

For Immediate Release

Contact: Tomia Wooten, 914-285-1808

FEDERAL GOVERNMENT CONTRACTS WITH MINORITY BUSINESS
African American Chamber & Visa Partner to Present Workshop:
“How To Successfully Do Business With The Government”

June 26, 2003 - The African American Chamber of Commerce of Westchester and Rockland Counties, Inc.; the U.S. Department of Commerce's Minority Business Development Agency and VISA partner to present a special invitation workshop, "How To Successfully Do Business With The Government," to small, hub zone, minority, women and veteran owned businesses Tuesday, July 22, 2003 at 8:30 am – 12:30 pm at CUNY Graduate Center, 365 5th Avenue, New York, NY 10016. The workshop is open to the public and includes continental breakfast for \$50.00 in advance (by Friday, July 18, 2003) or \$75.00 at the door.

In 2002, government agencies awarded more than fifty billion dollars in contracts to small businesses making the Federal Government the largest buyer of goods and services in the United States. "This is a chance for our businesses to be face-to-face with experts to learn how to successfully compete and close government contracts," said Robin Douglas, President/CEO/Founder of the Chamber.

Local businesses who are missing out on Federal Government opportunities because they don't have a General Services Administration Schedule Contract don't have thousands of dollars to pay a GSA Schedule Consultant are encouraged to attend.

Mirinda Jackson, Vice President for Contracts and Business Development with EduTech Limited, a professional educational consulting firm and Ronald N. Langston, National Director of the U.S. Department of Commerce's Minority Business Development Agency (MBDA), appointed by President George W. Bush, are the scheduled speakers with years of experience in the world of Federal contracting to teach participants how to get and stay on the GSA Schedule.

Workshop participants will learn:

- How to prepare and submit proposals for the GSA Schedule
- What contracting officers look for when evaluating proposals
- Where to invest marketing resources
- How to increase revenue in the face of today's "lean-mean" economy
- Learn how to get paid fast on government contracts

Space is limited. Paid reservations will be taken on a first come, first serve basis. To join the Chamber or to make reservations to attend the workshop, call 914-699-4749 or log on to www.AfricanAmericanChamberofCommerceNYS.org.

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