

## **Selling to the Government How the Process Works**

Representatives from the U.S. Small Business Administration (SBA), Government Resources & Opportunities for Business (GRO-Biz), and the Small Business Development Center (SBDC) will be conducting a **free workshop** at the Senior Center in **Saratoga** on **November 3, 2004 from 5:00 pm until 7:30 pm**. The purpose of the program is to provide information to businesses concerning the opportunities of selling to the government and how the process works.

The federal government is the largest buyer of goods and services in the world. While small businesses are often at a disadvantage when trying to win federal contracts, SBA and GRO-Biz can help overcome the barriers. The SBA and GRO-Biz work to ensure that local small businesses obtain a fair share of government contracts and subcontracts. In addition, State and local governments also provide a huge market, for which GRO-Biz can offer assistance.

It is the joint purpose of SBA and GRO-Biz to inform small business concerns about government procurement, and to ensure that contracts do not bypass these small firms because they do not know or understand the process.

Issues concerning surety bonding, SBA finance assistance, and other business assistance programs will also be discussed.

This event is being hosted by the Saratoga/Platte Valley Chamber of Commerce. There is no fee to attend, but please call Stacy Crimmins or Liz Wood at the chamber office to register by telephone at 307-326-8855.

For further information you may contact Jeffrey Sneddon at SBA, 307-261-6515 or Rudy Nesvik at GRO-Biz, 307-637-4990.