

Selling to the Government

How to Focus on Federal, State, and Local Markets

Want to expand your business with the federal, state and local governments but not sure about how the process works?

Want to know about government contracting opportunities in a variety of agencies?

IF SO, THEN THIS WORKSHOP IS FOR YOU!

Learn about:

- **The local presence of the Defense Intelligence Agency (DIA) from agency representatives.**
- **The federal 8(a) program.**
- **The “Selling to the Commonwealth” program, getting SWAM-certified, and the bidding process for goods and services from the Virginia Department of Business Assistance (DBA).**
- **Certification and bidding procedures from the Virginia Department of Transportation (VDOT).**
- **Local opportunities from the City of Charlottesville, Albemarle County, the Virginia Sheriffs’ Association, and the University of Virginia*.**
- **Contracting opportunities with the Charlottesville-Albemarle Airport Authority.**

Seating is limited & pre-registration is required. Register TODAY!

Refreshments sponsored by:



*Scheduled to attend.

When:

Wednesday, October 13, 2010

Time:

8:30am-12:30pm
w/ Exhibit Tables Until 1:30pm

Where:

NEW Albemarle County Office Building
1600 5th Street Extended
Room A
Charlottesville

To register go to www.cvsbdc.org.

For more information contact the SBDC at:

sbdcinfo@ntelos.com

or:

434-295-8198

Fee:

Early Bird Discount: \$25/person (through September 30th)
Regular Price: \$40/person (starting October 1st)