

PRESS RELEASE
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Small Business Development Center at JCC
(716) 338-1024

Make The World's Largest Buyer Your Customer

SBDC Procurement Specialists Show Small Businesses How To Sell to the Government



Government Opportunities for Small Business - October 13, 2011

Two Part Seminar On Opportunities and the BidLinx Registration Process Presenter: Roxanne Mutchler, Government Contracting Coordinator

The SBDC and the Chautauqua County Industrial Development Agency (CCIDA) are hosting a full day of programs aimed at assisting local small businesses sell their products and services to the government. Roxanne Mutchler, SBDC's Government Contracting Coordinator from Utica, will be the guest speaker. This series will feature three programs discussing Government Opportunities and the steps needed to take advantage of these opportunities. The three programs will be held on October 13, 2011. The morning session is open to all small businesses that have products and services used by government agencies. The lunch and afternoon sessions target woman owned businesses and will be discussing opportunities and federal certification for Woman Owned Small Businesses.

Roxanne has worked with hundreds of small businesses across the state helping them locate and fulfill opportunities with federal, state, and local government agencies. The US Government is the largest purchaser in the world buying over 17 million products and services. Federal contracts totaling approximately \$800 billion are awarded every year. State and local agencies are also potential profitable markets. In many cases, the government reserves contracts just for small businesses and woman owned businesses.

Program Schedule

Morning: Government Opportunities and Contracts, 9:00-11:00 a.m. Jamestown Community College, Carnahan 123, Cost: \$20.00

This program highlights the BidLinx system that will provide your business with contract opportunities delivered daily to your computer and other electronic devices.

Lunch: Women in Networking, 11:30 a.m.-1:00 p.m.

Sheldon House, Cost: \$10.00

Discussion of opportunities available for women business owners.

Afternoon: Woman Owned Small Business - Federal Certification, 1:30-3:30 p.m.

Jamestown Community College, Carnahan 123, Cost: \$20.00

This program assists with the new federal certification program for woman owned businesses.

For More Information and Registration please call the SBDC Office at 716-338-1024.

Request Counseling

Counseling services are free and confidential. Contact the SBDC Today!

Make an Appointment

Phone: (716) 338-1024 or [Online Form](#)

Visit Our Offices

Jamestown

Carnahan Building

Jamestown Campus

Jamestown Community College

Jamestown, NY 14701

Dunkirk

(by appointment only)

North County Training Center Building

North County Center

10807 Bennett Rd.

Dunkirk, NY 14048



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