

Free Training Seminar for Small Business Development

The U.S. Small Business Administration's Office of Native American Affairs (SBA ONAA) will be presenting a free training seminar on the SBA 8(a) Business Development Program specific to tribally-owned companies. In addition, the North Country Procurement & Technical Assistance Center's (PTAC) Procurement Counselors will be in attendance to present information & assistance on government contracting.

The purpose of these workshops is to provide valuable insight to those in various stages of company development and ownership. The curriculum will be specifically tailored to provide operational & leadership strategies to build capacity, foster growth and expansion and ensure sustainability of Native-owned companies. Through this workshop, attendees will gain a better understanding of the special rules and considerations for Native American companies in the 8(a) program.

Core Topics

The 8(a) Business Development Program and working with the Federal Government includes:

- 8a Requirements and Application
- Business Operations - Business Development, Marketing and Capture Management
- Teaming

- Financial Management

Additional Topics

- Security
- Exit Strategies
- Construction Contracting
- Internet Business Strategies/E-commerce
- Business Succession Planning
- Staff Development
- Enhancing Revenue
- Generating/Job Creation Capabilities



Who Should Attend: All tribally-owned companies interested in the program as well as established companies already in the developmental and/or transitional phases of the 8(a) program.

When: Tuesday, August 19, 2014 from 8:30 a.m. to 4:00p.m.

Location: Akwesasne Mohawk Casino Resort Training Center, 921 State Route 37, Akwesasne, NY

Cost: Free, seating is limited

To register or if you have any questions, call Lindsay M. Tarbell, SRMT Economic Development at (518) 358-2835 or email, lindsay.tarbell@srmt-nsn.gov. ◇