

15TH ANNUAL

GREATER MINNESOTA GOVERNMENT PROCUREMENT FAIR



A PREMIERE EVENT ON SELLING PRODUCTS AND SERVICES TO THE GOVERNMENT

The fair will provide an opportunity for small businesses and contractors to learn about special programs designed to provide better access to the government marketplace. A trade show will be open throughout the day in addition to a variety of workshops including Selling to the Government and Federal Certifications. You will have 8 workshops in 2 tracks to choose from, along with the opportunity to visit with more than 20 representatives from State & Federal Government Agencies, Large Prime Contractors, and Resource Providers on the trade floor. We have extended our networking time to help small businesses and contractors connect with our industry experts!

The event is FREE and open to all businesses!

THURSDAY, OCTOBER 10, 2019
9:00 A.M. - 3:00 P.M.

Shooting Star Resort & Casino
777 Casino Road
Mahnomon MN, 56557

RESERVE A HOTEL ROOM

Call: 800-453-7827

Mention Room Block #9763 for a rate of \$65
plus tax for October 9th.

REGISTER ONLINE

bit.ly/ProcurementFair19



Who We Are

Our team provides training, counseling and procurement technical assistance, and equips businesses across Minnesota with the necessary resources to secure government certifications and contracts.

Contact Us

651-201-2629
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EXHIBITORS

EXHIBITOR HALL - RICHWOOD ROOM



COMMERCIAL AND PRIME CONTRACTORS

Walman Optical
Strata Corporation
Industrial Contract Services (ICS)
BAE Systems
Medtronic
Knutson
Noridian Healthcare Solutions

RESOURCE PROVIDERS

Women's Business Development Center (WBDC)
Association of Women Contractors (AWC)
WC Small Business Development Center (WCSBDC)
North Central Minority Supplier Development Council (NCMSDC)

STATE AND LOCAL GOVERNMENT

MN Procurement Technical Assistance Center (PTAC)
ND Procurement Technical Assistance Center (PTAC)
MN Office of Equity in Procurement (OEP)
University of Minnesota
Minnesota State
MNDOT

FEDERAL GOVERNMENT

US Small Business Administration (SBA) – MN
US Small Business Administration (SBA) – ND
US Army Corps of Engineers (USACE)
US Department of Labor (DOL)
USDA – APHIS
Indian Health Service (IHS)

BREAKOUT SESSION 1 - PINE POINT ROOM

9:00 AM - BASICS OF SELLING TO GOVERNMENT

Bob Crowther, PTAC (Procurement Technical Assistance Center) Dept. of Administration – State of Minnesota

By now, you must have some idea how huge the federal government expenditures are each year. The federal government market is the largest in the world! Would you like to participate in that marketplace but don't know where to start? Then attend this introductory session to get basic information on the market, how the market is segmented, buying channels, terminology, registrations and certifications involved, and the starting points for positioning your company to sell into the government market.

10:00 AM - DOING BUSINESS WITH THE STATE OF MINNESOTA

Sheila Scott, OEP (Office of Equity in Procurement) Dept. of Administration – State of Minnesota

This session will provide an overview of how to sell to the State of Minnesota. Topics covered will include an overview of the 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; State expectations of vendors; and recent changes for diversity and inclusion.

11:00 AM - DOING BUSINESS WITH THE US ARMY CORPS OF ENGINEERS

Christine Davis, St. Paul District, USACE

The St. Paul District of the US Army Corps of Engineers (Corps) contracts out the construction of new buildings, renovations, alterations and repairs for structures such as locks and dams and recreational facilities. Service contracts are also in place to maintain 42 recreational sites and over \$5M in supplies are purchased annually. Join us for this session to learn how to find Corps projects; purchasing practices; expectations of vendors; small business opportunities, and more. Some discussion will also take place regarding opportunities for the upcoming FM Area Diversion Project, which is designed to protect the Fargo-Moorhead-West Fargo metro area during times of extreme flooding.

NOON - LUNCH ON YOUR OWN

1:00 PM - FEDERAL CERTIFICATIONS: 8(A); HUBZONE WOSB/EDWOSB

Shaun McClary, U.S. Small Business Administration (SBA)

The Federal Government has goals for contracting with Small Business, HUBZone, Women Owned, Disadvantaged and Service Disabled Veteran Owned Small Businesses, and are allowed to restrict competition through contract set-asides as a means of achieving its goals. We will discuss the eligibility requirements for each of these categories. The session will also cover the 8(a) Business Development Program, which is a special nine year program for Small and Disadvantaged Businesses.

2:00 – 3:00 - NETWORKING WITH EXHIBITORS

BREAKOUT SESSION 2 - ROY LAKE ROOM

9:00 AM - WBE & MBE (CORPORATE) CERTIFICATION FOR WOMEN OR MINORITY OWNED BUSINESSES

Yana Massey, Women's Business Development Center (WBDC);

Heather Olson, North Central Minority Supplier Development Council (NCMSDC)

This session will help you identify if the Women's Business Enterprise (WBE) or Minority Business Enterprise Certification (MBE) is right for you. The WBE Certification is national in scope and issued by a third-party agency. Ideal participants should be a part of a business that is at least 51% owned, managed and controlled by a woman or women, and whose target market includes corporate America. You will also learn how to become a certified (MBE). MBE Certification is a National Certification under the National Minority Supplier Development Council (NMSDC). The session will cover the certification process if you are "ethnic" minority business owner, with a target market including corporate America.

10:00 AM - CONSCIOUS COMPLIANCE FOR SMALL BUSINESS

GOVERNMENT CONTRACTORS

Tim Connelly, The Law Office of Tim Connelly PLLC

Government contractors must comply with numerous government socio-economic policies - Buy American Act, Davis Bacon Act, etc. as well as cyber security and counterfeit material requirements. Government contract lawyer Tim Connelly will provide a thoughtful, risk and priority-based approach to your compliance program. Attendees will be taught to spot compliance requirements and will leave with useful handouts to immediately improve their compliance posture.

11:00 AM - DAVIS BACON AND SERVICE CONTRACT ACT REQUIREMENTS

Corey Walton, U.S. Department of Labor/Wage & Hour Division

The wage and hour session will offer an overview of the Service Contract Act and federal Davis-Bacon laws and the everyday application of these laws in the workplace. The session will cover the issues central to government contract compliance including prevailing wage and fringe benefit requirements, completing certified payrolls, specific record keeping requirements, and a discussion on the problem areas most common in government contract compliance.

NOON - LUNCH ON YOUR OWN

1:00 PM - MANAGING CASH FLOW ACROSS CONTRACTS/PROJECTS

Matt Magness, Executive Director, WC MN Small Business Development Center (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 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. rojects.

2:00 – 3:00 - NETWORKING WITH EXHIBITORS