

2016 Small Business Government  
Contracting Series

**AN OVERVIEW OF  
GOVERNMENT SMALL  
BUSINESS CERTIFICATIONS**

January 14, 2016



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**Providing expert technical  
assistance to  
FEDERAL, STATE and LOCAL  
GOVERNMENT  
Contractors  
And Subcontractors**

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**A Procurement Technical  
Assistance Center (PTAC)  
Serving the Wisconsin Business  
Community**

**WPI Offices located at:**

**Milwaukee County Research Park**

10437 Innovation Drive, Suite 320

Milwaukee, WI 53226

414-270-3600 FAX: 414-270-3610

**Juneau County Economic Development Corp.**

122 Main St - Camp Douglas, WI 54618

608-427-2455 FAX: 608-427-2086

**Western Dairyland EOC, Inc.**

418 Wisconsin St. - Eau Claire WI 54703

608-427-2455 FAX: 608-427-2086

**Fox Valley Technical College – DJ Bordini Center**

5 Systems Drive – Appleton WI 54912

920-840-3771 FAX: 414-270-3610

**Racine County Economic Development Corporation – Launch Box**

141 Main Street, Suite 2, Racine, WI 53403

414-270-3600 FAX: 414-270-3610

**Madison Enterprise Center**

100 S. Baldwin St., Madison, WI 53703

608-444-0047 FAX: 414-270-3610

**Food Enterprise & Economic Development (FEED)**

1219 N. Sherman Ave., Madison, WI 53704

608-444-0047 FAX: 414-270-3610

**Wausau Region Chamber of Commerce**

200 Washington Street, Wausau, WI 54403

920-456-9990 FAX: 414-270-3610

**[www.wispro.org](http://www.wispro.org) - [info@wispro.org](mailto:info@wispro.org)**

**CLICK HERE TO VIEW WPI'S CURRENT NEWSLETTER**



**UPCOMING EVENTS**



OCTOBER 22 2015  
INTERSECWI (INTERNET SECURITY) 2015 - (PROTECT YOUR ORGANIZATION, YOURSELF, AND YOUR FAMILY FROM CYBER RISKS AND LIABILITIES NOW!)  
CAMP DOUGLAS »

OCTOBER 28 2015  
DOING BUSINESS WITH USDA FARM SERVICE AGENCY – LEARN FROM FSA DATCP & SBA OF AVAILABLE FINANCING AND PROGRAMS TO HELP YOUR FARM OR FOOD BUSINESS GROW - MONROE  
MONROE »

OCTOBER 29 2015  
SMALL BUSINESS ACADEMY  
MILWAUKEE »

OCTOBER 29 2015  
DOING BUSINESS WITH USDA FARM SERVICE AGENCY – LEARN FROM FSA DATCP & SBA OF AVAILABLE FINANCING AND PROGRAMS TO HELP YOUR FARM OR FOOD BUSINESS GROW - MILWAUKEE  
MILWAUKEE »

OCTOBER 29 2015  
MARKETPLACE 2015 DAY ONE  
MILWAUKEE »

**CURRENT OPPORTUNITIES (10)**



**GET STARTED WITH THE BASICS**

Questions & answers on how to get started.

GET STARTED

**SIGN-UP FOR OUR NEWSLETTER**

Stay up-to-date with the latest WPI news.

SIGN UP

**HAVE A QUESTION? WE'RE HERE TO HELP.**

One of our staff of experts is available to answer your questions.

GET HELP

## GET STARTED WITH THE BASICS

Questions & answers on how to get started.

[GET STARTED](#)

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One of our staff of experts is available to answer your questions.

[GET HELP](#)

## SERVICES OFFERED BY WPI

- FREE Bid Matching Services
- Individual Counseling and Assistance
- Locating Local, State and Federal Opportunities
- Government Market Strategy Development
- Training in use of Government websites and tools
- Assistance with System for Award Management (SAM) Registration
- Assisting in Market Research Process
- Development of Market Profile
- Small Business Subcontracting Plans-Development, Outreach and Reporting
- Small Group Training
- Outreach and training with Local, State and Federal agencies
- Assist with Pre and Post Award Functions
- Assistance with Agency Specific Contracting Requirements
- Assistance with Contracting Regulations and Requirements, including FAR, DFAR, CFR
- Assistance with GSA Schedule Preparation and Administration
- Assistance with Local, State and Federal Certifications, including:
  - Service Disabled & Veteran Owned Small Business, HUBZone, Woman Owned Small Business, 8(a) Business Development Program
  - State
  - Local
  - DBE
- Bid Review and Submission Assistance
- Proposal and Assistance, Review and Submission Assistance
- Capabilities Statement and Related Government Marketing Material Development
- Assistance in Locating and Developing Teaming Partners and Subcontractors
- Updated Government Market Information

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Wisconsin Procurement Institute  
10437 Innovation Dr., Suite 320  
Milwaukee, WI 53226  
Telephone 414-270-3600  
FAX 414-270-3610  
[www.wispro.org](http://www.wispro.org)  
Executive Director – Aina Vilumsons  
[info@wispro.org](mailto:info@wispro.org)

# What you will Learn Today

- What are Certifications
- Available Federal Certifications
- Available State Certifications
- Other Certifications Available

# What are Certifications?

- Federal, state, and local governments purchase billions of dollars worth of products and services. Many government agencies require a percentage of the procurements to be set aside for small businesses and small business subsets.
- Certification process allows potential contractors to be identified as small businesses and/or part of the small business subsets

# Why Do I Need a Certification?

- Government realizes small businesses cannot always compete head to head with large businesses.
- The number of potential competitors goes down when the government sets a requirement aside for small businesses or a small business subset. This increases your chances to obtain the contract award.

# CERTIFICATION PROGRAMS

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*SBA CERTIFICATIONS*

*OTHER CERTIFICATIONS*





# SBA CERTIFICATIONS

- 8(a) Business Development Program
  - Mentor/Protégé
  - Joint Venture

13 CFR § 124

- HUB Zone Program

13 CFR § 126

# 8(a) Business Development Program

## SBA Certification

- Assists eligible socially and economically disadvantaged small businesses
- Provides business development and contract assistance
- SBA certification required
- All 8(a) firms are SDBs, but not all SDBs are 8(a) certified

# 8(a) Business Development Program

## Program Benefits -- SBA Certification

- Certified firms can receive sole-source contracts
  - up to \$4 million for goods and services
  - up to \$6.5 million for manufacturing
- Joint ventures and teaming
- Mentor-Protégé Program

# 8(a) Business Development Program

## Program Eligibility -- SBA Certification

- Meet small business size standards
- In business for more than two years
- Unconditionally owned and controlled at least 51% by one or more socially AND economically disadvantaged individuals who are US citizens

# Mentor/Protégé Program

- The purpose of the Mentor/Protégé program is to enhance the capabilities of 8(a) BD participants and to improve their ability to successfully compete for federal government contracts.

# Mentor/Protégé Program

## Program Benefits

- Mentors may provide the following forms of assistance to Protégés:
- Technical and management assistance
- Financial assistance, including equity investments and/or loans
- Subcontracting support
- Assistance in performing prime contracts through joint venture arrangements

# Joint Venture

## Definition

### **Definition:**

An agreement between an eligible 8(a) participant and one or more other business concerns to establish a new legal entity solely for the purpose of performing a specific 8(a) contract. The contract is then awarded to the Joint Venture entity rather than to one or more of the participants.

# Joint Venture

## When Permitted

- 8(a) firm lacks capacity to perform the contract independently
- Joint Venture agreement is fair and equitable
- Joint Venture will be of substantial benefit to the 8(a) firm
- 8(a) firm brings something of value to the Joint Venture other than the 8(a) certification



# Joint Ventures

## Areas of Capacity

- Adequate bonding
- Adequate financing
- Technical expertise
- Experience in similar requirements
- Access to specialized/required equipment
- Access to appropriate facilities
- Appropriate management
- Appropriate labor

# Joint Venture Size Requirements

- Size Counts:
  - Small business set-asides and 8(a) procurements
- Joint Venture must meet applicable size standard of the solicitation
- A large business cannot be a JV participant on a Small Business or 8(a) procurement
  - Exception: 8(a) Mentor/Protégé Program

# HUBZone Program

## SBA Certification

- Historically Underutilized Business Zone
- Contracting preference program designed to stimulate economic development and create jobs
- SBA certification required

# HUBZone Program

## Program Benefits

- 3% government-wide goal for contracts to be awarded to HUBZone certified firms
- Competitive and sole source contracts
- 10% price evaluation preference

# HUBZone Program

## Program Eligibility

- Meet small business size standards
- Owned and controlled by at least 51% of US citizens, or a Community Development Corporation, an agricultural cooperative, or an Indian tribe
- Principal office must be in a designated HUBZone
- At least 35% of the firm's employees must live in a HUBZone

Learn more...

[HUBZone Map](#)

# Women and Veterans Programs

- Woman Owned Small Business Program  
(WOSB & EDWOSB)

**FAR 19.15**

- Veteran Owned Small Business Programs  
(VOSB & SDVOSB)

**FAR 19.14**

# Women Owned Small Business Program (WOSB & EDWOSB)

- 5% Government-wide contracting goal
- 5% Government-wide subcontracting goal
- Newly implemented WOSB Program
  - Contract set asides and sole source authorized

**FAR 19.15**

# Women Owned Small Business Eligibility

- Self certification
  - WOSB or EDWOSB can self certify (changes coming soon)
  - Registration in SAM is required
  - Contracting officer may/will request additional documentation
  - All documents will be maintained in WOSB Program Repository
    - Review: <http://www.sba.gov/wosb>

## Third Party Certification

- May be certified by an authorized Third Party Certifier
- Existing 8(a) program certification may be eligible



# Women Owned Small Business Eligibility

- WOSB
  - 51% owned & controlled by one or more women who are US citizens
  - Ownership must be direct and not subject to limitations
  - Woman or women must manage day to day operations
- EDWOSB
  - Satisfy all conditions of WOSB
  - Personal net worth of less than \$750,000
  - Adjusted annual income of \$350,000 or less
  - Market value of all assets does not exceed \$6 million

# Veterans Programs (SDVOSB & VOSB)

- Veterans Entrepreneurship and Small Business Development Act defined VOSB & SDVOSB
- Established 3% government-wide prime and subcontracting goals for service disabled veteran owned small businesses
- Self-certification program
- Contract set aside and sole source

**Learn More...**

[Veterans Business Outreach Centers](#)

[Veteran Information Pages](#)

# Service Disabled Veteran Owned Small Business Eligibility

- The Service Disabled Veteran (SDV) must have a service-connected disability that has been determined by the Department of Veterans Affairs or Department of Defense
- The SDV must unconditionally own 51% of the SDVOSBC
- The SDVO must control the management and daily operations of the SDVOSBC
- The SDV must hold the highest officer position in the SDVOSBC

# Resources and Tools

- Federal Acquisition Regulations
  - <https://www.acquisition.gov/far>
- Acquisition Central
  - <https://www.acquisition.gov/>
- FAR Part 19 – Small Business Programs
  - <http://www.acquisition.gov/far>
- Code of Federal Regulations (13CFR)
  - <http://www.gpoaccess.gov/cfr/index.html>
- Federal Business Opportunities
  - <http://www.fbo.gov>
- SBA-Government Contracting
  - <http://www.sba.gov/aboutsba/sbaprograms/gc/index.html>

# SBA – Wisconsin District Office

For more information on SBA's programs and services

Please contact:

Shane Mahaffy, Lead Business Opportunity Specialist

Telephone: 414-297-1455

Email: [Shane.Mahaffy@sba.gov](mailto:Shane.Mahaffy@sba.gov)

Or visit our office web site at [www.sba.gov/wi](http://www.sba.gov/wi)

# SBA - Wisconsin Offices

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## **Wisconsin District Office**

310 West Wisconsin Ave.

Suite 580W

Milwaukee, WI

Phone: 414-297-3941

## **Wisconsin District Office**

740 Regent Street

Suite 100

Madison, WI

Phone: 608-441-5261

# Veterans First Contracting Program

Public Law (P.L.) 109-461, Veterans Benefits, Health Care, and Information Technology Act of 2006 provides VA with unique authority for contracting with Service-Disabled Veteran-Owned Small Business (SDVOSB) and Veteran-Owned Small Business (VOSB). In order to qualify for participation in the VA Veterans First Contracting Program, eligible business owners must first be verified through the Center for Verification and Evaluation (CVE). Firms are eligible for two years from their last verified date.

# Veterans First Contracting Program

- The Department of Veterans Affairs as well as the FAA require SDVOSBS and VOSBS to go through the VA Formal CVE verification process in order to participate in the Veterans First Contracting Program with the VA or to participate in SDVOSB set asides with the FAA
- All other Federal agencies accept **Self Representation** in the System for Award Management (SAM)
- **NOTE:** There is no set aside program for VOSBS Government-wide - ONLY with the VA
  - **3% Goal** for SDVOSBS government-wide
  - **12% Goal** for VOSBS with the VA
  - **10% Goal** for SDVOSBS with the VA



# Eligibility

- Business owned by a Veteran or Service-Disabled Veteran
  - **51% direct and unconditional ownership** by one or more Veteran(s)
- Control of the business
  - **Long-term decisions, daily business operations, management** controlled by Veteran(s)
  - **Ultimate control of the business entity** (partnership, LLC, corporation) by Veteran(s)
  - Veteran must have:
    - **Management experience** to run the concern
    - **Ultimate managerial, supervisory** control of technical experts, license holders
  - Veteran need NOT have technical expertise or license

# Verification Benefits

- Opportunities for **eligible firms to participate in Veteran-Owned Service-Disabled (VOSB) and SDVOSB set-asides and sole source procurements.**
- **Subcontracts** with VA's large prime contractors in acquisitions
- Participate in VA's **SDVOSB Mentor-Protégé Program.**
- **VA is one of the largest Federal Government procurement organizations** – over \$3 Billion to Veteran-Owned Small Businesses
- The “recognized” logo (symbols) for **Vet “owned and controlled”**

# Application Process

Meet with a VA Verified Counselor. WPI has trained VA Verified Counselors on staff to help with:

- Obtaining a DUNS number and registering in SAM
- Reviewing the required documentation with you
- Reviewing a sample application with you
- **Assisting businesses in registering in the Vendor Information Pages (VIP) on the CVE website and uploading the documentation**

# OVERVIEW STATE, LOCAL AND PRIVATE CERTIFICATIONS

January 14, 2016

Kate Hill



Experienced  
Responsive  
Effective

Heartland Information Research, Inc  
6434 W. North Avenue  
Wauwatosa, Wisconsin 53213  
[www.hirservices.com](http://www.hirservices.com)  
P 414.727.2095 F 866.612.5083

# CERTIFICATION SUMMARY

Organization Type	Certification	Agency	Website
<b>Federal Government</b>	<ul style="list-style-type: none"> <li>• 8(a)</li> <li>• HUBZone</li> <li>• WOSB/EDWOSB</li> <li>• VOSB/SDVOSB</li> </ul>	<p>Small Business Administration Small Business Administration Small Business Administration</p> <p>Department of Veterans Affairs</p>	<p><a href="http://www.sba.gov/content/8a-business-development">www.sba.gov/content/8a-business-development</a> <a href="http://www.sba.gov/hubzone">www.sba.gov/hubzone</a> <a href="http://www.sba.gov/content/contracting-opportunities-women-owned-small-businesses">www.sba.gov/content/contracting-opportunities-women-owned-small-businesses</a> <a href="http://www.va.gov/osdbu/veteran/verification.asp">www.va.gov/osdbu/veteran/verification.asp</a></p>
<b>State Government</b>	<ul style="list-style-type: none"> <li>• DBE (UCP)</li> <li>• MBE</li> <li>• WBE</li> <li>• DVB</li> </ul>	<p>WI Department of Transportation, Milwaukee County, Dane County and City of Madison</p> <p>WI Department of Administration</p>	<p><a href="http://dot.wi.gov/business/engrserv/dbe-main.htm">dot.wi.gov/business/engrserv/dbe-main.htm</a> <a href="http://county.milwaukee.gov/cbdp/CertificationServices.htm">county.milwaukee.gov/cbdp/CertificationServices.htm</a> <a href="http://www.danepurchasing.com/contract_compliance.aspx">www.danepurchasing.com/contract_compliance.aspx</a> <a href="http://www.cityofmadison.com/dcr/">www.cityofmadison.com/dcr/</a></p> <p><a href="http://www.doa.state.wi.us/Divisions/Enterprise-Operations/Supplier-Diversity-Program">www.doa.state.wi.us/Divisions/Enterprise-Operations/Supplier-Diversity-Program</a></p>
<b>County/Municipal Government, School District, College/University System</b>	<ul style="list-style-type: none"> <li>• Target Business Program</li> <li>• SBE</li> <li>• ESB, MBE, WBE, DBE, Target Business</li> <li>• ACDBE</li> </ul>	<ul style="list-style-type: none"> <li>• City of Madison</li> <li>• City of Milwaukee</li> <li>• Dane County</li> <li>• Milwaukee County</li> </ul>	<p><a href="http://www.cityofmadison.com/dcr/">www.cityofmadison.com/dcr/</a></p> <p><a href="http://city.milwaukee.gov/OSBD#.U0rvglko9jr">city.milwaukee.gov/OSBD#.U0rvglko9jr</a> <a href="http://www.danepurchasing.com/contract_compliance.aspx">www.danepurchasing.com/contract_compliance.aspx</a></p> <p><a href="http://County.milwaukee.gov/cbdp/certificationservices.htm">County.milwaukee.gov/cbdp/certificationservices.htm</a></p>
<b>Large Corporations</b>	<b>Company Internal Supplier Diversity Initiative</b>	<ul style="list-style-type: none"> <li>• North Central Minority Supplier Development Council</li> <li>• Women’s Business Enterprise National Council (WBENC)</li> </ul>	<p><a href="http://www.northcentralmsdc.net/MbeCertification/Certification">http://www.northcentralmsdc.net/MbeCertification/Certification</a></p> <p><a href="http://www.wbenc.org/certification/">www.wbenc.org/certification/</a></p>

# STATE CERTIFICATIONS

# CERTIFICATION SNAPSHOT

## Disadvantaged Business Enterprise (DBE) aka Unified Certification Program (UCP)

### CERTIFICATION BENEFITS:

- Support Services are available to certified firms free of charge including technical, marketing and financial assistance.
- WisDOT offers two programs designed to assist DBEs making connections with Prime contractors: Mentor Connection (6-month) and Mentor Protégé (3-year).
- Mega project goal setting for DBE participation.
- UCP is a cooperative of 24 different Wisconsin cities, counties, airport and transit authorities that benefit from USDOT funding.

### ELIGIBILITY REQUIREMENTS:

- a. Disadvantaged Status - Belong to an ethnic minority group: Native American, Black, Hispanic, Asian Indian, Asian Pacific or women.
- b. Ownership - Be at least 51% owned, controlled, and actively managed by a socially and economically disadvantaged person(s).
- c. Small Business Status – Must be a small business as defined by SBA size standard. It must not have annual average gross receipts over \$19 million in the three previous years or \$40 million for airport concessionaires.
- d. Independence – The business must not link to another firm that compromises the applicant's independence and the disadvantaged owner's equity.
- e. Personal Net Worth – May not exceed \$1.32 million (excluding primary residence and ownership in the business).

### APPLICATION PROCESS:

- Contact one of the four certifying members - Wisconsin Department of Transportation, Milwaukee County – Community Business Development Partners, Dane County Purchasing Division- Contract Compliance or City of Madison Department of Civil Rights – Target Business Enterprise Program

# CERTIFICATION SNAPSHOT

## Minority-Owned Business Enterprise (MBE)

### **CERTIFICATION BENEFITS:**

- 5% bid preference on state purchases.
- All certified firms can receive technical and marketing assistance, including participation in Marketplace, a statewide business marketing conference.
- Certified firms are also eligible to be listed in the State of Wisconsin's Directory of Minority, Woman, and Disabled Veteran-Owned Businesses which is circulated to corporate buyers throughout the state purchasing agents.

### **ELIGIBILITY REQUIREMENTS:**

- a. Belong to an ethnic minority group: Native American, Black, Hispanic, Asian Indian, Asian Pacific, Aleut, Eskimo, or Native Hawaiian. (The Department does not recognize women as minorities or base eligibility on the gender of an applicant.)
- b. Proof of ethnicity and citizenship
- c. Be at least 51% owned, controlled, and actively managed by minority group members.
- d. Serve a "useful business function" and have customers other than the State of Wisconsin.
- e. Must be at least one (1) year old under current ownership.

### **APPLICATION PROCESS:**

- Review the Pre-Certification Self-Assessment to determine eligibility <http://doa.wi.gov/Documents/DEO/Supplier%20Diversity/Pre-Certification%20Assessment.pdf>
- Proceed to <https://wisdp.wi.gov/> for online application
- 30-days to submit all supporting documents after registration
- Follow annual update process
- Recertification takes place every three years



# CERTIFICATION SNAPSHOT

## Woman-Owned Business Enterprise (WBE)

### **CERTIFICATION BENEFITS:**

- All certified firms can receive technical and marketing assistance, including participation in Marketplace, a statewide business marketing conference.
- Certified firms are also eligible to be listed in the State of Wisconsin's Directory of Minority, Woman, and Disabled Veteran-Owned Businesses which is circulated to corporate buyers throughout the state purchasing agents.

### **ELIGIBILITY REQUIREMENTS:**

- a. Be at least 51% owned, controlled, and actively managed by women group members.
- b. Proof of gender and citizenship for each owner
- c. Is currently performing a "useful business function" in the State of Wisconsin.
- d. Must be at least one (1) year old under current ownership.
- e. Provide a \$150.00 application fee made payable to the Department of Administration.

### **APPLICATION PROCESS:**

- Review the Pre-Certification Self-Assessment to determine eligibility <http://doa.wi.gov/Documents/DEO/Supplier%20Diversity/Pre-Certification%20Assessment.pdf>
- Proceed to <https://wisdp.wi.gov/> for online application
- 30-days to submit all supporting documents after registration
- Follow annual update process
- Recertification takes place every three years

# CERTIFICATION SNAPSHOT

## Disabled Veteran-Owned Business Enterprise (DVB)

### CERTIFICATION BENEFITS:

- 5% bid preference on state purchases.
- All certified firms can receive technical and marketing assistance, including participation in Marketplace, a statewide business marketing conference.
- Certified firms are also eligible to be listed in the State of Wisconsin's Directory of Minority, Woman, and Disabled Veteran-Owned Businesses which is circulated to corporate buyers throughout the state purchasing agents.

### ELIGIBILITY REQUIREMENTS:

- a. Be at least 51% owned, controlled, and actively managed by disabled veteran group members.
- b. At least 51% majority owner(s) possess U.S. Department of Defense Form DD214 (Certificate of Release or Discharge from Active Duty) to prove service in the Armed Forces.
- c. Disabled Veteran document from the Department of Veteran Affairs or discharge paper from the branch of armed service, stating service connected disability rating under 38 USC 1114 or 1134 of at least 20%.
- d. At least 51% majority owner(s) are residents of Wisconsin and the business has its principal place of business in Wisconsin.
- e. Is currently performing a "useful business function" in the State of Wisconsin.
- f. Must be at least one (1) year old under current ownership.
- g. Provide a \$150.00 application fee made payable to the Department of Administration.

### APPLICATION PROCESS:

- Review the Pre-Certification Self-Assessment to determine eligibility <http://doa.wi.gov/Documents/DEO/Supplier%20Diversity/Pre-Certification%20Assessment.pdf>
- Proceed to <https://wisdp.wi.gov/> for online application
- 30-days to submit all supporting documents after registration
- Follow annual update process
- Recertification takes place every three years

**COUNTY / MUNICIPAL  
GOVERNMENT CERTIFICATIONS**

# COUNTY / MUNICIPALITY CERTIFICATIONS

Organization Type	Certification	Agency	Website
County	<ul style="list-style-type: none"> <li>• ACDBE</li> <li>• DBE</li>   <li>• ESB</li> <li>• MBE</li> <li>• WBE</li> <li>• DBE</li> <li>• Section 3 Target Business</li> </ul>	<p>Milwaukee County</p> <p>Dane County</p>	<p>County.milwaukee.gov/cbdp/certificationservices.htm</p> <p><a href="http://www.danepurchasing.com/contract_compliance.aspx">www.danepurchasing.com/contract_compliance.aspx</a></p>
Municipality	<ul style="list-style-type: none"> <li>• SBE</li>   <li>• Target Business Certification Program</li> </ul>	<p>City of Milwaukee</p> <p>City of Madison</p>	<p><a href="http://city.milwaukee.gov/OSBD#.U0rvglko9jr">city.milwaukee.gov/OSBD#.U0rvglko9jr</a></p> <p><a href="https://www.cityofmadison.com/dcr/documents/TargetedBusCertPgm.pdf">https://www.cityofmadison.com/dcr/documents/TargetedBusCertPgm.pdf</a></p>
Other Entities	<ul style="list-style-type: none"> <li>• HUB</li>   <li>• SWMBE</li>   <li>• DBE</li> </ul>	<p>Milwaukee Public School</p> <p>Milwaukee Metropolitan Sewage District</p> <p>Milwaukee County Transit System</p>	<p><a href="http://www.milwaukee.k12.wi.us/portal/server.pt/comm/departments/338">http://www.milwaukee.k12.wi.us/portal/server.pt/comm/departments/338</a></p> <p><a href="http://www.mmsd.com/procurement/SWMBE.aspx">http://www.mmsd.com/procurement/SWMBE.aspx</a></p> <p><a href="http://www.ridemcts.com/Doing-Business-With-MCTS/dbe-support">http://www.ridemcts.com/Doing-Business-With-MCTS/dbe-support</a></p>

# PRIVATE CERTIFICATIONS

# PRIVATE CERTIFICATION

Organization Type	Certification	Agency	Website
Large Corporations	Company Internal Supplier Diversity Initiative	<ul style="list-style-type: none"><li>• North Central Minority Supplier Development Council– Fee \$300 - \$750 based on revenue size</li><li>• Women’s Business Enterprise National Council (WBENC) – Fee \$350 - \$950 based on revenue size</li></ul>	<p><a href="http://www.northcentralmsdc.net/MbeCertification/Certification">http://www.northcentralmsdc.net/MbeCertification/Certification</a></p> <p><a href="http://www.wbenc.org/certification/">www.wbenc.org/certification/</a></p>

QUESTIONS?

# Resources

- Small Business Administration: <https://www.sba.gov/>
- VetBiz: <http://www.vetbiz.gov/>
- Wisconsin Procurement Institute: Phone: 414-270-3600  
[www.wispro.org](http://www.wispro.org)





# Upcoming WPI Events

- ***Acquisition Hour Live Webinar Series***
- ***Increase your Customer Base by Working with the Government and Prime Contractors – January 28, 2016 – Whitewater, WI***
- ***SAME Small Business Expo – March 9 – 10, 2016 – Northbrook, IL***
- ***Government Contracting Opportunities for Small Business – March 24, 2016 – Ladysmith, WI***
- ***4<sup>th</sup> Annual US Department of Veterans Affairs Business Conference – May 12, 2016 – Brown Deer, WI***
- ***10<sup>th</sup> Annual Volk Field Small Business Conference – June 15-16, 2016 – Camp Douglas, WI***

# For Assistance or Additional Information - Contact

Wisconsin Procurement Institute (WPI)

Carol Murphy

10437 Innovation Drive, Suite 320

Milwaukee, WI 53226

414-270-3600 or [carolm@wispro.org](mailto:carolm@wispro.org)