

# Press Release

## FOR IMMEDIATE RELEASE

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## **SBDC at UCF Helping Businesses Create Opportunities with Local and State Governments through Workshop and Business Matchmaking Session**

**Orlando, FL-Tuesday, August 11, 2009.** The Small Business Development Center at University of Central Florida is offering a two-day workshop and a business matchmaking session, "Doing Business with Local & State Governments," on Wednesday, September 23, 9 am – 3 pm, and Thursday, September 24, 7:30 am – 12 pm. The workshop is being held at the SBDC at UCF located in the Disney Entrepreneur Center, 315 East Robinson Street, Suite 100, Orlando, FL 32801. The registration fee is \$95. Orange County businesses pay only \$45 through scholarships provided by Orange County Government. Registration fee includes program book, continental breakfast and lunch on Wednesday and refreshments on Thursday.

The workshop will provide small business owners with the knowledge and tools to immediately begin creating business opportunities with local/state governments and other entities. Small business owners will learn procurement procedures, the proposal process and how to succeed in winning local/state government contracts. The workshop, moderated by Tony Espinosa – procurement expert for the SBDC at UCF and its Procurement Technical Assistance Center, will feature keynote speaker Kenneth D. Hayslette, a master instructor for the National Institute of Governmental Purchasing and an adjunct instructor at UCF. Specific topics for the workshop include how to sell to the government, green purchasing, the American Recovery & Reinvestment Act and writing effective proposals.

A business matchmaking session will take place on the second day – allowing participants to meet with a limited number of local, state and federal agency purchasing departments. The matchmaking arrangement gives small business owners the opportunity to learn first-hand what the purchasing departments are looking for in a vendor. Agencies invited to participate in the matchmaking session include the Army Corps of Engineers, City of Orlando, City of Winter Park, Disney, Greater Orlando Aviation Authority, Lynx, Orange County, Seminole County, and many more. (Agency participation is subject to change the day of the event.)

For additional information or to register for this workshop, call 407.420.4850 or visit [www.sbdcorlando.com](http://www.sbdcorlando.com).

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With its main office in the Disney Entrepreneur Center in Downtown Orlando, the SBDC at UCF is part of the UCF College of Business Administration and the Florida Small Business Development Center Network, providing business seminars and free one-on-one business consultation to small business owners. The SBDC at UCF serves an eight-county area that includes Brevard, Flagler, Lake, Orange, Osceola, Seminole, Sumter, and Volusia counties and maintains six satellite service centers. In 2008, the SBDC at UCF helped entrepreneurs create or retain 2,766 jobs, win contract awards worth \$51 million, acquire \$23.7 million in capital formation, and increase sales by \$43.6 million. The SBDC at UCF is funded in part through a cooperative agreement with the U.S. Small Business Administration.

SBDC at UCF

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