

Expanding Sales through Government & Private Sector Procurement

March 6th 2012, 6:00pm – 8:00pm

ODA, 12 Heyward Street, Brooklyn, NY 11249



The MBDA Business Center (MBC) in conjunction with ODA Community Development, Brooklyn Economic Development Corporation (BEDC), Staten Island Small Business Development Center (SBDC) and the Brooklyn Hispanic Chamber of Commerce presents an informative **FREE** workshop for businesses seeking to expand their sales through procurement opportunities in the government and private sectors.

Date and Time: Tuesday, March 6th 2012 6 p.m. - 8 p.m.

Location: ODA at 12 Heyward Street Brooklyn, NY 11249

Workshop #2 – March 6, 2012 – Technical Session; Doing Business with the Government

- Overview of the benefits of MWBE Certification; differences between federal and local certification.
- Managing contracts
- Review of Federal, City and State bidding Platforms and how to access them.
- How to get Bonded and Manage Cash Flow-new State and City programs.

Main Presenter: Kevin Howell, Anchor Business Consultancy

Speakers: *Ms. Huey-Min Chuang*, Senior Director, Business & Economic Development

NYS Empire State Development Corporation

Who should Attend? Legally established Woman or Minority-owned businesses that have been in operation and generating revenue for at least 12 months.

Pre-registration is recommended, as seating is limited

This event is FREE and open to the public.

RSVP: 718-522-5620 Ext: 300 Please leave phone and email contact information.