
PROGRAM AGENDA

**2020 SADBOC GOVERNMENT
PROCUREMENT FAIR**

VIRTUAL TRAINING WEEK

EVENT SPONSORED BY:



2020 SADBOC Virtual Training Week

Welcome to the 2020 SADBOC Government Procurement Virtual Training Week!

Due to the COVID-19 Pandemic, we've altered the 21st Annual SADBOC Government Procurement Fair into a week of virtual workshops and matchmaking. This is our effort to make the planned workshops available to you while we continue to socially distance.

Please read through the workshop descriptions and attend as many as you like. These workshops are all free, just like at the SADBOC fair.

For some of the workshops, there is a registration link that you can use prior to the workshop, for others, there is a link to a training room that you can log into at the time of the class.

As we have 14 different organizations providing this training, some of the formats are going to be different. We hope you can be flexible and understanding.

Some organizations are still setting up their virtual classrooms. We will update this program as new links come in. Please go to <https://minnesota.feb.gov/programs/sadboc> to get the most up to date program.

Updates will also be sent through the Eventbrite registration site. Please register here if you have not yet done so:

<https://2020sadbocvirtualtrainingweek.eventbrite.com>

SCHEDULE

Monday, May 4th to Thursday, May 7th
9 a.m. to 2. p.m. – VIRTUAL WORKSHOPS
Friday, May 8th
9 a.m. to 11:30 a.m. – Virtual Matchmaking

2020 SADBOC Virtual Training Week

WORKSHOPS

Monday, May 4th – 9 AM to 2 PM

9:00 AM

Basics of Selling to the Government

John Kilian, MN Department of Administration – PTAC

The federal government market is the largest in the world, and one that is constantly changing! Would you like to participate in that marketplace, but don't know where to start? In this session you will get basic information on the market and how it is segmented, review the basic procurement process, buying channels, terminology, registrations and certifications involved and the starting points for positioning your company to sell into the government market.

<https://minnesota.webex.com/minnesota/onstage/g.php?MTID=e001118a9f927d8e80abdeaf9ea69105a>

10:00 AM

Doing Business with the State of Minnesota

Doug Heeschen, MN Department of Administration – Office of State Procurement

This workshop will provide an overview on how to sell to the State of Minnesota. Learn about the State's CPV program (State contracts that are offered to other governmental/eligible entities), what the state buys, how to find opportunities, recent changes for diversity and inclusion, the types of solicitations and contracts available, how to register as a vendor and the most common vendor errors when responding to solicitations.

<https://intercall.webex.com/intercall/j.php?MTID=mfad2a51e37a90aa757f99989457b70e1>

11:00 AM

Understanding the GSA Federal Supply Schedule (FSS) Program

Maureen Cruz, General Services Administration (GSA)

Details coming soon!

1:00 PM

Doing Business with the Army Corps

Christine Davis, U.S. Army Corps of Engineers (USACE)

An introduction to federal contracting and the St Paul Army Corps of Engineers - our mission and type of contracts.

Registration Coming Soon!

2:00 PM

Addressing the Disconnect between federal Contracting Officers and Contractors

Steven Szalo, U.S. Small Business Administration

This webinar will discuss communication conflicts with federal government contracting officers and contractors. I will discuss ways to break down those communication barriers and help put your business on the contracting officer's radar. I will show you the different dollar thresholds and their meaning to your business. You will understand what resources are available to you and where to find contracting opportunities.

Registration link coming soon!

Tuesday, May 5th – 9 AM to 2 PM

9:00 AM

Federal Certifications: (8(a); HUBZone; ED/WOSB)
Shaun McClary, U.S. Small Business Administration (SBA)

The Federal Government has goals for contracting with Small Business, HUBZone, Women Owned, Disadvantaged and Service-Disabled Veteran Owned Small Businesses and are allowed to restrict competition through contract set-asides as a means of achieving its goals. We will discuss the eligibility requirements for each of these categories, including which require third party certifications and which allow for self-certification. The session will also cover the 8(a) Business Development Program, which is a special nine-year business development program for Small and Disadvantaged Businesses.

https://und.zoom.us/webinar/register/WN_IFsDojESR3ejb-PaaZjm2w

10:00 AM

Section 3 Certification

James Baltazar, Housing and Urban Development

The HUD Section 3 program provides public contracting and employment opportunities for low to moderate income workers, families and businesses. Section 3 ensures that when hiring or contracting opportunities are generated on HUD projects, preference is given to: low-income persons living in the project area or neighborhood, and businesses providing opportunities to low-income residents residing in the project area or neighborhood.

[Registration link coming soon!](#)

11:00 AM

CERT and Section 3 Certification

Jef Yang, City of St. Paul

The Central (CERT) Collaborative is an effort between the City of Saint Paul, Hennepin County, Ramsey County, and the City of Minneapolis. CERT seeks to maximize contracting opportunities for our local small businesses and provides certification for small (SBE), minority-owned (MBE), and women-owned (WBE) enterprises.

[Registration link coming soon!](#)

1:00 PM

Selling to the State of Minnesota, Where to Find Opportunities, and Certifications.

Twauna Mullins and Aaron Anderson, Dept. of Administration - OEP

Is your small business owned, operated and controlled by women, ethnic minorities, veterans or persons with disabilities? Or is your small business located in an economically disadvantaged Minnesota county? Do you want to learn how the state buys the goods and services it needs and where to find those opportunities? If so, attend this session to learn about the state's Small Business Procurement Program and the benefits of being certified by the State's Office of Equity in Procurement, including receiving preferences when responding to state opportunities, the Equity Select program and other contracting opportunities with the State of Minnesota.

<https://minnesota.webex.com/minnesota/onstage/g.php?MTID=e9b9c78aadd205086d819d5c061866f71>

2:00 PM

What happens if....? Answers to the Most Common Coronavirus Questions

Tim Connelly, Tim Connelly Law PLLC

The current Coronavirus crisis has caused disruption and confusion for many government contractors. What happens if you can't complete a contract on time? What happens if the government makes you change the way you perform a contract because of Coronavirus? What happens if the government simply cancels your contract because they don't need your goods or services? The answers to these questions – and many others – are in your contract, if you know where to look. Join government contract lawyer Tim Connelly for a review of the government contract clauses that every contractor should be familiar with during the current crisis. Tim will also cover some recent extraordinary government actions including easing Buy American restrictions and granting financial help to government contractors

<https://minnesota.webex.com/minnesota/onstage/g.php?MTID=efd7e8ab09c27e002d612a2fb129c72a2>

Wednesday, May 6th, 9 AM to 2 PM

9:00 AM

Disadvantaged Business Enterprise (DBE) Certification
Scott Hoffman, Minnesota Department of Transportation

The Disadvantaged Business Enterprise (DBE) program applies to federally funded projects with Minnesota Department of Transportation, Metropolitan Airports Commission, Met Council, and the City of Minneapolis. To participate in the DBE program, your firm must be a small for-profit business that is at least 51% owned and controlled by socially and economically disadvantaged individual(s). Attend this session and learn program details and certification basics.

[Registration link coming soon!](#)

10:00 AM

Starting a Small Business In Minnesota
Maribel Reigstad, Small Business Administration (SBA)

Thinking of starting a business? Wondering what is involved? Learn the important steps to turn your passion into a business venture. In this session, we will take you through a step-by-step process of making your business legal in the state of Minnesota. Get the tools you'll need in just one hour.

<https://meet.lync.com/sba123/mparshal/B0Y5RGH2>

[\(sign in at scheduled training time\)](#)

11:00 AM

Are You and Should You be Registered in Beta.SAM.Gov?
Pat Dotter, Dept of Administration – PTAC

Gain information on the continuing changes in System for Award Management (SAM) as it begins the process of moving away from DUNS numbers and assigning Unique Entity Identifiers (UEI). Learn how to get connected to beta.sam.gov and an overview of what/how to use beta.sam.gov to continue to grow your federal business, find opportunities, research your market and more. Beta.sam.gov is your "One Stop Shop," which has streamlined the process for Federal Government Contractors!

<https://minnesota.webex.com/minnesota/onstage/g.php?MTID=e3616c14c95d44e67b59da7bb3a3bd91b>

1:00 PM

Finding Opportunities
Patricia Dotter, MN Department of Administration – PTAC

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 session 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.

<https://minnesota.webex.com/minnesota/onstage/g.php?MTID=ea0e836e38d74e2e86a7ba41f1a06426e>

2:00 PM

MBE (Corporate) Certification for Minority Owned Businesses
Antronette Mahomes, North Central Minority Supplier Development Council

Learn how to become a certified Minority Business Enterprise (MBE); MBE Certification is a National Certification under the National Minority Supplier Development Council (NMSDC). The North Central Minority Supplier Development Council is one of 23 Councils under the NMSDC that provide MBE certification. The session will cover the MBE certification process if you are an "ethnic" (African-American, Hispanic-American, Native American, Asian and Pacifica Islander American) minority business owner.

[Registration link coming soon!](#)

Thursday, May 7th, 9 AM to 2 PM

9:00 AM

Small Business Government Contract Legal Developments

Tim Connelly, Tim Connelly Law PLLC

Government agencies can be reliable, profitable, long-term customers. But doing business with the government requires careful planning and thoughtful execution – especially because the laws, rules and regulations applicable to government contractors frequently change or are re-interpreted. In this session government contract lawyer Tim Connelly reviews recent changes to small business government contracting programs, performance of work requirements (limitations on subcontracting and non-manufacturer rules), cybersecurity obligations and other recent changes that impact your ability to bid on, win and successfully perform government contracts.

<https://minnesota.webex.com/minnesota/onstage/g.php?MTID=e59a8a032cb93d11704f93768c0ca74fc>

10:00 AM

Suing Uncle Sam: How to Win a Contract Claim Against the Government

Mark Blando, Eckland & Blando

What does it take to beat the Federal Government in court? Hear from a litigator who has pursued government contract claims all the way to the U.S. Supreme Court. This session will begin with an overview of the basic concepts underlying all litigation against the government, followed by an explanation of the claim and appeal process under the Contract Disputes Act, and concluding with a discussion of the avenues for settlement in government contract cases. These topics will be explored against the backdrop of a landmark Supreme Court case that produced over \$500M in settlements paid to government contractors across the country

<https://minnesota.webex.com/minnesota/onstage/g.php?MTID=e15141f200e6a262137641c5fce292a6f>

11:00 AM

Cybersecurity and the CMMC

Lyle Wright, Small Business Development Center

[Course description and Registration link coming soon!](#)

1:00 PM

Families First Coronavirus Response Act - The Paid Leave Laws Made Simple!

Corey Walton, U.S. Department of Labor

Corey Walton, Community Outreach, Resource Planning Specialist with the U.S. Department of Labor will provide attendees the 'essentials' of the paid leave provisions of new Families First Coronavirus Response Act. The information will include which employers are covered, which employees are eligible to take the leave and the amount of leave allowed under the Act. A Q & A session will also be included!

<http://tiny.cc/1qomnz>

2:00 PM

WBE (Corporate) Certification for Women Owned Businesses

Yana Massey, Women's Business Development Center – Minnesota

This session will help you identify if the Women's Business Enterprise (WBE) Certification is right for you. The WBE Certification is national in scope and issued by a third-party agency. Ideal participants should be a part of a business that is at least 51% owned, managed and controlled by a woman or women, and whose target market includes corporate America.

<https://attendee.gotowebinar.com/register/8051599811633047309>