



U.S. Small Business Administration

# Federal Contracting and SBA Procurement Resource Programs

**Michigan District Office**  
**www.sba.gov/mi**  
**313-226-6075**

## Your Small Business Resource

Every day, the U.S. Small Business Administration and its nation-wide network of partners help millions of potential and current small business owners start, grow and succeed. Here's how:

- Start, grow and finance a business
- Opportunities in contracting
- Recover from disaster
- A Voice for small business in government

All SBA programs and services are provided on a nondiscriminatory basis.

## SBA will present SBA Procurement Resources Programs

### What is the 8(a) Business Development Program?

The SBA administers this business assistance program for socially and economically disadvantaged businesses who want to access the federal procurement market.

### What is the HUBZone Program?

The Historically Underutilized Business Zone (HUBZone) Program stimulates economic development and creates jobs in urban and rural communities by providing federal contracting assistance to small businesses. Requirements: Firm must be located in designated HUBZone to qualify and at least 35% of its employees must reside in a HUBZone.

### What is the WOSB Federal Contract Program?

The SBA administers federal contracting opportunities for women-owned small business (WOSB) and economically disadvantaged women-owned small business (EDWOSB). The Women-Owned Small Business Federal Contract program authorizes contracting officers to set aside certain federal contracts.

**Northwest Michigan Procurement Technical Assistance Center (PTAC)** will present an understanding of the government marketplace and players, how this market differs from the standard commercial sector, and tips on selling your products/services to Uncle Sam. Concentrating on navigating government websites and registrations.

**Michigan Small Business Development Center (SBDC)** will present about enhancing Michigan's economic wellbeing by providing counseling, training and research for new ventures, existing small businesses and advanced technology companies. They offer no-cost and low-cost training sessions offering the opportunity to learn more about running and growing your business. In addition to training, the SBDC provides one-on-one, personalized business counseling. They can help small business owners with growth strategies and planning.

**July 20, 2017**  
**9:00 am - Noon**

**Michigan Works!**  
**1498 O'Dovero Drive**  
**Marquette, MI 49855**

To register: <https://www.eventbrite.com/e/federal-contracting-and-sba-procurement-resource-programs-tickets-35088418404>

For more information, please contact Tom Vargo, Lead Business Opportunity Specialist at 313-226-6075 or email [thomas.vargo@sba.gov](mailto:thomas.vargo@sba.gov)

