

The Alabama Small Business Development Center Network and the Alabama Procurement Technical Assistance Center Program present:

# The 8(a) Program and Basics of Government Contracting Workshop



**Thursday, May 6, 2010**

3:00 pm – 5:00 pm

Training Room, Innovation Depot  
[1500 1st Ave North](#)  
Birmingham, Alabama



The 8(a) Program is the U.S. Small Business Administration's effort to promote equal access for socially and economically disadvantaged individuals to participate in the business sector of the nation's economy. Socially and economically disadvantaged individuals represent a significant percentage of U.S. citizens yet account for a disproportionately small percentage of total U.S. business revenues. The program recognizes the historical lack of equal access that minorities and other disadvantaged individuals have had to the resources needed to develop their small businesses. The program assists 8(a) approved firms to participate in the business sector and to become independently competitive in the marketplace.

The 8(a) Program Workshop is designed to assist companies in achieving success in the 8(a) set aside business development program. The workshop, led by a United States Small Business Administration Business Development Specialist, will detail the 8(a) program, what it is, how it is accessed, and how it can benefit a business.

Additionally, the program will feature an outline on the Basics of Government Contracting. The day to day purchasing process for a local federal purchasing office and how your business can access possible contracts will be presented.

Basics of Government Contracting is designed to introduce existing commercial businesses to the world of federal contracting. The workshop, led by a Procurement Technical Assistance Center Consultant will detail the size and scope of federal market opportunities and the steps your business can take to position itself to tap into the government marketplace.

Specifically, the program will discuss:

- Benefits of Government Contracting
- Steps to Getting Registered
- Using Online Resources to Start the Process
- Where to Find Opportunities for Your Business

**THERE IS NO COST TO ATTEND THIS PROGRAM**

*Space is Limited – Registration is Required*

Government Contracting / 8(a) Workshop  
REGISTRATION FORM

Three ways to register:

- 1.) Call 205-348-1687
- 2.) Email [asbdc@ua.edu](mailto:asbdc@ua.edu)
- 3.) Fax this form to 205-348-6974

Attendee Name \_\_\_\_\_

Company Name \_\_\_\_\_

Tel: \_\_\_\_\_

Email: \_\_\_\_\_

Address: \_\_\_\_\_

If you have questions or need further information at this time, please contact Lindsey Butler or Michael Brooks at 205-348-1687 or [asbdc@ua.edu](mailto:asbdc@ua.edu).

Driving Directions to the Innovation Depot  
[1500 1st Ave North, Birmingham, AL](#)  
205-250-8000

From I-65 North:

Take Exit 259B (4th Ave South, University Blvd).

Turn Left on 14th Street.

Continue on 14th until 1st Ave North.

Go through traffic light and turn right into the Innovation Depot parking lot.

From I-65 South:

Take Exit 259 (University Blvd).

Turn Left on 14th Street.

Continue on 14th until 1st Ave North.

Go through traffic light and turn right into the Innovation Depot parking lot.

The Alabama SBDC Network is a partnership program with the U.S. Small Business Administration, funded in part through a cooperative agreement with the U.S. Small Business Administration. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Lindsey Butler, Box 870396, Tuscaloosa, AL 35487-0396 or 205-348-1582.