

WINNING FEDERAL CONSTRUCTION CONTRACTS

In fiscal year 2016, the federal government spent over \$28 Billion dollars on construction projects with over \$14 Billion going directly to small businesses.

The new administration is planning for \$1 Trillion dollars in infrastructure spending.

However, only those firms who are prepared and have a game plan will reap the benefits of federal marketplace. **Will your firm be ready?**

Join us on Tuesday, April 18th for an informative presentation by Carroll Bernard to learn how your firm can begin preparing now to grow and diversify your business through federal construction contracts.

This presentation will benefit businesses both large and small. Topics covered will include:

- Benefits and challenges of the federal construction marketplace.
- Differences between federal construction and non-federal public works environment.
- Understanding the big picture, and why establishing your business in the federal construction market doesn't happen quickly.
- 6 Practical steps to get started and begin winning federal construction contracts.
- Common pitfalls to avoid.
- Where to find training and support needed to be successful.
- How new laws just enacted in 2016 will be a game changer for businesses both large and small.

Location: Greater Vancouver Chamber of Commerce
1101 Broadway, Suite 100
Vancouver WA 98660

Time: 10:00-11:30am

Register: <https://washingtonptac.ecenterdirect.com/events/850783>

Cost: Free



Is the Mentor-Protégé Program For You?

The Small Business Jobs Act of 2010 and the National Defense Authorization Act for Fiscal Year 2013 provided authority for the Small Business Administration to establish mentor-protégé programs for all small businesses. Rather than creating separate programs for each constituency – [Service Disabled Veteran Owned Businesses](#), [Women Owned Small Businesses](#), [Historically Underutilized Business Zones](#) - the SBA chose to create a single, all-inclusive mentor-protégé program modeled on the successful mentor-protégé program available to participants in its [8\(a\)](#) program.

The purpose of the new program is to develop strong protégé firms through mentor-provided business development assistance, and to help protégés successfully compete for government contracts. Mentor-provided assistance can be sought for any, or all of the following activities:

- **Management and Technical Assistance-** Internal business management systems; accounting processes; marketing and business/strategic planning assistance; technology transfers; and manufacturing assistance.
- **Financial Assistance-** In the form of equity investments and/or loans; and bonding.
- **Contracting Assistance-** Contracting processes; capabilities; acquisitions; and performance.
- **Trade Education-** International Trade business and strategic planning; finding markets; and learning how to export.
- **Business Development Assistance-** Strategy; and identifying contracting and partnership opportunities.
- **General and/or Administrative Assistance-** Business processes and support; human resource sharing; security clearance support; and capacity building.

Join us on Tuesday on April 18th 2017 for an informative presentation by Yuri Dyson from the Portland SBA office.

Location: Greater Vancouver Chamber of Commerce
1101 Broadway, Suite 100 Vancouver WA 98660

Date: Tuesday, April 18th 2017

Time: 1pm-3pm

Register: <https://washingtonptac.ecenterdirect.com/events/850784>

Cost: Free

