



# Webinar: Understanding Small Business/ SBA Contracting Programs

## WHEN:

May 30, 2018  
11:00 am - 12:30 pm

## WEBINAR

[Register here](#)

Once registered, you'll receive an email - usually within one working day - with instructions on how to join the webinar. If you have not received the email by the day before the webinar, please contact Suzanne Hartnett at 231.929.5068 or [Suzanne.Hartnett@networksnorthwest.org](mailto:Suzanne.Hartnett@networksnorthwest.org)

Learn how to leverage your small business status and certifications in government contracts. This webinar will provide an overview of the SBA's Small Business development and certification programs including small business self-certification, Woman Owned Small Business (WOSB), Veteran Owned Small Business (VOSB), and HUBZone Small Business (HUBZone).

These unique programs are administered by the SBA to help small businesses compete for and win federal contracts. Every year, the federal government purchases approximately \$400 billion in goods and services. And, many of these procurements are "set-aside" exclusively for small businesses including those designated as an 8(a), HUBZone, WOSB entity.

Are these programs something you could use to leverage your small business status? Join us and see.

## This seminar will cover:

- Overview of SBA programs, including HUBZone, WOSB, VOSB & others
- Why you may or may not want to participate in these programs
- Eligibility & how to apply
- Recent changes to the WOSB Certification and Veterans First Program
- Marketing your status



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The Northwest Michigan PTAC is funded in part through a cooperative agreement with the Defense Logistics Agency and in part by the Michigan Economic Development Corporation.