



# Alabama Procurement Technical Assistance Center Program

Your Resource to Winning Government Contracts.

[www.al-ptac.org](http://www.al-ptac.org)



**Jacksonville State University's  
Small Business Development Center and Procurement Technical Assistance Program**

Present

## Selling to the Government

**Thursday, November 7, 2013 - Houston Cole Library - 11th Floor  
Jacksonville State University  
9:00 AM – 4:00 PM**

No charge to attend but registration is required.

To register for the workshop, call JSU SBDC at 256-782-5271 or email your request to [SBDC@jsu.edu](mailto:SBDC@jsu.edu).

**Business Workshop 9:00 – 11:30 AM**

**Elaine Dunlap, SBA Business Opportunity Specialist  
David Brock, Small Business Specialist, Marshall Space Flight Center  
John Huffman, DBE Unit Supervisor, Alabama Department of Transportation**

The workshop will provide business owners with information on how to succeed in the federal marketplace.  
All businesses are welcome to attend.

11:30 – 1:00 - Lunch on Your Own

**Government Opportunity Matchmaker – 1:00 – 4:00 PM**

Open to all business owners. The Matchmaker provides an opportunity to meet one-on-one with governmental agency and prime contractor buyers to discuss upcoming projects and business opportunities.

Registration for the Matchmaker will begin Monday, October 28, 2013, at the following address:

<http://al-ptac.org/matchmaker/register.php?id=10>

Directions to the Library - <http://www.jsu.edu/library/information/directions.html>

*The SBDC at Jacksonville State University is a member of the Alabama SBDC Network.  
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 Suzi Donaldson, JSU, 700 Pelham Rd. North (114 Merrill Bldg.), Jacksonville, AL 36265, (265) 782-5271.*