



# Alabama Small Business Development Center Network

Strengthening Alabama's Economy, One Small Business at a Time.

[www.asbdc.org](http://www.asbdc.org)



**Jacksonville State University's  
Small Business Development Center and Procurement Technical Assistance Center**

Present

## **Selling to the Government Made Easy**

**Thursday, November 8, 2012- Houston Cole Library – 11th Floor  
Jacksonville State University  
Jacksonville, AL  
9:00 AM – 4:00 PM**

No charge to attend, but registration is required.  
To register for the workshop, call JSU SBDC at 256-782-5271.

### **Procurement Training Sessions 9:00 – 11:45 AM**

Speakers

Elaine Dunlap, SBA Business Opportunity Specialist  
JeFreda Brown, Brown Accounting Solutions, LLC  
John Huffman, Alabama Department of Transportation

**11:45 – 1:00 - Lunch on your Own**

### **Government Opportunity Matchmaker – 1:00 – 4:00 PM**

The Matchmaker provides an opportunity to meet one-on-one with governmental agency and prime contractors to discuss upcoming projects and business opportunities

To register- <http://al-ptac.org/matchmaker/register.php?id=10>

Directions to the Library - <http://www.jsu.edu/library/information/directions.html>