

Local, State and Federal Contract Opportunities and Agency Roundtable

Many government agencies and commercial organizations seek to include veteran-owned businesses as suppliers, contractors and service providers. This series is designed to provide you with the knowledge needed to participate in commercial and government contracting programs. These events will bring together commercial and government purchasers, and will provide veteran-owned businesses with critical information on certification programs, bidding and purchasing processes, and growing their business through supplier and contractor programs. Veteran business owners will hear from industry experts and suppliers on how they can grow their businesses with commercial and government contracts.

Thursday, November 15, 2018

Local, State and Federal Contract Opportunities and Agency Roundtable

[View presentation](#)

Government Contracting Basics ~ Christopher Schuele, Phil Bail

- Overview of federal and state procurement and protests of government contract awards
- Compliance with OFCCP equal employment opportunity regulations

Government Market Strategies ~ Carol Murphy

- Some government agencies and prime contractors provide contracting preference for Service Disabled Veteran-Owned Small Businesses and Veteran-Owned Small Businesses. This session will explore how a veteran-owned business can evaluate the government market potential, register as a contractor, develop a government market strategy, as well locate, evaluate and begin responding to opportunities.

Speakers

- [Phil Bail](#) is the owner of Phil Bail & Associates, a veteran-owned small business.
- [Christopher K. Schuele](#) is an attorney in Reinhart's Labor and Employment Practice.
- [Carol Murphy](#) is the Business Development Specialist for the Wisconsin

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Procurement Institute.

Panelists

- **Matthew Fleming** is the Director of the Purchasing Division of Kenosha County Wisconsin.
- **Gwen Johnson** is the Small/Women/Minority Business Enterprise Coordinator for the Milwaukee Metropolitan Sewerage District.
- **Steven Maier** is the Regional Small Business Liaison for the Veteran Health Administration's Veterans Integrated Service Network.
- **Catherine L. Martin** is the Senior Buyer for Waukesha County Purchasing.
- **Nikki Purvis** is the Director of Small Business Development for the City of Milwaukee

[Thursday, October 4, 2018](#)

Supplier Certifications and Commercial Supplier Roundtable

[View presentation](#)

- Certification options available to your business
- Requirements necessary to become a certified veteran-owned, minority-owned or women-owned business
- How companies view supplier certifications when developing a diverse supply chain

Speakers and Panelists

- [Tristan A. Dollinger](#) is an attorney in Reinhart's Corporate Law Practice.
- [Guy R. Temple](#) is shareholder in Reinhart's Litigation Practice.
- [Daryl Hodnett](#), Director-Supplier Diversity & Inclusion, [Aurora Health Care](#)
- [Charles Jensen](#), Director of Purchasing, [Froedtert and the Medical College of Wisconsin](#)
- Jessie Leonard, Associate Director, WBE Certification/Milwaukee, [Women's Business Development Center](#)

[Thursday, January 17, 2019](#)

Growth Opportunities for Small Businesses

- Assess Your Business – How do you know when you're ready to apply for and



successfully fill larger state or federal contracts?

- Issues in Contracting – Sending Quotes, Purchase Orders and Contracts, and what Terms to Avoid or watch out for.
- How to Fill Contracts – Conversations in Joint-Bids and Subcontracting.

Speaker

[Guy R. Temple](#), shareholder in Reinhart's Litigation Practice

Panel Moderator

[Tristan A. Dollinger](#), attorney in Reinhart's Corporate Law Practice

Panelists

- Greg Nagel, President and CEO of Nagel Architects and Engineers
- Bill Statz, President of [STATZ Corporation](#)
- Nick Wiessenborn, Vice President and Co-Founder of [Aeroforce Logistics](#)
- Jason Young, President of [Price Erecting](#)

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