

“Doing Business With the Federal Government & SBA Certification Programs”

The training by Melissa Loder, who manages government contracting for the SBA, West Virginia District Office, will show small businesses how to be a part of the \$1.2 billion in federal business in West Virginia and \$600 billion nationwide. Workshop will provide what rural small businesses need to know and the steps to take to maximize federal business opportunities. Small businesses will learn how to locate government buyers and sell to federal agencies by unraveling the complexity of the government’s buying process. Details will also be provided about SBA Certification Programs - 8(a), Small Disadvantaged Business, HUBZone and Service Disabled Veteran Owned Small Business and more. The SBA’s certification programs are meant to ensure a fair portion of purchases, contracts and sub-contracts are placed with small businesses as required by the Small Business Act.

Melissa Loder manages the U.S. Small Business Administration’s Certification Programs for the West Virginia District Office in Clarksburg. Her government experience includes working for the Federal Aviation Administration, the National Institute for Safety and Health of the Center for Disease Control and the Federal Emergency Management Agency. Prior to her federal service Melissa taught Marketing, Small Business Entrepreneurial Studies, and Statistics for WV Wesleyan’s MBA program, Radford University, Virginia Tech and Fairmont State University, As the Marketing Director for two hospitals and engineering companies, Melissa produced numerous strategic, marketing and communications plans. She is a judge and counselor for the WV 2010 WV Statewide Student Business Plan Competition hosted by the WVU Entrepreneurship Center and a member of the National Contract Managers Association.