

# The 20<sup>th</sup> Annual SADBOC PROCUREMENT FAIR

Thursday April 18th, 2019

9:00 AM – 3:00 PM

Earle Brown Heritage Center

6155 Earle Brown Drive | Brooklyn Center, MN

Register Now!

<https://sadbocprocurementfair.eventbrite.com>



<https://www.facebook.com/events/147763062645523/>



*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 20th Annual SADBOC Government Procurement Fair is sponsored by the Federal Executive Board's Small and Disadvantaged Business Opportunities Council, in cooperation with the 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 March 25th, 2019.

<http://sadbocmatchmaking.eventbrite.com>

Matchmaking will close April 12th, 2019.



U.S. Small Business  
Administration



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## Agenda

8:30 AM	Registration
9 AM – 3 PM	Trade Fair
9 AM – 3 PM	Workshops
12:30 PM – 3 PM	Matchmaking

## Exhibiting Organizations

### Federal Government

USDA Animal Plant Health Inspection Service, Air Force Reserve Airlift Wing 934th, VA Medical Center, VA National Acquisition Center, USDA Forest Service, US Army Corps of Engineers, Small Business Administration(MN, ND & WI), US Dept of Labor, US EPA, Indian Health Service, Minot Air Force Base

### State and Local Government

City of Minneapolis, Dept of Administration - OEP, MinnState, Dept of Administration - PTAC, MNDOT, City of Saint Paul, Metropolitan Airports Commission, Metropolitan Council, Ramsey County, University of Minnesota, Hennepin County

### Non-Profit Service Providers

Association of Women Contractors, Small Business Development Centers (SBDC), MN Indigenous Business Alliance, Wisconsin Procurement Institute, North Central Minority Supplier Development Council (NCMSDC), WWBIC - Veterans Business Outreach Center, SCORE, Women's Business Development Center (WBDC), Association of the U.S. Army (AUSA), MN American Indian Chamber of Commerce

### Prime Contractors

LHB, Noridian Healthcare Solutions, Mayo Clinic, Knutson Construction, Cargill, Fastenal Company, HGA Architects and Engineers, ICS Inc, LS Black Constructors, McGough Construction, Medtronic, Northrop Grumman Innovation Systems, Red Wing Brands, Toro Company, Walman Instruments, Xcel Energy, Adolfson & Peterson Construction, Kraus-Anderson, PaR Systems, IC Systems, Woodward, Inc., 3M, PCL Construction Services

## General and Registration Information

**Registration:** Visit <https://sadbocprocurementfair.eventbrite.com>  
*Registration is FREE*

**Questions:** Christina Nebel-Dickerson (PTAC): 651-201-2629 or [christina.nebel-dickerson@state.mn.us](mailto:christina.nebel-dickerson@state.mn.us)  
Shaun McClary (SBA): 612.370.2320 or [shaun.mcclary@sba.gov](mailto:shaun.mcclary@sba.gov)

## Workshops

### The Basics of Selling to the Government

*MN Dept. of Administration, Procurement Technical Assistance Center (PTAC)*

### Fundamentals of Government Contract Law

*Eckland & Blando, LLP*

### Understanding the GSA Federal Supply (FSS) Schedule Program

*General Services Administration (GSA)*

### Section 3 Collaborative

*HUD, Washington County CDA, and City of St. Paul*

### Selling to the State of Minnesota

*MN Department of Administration*

### Finding Contracting Opportunities

*MN Dept. of Administration, Procurement Technical Assistance Center (PTAC)*

### Federal Certifications: 8(a); HUBZone, WOSB/EDWOSB

*Small Business Administration (SBA)*

### CERT and St Paul Business Services and Resources

*City of St. Paul*

### WBE and MBE: Corporate Certifications for Minority and Women Owned Businesses

*Women's Business Development Center (WBDC) and North Central Minority Supplier Development Council (NCMSDC)*

### TG/ED/VO Certifications with the State of Minnesota

*MN Dept of Administration, Office of Equity in Procurement (OEP)*

### Don't be a Fraud! The False Claims Act and Other Dangers

*The Law Office of Tim Connelly, PLLC*

### Disadvantaged Business Enterprise (DBE) Certification

*Metropolitan Council*

### The Davis Bacon and Service Contract Acts

*Corey Walton, U.S. Dept of Labor*

### Rights & Responsibilities of a Federal Subcontractor

*Morrison Sund, PLLC, Attorneys at Law*

### Cybersecurity Considerations for Small Business

*MN Small Business Development Center*

### Six Part Series on Federal Contracting Readiness!

- DCAA Compliance
  - Pre-Award Survey and the SF 1408
  - Developing Indirect Rates and Multipliers
  - Bid vs. No Bid Estimating Templates
  - Job Costing: Estimating vs. Actual
  - Management Accounting
- Eric Ruffin, Ruffin Consulting Services*