



WISCONSIN  
VETERANS CHAMBER  
OF COMMERCE

# SUPPLIER & CONTRACTOR BRIEFING

CONTRACTING OPPORTUNITIES FOR VETERAN-OWNED BUSINESSES

OCTOBER 4, 2018 · **NOVEMBER 15, 2018** · JANUARY 17, 2019

## Government Contracting Basics: It's a Whole New Ballgame

Christopher K. Schuele  
Reinhart Boerner Van Deuren s.c.  
(414) 298-8323  
cschuele@reinhartlaw.com

Philip G. Bail, Jr.  
Phil Bail & Associates  
(262) 573-3396  
phil@philbail.com

## About Us



**Christopher K. Schuele** is an associate in Reinhart's Labor and Employment Practice Group. Christopher has assisted clients litigate various employment-related disputes and protest government contract awards. Christopher has also assisted employers develop and implement affirmative action plans as well as equal employment opportunity and anti-discrimination policies.



**Philip G. Bail** is a retired U.S. Air Force Contracting Officer and the owner of Phil Bail & Associates. Phil has worked for more than 40 years in both the aerospace and hazardous waste disposal industries as Purchasing Manager, Manager of Major Subcontracts, Director of Government Contract Administration, and Small Business Liaison Officer. As a warranted Contracting Officer in the U.S. Air Force, Phil negotiated against major aerospace companies, construction contractors and service providers. While working in the private sector, Phil has successfully challenged government solicitations and statements of work and protested government contract awards.

## Introduction

- Government procurement spending exceeds \$400 billion annually
- There are tremendous advantages to doing business with the government (*e.g.*, timely payment, standardized procedures)
- However, contracting with the government may also subject the contractor to a number of complicated and costly equal employment opportunity ("EEO") and affirmative action obligations (*see e.g.*, *OFCCP v. Google, Inc.*, No. 2017-OFC-4)

# Doing Business with the Government

5

© 2018 All Rights Reserved  
Reinhart Boerner Van Deuren s.c.

Reinhart  
Boerner Van Deuren s.c. Attorneys at Law

## Eligibility

- Before contracting with the government, all prospective contractors must register in the System for Award Management (“SAM”) database—[www.sam.gov](http://www.sam.gov)—and update their profile annually
  - Register under company’s Data Universal Numbering System (“DUNS”) number
  - List the North American Industry Classification System (“NAICS”) codes applicable to the type of work the company performs
  - Provide background information (e.g., number of employees, bank account)
  - Complete various representations and certifications

6

© 2018 All Rights Reserved  
Reinhart Boerner Van Deuren s.c.

Reinhart  
Boerner Van Deuren s.c. Attorneys at Law

## Eligibility (cont.)

- Contracts may only be awarded to “responsive” and “responsible” contractors as determined by a government Contracting Officer:
  - Ability to perform contract requirements (e.g., financial capabilities, experience, managerial and technical abilities)
  - Capacity to satisfy contract’s performance requirements in light of experience and other commitments
  - Standing as a good corporate citizen
  - Past performance record

## Government Set-Asides

- The Small Business Act requires federal agencies to help level the playing field for small businesses through “small business set-asides”
  - Section 8(a) business development
  - Historically underutilized business zone (“HUBZone”)
  - Women-owned small business
  - Service-disabled veteran-owner
- A qualifying small business can form a joint venture with another small business (or a large business through the All Small Mentor-Protégé Program) to compete for HUBZone, women-owned and veteran-owned business set-asides

## Formation and Administration of Government Contracts

- Governed by the Federal Acquisition Regulations (“FAR”) and over 20 agency FAR supplements (e.g., Department of Defense FAR Supplement (“DFARS”))
- Types of procurement
  - Commercial item acquisitions (FAR Part 12)
  - Simplified acquisition procedures (FAR Part 13)
  - Sealed bids (FAR Part 14)
  - Negotiated procurements (FAR Part 15)
  - Federal supply schedules (“FSS”) (FAR Subpart 8.4)

## Formation and Administration of Government Contracts (cont.)

- Types of contracts
  - Fixed price contract
    - Relevant procurement: commercial item acquisitions; simplified acquisitions; sealed bidding; and FSS
    - Contractor and government agree on a price at the outset and contractor must deliver goods or perform services for that fixed price, absent any government-approved changes
  - Cost reimbursement contract
    - Relevant procurement: negotiated procurement
    - Government agrees to pay contractor's allowable costs and specified profit during contract performance up to a certain amount

## Formation and Administration of Government Contracts (cont.)

- A note on government subcontracts (FAR Part 44)
  - Hybrid of government and commercial contracts
    - Some clauses in the prime contract *must* “flow down” to the subcontract to avoid breaching the prime contract
    - However, other portions of subcontracts are negotiable (subcontractors lack privity of contract with government)
  - Terms of the subcontract will often dictate
    - Subcontractors should *always* negotiate terms that reduce potential liability to the prime contractor (e.g., changes, termination, indemnification, and warranty clauses)
    - Contracting officers usually will *not* intervene in disputes between prime contractors and subcontractors

11

© 2018 All Rights Reserved  
Reinhart Boerner Van Deuren s.c.

Reinhart  
Boerner Van Deuren s.c. Attorneys at Law

## Protesting Government Contract Awards

- Interested parties may challenge the award or proposed award of a contract or challenge the terms of a solicitation
- Government Accountability Office (“GAO”)
  - Protest must be filed within 10 calendar days of when the protester knows or should have known of the basis for the protest
  - Automatic stay of contract award/performance during protest
  - GAO *must* issue a decision within 100 calendar days
  - If GAO sustains the protest, it will recommend that the procuring agency address the violation through appropriate corrective action
- Protester may also file a “second bite at the apple” protest with the Court of Federal Claims—review of agency decision, *not* GAO decision

12

© 2018 All Rights Reserved  
Reinhart Boerner Van Deuren s.c.

Reinhart  
Boerner Van Deuren s.c. Attorneys at Law

# Equal Employment Opportunity and Affirmative Action Obligations for Government Contractors

13

© 2018 All Rights Reserved  
Reinhart Boerner Van Deuren s.c.

Reinhart  
Boerner Van Deuren s.c. Attorneys at Law

## Legal Requirements and Administrative Structure

- Government requires certain contractors to comply with various equal employment opportunity and affirmative action requirements
  - Contractors may *not* budget for compliance costs in their bids
- These requirements are enforced by the Department of Labor's Office of Federal Contract Compliance Programs ("OFCCP") (*i.e.*, not the Equal Employment Opportunity Commission ("EEOC"))
  - Executive Order 11246, as amended—minorities and women
  - Section 503 of the Rehabilitation Act of 1973—individuals with disabilities ("IWD")
  - Vietnam Era Veterans' Readjustment Assistance Act ("VEVRAA")—protected veterans

14

© 2018 All Rights Reserved  
Reinhart Boerner Van Deuren s.c.

Reinhart  
Boerner Van Deuren s.c. Attorneys at Law

## OFCCP Coverage

- Which contractors must comply with these obligations?
  - Prime contractors with an executive agency
  - Covered subcontractors
    - Provide goods or services that are "necessary" to fulfill a covered prime contract or subcontract
    - Undertakes/assumes any portion of a prime contractor's obligation
  - Caution: Grant recipients are *not* subject to the same EEO obligations
    - Healthcare providers are not covered contractors if their only relationship with the government is as a participating provider under Medicare Parts A and B and Medicaid

15

© 2018 All Rights Reserved  
Reinhart Boerner Van Deuren s.c.

Reinhart  
Boerner Van Deuren s.c. Attorneys at Law

## OFCCP Coverage

EXECUTIVE ORDER 11246				SECTION 503			
SUPPLY & SERVICE Basic Coverage		CONSTRUCTION Basic Coverage		SUPPLY & SERVICE Basic Coverage		CONSTRUCTION Basic Coverage	
Any number of employees	+ Contracts more than \$10,000	Any number of employees	+ Contracts more than \$10,000	Any number of employees	+ A contract of more than \$15,000	Any number of employees	+ A contract of more than \$15,000
AAP Coverage		16 SPECIFICATIONS		AAP Coverage		AAP Coverage	
50 or more employees	+ A contract of \$50,000 or more	Any number of employees	+ Contracts more than \$10,000	50 or more employees	+ A contract of \$50,000 or more	50 or more employees	+ A contract of \$50,000 or more

VEVRAA			
SUPPLY & SERVICE Basic Coverage		CONSTRUCTION Basic Coverage	
Any number of employees	+ A contract of \$150,000 or more	Any number of employees	+ A contract of \$150,000 or more
AAP Coverage		AAP Coverage	
50 or more employees	+ A contract of \$150,000 or more	50 or more employees	+ A contract of \$150,000 or more

16

© 2018 All Rights Reserved  
Reinhart Boerner Van Deuren s.c.

Reinhart  
Boerner Van Deuren s.c. Attorneys at Law

## Basic Threshold Requirements

- Don't discriminate! (E.O. 11246 protects *more* classes than Title VII)
- Ensure proper posting of EEO notices in the workplace
- Include EEO tagline in employment advertising
- Include EEO clause in all subcontracts
- Two-year recordkeeping retention requirement (unless fewer than 150 employees)
- Annual reporting requirements:
  - Form EEO-1 (*a* contract of \$10,000 or more *and* 50 employees)
  - Form VETS-4212 (*a* contract of \$150,000 or more)

## Basic Threshold Requirements (cont.)

- Pre-offer invitation to self-identify
- Reasonable accommodation for electronic/online applicants
- Outreach and recruitment for IWDs and protected veterans
- “List” all available jobs with local Employment Service Delivery System (e.g., Job Center of Wisconsin)
- Permit OFCCP to access books and records during compliance investigation

## AAP Threshold Requirements

- What is an AAP?
  - A proactive tool used to identify and address areas of inequity or unfairness in a covered contractor's employment practices, as compared to the general representation of individuals with similar skills in the relevant labor market
  - Road map for management to correct problems and support recruitment goals
  - First line of defense against an OFCCP audit
- Affirmative action is *not* equal employment opportunity
  - EEO refers to fairness and equality of treatment for specific, designated protected classes as defined by law
  - Affirmative action requires contractors to proactively recruit, hire, train and promote women, minorities, IWDs and protected veterans to ensure that all individuals have equal opportunities in employment

## AAP Threshold Requirements (cont.)

- What are the components of an EO 11246 AAP?
  - Organizational profile
  - Workforce analysis
  - Job group analysis
  - Availability analysis (internal and external)
  - Comparison of incumbency versus availability
  - Placement goals
  - Analyses of recruitment, personnel activity and compensation practices
  - Action-oriented programs

## AAP Threshold Requirements (cont.)

- What are the components of a Section 503/VEVRAA AAP?
  - Data collection analyses regarding the number of applicants who self-identify or who are otherwise known to be a protected veteran or IWD and the number of protected veterans and IWD hired
  - Adoption of established utilization goals for each job group
    - 6.4% for protected veterans
    - 7% for IWD
  - Establishment of specific action-oriented programs to achieve utilization goal

## Responding to an OFCCP Audit

- AAP is a contractor's first line of defense against an OFCCP audit
- OFCCP conducts random audits announced by corporate scheduling announcement letter followed by a scheduling letter
  - Contractor has 30 days from the date of the scheduling letter to submit its AAP to the OFCCP
- Before turning over an AAP to the OFCCP, contractors should:
  - Immediately notify their corporate attorney
  - Closely scrutinize every detail of your AAP
  - Conduct disparity and pay-equity analyses under attorney-client privilege
  - Require all management officials to attend a refresher training

## Responding to an OFCCP Audit (cont.)

- If OFCCP finds potential discrimination, it *must* issue a Predetermination Notice (“PDN”)
  - Contractors have 15 days to rebut OFCCP’s initial finding
  - All submissions will be reviewed by the Solicitor of Labor and then submitted to OFCCP’s national office for final decision
  - Opportunity for Contractor to put its “best foot forward” to resolve an audit without any additional exposure
- If OFCCP determines the contractor has engaged in unlawful discrimination, it may issue a Notice of Violation and seek monetary damages for the victims of discrimination (e.g., back pay)

## Enforcement by the OFCCP

- Contractor’s failure to comply with relevant EEO and AAP obligations may also result in severe penalties, including:
  - Suspension or cancellation of the covered contract
  - Debarment of contractor from future procurement opportunities
  - For material violations, OFCCP may refer case to the U.S. Department of Justice, which may bring suit to enforce the OFCCP regulations

# Questions?

## Sources of Information

- [www.farsite.hill.af.mil](http://www.farsite.hill.af.mil): FARSite (Full text of FAR and agency supplements)
- [www.gsa.gov/acquisition](http://www.gsa.gov/acquisition): U.S. General Services Administration
- [www.gao.gov](http://www.gao.gov): Government Accountability Office
- [www.wispro.org](http://www.wispro.org): Wisconsin Procurement Institute
- [www.ofccp.gov](http://www.ofccp.gov): OFCCP Homepage
- [www.dol.gov/ofccp/contractingofficers](http://www.dol.gov/ofccp/contractingofficers): OFCCP Contracting Officer Corner
- [www.reinhartlaw.com](http://www.reinhartlaw.com): Reinhart Boerner Van Deuren, S.C.
- [www.philbail.com](http://www.philbail.com): Phil Bail & Associates

**WISCONSIN VETERANS CHAMBER OF COMMERCE  
SUPPLIER & CONTRACTOR BRIEFING  
HOSTED BY REINHART BOERNER VAN DEUREN**

**November 15, 2018 – Milwaukee, WI**

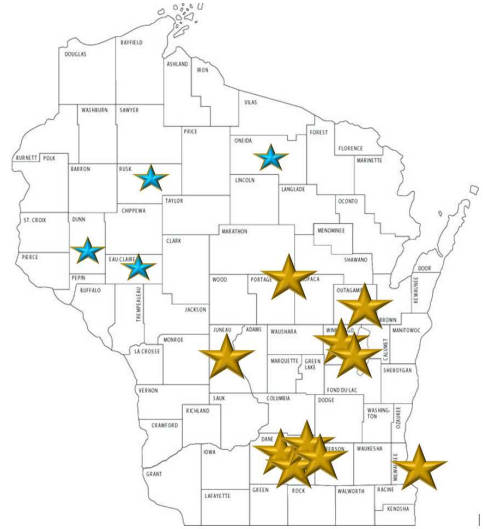


## ABOUT WPI SUPPORTING THE MISSION

Celebrating 31 years of serving Wisconsin businesses!  
Assist businesses in creating, developing and growing  
their sales, revenue and jobs through Federal, state  
and local government contracts.

## WPI OFFICE LOCATIONS

- MILWAUKEE – *Technology Innovation Center*
- MADISON –
  - *FEED Kitchens*
  - *Dane County Latino Chamber of Commerce*
  - *Wisconsin Manufacturing Extension Partnership (WMEP)*
  - *Madison Area Technical College (MATC)*
- CAMP DOUGLAS– *Juneau County Economic Development Corporation (JCEDC)*
- STEVENS POINT – *IDEA Center*
- APPLETON – *Fox Valley Technical College*
- OSHKOSH –
  - *Fox Valley Technical College*
  - *Greater Oshkosh Economic Development Corporation*
- EAU CLAIRE – *Western Dairyland*
- MENOMONIE – *Dunn County Economic Development Corporation*
- LADYSMITH – *Indianhead Community Action Agency*
- RHINELANDER – *Nicolet Area Technical College*



**NATIONAL DEFENSE INDUSTRIAL ASSOCIATION (NDIA) ANNUAL MEETING, OCTOBER 16**

[www.wispro.org](http://www.wispro.org)

**UPCOMING EVENTS**

WED 10	<b>Acquisition Hour: Overview of CPARS</b> October 10 @ 12:00 pm - 1:00 pm
THU 18	<b>Growing Your Business in Burnett County Wisconsin</b> October 18 @ 1:00 pm - 5:00 pm Wabesa WI
TUE 23	<b>Acquisition Hour: The HUBZone Program – Certification Benefits and Regulations</b> October 23 @ 1:00 pm - 2:00 pm
WED 24	<b>Acquisition Hour: The SBA 8(a) Certification Program</b> October 24 @ 12:00 pm - 1:00 pm

[View More...](#)

**CURRENT OPPORTUNITIES (4)**

**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](#)

## SO WHAT DOES WPI REALLY DO.....

### PROVIDES TECHNICAL ASSISTANCE

to **CURRENT AND POTENTIAL GOVERNMENT CONTRACTORS AND SUBCONTRACTORS**

- **INDIVIDUAL COUNSELING** – at our offices, at clients facility or via telephone / GoToMeeting  
GoToMeeting
- **SMALL GROUP TRAINING** – workshops and webinars
- **CONFERENCES** to include one on one or Roundtable sessions
  
- **LAST YEAR WPI** provided training at over 100 events, provided services to over 1,400 companies.  
companies.

so let's talk  
**STRATEGY**

## TO SUCCEED IN THE GOVERNMENT MARKET

- TAKES TIME – FIRST SUCCESS IS USUALLY AFTER 18 – 24 MONTHS OF SERIOUS EFFORT
- TAKES COMPANY RESOURCES
  - YOUR TIME, EMPLOYEE TIME, RESOURCE / CONSULTANT TIME
  - MONEY
    - RESOURCES / CONSULTANT TIME
    - OUTREACH – NETWORKING
    - EDUCATION – TRAINING
- IT IS A CHOICE – DO YOU INVEST IN ENTERING AND DEVELOPING THE GOVERNMENT MARKET OR .....

SO DEVELOPING A STRATEGY IS CRITICAL TO YOUR SUCCESS IN THIS MARKET

## THREE MOST IMPORTANT THINGS

- The Market  
*Needs, priorities, problems – where do you fit*
- Technical Knowledge  
*The process - how it works - regulations*
- Access  
*Entry points, relationships, “who you know”*

## THE MARKET

35

### IS THERE AN OPPORTUNITY ???

- Does the Government buy what you sell
- Does the Government have a problem you can solve
- What are the Government's priorities
- Do you have the capability and capacity to support a Government Requirement
- Do you have the Experience and Past Performance that the Government is requiring
- Are you a HIGH RISK or a LOW RISK
- Does a Government PRIME buy what you sell

36

# LOCATING FEDERAL AWARD HISTORY

The image shows two overlapping screenshots of federal procurement websites. The top screenshot is from <https://www.usaspending.gov/>, displaying an 'Advanced Search' interface with a 'Keyword' field and a 'Time Period' dropdown menu. The bottom screenshot is from <https://www.fpds.gov>, showing the 'Federal Procurement Data System - next Generation' homepage. It features a 'Login' section with a 'Log-In' button, a 'Registration' section, and a 'NOTICE: FPDS Downtime Notification' regarding a system outage on June 15, 2018. A 'ezSearch' box is also visible, along with a 'Spending by Geography' map.

Monday, November 12, 2018

# REVIEW CURRENT FEDERAL OPPORTUNITIES

The image shows the search interface of the [FEDBIZOPPS.GOV](http://FEDBIZOPPS.GOV) website. The header includes the site logo and navigation tabs for 'Home', 'Getting Started', 'General Info', 'Opportunities', and 'Agencies'. The main search area is highlighted in yellow and contains the text 'Search more than 33,300\* active federal opportunities.' Below this, there are several search filters: 'Posted Date' (set to 'Last 90 Days'), 'Set-Aside Code' (set to 'Any'), 'Place of Performance' (set to 'Any State or Territory'), and 'Type' (set to 'Any'). There are also input fields for 'Keyword / Solicitation #' and 'Agency'. A 'Search' button is located at the bottom left of the search area. A note states: 'Additional criteria and multiple selections are available on the [advanced search form](#). \* Notices posted within the last 90 days.' On the right side, there are links for 'BUY', 'View hist regarding American', 'Download', 'FBO', and 'Learn mo reports'.

# REVIEW FEDERAL AGENCY FORECASTS

ACQUISITION.GOV

Home Federal Acquisition Regulation (FAR) Supplemental Regulations Acquisition Systems Archives Policy Network

Home » Agency Recurring Procurement Forecasts

## Agency Recurring Procurement Forecasts

- Home Page
- Small Business
- Business Opportunities
- Procurement Forecast
  - Department of Agriculture
  - Department of Defense
  - Department of Homeland Security
  - Department of Commerce
  - Department of Education
  - Department Housing and Urban Development
  - Department of Justice

11/12/2018

# REVIEW FEDERAL BUDGETS – AGENCY / SEARCHES TO YOUR SPECIFIC AREA OF INTEREST

Office of Budget

Annual Budget Submission

President's Budget Request  
Fiscal Year 2019

**FY 2019 BUDGET SUBMISSION**

VA's justification materials were updated to reflect the Administration's revised request following the Congressional cap deal. The 2019 Budget and Advance Appropriations (AA) requests for the Department of Veterans Affairs (VA) fulfill the President's promise to provide America's Veterans, their families and survivors the care and benefits they have earned through their service.

**Budget in Brief Volumes 1-4**

In the FY 2019 Budget, President Trump proposed a total of \$198.6 billion for the Department of Veterans Affairs.

<https://www.va.gov/budget/products.asp>

CONGRESS.GOV

Advanced Searches Browse

Current Legislation Examples: hrs, sres9, "health care"

Most Viewed Bills | Top 10

- H.R. 5428 (115th) Stand with UK against Russia Violations Act
- H.R. 6 (115th) SUPPORT for Patients and Communities Act
- H.R. 1 (115th) An Act to provide for reconciliation pursuant to titles II and V of the concurrent resolution on the budget for fiscal year 2018.

Current Legislative Activities

115th Congress (2017 - 2018)

**House of Representatives**

Not in Session  
Video Archive

Next Meeting: Nov. 9, 2018 at 10:30 a.m.  
Previous Meeting: Nov. 5, 2018

**Senate**

Not in Session  
Video Archive

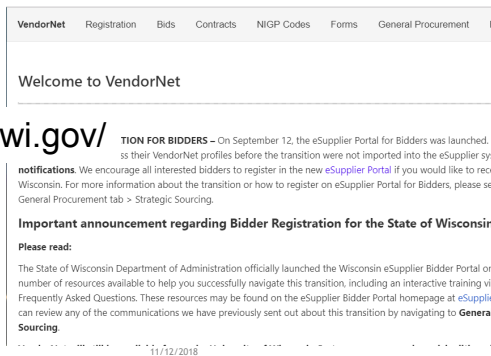
Next Meeting: Nov. 9, 2018 at 9:00 a.m.  
Previous Meeting: Nov. 5, 2018

Recent: Yesterday, Bills, Calendar, Committee, Roll Call, Press

## REVIEW STATE AGENCY SITES



<https://vendornet.wi.gov/>



## VETERAN PREFERENCE IN THE GOVERNMENT MARKET

- FEDERAL
  - Department of Veterans Affairs
    - Veterans First / Verification
    - Veteran and Service Disabled Veteran
  - Other
    - Service Disabled Veteran
- STATE
  - Service Disabled Veteran
- LOCAL
  - MMSD
  - Other
- CORPORATE – VARIES

# READ AND SEARCH

## Construction of Tomah Health new facility on schedule - WKBT

<https://www.news8000.com/news/construction-of-tomah-health-new.../806027846>

Oct 11, 2018 - Construction of a new area hospital remains on sched

## Corps drills into Foster Dam during geotechni

[www.nwp.usace.army.mil/.../corps-drills-into-foster-dam-d](http://www.nwp.usace.army.mil/.../corps-drills-into-foster-dam-d)

Oct 18, 2018 - The U.S. Army Corps of Engineers' Dam Safety te investigation at Foster Dam near Sweet Home, Oregon. Drilling isit [www.nwp.usace.army.mil/](http://www.nwp.usace.army.mil/). dam safety - drilling ...

## Census look to identify 'misperceptions,' barriers to participation in 2020 count



By Jory Heckman @heckmanWFED  
November 5, 2018 7:06 pm · 4 min read

8 Shares

As the Trump administration defends the inclusion of a citizenship question on the 2020 census in court starting on Monday, the Census Bureau looks to correct the record on fears and common misconceptions the public has expressed about the upcoming population count.

According to the Census Barriers, Attitudes and Motivators Study (CBAMS) the agency released Oct. 31, nearly a quarter of respondents said they were "extremely concerned" or "very concerned" that the Census Bureau would share their answers with other government agencies.

## HHS Awards Over \$1 Billion to Combat the Opioid Crisis | HHS.gov

<https://www.hhs.gov/about/.../hhs-awards-over-1-billion-combat-opioid-crisis.html>

Sep 19, 2018 - This week, the U.S. Department of Health and Human Services awarded over \$1 billion in opioid-specific grants to help combat the crisis ...

# TECHNICAL KNOWLEDGE

# REGISTER IN [WWW.SAM.GOV](http://WWW.SAM.GOV)

**CREATE USER ACCOUNT**  
Your CCR username will not work in SAM. You will need a new SAM User Account to register or update your entity records. You will also need to create a SAM User Account if you are a government official and need to create Exclusions or search for FOUO information.  
[Create User Account](#)

**REGISTER/UPDATE ENTITY**  
You can register your Entity (business, individual, or government agency) to do business with the Federal Government. If you are interested in registering or updating your Entity, you must first create a user account.  
[Register/Update Entity](#)  
**New!** Use the SAM Status Tracker to: [Check Status](#)

**SEARCH RECORDS**  
All entity records from CCR/FedReg and ORCA and exclusion records from EPLS, active or expired, were moved to SAM. You can search these records and new ones created in SAM. If you are a government user logged in with your SAM user account, you will automatically have access to FOUO information.  
[Search Records](#)

**WHAT IS SAM?** [Need Help?](#)  
The **System for Award Management (SAM)** is the Official U.S. Government system that consolidated the capabilities of CCR/FedReg, ORCA, and EPLS. There is NO fee to register for this site. Entities may register at no cost directly from this page. User guides and webinars are available under the Help tab.

[NEWS AND ANNOUNCEMENTS](#)    [USER GUIDES/HELFPUL HINTS](#)    [ATTENTION EXTRACT AND WEB SERVICE USERS](#)

# COMPLETE THE DYNAMIC SMALL BUSINESS SEARCH INFORMATION - [HTTP://DSBS.SBA.GOV/](http://DSBS.SBA.GOV/)

Data validation took 0.01 seconds. The count and search queries took 2.19 seconds and 2.42 seconds, respectively.  
Displaying profiles 1 - 10 (of 10 profiles matching criteria):

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	
1	MID-STATE STAINLESS, INC.	MURRAY RYAN	330 W BENSON AVE GRANTSBURG, WI 54840-7004	Aqua Phase brings you the highest quality, automatic, and efficient line of medical delivery and installation services
2	HERVEY ALLEN OUTDOORS, INC.	Charlie Slater	14322 STATE ROAD 70 GRANTSBURG, WI 54840-8500	Established 6 year family owned small business that manufactures high quality hu
3	McNALLY Industries, LLC	DEBBIE THORSON	340 W Benson Ave Grantsburg, WI 54840-7004	Founded in 1942, McNally Industries, LLC proudly serves the United States Depart systems, as well as complex, precision machined components for critical defense a assembly, and system/subsystem integration, assembly, and test. McNally industr
4	Hoelms, Sand & Gravel, Inc.	Julie Heinz	27160 State Rd 35 Webster, WI 54893-7911	site preparation; rock crushing, custom crushing; sell rock, sand, gravel, p rock, p
5	NORTH COUNTRY SURVEYING, INC.	DIANE CRANE	7875 BIG DOCTOR LAKE RD SIBEN, WI 54872-8403	North Country Surveying, Inc. is a full service surveying and mapping company. W
6	Northwestern Wisconsin Electric Company	Beverly Dahlberg	104 S Pine Grantsburg, WI 54840-7926	
7	Bee Threads, Inc.	Glen H Baker	4439 St Rd 70 Webster, WI 54893-9250	
8	AVIATION PRODUCTS, LLC	Timothy A McDonald	5836 County Road F Dunbar, WI 54830-9122	Service Disabled Veteran Owned Small Business specializing in the manufacturing scopes, binoculars, and spotting scopes.
9	McNALLY INDUSTRIES, LLC	Ike Nordrum	340 WEST BENSON AVE GRANTSBURG, WI 54840-7004	
10	NORTHERN PUMP DIVISION	Tessa A Anderson	7495 Woodland Estates Dr Sisco, WI 54874-9209	

## REGULATIONS AND REQUIREMENTS

- **SMALL BUSINESS PROGRAMS**
  - Mentor Protégé / Joint Venture
  - Small Business Subcontracting Plan
- **SUBCONTRACTING**
  - Limitations in Subcontracting
- **HOW THE GOVERNMENT BUYS**
  - Thresholds
  - Contract Types
  - Communications with the Government

## REGULATIONS AND REQUIREMENTS

- **RESPONDING TO AN OPPORTUNITY**
  - GO / NO GO
  - Types of Requirements
  - Cost and Pricing
  - Contractor Obligations
- **OTHER**
  - Regulations
  - Ethics
  - Non Manufacturers Rule
  - Contract Administration
  - Invoicing and Payment

# ACCESS

## TARGETED MARKETING MATERIALS

**• YOU WILL NEED A**

- Business Card
- Capabilities Statement
- Website
- Pitch

**Milwaukee Manufacturing**  
*Custom Specialty Metal Parts*  
 Samantha Stumpf, President

Town Industrial Park  
 1234 W. Newberry Dr.  
 North Ailes, WI 53222  
 414-111-2345  
 sstumpf@milwaukeeemfg.com  
 www.milwaukeeemfg.com

ISO 9001  
 ITAR

Woman Owned  
 HUBZone Certified  
 Small Business

**DUNS - 119922883** CAGE - 1FFDA  
**Experienced supplier to the Defense Industry**

NAICS Codes - 333612, 331492, 332119, 332322  
 SIC/PSIC - 32,20,22,23

Member: National Defense Industrial Association (NDIA)  
 Recognition: Wisconsin MarketStar -  
 2013 Woman Owned Business Award Winner

**TAPCO** Federal Features & Benefits

- Complete supplier of traffic parking signs for USA Administrations
- Access to contract bidding information, terms and conditions and performance to enable through USA Administrator

**The Really Great Construction Company LLC**  
*Leaders in Energy Saving Building Renovation*

7521 North Concrete Avenue  
 Cornucopia, WI 53222  
 414-322-0000  
 www.rgcre.com  
 2nd Floor, Project Manager: jlab@rgcre.com

Since 1962, the Really Great Construction Company has been a leader in providing the best energy saving building renovations in the world. RGCC prides itself on having a highly skilled and experienced staff that can take a project from design to completion within budget, on time and provide you with long term energy savings. **RGCC is a small business with experience. In successfully teaming on Federal and State projects.**

**PAST PROJECTS**

- Large VA Hospital (WI)
- USDA Lab Rehabilitation (OH)
- Base Lighthouse Upgrade (MS)
- Federal Courthouses (IN)
- County Facility (MI)
- Military Base Housing (KY)

**CAPABILITIES**

- Solar panel installation
- Boiler and sheet metal
- Temperature controls
- Energy Analysis
- Underwater turbine integration
- Water pump installation

**The Really Great Construction Company LLC is**

- LEED Certified
- Licensed
- Bonded
- Insured
- Certified Safety Program
- Confined Space Entry Program

**NAICS CODES**

- 237130 Alternative Energy
- 230220 Boiler Installation
- 541330 Engineering Services

**Winner of the 2010 BEST ENERGY SAVING BUILDING RENOVATION IN THE COUNTRY**

**FSC / PSC Codes**

- 2 - Maintenance, repair, and alteration of real property

# OFFICE OF SMALL DISADVANTAGED BUSINESS UTILIZATION (OSDBU)



<https://www.va.gov/osdbu/>

## DoD Small Business Offices

Are you a small business interested in working for DoD? Small Business Professionals inside Small Business Offices can help you identify prime contractors, understand their organization's mission, challenges and requirements. They can also help you identify prime contractors.

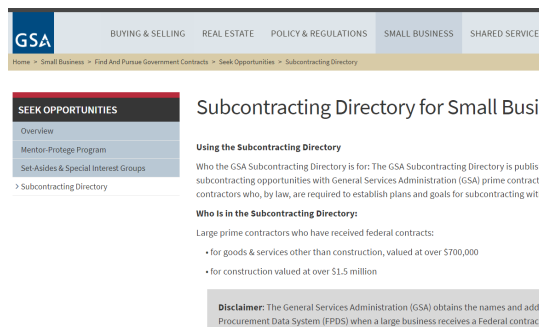
Links to DoD Small Business Office websites are included below.

### Army

- Aberdeen Proving Ground
- Army Contracting Command
- Army Corps of Engineers (HQ)


<https://business.defense.gov/Small-Business/DoD-Small-Business-Offices/>

# SMALL BUSINESS LIAISON OFFICERS (SBLO)



<https://www.gsa.gov/small-business/find-and-pursue-government-contracts/seek-opportunities/subcontracting-directory-for-small-businesses>

# FEDERAL GOVERNMENT – PRIMES (EXAMPLE)

 <https://osn.oshkoshcorp.com/>

To develop a world-class procurement chain organization providing the best quality, NPD and competitiveness to family of companies on a global scale.

Index   Links   Support Center   Supplier Quality Manual and Form


About Us

- Core Values
- Supplier Profile
- Interested in doing business with Oshkosh
- Supplier Standards Guide
- Supplier Quality Manual
- Supplier Communications
- Supplier Diversity Program
- Oshkosh Logistics
- Oshkosh Corporate Website
- Archived Supplier Portal

Login Here

Login  
Training

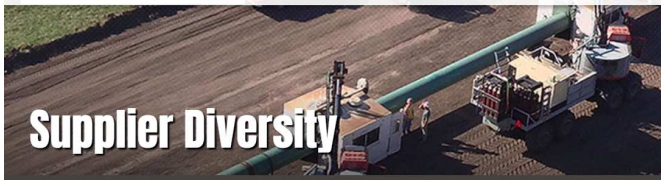
Welcome to the Oshkosh Corporation Supplier Portal



Pierce - Aerial Ladder

Featured Links and Articles

**MICHELS®**   Markets Served ▾   Who We Are ▾   Projects   Careers



## Supplier Diversity

Our Resources   **Supplier Diversity**   Health Safety Environment   Our History   Sustainability   O

## Supplier Diversity

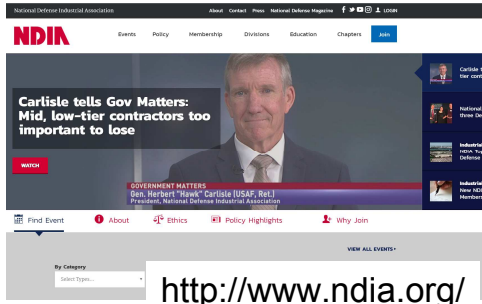
Michels self-performs most construction activities on projects, but hires local, specialized contractors when efficiencies can be gained. Whenever possible, we seek the services of qualified small disadvantaged, veteran, women and/or minority owned (D/V/WMBE) businesses.

In keeping with Michels' core values and our commitment to social responsibility it is Michels' policy to provide D/V/WMBE firms the maximum practicable opportunities to participate in the projects we undertake and to help our customers achieve their goals for D/V/WMBE participation.

Michels' established Supplier Diversity Manager and Procurement Team are continuously looking to expand and improve our supplier base with the addition of small and diverse businesses. We work directly with these types of firms to help them build a resume that will aid them in securing work from coast to coast while still supporting Michels.

[Fill Out Application](#)

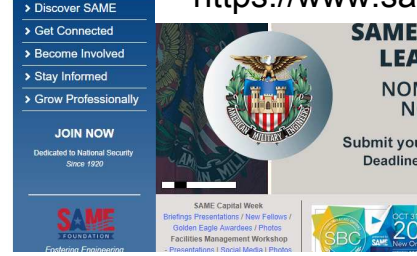
# ORGANIZATIONS



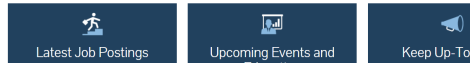
<http://www.ndia.org/>



<https://www.same.org/>



<https://www.ncmahq.org/>



# WISCONSIN AND AREA FEDERAL AGENCIES

**U.S. Department of Agriculture – Colleen M. Rettinger, Supervisory Contract Specialist**  
 Forest Products Laboratory & Northern Research Station  
 One Gifford Pinchot Drive  
 Madison, WI 53726-2398  
 608-231-9285 [crettinger@fs.fed.us](mailto:crettinger@fs.fed.us)

**U.S. Forest Service – Shawn Lacina, Contracting Officer**  
 Lake States Acquisition Team (LSAT)  
 500 Hansen Lake Road  
 Rhinelander, WI 54501  
 (715) 362-1347 [slacina@fs.fed.us](mailto:slacina@fs.fed.us)

**128th Air Refueling Wing (WIANG) – Dionne Holloway, Contract Specialist**  
 1919 E. Grange Avenue  
 Milwaukee, WI 53207  
 (414) 944-8517 [dionne.f.holloway.mil@mail.mil](mailto:dionne.f.holloway.mil@mail.mil)

**U.S. Veterans Affairs – Steve Maier, Small Business Liaison**  
 Great Lakes Acquisition Center (GLAC)  
 112<sup>th</sup> South 84<sup>th</sup> St. Suite 101  
 Milwaukee, WI 53214  
 (414) 844-4824 [steven.maier2@va.gov](mailto:steven.maier2@va.gov)

**Environmental Protection Agency - Adrienne Callahan**  
 Small and Disadvantaged Business Utilization Coordinator  
 USEPA, Region 5  
 77 West Jackson Blvd. (MC-10J)  
 Chicago, IL 60604  
 (312) 353-5556 [Callahan.adrienne@epa.gov](mailto:Callahan.adrienne@epa.gov)

VA locations and contacts  
 Nationally  
<http://www.va.gov/directory/guide/>



## WISCONSIN AND AREA FEDERAL AGENCIES

**Oxford Prison – Bob Pahmeier, Contract Specialist**  
Federal Correctional Institution  
P.O. Box 500  
Oxford, WI 53952  
(608) 584-5511 [rpahmeier@bop.gov](mailto:rpahmeier@bop.gov)

**115th Fighter Wing - SMSgt Katherine Pinnow**  
Wisconsin Air National Guard  
3110 Mitchell Street  
Madison, WI 53704  
(608) 245-4528 [Katherine.pinnow@ang.af.mil](mailto:Katherine.pinnow@ang.af.mil)

**Volk Field Combat Training Readiness Training Center - TSgt Seth Swieter**  
100 Independence Drive  
Camp Douglas, WI 54618-5001  
(608) 427-1235 [seth.swieter@ang.af.mil](mailto:seth.swieter@ang.af.mil)

**Fort McCoy Contracting Division - Tony Steinhoff, Small Business Specialist**  
Mission & Installation Contracting Command  
60 South O Street  
Fort McCoy, WI 54656  
(608) 388-7351 phone [tony.r.steinhoff.civ@mail.mil](mailto:tony.r.steinhoff.civ@mail.mil)

Contact WPI for contacts with other agencies at specific locations such as:

- US Army Corps of Engineer
- National Park Service
- General Services Administration
- Others.....

## LAST WORDS OF ADVICE

- NETWORK
- DEVELOP RELATIONSHIPS



# UPCOMING EVENTS and TRAININGS



UPCOMING EVENTS

- THU 18** **Growing Your Business in Burnett County Wisconsin**  
 October 18 @ 1:00 pm - 5:00 pm  
 Webster WI
- TUE 23** **Acquisition Hour: The HUBZone Program – Certification Benefits and Regulations**  
 October 23 @ 1:00 pm - 2:00 pm
- WED 24** **Acquisition Hour: The SBA 8(a) Certification Program**  
 October 24 @ 12:00 pm - 1:00 pm
- WED 24** **Government Contracting Opportunities – Rhinelander, WI**  
 October 24 @ 12:30 pm - 4:30 pm  
 Rhinelander WI

[View More...](#)

CURRENT OPPORTUNITIES (5)

**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](#)

MARKETPLACE WISCONSIN  
Governor's Conference on Minority Business Development  
Welcoming minority, woman and veteran-owned businesses  
December 12 - 13, 2018

About Awards Keynote Sponsors Registration Exhibitors Event Details Hotel Buyer Meeting Contact Us Archives

**KEYSTONE SPONSOR** **usbank**

**2018**  
AWARD NOMINATIONS NOW OPEN [NOMINATE A BUSINESS](#)

**DATES ANNOUNCED**  
**DECEMBER 12 - 13**  
Welcoming minority, woman and veteran-owned businesses

**AWARDS NOMINATION NOW OPEN**  
[CLICK HERE](#)  
**2018**

**MARKETPLACE WISCONSIN**  
POTAWATOMI HOTEL & CONFERENCE CENTER  
MILWAUKEE, WI

[flickr](#)  
[CLICK HERE TO VIEW MARKETPLACE PHOTOS](#)

**AWARD WINNERS**  
[CLICK HERE TO VIEW](#)

<http://MARKETPLACEWISCONSIN.com>

**WPI** Wisconsin Procurement Institute  
A Procurement Technical Assistance Center

61

**WPI** Wisconsin Procurement Institute  
A Procurement Technical Assistance Center

## Contact information

Carol Murphy, Business Development Specialist  
Wisconsin Procurement Institute (WPI)  
A Procurement Technical Assistance Center  
10437 Innovation Drive, Suite 320, Milwaukee WI 53226  
Office: 414-270-3600 Mobile: 414-828-8081  
Fax: 414-270-3610  
[carolm@wispro.org](mailto:carolm@wispro.org) [www.wispro.org](http://www.wispro.org)

62