



Getting Started with GOVERNMENT CONTRACTING

Learn federal, state and local government requirements, certifications, and qualifications

September 16, 2010 - 9 am to 12 pm

5 Great Reasons to Attend this Class

1. Understand the first three steps your business must take to enter the government marketplace.
2. Learn which certifications may be best suited for your company.
3. Benefit from the more than 200 years of combined government contracting experience of our instructors.
4. Learn how to take full advantage of The Federal Technology Center's free government contracting assistance to help your business prosper.
5. Gain insight into effectively searching for government bids online.

"All the references and [website] links are great. It was terrific having such a knowledgeable and experienced individual lead the class." - J.D.

"The most helpful thing I learned was how to search for contracting opportunities." - J.B.

In this beginning level class you will learn:

- Why and how to obtain a DUNS Number
- How to research your NAICS and SIC Codes
- Why registering in Central Contractor Registration (CCR) is so important
- What "ORCA" is
- Reporting requirements for small businesses
- How to apply for federal certifications through the Small Business Administration (SBA): 8(a) Business Development Program, and Historically Underutilized Business Zone (HUBZone) Program
- How to apply for State of California certifications: Small Business, Disabled Veterans Business Enterprise (DVBE), and California Department of Transportation (Caltrans) Disadvantaged Business Enterprise (DBE) Program
- How to search for government contracting opportunities

Presented by:



Cost:

This class is FREE. To see our complete list of free government contracting courses, go to www.TheFTC.org.

Who should attend:

Anyone who wants to tap into the more than \$508 billion that government spends annually on goods and services. No government contracting experience required, although your business should be established. If you have never done business with the government or do not have a background in contracting, but you want to learn more, this class is for you. This class is an efficient way for you to learn what it takes to get started on the road to selling your goods and services to the government.

Location:

Small Business Development Center (SBDC) at Shasta College and College of the Siskiyous
1420 Butte Street
Redding, CA 96001



Registration:

Pre-registration is required due to limited seating. Register online at www.TheFTC.org. For questions, call **866.382.7822** toll-free.