

2018 Procurement Webinar Series

A partnership of:



Monthly Webinar Login Instructions

The following series of webinars is hosted in partnership with the Minnesota, North Dakota and South Dakota PTACs.

**Webinars typically take place the first Tuesday of every month
From 9 – 10 a.m. Central Time**

1. Please join from any PC, Mac, Linux, iOS or Android:
 - <https://und.zoom.us/j/115541475>
2. If you prefer to use phone for audio:
US (Long distance) +1 (669) 900-6833 or +1 (646) 558-8656
3. iPhone one-tap:
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Meeting ID: 115-541-475

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May 8 – Federal 8(a) Certification

Shaun McClary, Small Business Administration – MN District Office

If you are a socially and economically disadvantaged small business and have been in business for two or more years, then you could qualify for this program. This webinar provides an overview of SBA's 8(a) Business Development Program. Topics to be covered include eligibility requirements, benefits of participating and how to register and apply for certification.

May 15 – HUBZone Certification

Lisa Claassen, Small Business Administration – SD District Office

In 1997 Congress enacted the Historically Underutilized Business Zones (HUBZone) Program to encourage economic development in designated areas through preferences in federal government contracting. You will learn which areas qualify as HUBZones, the requirements that must be met to qualify as a HUBZone small business, how to apply for HUBZone certification, and the benefits of becoming HUBZone certified.

May 22 – Federal Women Owned Small Business Certification

Amy Kim, Small Business Administration-HQ, WOSB Program Manager

Are you a woman owned small business seeking to expand your market? Do you want to learn more about the Women Owned Small Business (WOSB) program and how certification can help you grow your business, join this webinar to learn how you can become certified!

June 5 – Preparing a Winning Proposal

Pat Dotter, MN Procurement Technical Assistance Center (PTAC)

Proposal development is critical for the success of a government contractor. This workshop will help attendees learn the different types of proposals, how to review the requirements and the keys to developing, organizing and writing a winning proposal!