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"FIRST ANNUAL DIVERSE AND SMALL BUSINESS CONTRACTING WITH PUBLIC ENTITIES FORUM"

SACRAMENTO – The U.S. Small Business Administration Sacramento District Office is presenting a forum for small businesses interested in contracting with public entities. This event will be held on March 8, 2012 at the Woodlake Hotel, 500 Leisure Lane, Sacramento, CA from 7:30 am until noon. I encourage you to participate and learn what you will need to do to be prepared to contract with public entities," said Jim O'Neal, SBA Sacramento District Director.

The Sacramento District Office, which serves twenty-one counties, will have presentations from the Northeastern California Small Business Development Center, the Sacramento SCORE Chapter as well as a keynote presentation by Pacific Gas and Electric Company (PG&E) who is hosting this free event which includes a continental breakfast. Workshops will cover:

How to Do Business with the Utilities - Presented by PG&E
          Joan Kerr, PG&E Director of Supplier Diversity and Supplier Development

Money Matters! - Presented by the Small Business Development Center (SBDC)
          Understanding your Financial Statements - What story do they tell?
          Strategic Cash Flow Planning - Make every dollar work for you!

Contracting by the Numbers - Presented by SCORE
          Factors to Consider in a Contract and Pricing for the Bottom Line
          Accounting Requirements for Fixed Price and Cost Plus Contracts

Broadening Your Business Base - Growth and Growth Strategy
          When are you ready for contracting with public entities?
          How do you position your business for new opportunities?

Participants can register at
http://events.sba.gov/EventManagement/eventlisting.aspx?state=CA

For additional information or questions, please contact Sacramento District Office at (916) 735-1722 or Carrie.Ellinwood@sba.gov.

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