



GOVERNMENT CONTRACTING WORKSHOP

SMALL BUSINESS CERTIFICATIONS



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RSVP today!

- www.grandjunctionsbdc.org/training
- Click "Events / Workshops Calendar"
- Select Grand Junction

Or contact:

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Small Businesses

Bring your business cards and a Capabilities Statement or brochure to share!

Are you interested in doing business with the government? This workshop will help you understand the various federal and state government certification programs that can give you a competitive edge in contracting. Find out which programs your business may qualify for and how to apply.

You'll learn about the eligibility requirements and benefits for minority, woman, and veteran-owned businesses, as well as those in special economic zones and smaller-sized businesses. You'll also have a chance to talk with government representatives and partners who can help get you started.

Date: Tuesday, July 31, 2018
Time: 9:00am – 1:30pm
Cost: \$15 per person (includes lunch)
Location: Grand Junction Business Incubator Center – Training Room
 2591 Legacy Way, Grand Junction, CO 81503

Agenda:

9:00 - 10:00: Federal Government Certification Programs

- 8(a), SDB, WOSB, EDOSB, HUBZone, VOSB, SDVOSB (if you don't know what these acronyms mean – come find out!)
- Presented by Kathryn Lobdell, PTAC

10:00 - 10:45: State and CDOT Certification Programs

- Overview of state and local certification programs including Disadvantaged Business Enterprise and Emerging Small Business
- Presented by Cathy Kramer, Connect2DOT

10:45 - 11:30: Government Marketing and MBO Contracting Resources

- Learn about marketing to the government and the resources available to assist with government contracting through the Minority Business Office
- Presented by Rosy McDonough & Andra Hargrave, MBO

11:30 - 12:15: Grand Junction Housing Authority

- Overview of procurement process and typical requests for solicitations
- Presented by Cheryl Gray, GJHA

12-15 - 12:30: Break

12:30 - 1:30: Meet with a Consultant and Lunch

- Mini one-on-one sessions with business consultants from Connect2DOT, PTAC, MBO, GJHA, and SBDC
- Get your individual questions answered!