

The 19th Annual SADBOC PROCUREMENT FAIR

Thursday April 26, 2018

9:00 AM – 3:00 PM

Earle Brown Heritage Center

6155 Earle Brown Drive | Brooklyn Center, MN

Register

<https://sadbocprocurementfair.eventbrite.com>



<https://www.facebook.com/events/147763062645523/>



Sponsored by the
Federal Executive Board of Minnesota

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 19th Annual SADBOC Government Procurement Fair is sponsored by the Federal Executive Board's Small and Disadvantaged Business Opportunities Council, in cooperation with the Procurement Technical Assistance Center and the U.S. Small Business Administration.

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 2, 2018. <http://sadbocmatchmaking.eventbrite.com>

Matchmaking will close April 20, 2018.

U.S. Small Business Administration



Your Small Business Resource



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

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. Forest Service, U.S. Fish and Wildlife Service, U.S. Army Corps of Engineers, General Services Administration, Small Business Administration

State and Local Government

City of Minneapolis, Dept of Administration - OEP, MinnState, MN PTAC, MN DOT, 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), Wisconsin Procurement Institute, North Central Minority Supplier Development Council, Veterans Business Outreach Center, SCORE, Meda, Women's Business Development Center -MN, Association of the U.S. Army (AUSA)

Prime Contractors

LHB, Noridian Healthcare Solutions, Mayo Clinic, Knutson Construction, 3M, Cargill, Fastenal Company, HGA Architects and Engineers, ICS Inc, LS Black Constructors, M. A. Mortenson, McGough Construction, Medtronic, MTS Systems, Northrop Grumman, Orbital ATK, PCL Construction Services, Red Wing Brands, Toro Company, Thermo Fisher Science, United Technologies Aero Space, Veit, Walman Instruments, Xcel Energy, Adolfson & Peterson Construction, Kraus-Anderson, PaR Systems

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)

The False Claims Act: Past, Present and Future

Eckland & Blando, LLP

Understanding the GSA Federal Supply (FSS) Schedule Program

General Services Administration (GSA)

NEW - Minnesota Small Business Certification Portal

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

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 Section 3 Certification

City of St. Paul

WBE and MBE: Corporate Certifications

for Minority and Women Owned Businesses

Women's Business Development Center and North Central Minority Supplier Development Council

TG/ED/VO Certifications with the State of Minnesota

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

2018 Legal Update: Focus on "Ownership and Control" Issues

The Law Office of Tim Connelly, PLLC

Disadvantaged Business Enterprise (DBE) Certification

MN Department of Transportation (MnDot)

Federal Government Agency Buyer Panel

Dept. of Agriculture-APHIS; US Army Corps of Engineers-St. Paul District; Forest Service; 934th Airlift Wing

Ready for Prime Time? A Prime Contractor Panel

Medtronic; Cargill; PAR Systems

Planes, Trains & Automobiles - Transportation Panel

Metropolitan Council; Metropolitan Airports Commission; MnDOT

Local Government Agency Buyer Panel

City of St. Paul; City of Minneapolis; Ramsey County; Hennepin County; Minneapolis Public Schools

Small to Wow! – A Panel of Successful Small Businesses

TsuSource Consulting Services, LLC; Be Graceful Bakery & Catering, LLC; Abundant Office Solutions

Understanding the Registration Process and Updates of SAM and DSBS

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

Understanding Flowdown Clauses as They Pertain to You, a Government Subcontractor

Morrison Sund, PLLC, Attorneys at Law

Proposal Prep

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