

# GOVERNMENT CONTRACTING for SMALL BUSINESSES WEBINAR SERIES

SAVE THE DATE

2023

## January 10 – Changes in Government Contracting

9 – 10 a.m. Central Time

Learn about the entity validation process in sam.gov, which is a critical step in the process of doing business with the federal government. Validation is required when you register an entity, renew your entity registration each year, get a Unique Entity ID, and update or change your entity's name or address. This webinar will discuss things you need to do to stay up-to-date and contract ready.

**Registration:** <https://www.eventbrite.com/e/are-you-up-to-date-changes-in-government-contracting-tickets-397176705217>

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## February 7 – Legislative Update

9 – 10 a.m. Central Time

Government contracting laws and regulations often do not follow commercial contracting practices and are constantly changing. In this class government contract lawyer Tim Connelly will review recent court decisions and changes to regulations impacting how small business government contractors bid on, win, and perform contracts with government agencies. Topics include important developments related to Veteran-owned business certification, the use of a small business's past performance in awarding contracts, small business compliance issues, and cybersecurity regulations.

**Registration:** <https://www.eventbrite.com/e/legislative-update-changes-affecting-government-contracting-tickets-404947206997>

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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.*

## March 7 – Davis Bacon Requirements and the Service Contract Act (Wage and Hour) Requirements

9 – 10 a.m. Central Time

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 webinar will cover the issues central to government contract compliance including prevailing wage and fringe benefit requirements, completing certified payrolls, specific record keeping requirements and guidelines for the correct payment of overtime. This session will also include a discussion on the problem areas most common in government contract compliance.

**Registration:** <https://www.eventbrite.com/e/davis-bacon-requirements-and-service-contract-act-wage-and-hour-webinar-tickets-404876254777>

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## April 11 – Doing Business with the USDA

9 – 10 a.m. Central Time

USDA is comprised of 15 agencies, you will learn about all the buying agencies, where to find forecasts and the small business coordinators for these agencies.

**Registration:** <https://www.eventbrite.com/e/doing-business-with-us-department-of-agriculture-usda-tickets-493788222867>

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## May 2 – Doing Business with the Corps of Engineers

9 – 10 a.m. Central Time

The U.S. Army Corps of Engineers (USACE) plans, designs, builds, and operates a vast array of civil and military projects and purchases millions of dollars' worth of products and services each year. Learn the differences between the St. Paul and Omaha Districts. Learn how to sell to the Army Corps and be better prepared to take part in this federal marketplace.

**Registration:** <https://www.eventbrite.com/e/doing-business-with-the-corps-of-engineers-tickets-461889342457>

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## June 6 – SAM.gov New Look, New Search Tool, New Numbers

9 – 10 a.m. Central Time

Join us to learn about all the changes to the System for Award Management (SAM) database. There are many new elements, some of the same old questions, and some new problems. We'll discuss the changes and conduct a live demonstration to answer some of your questions.

**Registration:** <https://www.eventbrite.com/e/samgov-new-look-new-search-tool-new-numbers-same-old-questions-tickets-453985481797>

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