

Agenda

8:30 AM	Registration
9 AM – 3 PM	Trade Fair
9 AM – 3 PM	Workshops
12:30 PM – 3 PM	Matchmaking

Exhibiting Organizations

Federal Government

USDA Animal Plant Health Inspection Service, Air Force Reserve Airlift Wing 934th, VA Medical Center, VA National Acquisition Center, U.S.D. A. Forest Service, U.S. Army Corps of Engineers, Small Business Administration, U.S. Dept of Labor, U.S. EPA, Indian Health Service, Minot Air Force Base

State and Local Government

City of Minneapolis, Dept of Administration - OEP, MinnState, MN PTAC, MNDoT, City of Saint Paul, Metropolitan Airports Commission, Metropolitan Council, Ramsey County, University of Minnesota, Hennepin County

Non-Profit Service Providers

Association of Women Contractors, Small Business Development Centers (SBDC), MN Indigenous Business Alliance, Wisconsin Procurement Institute, North Central Minority Supplier Development Council, Veterans Business Outreach Center, SCORE, Women's Business Development Center (WBDC), Association of the U.S. Army (AUSA), MN American Indian Chamber of Commerce

Prime Contractors

LHB, Noridian Healthcare Solutions, Mayo Clinic, Knutson Construction, Cargill, Fastenal Company, HGA Architects and Engineers, ICS Inc, LS Black Constructors, McGough Construction, Medtronic, Northrop Grumman Innovation Systems, Red Wing Brands, Toro Company, Walman Instruments, Xcel Energy, Adolfson & Peterson Construction, Kraus-Anderson, PaR Systems, IC Systems, Woodward, Inc., 3M

General and Registration Information

Registration: Visit <https://sadbocprocurementfair.eventbrite.com>
Registration is FREE

Questions: Christina Nebel-Dickerson (PTAC): 651-201-2629 or christina.nebel-dickerson@state.mn.us
Shaun McClary (SBA): 612.370.2320 or shaun.mcclary@sba.gov

Workshops

The Basics of Selling to the Government

MN Dept. of Administration, Procurement Technical Assistance Center (PTAC)

Fundamentals of Government Contract Law

Eckland & Blando, LLP

Understanding the GSA Federal Supply (FSS) Schedule Program

General Services Administration (GSA)

Section Collaborative

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Selling to the State of Minnesota

MN Department of Administration

Finding Contracting Opportunities

MN Dept. of Administration, Procurement Technical Assistance Center (PTAC)

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

US Small Business Administration (SBA)

CERT and St Paul Business Services and Resources

City of St. Paul

WBE and MBE: Corporate Certifications for Minority and Women Owned Businesses

Women's Business Development Center (WBDC) and North Central Minority Supplier Development Council (NCMSDC)

TG/ED/VO Certifications with the State of Minnesota

MN Dept of Administration, Office of Equity in Procurement (OEP)

Don't be a Fraud! The False Claims Act and Other Dangers

The Law Office of Tim Connelly, PLLC

Disadvantaged Business Enterprise (DBE) Certification

Metropolitan Council

The Davis Bacon and Service Contract Acts

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Rights Responsibilities of a Federal Subcontractor

Morrison Sund, PLLC, Attorneys at Law

Cybersecurity Considerations for Small Business

MN Small Business Development Center

WOSB/EDWOSB

- DCAA Compliance
 - Pre-Award Survey and the SF 1408
 - Developing Indirect Rates and Multipliers
 - Bid vs. No Bid Estimating Templates
 - Job Costing: Estimating vs. Actual
 - Management Accounting
- Eric Ru in, Ru in Consulting Services