clinic, McGough Construction, St. Jude Medical

### Service Providers

Association of the United States Army (AUSA), Association of Women Contractors (AWC), Diversity Information Resources, MN Procurement Technical Assistance Center (PTAC), National Association of Minority Contractors, National Association of Purchasing Managers, North Central Minority Supplier Development Council (NCMSDC), Small Business Development Centers (SBDC), SCORE Association, Wisconsin Procurement Institute (WPI), Women's Business Development Center - Minnesota (WBDC-MN), Metropolitan Economic Development Association (Meda)

## Workshops

**The Basics of Selling to the Government**  
Procurement Technical Assistance Center (PTAC)

**Government Contract Law 101**  
Eckland & Blando, LLP

**Understanding the GSA Federal Supply (FSS) Schedule Program**  
General Services Administration (GSA)

**Doing Business with the US Department of Veterans Affairs**  
VA National Acquisition Center, VA VISN 23

**Doing Business with HUD: Small Contractor Initiative**  
HUD

**Selling to the State of Minnesota**  
MN Department of Administration

**Finding Contracting Opportunities**  
Procurement Technical Assistance Center (PTAC)

**Federal Certifications: 8(a); HUBZone, WOSB/EDWOSB**  
SBA

**CERT and Section 3 Certification**  
City of St. Paul

**Davis Bacon and Service Contract Act (Wage and Hour)**  
Department of Labor

**MBE and WBE: Commercial Certifications for Minority and Women Owned Businesses**  
Women's Business Development Center - MN and North Central Minority Supplier Development Council

**TG/ED/VO Certifications with the State of Minnesota**  
State of Minnesota, Department of Administration

**Legal Update for Small Business Contractors**  
The Law Office of Tim Connelly, PLLC

**SBIR/STTR Funding for Innovative Ideas with Commercial Potential**  
MN SBIR

**Are you in Control? Ownership and Control Requirements for Certifications**  
Meda

**DBE Certification: Who Should Get Certified and How to Use the Certification**  
Metropolitan Council

**Doing Business with the US Army Corps of Engineers**  
US Army Corps of Engineers St. Paul District

**Are You Ready for Prime Time? A Prime Contractor Panel**  
BAE Systems, Cargill, Knutson Construction

**What Makes a Successful Contractor? A Small Business Panel**  
National Facility Solutions, LLC, LearningZoneXpress, Tarraf Construction

**Rights & Responsibilities of a Subcontractor**  
Morrison Sund PLLC

**GSA Schedules and More: A Business Perspective**  
Procurement Technical Assistance Center (PTAC)

## General and Registration Information

**Registration:** [click here](#) to register or [visit https://sadbocprocurementfair.eventbrite.com](https://sadbocprocurementfair.eventbrite.com) (registration is FREE)

**Questions:** Christina Nebel-Dickerson (MN PTAC): 612.259.6583 or [cnebel@mnptac.org](mailto:cnebel@mnptac.org) - [www.mnptac.org](http://www.mnptac.org)  
Randy Czaia (SBA): 612.370.2314 or [randall.czaia@sba.gov](mailto:randall.czaia@sba.gov) - [www.sba.gov/mn](http://www.sba.gov/mn)