



# Alabama Small Business Development Center Network

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

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

## Business Development Workshop

Wednesday, October 26, 2016

1:00 P.M. – 2:30 P.M.

Innovation Depot - Training Room

1500 1<sup>st</sup> Avenue North, Birmingham, AL

Course Overview: This workshop is designed to delve into a number of considerations a business may make in the pursuit of government contracting. Registration is free but mandatory to attend.

### Topics Covered

- Determining Targets
- Building Contacts
- Developing Relationships
- Searching for Opportunities
- Teaming with other Companies
- Government-oriented Capabilities Statements
  - Writing White Papers
- Coordinating Reference Letters
- Intro to Proposal Preparation
- Questions and Answers

Speaker: Jerry Ellison is the State Program Manager for the Alabama Procurement Technical Assistance Center (PTAC) program with years of experience in securing and managing federal contracts. Additionally, he has taught numerous courses and workshops on various contracting topics.

[Click HERE to Register Online](#)



The Alabama SBDC Network at The University of Alabama is Funded in part 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 the ASBDC, Box 870396, Tuscaloosa, AL 35487-0396. 1-877-825-7232.

