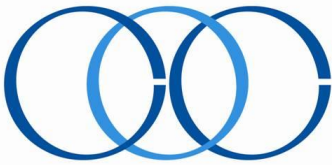




UNIVERSITY OF
SOUTH ALABAMA



MOBILE AREA
CHAMBER OF COMMERCE

DATE:

Sept. 21, 2017

8:30 a.m. – 2 p.m.

LOCATION:

451 Government St.

Mobile, AL 36602

FEE:

\$20 (Includes lunch)

Developing Effective Proposals for Contracting Opportunities

This scenario-oriented hands-on workshop is designed to engage the participants in real world efforts necessary to coordinate and complete all aspects of a government proposal. Participants will work in small groups to develop an actual federal contracting proposal.

Areas to be covered include:

- ✓ Breaking down the solicitation
- ✓ Developing a proposal preparation outline
- ✓ Coordinating proposal subparts for completion
- ✓ Writing the technical volume
- ✓ Writing the past performance volume
- ✓ Completing the costing volume
- ✓ Pulling the proposal together
- ✓ Reviewing and discussing the final product

Bring your laptop.

Fee includes lunch.

Speaker: Jerry Ellison, Program Manager, Alabama Procurement Technical Assistance Center (PTAC) program has years of experience in winning and managing federal government contracts.

To register, go to the [Mobile Chamber's website](#).

Alabama SBDC Network is a statewide service network funded in part through cooperative agreements with the U.S. Small Business Administration (SBA), Defense Logistics Agency, and the State of Alabama. Hosted by The University of Alabama. Nationally accredited by the Association of SBDCs.

Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Karla Jordan, Box 870396, Tuscaloosa, AL 35487-0396. 1-877-825-7232.