

Selling to the Government... Why Being Small is Good



Business Development Counseling Offered by U.S. Small Business Administration and NH Procurement Technical Assistance Program

Have you thought about selling your small business' goods or services to the federal government or one of its large business contractors? The U.S. Small Business Administration has programs to ensure that small businesses receive a fair share of government contracts. The U.S. government is the world's largest buyer of products and services and can be a viable market for small businesses to consider. Small businesses often face considerable hurdles when trying to win federal contracts. The SBA can help overcome these barriers, the more you know about how the government buys products and services the more successful you will be in landing contracts.

To help you get started in the right direction in navigating the government contracting process, Business Development Specialists from the NH District Office, U.S. Small Business Administration along with a representative from the NH Procurement Technical Assistance Program (PTAP) will be visiting local chambers of commerce and economic development offices around the state. Representatives will be available to meet one-on-one with business owners during these scheduled hours. Listed below is the schedule for the upcoming months:

Tuesday, March 24, 2009 12:00 noon - 2:00 p.m. Salem Chamber of Commerce
224 North Broadway, Salem, NH

Tuesday, April 21, 2009, 1:00-3:00 p.m. Belknap County Economic Development Council SNHU, - 2
Airport Road, Laconia, NH

Tuesday, May 19, 2009, 1:00 p.m. to 3:00 p.m. – Plaistow Chamber of Commerce
95 Plaistow Road, Suite 4 – Route 125, Plaistow, NH

The SBA provides financial, management and technical assistance to thousands of small business owners throughout the country. The Web site can be accessed at all times, as well as the SBA's other online resources and free online training at www.sba.gov. The PTAP helps NH businesses obtain information needed to bid competitively on federal, state and local contracts. For more information visit www.nheconomy.com/sell-to-the-government/

Learn about the American Recovery and Reinvestment Act which contains a package of loan fee reductions, higher guarantees, new SBA programs, secondary market incentives, and enhancements to current SBA programs that will help unlock credit markets and begin economic recovery for the nation's small business sector. Go to www.sba.gov/recovery

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