

GOVERNMENT CONTRACTING for SMALL BUSINESSES WEBINAR SERIES

SAVE THE DATE

2023

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 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>

May 23 – Infrastructure Investment and Jobs Act

9 – 10 a.m. Central Time

The historic Bipartisan Infrastructure Bill (BIL) marks the largest federal investment in public transportation ever recorded. With over \$540 billion being allocated towards infrastructure, transportation, and other civic projects, there are ample opportunities to capitalize on the funding and grow your business! We will discuss the makeup of the bill and identify funding expected for Minnesota, North Dakota, and South Dakota. Additionally, we will highlight what contacts and resources are available for businesses to utilize and get involved in these projects.

Registration: <https://www.eventbrite.com/e/infrastructure-investment-and-jobs-act-tickets-625311913767>

This webinar series is hosted in partnership with the Minnesota, North Dakota and South Dakota Small Business Administration (SBA) and the APEX Accelerators, formerly PTACs.



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.

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>

July 11 – Doing Business with the U.S. Geological Survey (USGS)

9 – 10 a.m. Central Time

The USGS is focused on some of the most significant issues society faces and they are making a substantial contribution to the well-being of the Nation and the world. Their Mission Areas include Climate and Land Use Change, Core Science Systems, Ecosystems, Energy and Minerals, Environmental Health, Natural Hazards and Water. Learn what USGS purchases and how you can find and bid on these opportunities.

Registration: <https://www.eventbrite.com/e/doing-business-with-the-us-geological-survey-usgs-tickets-529738721777>

August 1 – General Services Administration (GSA) – Understanding the GSA Schedules Program

9 – 10 a.m. Central Time

The GSA Multiple Award Schedules (MAS) Program represents approximately 21 percent of overall Federal procurement spending, resulting in approximately \$50 billion per year. Approximately 80 percent of Schedule suppliers are small businesses. Holding a Schedule contract can transform your business, but it does require effort and commitment, especially a marketing plan, to be successful.

Registration: <https://www.eventbrite.com/e/general-services-admin-gsa-understanding-the-gsa-schedules-program-tickets-524728215217>

September 12 – Doing Business with the States of MN, ND, SD

9 – 10 a.m. Central Time

This workshop will provide an overview and details about contracting with the states of Minnesota, North and South Dakota. Topics to be covered include an overview of each 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, and what the state expects of its contractors.

Registration: <https://www.eventbrite.com/e/doing-business-with-the-states-of-mn-nd-sd-tickets-542809366427>

October 3 – Cybersecurity

9 – 10 a.m. Central Time

Coming Soon!

November 14 – Doing Business with the VA and Veteran Certification

9 – 10 a.m. Central Time

This workshop is an introduction to doing business with the Veterans Health Administration NCO 23. Learn how the VA buys, what they buy and how you can participate.

The SBA Veteran Small Business Certification Program (VetCert) allows small service-disabled veteran-owned businesses (SDVOSBs) the opportunity to compete for federal sole-source and set-aside contracts across the federal government. Certified veteran-owned small businesses (VOSBs) may also compete for sole-source and set-aside contracts from the Department of Veteran Affairs (VA).

Registration: <https://www.eventbrite.com/e/doing-business-with-the-va-sbas-vetcert-certification-and-vboc-tickets-617230913277>

December 5 – Doing Business with the National Park Service

9 – 10 a.m. Central Time

The National Park Service Contracting Division/Midwest supports acquisition activities through the purchase of millions of dollars' worth of products and services each year. Learn how the National Park Service purchases products and services so that you can be better prepared to participate in this federal marketplace.

Registration: <https://www.eventbrite.com/e/doing-business-with-the-national-park-service-nps-tickets-617772262467>