

# The 16th Annual **SADBOC PROCUREMENT FAIR**

**Thursday April 30, 2015**

9 A.M. - 3 P.M.

## **Earle Brown Heritage Center**

6155 Earle Brown Drive  
Brooklyn Center, MN

*Sponsored by  
the Federal Executive  
Board of Minnesota*



Get a piece of the action!

Small businesses interested in doing business with government agencies and prime contractors are encouraged to attend this trade fair.

Coupling education with marketing strategies, this event will provide small businesses an opportunity to meet with representatives from federal, state and local departments, commercial/prime contractors, and nonprofit organizations.

The 16th Annual SADBOC Government Procurement Fair is sponsored by the Federal Executive Board's Small and Disadvantaged Business Opportunity Council, in cooperation with MN Procurement Technical Assistance Center and the U.S. Small Business Administration.

## **Matchmaking**

Small businesses have the opportunity to be matched with a government or corporate buyer interested in their particular product/ service (by appointment only).

Online registration for a 10 minute appointment begins April 1, 2015.  
[Click here](https://asi.mybusinessmatches.com/minneapolis) or go to <https://asi.mybusinessmatches.com/minneapolis>.



Matchmaking will close April 24, 2015.

*This event is sponsored by the Federal Executive Board of Minnesota, in cooperation with MN Procurement Technical Assistance Center and U.S. Small Business Administration.*



## Agenda

8:30 a.m.	Registration
9 a.m. - 3 p.m.	Trade Fair
9 a.m. - 12 p.m.	Workshops
12:30 p.m. - 3 p.m.	Matchmaking

## Exhibiting Organizations

### Federal

133rd Air National Guard, Air Force Reserve 934th Airlift Wing, Army Corps of Engineers, Department of Labor – Wage and Hour Division, Environmental Protection Agency (EPA), Federal Aviation Administration (FAA), General Services Administration (GSA), Housing and Urban Development (HUD), Indian Health Service (IHS), Small Business Administration (SBA), U.S. Fish and Wildlife Service, U.S. Forest Service, USDA Animal and Plant Health Inspection Service (APHIS), USPFO- Camp Ripley, VA Medical Center Minneapolis

### State/Local

City of Minneapolis, City of St. Paul, Hennepin County, Metropolitan Airports Commission (MAC), Metropolitan Council, Minneapolis Public Housing Authority (MPHA), MN Dept. of Admin – Materials Management, MN Dept. of Transportation, MN Trade Office, Ramsey County, University of Minnesota

### Commercial/Prime Contractors

3M, Adolphson and Peterson, Orbital ATK Armament Systems, Aspire Resources Inc., Cargill, Fastenal, HGA, Industrial Contract Services, iQor, JE Dunn, Kraus-Anderson, Knutson Construction, LHB, Medtronic, Mortenson Construction, MTS Systems, Noridian, PaR Systems, PCL, Redwing Shoe Company, Short Elliott Hendrickson (SEH), SMG, Stanley Consulting, Toro, United Health Group, UTC Aerospace Systems, Veit Companies, Xcel Energy

### Nonprofit Organizations

Association of the United States Army (AUSA), Association of Women Contractors (AWC), Diversity Information Resources, Hiway Federal Credit Union, MN American Indian Chamber (MAICC), MN Black Chamber of Commerce, MN SBIR, Meda, Midwest Small Business Transportation Resource Center (SBTRC), MN Procurement Technical Assistance Center (PTAC), National Association of Minority Contractors (NAMC), National Association of Purchasing Managers (NAPM), Native Diversification Network PTAC, North Central Minority Supplier Development Council (MMSDC), Small Business Development Centers (SBDC), SCORE Association, Wisconsin Procurement Institute (WPI), Women's Business Development Center – Minnesota (WBDC-MN)

## Workshops

**The Basics of Selling to the Government**  
Minnesota Procurement Technical Assistance Center (PTAC)

**Government Contract Law 101**  
Eckland & Blando, LLP

**Understanding the GSA Federal Supply (FSS) Schedule Program**  
General Services Administration (GSA)

**Doing Business with the Veterans Administration Medical Center**  
VA Medical Center

**Doing Business with Environmental Protection Agency (EPA)**  
EPA

**Doing Business with HUD: Introducing the Small Contractor Initiative**  
HUD

**Selling to the State of Minnesota**  
MN Department of Administration

**Successful Contractor Panel - Tips and Tools to be Successful**  
College Recruiter, Erickson Builders, Pro-West & Associates

**Finding Contracting Opportunities**  
MN Procurement Technical Assistance Center (PTAC)

**Certification Requirements for Ownership and Control**  
Meda

**Federal Certifications**  
SBA

**CERT and Section 3 Certification**  
City of St. Paul

**To Debrief or Not to Debrief?**  
Morrison Sund PLLC, Attorneys at Law

**Davis Bacon and Service Contract Act (Wage and Hour) Requirements**  
Department of Labor

**WBDC and NCMSDC Certification**  
Women's Business Development Center - MN and North Central Minority Supplier Development Council

**Targeted Group and Disadvantaged Business Enterprise Certification**  
State of Minnesota and Metropolitan Council

**Veteran Verification Process**  
MN Procurement Technical Assistance Center (PTAC)

**Significant New Business Opportunities for Small Business Contractors**  
The Law Office of Tim Connelly, PLLC

**Research Funding for Innovative Ideas with Commercial Potential**  
MN SBIR

**Prime Contractor Panel – Are You Ready for Prime Time?**  
Kraus-Anderson Companies, Medtronic and MTS Systems

## General and Registration Information

**Registration:** [click here](http://conta.cc/1AiZ6gk) to register or visit <http://conta.cc/1AiZ6gk> (registration is FREE)

### Questions:

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