

THE 12TH ANNUAL GREATER MINNESOTA GOVERNMENT PROCUREMENT FAIR

A PREMIER EVENT ON SELLING PRODUCTS AND SERVICES TO THE GOVERNMENT

Small businesses interested in doing business with government agencies and prime contractors are encouraged to attend. The fair will provide an opportunity for small businesses to learn about special programs designed to provide better access to the government marketplace.

A trade show will be open throughout the day in addition to a variety of workshops including: Selling to the Government, Doing Business with the State of MN, State & Federal Certifications, etc. The event is free and open to all businesses—registration is required.

TUESDAY, OCTOBER 18, 2016

9:00 a.m. – 3:00 p.m.

AGENDA

8:30 a.m. Registration
9:00 a.m. – 3:00 p.m. Classes and Tradeshow
12:00 p.m. – 1:00 p.m. Lunch is on your own

REGISTER ONLINE

<https://governmentprocurementfair.eventbrite.com>

LOCATION

Black Bear Casino Resort
1785 Hwy 210
Carlton, MN 55718

RESERVE A HOTEL ROOM

Call: 1-888-771-0777

There is a room block for October 17. Mention the Procurement Fair to receive a \$92 rate.

Sponsored by:

Meda PTAC

Hosted by:

Black Bear Casino Resort

In cooperation with:

U.S. Small Business Administration



GREATER MINNESOTA RESOURCE AND GOVERNMENT PROCUREMENT FAIR

EXHIBITORS

Small businesses interested in doing business with government agencies and prime contractors should attend. The fair will provide an opportunity for small businesses to learn about special programs designed to provide better access to the government marketplace. A trade show will be open throughout the day in addition to a variety of workshops including: Selling to the Government, Doing Business with the State of Minnesota, and Understanding the New Opportunities with the SBA Mentor-Protégé Program.

OTTERCREEK HALL - EXHIBITORS

Commercial and Prime Contractors

Boston Scientific Corp.

Cargill

Industrial Contract Services

JE Dunn Construction

Knutson Construction

Kraus-Anderson

LHB

Noridian Healthcare Solutions

PaR Systems

St. Jude Medical

Veit

Resource Providers

Association of Women Contractors (AWC)

AUSA - Veteran Business Owners

Meda PTAC

(Procurement Technical Assistance Center)

North Central Minority Supplier Development Council
(NCMSDC)

Northeast MN Small Business Development Center
(SBDC)

Veterans Business Outreach Center

Women's Business Development Center (WBDC-MN)

State and Local Government

MN Department of Administration

MN Department of Transportation (MnDOT)

Metropolitan Council

University of Minnesota

Federal Government

Air National Guard 148th

Animal and Plant Health Inspection Service (APHIS)

Army Corps of Engineers

General Services Administration (GSA)

Small Business Administration (SBA)

U.S. Department of Labor

U.S. Forest Service

GREATER MINNESOTA RESOURCE AND GOVERNMENT PROCUREMENT FAIR

WORKSHOPS

BREAKOUT 1 – FOND DU LAC HALL

9:00 a.m. – Basics of Selling to the Government

John Kilian, Meda PTAC (Procurement Technical Assistance Center)

By now, you must have some idea how huge the federal government expenditures are each year. The federal government market is the largest in the world! Would you like to participate in that marketplace but don't know where to start? Then attend this introduction to the basics of selling to the government. You'll get basic information on the market, how the market is segmented, buying channels, terminology, registrations and certifications involved, and the starting points for positioning your company to sell into the government market.

10:00 a.m. – Federal Certifications

Randy Czaia, U.S. Small Business Administration (SBA)

The Federal Government has goals for contracting with: Small; HUBZone Small; Women Owned Small; Small Disadvantaged; Veteran and Service Disabled Veteran Owned Small Businesses. In this session, we will discuss the eligibility requirements for each of these categories, including which require third party certifications and which allow for self-certification. The benefits and advantages of claiming these small business statuses will be addressed, including the government's ability to set-aside or limit competition to those that qualify for the selected small business program. Also discussed will be the 8(a) Business Development Program, which provides assistance to small businesses owned and controlled by socially and economically disadvantaged individuals.

11:00 a.m. – Understanding the New Opportunities with the SBA Mentor-Protégé Program

Shaun McClary, U.S. Small Business Administration (SBA)

The new All-Small Mentor-Protégé Program began taking applications on October 1, 2016. Based around the successful 8(a) Mentor-Protégé program, the new program may help with development assistance and to successfully compete for government contracts. This session will describe the rules surrounding the 8(a) Mentor-Protégé program and introduce the new All Small Mentor-Protégé program. Information will include eligibility requirements and how to apply.

12:00 p.m. – LUNCH

1:00 p.m. – Doing Business with the State of Minnesota and TG/ED/VO Certification

Tammy Gaglioti, Office of Equity in Procurement, Department of Administration – State of Minnesota

This workshop will provide an overview and details about contracting with the State of Minnesota. Topics to be covered include an overview of the 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 State expectations of contractors. You will also learn about Office of Equity in Procurement and the Small Business Program including certifications for the Targeted Group (TG), Economically Disadvantaged (ED) and Veteran Owned (VO) small businesses. Who qualifies, what the benefits are and how to become certified will also be discussed.

2:00 p.m. – Finding Contracting Opportunities

Jamara Cheek, Meda PTAC (Procurement Technical Assistance Center)

Just because you have registered in SAM, and are hunting on FBO for bidding opportunities, doesn't mean you will find the right opportunities. Attend this class and learn how to increase your chances; become a proactive hunter! Items to be covered include tips for positioning, websites to search, subcontracting tactics, forecasting of government purchases, places to register and strategies to deploy. Handouts will be provided that include resources, websites and tips.

GREATER MINNESOTA RESOURCE AND GOVERNMENT PROCUREMENT FAIR

WORKSHOPS

BREAKOUT 2 – STONEYCREEK HALL

9:00 a.m. – Understanding Surety Bonding for Contractors

Nick Newton, Newton Bonding

Surety Bonding. What is it and how does the SBA help getting bond approval? This workshop will discuss the basics of applying for and obtaining surety credit approval so you can bid on public projects and provide performance and payment bonds. We will also explore the SBA Bond Guarantee Program and how it helps contractors get first bond approval and/or approval on larger projects.

10:00 a.m. – Davis Bacon and Service Contract Act (Wage and Hour) Requirements

Debra Johnson, Department of Labor/Wage & Hour Division

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 workshop 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.

11:00 a.m. – Construction Panel – Contracting Viewpoint from Large & Small Contractors

Stephanie Selb, Kraus Anderson; Mike Hommer, M.A. Mortenson; Gordon Jallen, Red Lake Builders; Steve Bratrud, Bratrud Construction

Attend this session to gain insight into the government construction arena from four current contractors. Learn where they find and respond to opportunities, how the primes choose their subcontractors, understand small and socio-economic goals and the certifications to meet them, as well as discover tips to becoming successful. Our large and small contractors will cover this and more, along with Q&A from the audience.

12:00 p.m. – LUNCH

1:00 p.m. – Change Orders and Contract Modifications - Best Practices for Government Contractors

Tim Connelly, Tim Connelly Law PLLC

Every Federal government contract provides that the government may issue “change orders” to modify the design of the supplies or construction, alter the hours of work, or change the place of delivery among other things. When changes increase the cost of performance or require additional time, contractors must give proper notice, and request an equitable adjustment in contract terms — including the price. Changes are made through contract modifications that can substantially alter your rights as a contractor. Every contractor must understand these basic rules to ensure they are fairly compensated for all the work they perform for the government.

2:00 p.m. – Construction Panel – Agency Perspectives

George Costilla, MnDOT; Clark Bartelt, US Forest Service; Kevin Henricks, US Army Corps of Engineers

This session will give attendees an overview of how government agencies post their bidding opportunities, where they look for responsive and responsible bidders, understand what past performance is and the importance of it, how to find agency forecasts, and learn how the agencies set their goals. These three agencies will discuss how they pay their contractors and offer tips to becoming a successful contractor. We will wrap up with Q&A from the audience.