



# Alabama Small Business Development Center Network

Strengthening Alabama's Economy, One Small Business at a Time.

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

## Introduction to Government Contracting Workshop

Tuesday, January 15, 2013

9:00 AM – 11:00 AM

Demopolis Chamber of Commerce

102 East Washington Street

Demopolis, AL 36732

**To Register, Please Call 334-289-0270.**

1. Introduction. We will deliver a two-hour workshop to introduce existing commercial businesses to the world of federal contracting. Our presentation will provide participants with the necessary information to seriously consider and decide whether they will pursue federal contracting with their businesses.
2. Our speaker is Jerry D. Ellison, State Program Manager for the Alabama Procurement Technical Assistance Center (PTAC) program who has years experience as a government contract business developer, contracts manager, and small business consultant.
3. Time will be afforded at the conclusion of the workshop (within the 2-hour schedule) for interested businesses to sign up as a client and schedule initial counseling sessions with PTAC counselors.

Topic	Description
Introduction	Cover the purpose and main topics of the workshop
Benefits of Government Contracting	Talk about the funding used towards government contracting
Disadvantaged Groups	Summarize the types and benefits of getting certified as a disadvantaged business
Getting Registered	Discuss the steps of getting registered in the System for Award Management (SAM) to do business with the federal government
Financial Assistance	Introduce the SBA programs for obtaining business loans
Finding Government Business	Discuss the use of FedBizOps and discuss the Business Development module available periodically throughout the year

The Alabama Procurement Program is a specialty program of the Alabama Small Business Development Center Network, which is partially funded through a cooperative agreement with the U.S. Small Business Administration. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Lindsey Hammel, Box 870396, Tuscaloosa, AL 35487 or 1-877-825-7232.