Are you interested in doing business with the government? This workshop will help you understand the various federal and state government certification programs that can give you a competitive edge in contracting. Find out which programs your business may qualify for and how to apply.

You’ll learn about the eligibility requirements and benefits for minority, woman, and veteran-owned businesses, as well as those in special economic zones and smaller-sized businesses. You’ll also have a chance to talk with government representatives and partners who can help get you started.

**Date:** Tuesday, July 31, 2018  
**Time:** 9:00am – 1:30pm  
**Cost:** $15 per person (includes lunch)  
**Location:** Grand Junction Business Incubator Center – Training Room  
2591 Legacy Way, Grand Junction, CO 81503

**Agenda:**

9:00 - 10:00: Federal Government Certification Programs  
- 8(a), SDB, WOSB, EDOSB, HUBZone, VOSB, SDVOSB (if you don’t know what these acronyms mean – come find out!)  
- Presented by Kathryn Lobdell, PTAC

10:00 - 10:45: State and CDOT Certification Programs  
- Overview of state and local certification programs including Disadvantaged Business Enterprise and Emerging Small Business  
- Presented by Cathy Kramer, Connect2DOT

10:45 - 11:30: Government Marketing and MBO Contracting Resources  
- Learn about marketing to the government and the resources available to assist with government contracting through the Minority Business Office  
- Presented by Rosy McDonough & Andra Hargrave, MBO

11:30 - 12:15: Grand Junction Housing Authority  
- Overview of procurement process and typical requests for solicitations  
- Presented by Cheryl Gray, GJHA

12-15 - 12:30: Break

12:30 - 1:30: Meet with a Consultant and Lunch  
- Mini one-on-one sessions with business consultants from Connect2DOT, PTAC, MBO, GJHA, and SBDC  
- Get your individual questions answered!