

**SAVE THE DATE**  
**2020**

# GOVERNMENT CONTRACTING for SMALL BUSINESSES WEBINAR SERIES

## July 28 – The WOSB and EDWOSB Program

9 – 10 a.m. Central Time

*Presenters: Garrison M. Anderson & Kelly Jackson, U.S. Small Business Administration*

To level the playing field in the federal contracting marketplace, the federal government's goal is to award at least five percent of all federal contracting dollars to women-owned small businesses each year. Why should women take advantage of this unique opportunity? Join us for an informational webinar to learn more about SBA's NEW Women Owned Small Business Federal Contracting Certification Program and navigating recent program changes.

**Registration:** [https://usd.zoom.us/meeting/register/tJApd-uspz0tGtXwiq623pnVOX3t1TaP5\\_Fb](https://usd.zoom.us/meeting/register/tJApd-uspz0tGtXwiq623pnVOX3t1TaP5_Fb)

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## August 4 – Doing Business with the States of MN, ND, SD

9 – 10 a.m. Central Time

*Presenter: Tricia Opp and Sherry Neas – ND, Steve Berg – SD, Aaron Anderson – MN*

This workshop will provide an overview and details about contracting with the states of Minnesota, North and South Dakota. Topics to be covered include an overview of each 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 what the state expects of its contractors.

**Registration:** [https://usd.zoom.us/meeting/register/uZQpceGprjgoNVy\\_edkZ3oWGqJnbAvtgLA](https://usd.zoom.us/meeting/register/uZQpceGprjgoNVy_edkZ3oWGqJnbAvtgLA)

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This webinar series is hosted in partnership with the Minnesota, North Dakota and South Dakota Small Business Administration (SBA) and the Procurement Technical Assistance Centers (PTAC).



SBA Co-sponsorship #19-0875-85. SBA's participation is not an endorsement of the views, opinions, products or services of any cosponsor or other person or entity. All SBA programs and services are extended to the public on a nondiscriminatory basis.

## September 1 – Managing Cash Flow Across Contracts/Projects

9 – 10 a.m. Central Time

*Presenter: Matt Magness, West Central MN SBDC*

When engaging in multiple projects at once or with a new vendor, such as the State/Federal government, managing cash flow expectations is crucial. Preparing for access to cash or credit will be necessary in advance of any new project. When and how will you invoice? When will you receive payment? Will the contract terms influence your cost of doing business? Gather some key cash management tips to prepare and thrive when pursuing business with the government.

**Registration:** [https://und.zoom.us/webinar/register/WN\\_KVPiIBNfTtmOWqLGE7UBzQ](https://und.zoom.us/webinar/register/WN_KVPiIBNfTtmOWqLGE7UBzQ)

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## October 6 – Cybersecurity

9 – 10 a.m. Central Time

*Presenter: Brad Fischer, SD Manufacturing & Technology Solutions*

The Basics of the Cybersecurity Maturity Model Certification (CMMC): Brad Fischer of the South Dakota Manufacturing & Technology Solutions will provide information about how the CMMC will impact businesses who work with the Department of Defense.

**Registration:** <https://usd.zoom.us/meeting/register/v5AoceuqzMvOt9KcQiOaltJJ1uOegJmiQ>

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## November 3 – Doing Business with the VA & Veteran Verification

9 – 10 a.m. Central Time

*Presenter: David Dierks, Dept. of Veterans Affairs; Mark Cooper, MN PTAC; Wendy Klug, VBOC of the Dakotas*

Learn how the VA buys, what they buy and how you can participate. The Veterans Health Administration has a Veterans First Contracting Program to qualify Service Disabled Veteran and Veteran Owned Small Businesses must be verified through the Center for Verification and Evaluation (CVE) this session will give a brief overview of the application and review process.

**Registration:** [https://und.zoom.us/webinar/register/WN\\_B22-1KImSwGKTsJ\\_M1N63g](https://und.zoom.us/webinar/register/WN_B22-1KImSwGKTsJ_M1N63g)

