



FREE Government Contracting Courses and Seminars

October - December 2011
in the Bay Area



To register, or for a complete list of our classes, go to www.TheFTC.org

In our **FREE** training seminars you will learn techniques to **tap into the profitable federal, state, and local government markets**. Our instructors have extensive experience in government contracting and are familiar with the latest contracting laws and regulations. For questions, call The Federal Technology Center (The FTC) at **866.382.7822 toll-free**.

Getting Started with Government Contracting

Learn federal, state and local government requirements, certifications, and qualifications

November 22 - 1:00 pm to 4:00 pm

San Francisco Small Business Development Center (SBDC)
455 Market Street, Suite 600
San Francisco, CA 94105

December 9 - 2:00 pm to 5:00 pm

California State University, Monterey Bay
100 Campus Center, Building 18,
Media Learning Center, Room 118
Seaside, CA 93955

Introduction to Federal Contracting

Learn how to sell your products or services to the Federal Government

October 4 - 1:00 pm to 4:00 pm

Salinas Valley Chamber of Commerce
hosted by California State University Monterey Bay (CSUMB)
Small Business Development Center (SBDC)
119 E. Alisal
Salinas, CA 93901

October 18 - 1:00 pm to 4:00 pm

Napa Chamber of Commerce
1556 First Street, 2nd Floor
Napa, CA 94559

November 29 - 1:00 pm to 4:00 pm

Solano College Small Business Development Center (SBDC)
360 Campus Lane, Suite 102
Fairfield, CA 94534

December 13 - 1:00 pm to 4:00 pm

Alameda County Conference Center
125 12th Street, Hayward Room
Oakland, CA 94607

Government Subcontracting

Get the most out of the prime contractor/subcontractor relationship

November 15 - 1:00 pm to 4:00 pm

Alameda County Public Works Agency
951 Turner Court
Hayward, CA 94545

Marketing to Government

Learn how to sell your products or services to the Government

October 26 - 1:00 pm to 4:00 pm

Silicon Valley Small Business Development Center (SBDC)
100 East Santa Clara Street, First Floor (at Third Street)
San Jose, CA 95113

November 8 - 1:00 pm to 4:00 pm

Small Business Development Center (SBDC) hosted by
California State University Monterey Bay (CSUMB)
749 Front Street
Soledad, CA 93960

Responding to an Invitation for Bid (IFB)

Learn the techniques of putting together responsive bids

October 25 - 9:00 am to 12:00 pm

City of Union City
34009 Alvarado Niles Road
Union City, CA 94587

Responding to RFPs (Request for Proposal)

Learn the techniques of putting together winning proposals

November 16 - 1:00 pm to 4:00 pm

Silicon Valley Small Business Development Center (SBDC)
100 East Santa Clara Street, First Floor (at Third Street)
San Jose, CA 95113

Federal Registrations & Certifications

Certifications that can make a difference in federal government contracting

December 12 - 1:00 pm to 4:00 pm

Silicon Valley Small Business Development Center (SBDC)
100 East Santa Clara Street, First Floor (at Third Street)
San Jose, CA 95113

Project Management

Learn principles and components of Project Management

November 10 - 1:00 pm to 4:00 pm

City of Concord, Centre Concord
Clayton Fair Shopping Center
5298 Clayton Road (near Ygnacio Valley Road)
Concord, CA 94519

Doing Business with Alameda County

Learn how to sell your products or services to the County of Alameda

October 6 - 1:00 pm to 4:00 pm

Alameda County Conference Center
125 12th Street, Hayward Room
Oakland, CA 94607