



NORTH DAKOTA
PROCUREMENT TECHNICAL
ASSISTANCE CENTER

Government Contracting Assistance



North Dakota 11th Annual Government Procurement Fair



Tuesday, March 28, 2023

Memorial Union, University Of North Dakota
2901 University Ave, Grand Forks, ND 58202



Are you ready to test the waters of government contracting? Have you considered diversifying your customer base to include the government as a customer?

This annual government procurement fair will offer workshops you can learn about the local, state and federal government market sector. In addition, you will learn how to complete registrations, available solicitations, doing business with federal agencies, and more.

Attendees will be provided an educational environment and ability to network and share your capabilities with key stakeholders.

Even in this global economy, business is still conducted between people. Taking the time to make personal connections and market your firm's capabilities still matters!



Register Today: <https://ndptac.ecenterdirect.com/events/276>

Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance. Contact Nikki Kallias at 701-340-4343 or nicolette.kallias@und.edu.



*This APEX Accelerator is funded in part through a cooperative agreement with the Department of Defense.
State funding provided by the North Dakota Department of Commerce.*

Workshops (Agenda subject to change)

8:00 am – Registration and Exhibitor Floor Opens

8:30 am - Welcome

- Tiffany Ford, State Director, ND Center for Business Engagement & Development, APEX, SBDC, VBOC
- Andrew Armacost, President, University of North Dakota
- Alan Haut, District Director, North Dakota District Office, U.S. Small Business Administration (SBA)

8:45 am – Exhibitor Reverse Pitch

- Expert Presenters: Exhibitors
- Description: Each exhibitor will share about their organization, services, and contracting opportunities for businesses.

10:15 am – Mix and Mingle with Exhibitors

10:45 am – Doing Business With FEMA, US Army Corp-St. Paul Districts, & North Dakota Emergency Services

- Expert Presenters:
 - Crystal Garcia, Lead Contracting Officer, FEMA Region 8 Contracting, FEMA Region VIII
 - Amanda Paulson, Contracting Specialist, FEMA Region 8 Contracting, FEMA Region VIII
 - Christine Davis, Small Business Programs, US Army Corps of Engineers, St Paul District
 - John M. Norway, USPFO Contract Specialist, ND National Guard
- Description: Getting your foot in the door can be one of the hardest hurdles to overcome for businesses wanting to do business with the government. It can take a lot of time and effort. Therefore, learning the right and the wrong way of doing things is imperative.

11:45 am – Lunch and Explore Exhibitor Hall

1:00 pm – Informational Blasts: Learn about Grand Forks Opportunities

- Expert Presenters:
 - Graham Pritchett, Grand Forks AFB
 - Tom Scrivener, Chief Procurement Officer, Procurement & Payment Services, UND
 - Tyler Sletten, Entrepreneur Coach & Start-up Spec, Center for Innovation, UND
- Description: Each expert speaker will share about their organization and tips & benefits of working with them.

1:45 pm – Talk with Exhibitors

2:15 pm – Readiness Check List

- Expert Presenter:
 - Cathy Lindquist, ND APEX, Program Advisor
- Description: Review a checklist a business can review and consider to be prepared and more successful in the government contracting sector.

3:00 pm – Network with Exhibitors

3:30 pm – Selling to the State of North Dakota / Federal Government

- Expert Presenter:
 - Dave Kleppe, Program Manager, ND APEX
 - Nikki Kallias, Procurement Specialist, ND APEX
- Description: Learn how to start selling to the State of North Dakota and US government sector market segments, buying channels, registrations, certifications, and positioning.

4:15 pm – Closing Remarks

- Dave Kleppe, Program Manager, ND APEX

5:00 pm – Exhibit Floor Close

Exhibitors (list subject to change)

Federal Government

- ✓ Federal Emergency Management Agency (FEMA), Mission Support Division, Region VIII
- ✓ U.S. Army Corps of Engineers (USACE), Omaha District
- ✓ U.S. Army Corps of Engineers (USACE), St. Paul District
- ✓ U.S. Air Force - Ellsworth Air Force Base (AFB), 28th Contracting Squadron, South Dakota
- ✓ U.S. Air Force - Grand Forks Air Force Base (AFB) 319th Contracting Squadron, North Dakota
- ✓ U.S. Air Force – Minot Air Force Base (AFB) 5th Contracting Squadron, North Dakota
- ✓ U.S. Commercial Service / U.S. Department of Commerce
- ✓ U.S. General Administration Services - Office of Small and Disadvantaged Business Utilization (GSA OSDBU), Region 8
- ✓ U.S. General Services Administration, Public Building Services (GSA PBS)
- ✓ U.S. Department of Agriculture Animal and Plant Health Inspection Service (USDA APHIS)
- ✓ U.S. Department of the Interior, National Park Service (NPS) NEKOTA Major Acquisition Buying Offices (MABO)
- ✓ U.S. Department of Labor (DOL), Wage and Hour Division (WHD)
- ✓ U.S. Small Business Administration (SBA), North Dakota District Office

State & Local Government

- ✓ North Dakota Army National Guard (NDANG)
- ✓ University North Dakota (UND) Center for Innovation, ND Small Business Innovation Research (ND SBIR)

Prime Contractors

- ✓ Ames Construction
- ✓ Industrial Contract Services, Inc. (ICS)
- ✓ Noridian Healthcare Solutions, LLC
- ✓ Northrop Grumman Corporation
- ✓ Pro-Mark Services, Inc.
- ✓ Razor Consulting Solutions, LLC

Resource Partners

- ✓ Impact Dakota - Manufacturing Extension Partnership (ND MEP)
- ✓ MN APEX Accelerator (formerly Procurement Technical Assistance Center)
- ✓ Native American Development Corporation Procurement Technical Assistance Centers Montana Office
- ✓ North Central Minority Supplier Development Council (NCMSDC)
- ✓ ND APEX Accelerator (formerly Procurement Technical Assistance Center)
- ✓ ND Small Business Development Centers (ND SBDC)
- ✓ Veterans Business Outreach Center of the Dakotas (VBOC)
- ✓ West Central Region Small Business Transportation Resource Center (SBTRC)

SBA Co-sponsorship #23-11-C. 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.