

SAVE THE DATE

2024

GOVERNMENT CONTRACTING for SMALL BUSINESSES WEBINAR SERIES

April 2 – Learning about SBA’s Mentor Protégé Program & Joint Ventures

9 – 10 a.m. Central Time

Wouldn't it be great to have a free advisor, helping you with government contracting and growing your business? Your small business can learn from an experienced government contractor through SBA's Mentor-Protégé program. Protégés can get valuable business development help from their mentors in several areas, including:

- Guidance on internal business management systems, accounting, marketing, manufacturing, and strategic planning
- Financial assistance in the form of equity investments, loans, and bonding
- Assistance navigating federal contract bidding, acquisition, and the federal procurement process
- Education about international trade, strategic planning, and finding markets
- Business development, including strategy and identifying contracting and partnership opportunities
- General and administrative assistance, like human resource sharing or security clearance support.

Registration: https://und.zoom.us/webinar/register/WN_A4N3Qz6ROK5PhQJoyTA9g

To **Celebrate National Small Business Week**, join us for **daily sessions from 9 – 10 a.m. Central Time**, to learn about federal contracting certifications and the valuable resources available in Minnesota, North Dakota, and South Dakota.

April 29 – Resources for Small Businesses – SBDC, WBC, VBOC, and APEX Accelerators

Whether you need to create a successful business plan, get expert advice on expanding your business, marketing, understanding the government market and requirements to do business with the government, or training your team, there are many resource partners to help you!

Registration: <https://minnesota.webex.com/weblink/register/re5c291f6c99bbb1a1046f290ade3433c>

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. Reasonable arrangements for persons with disabilities will be made, if requested at least two weeks in advance.



SBA's participation is not an endorsement of the views, opinions, products or services of any person or entity. All SBA programs and services are extended to the public on a nondiscriminatory basis.

April 30 – SBA Federal Certification – 8(a) Business Development Program and Small Disadvantaged Business Self-Certification

Under the 8(a) Business Development Program, the federal government limits competition for certain contracts to participating businesses to help provide a level playing field for small disadvantaged owned businesses.

Registration: <https://minnesota.webex.com/weblink/register/r36c03d7e8ad55c59deff9ff8395008ef>

May 1 – SBA Federal Certification – Introduction to the HUBZone Program

Joining the HUBZone (historically underutilized business zones) program makes your business eligible to compete for the program's set-aside contracts and get a 10% price evaluation preference in full and open contract competitions.

Registration: <https://minnesota.webex.com/weblink/register/r3edcfc5970f855559ff9e7e8bf7c917c>

May 2 – SBA Federal Certification – Women-Owned Small Business (WOSB) / Economically Disadvantaged Women-Owned Small Business (EDWOSB)

To level the playing field in the federal contracting marketplace, the federal government's goal is to award at least 5% of all federal contracting dollars to women-owned small businesses each year.

Registration: <https://minnesota.webex.com/weblink/register/r7d0ff97e47c95d83a32c54d6d4b4f164>

May 3 – SBA Federal Certification – Veteran Certification

Every year, the federal government awards a portion of contracting dollars specifically to businesses owned by veterans. Also, small businesses owned by veterans may be eligible to purchase surplus property from the federal government.

Registration: <https://minnesota.webex.com/weblink/register/r0fecb9c13f9a29b011afdf6c280f4756>

June 4 – What, Why and How of Capability Statements

9 – 10 a.m. Central Time

Be prepared to present your company in a professional and concise manner, all on one page. Learn key information that customers need from potential vendors. Understand how and why a capability statement should be used with government agencies.

Registration: https://und.zoom.us/webinar/register/WN_xtnrqBZmSeeEFyZWuWxJQQ

July 9 – Subcontracting Opportunities

9 – 10 a.m. Central Time

Best practices for small businesses finding subcontracting opportunities: • Understand Small Business Categories • Meet SBA Government Contracting's CMRs • Roles of a CMR • How to Locate Subcontracting Opportunities through Subcontracting Plan Requirements.

Registration: <https://usd.zoom.us/meeting/register/tJMpcuiqrj8tHtAXRWcyKIs93LllqWciWF1H>