



Newport News Department of Development

in Cooperation with the

The U.S. Small Business Administration

is pleased to present a series of seminars:



Start and Grow Your Hampton Roads Business

Do You Know How to Read and Respond to an RFP to Win a Federal Contract?

Tuesday, November 3, 2009 6pm-8pm

This presentation will provide a section by section understanding as to what the Government is asking for in the solicitation along with some insight as to how you would prepare your response to the proposal.

Pricing To Win Federal Contracts

Tuesday, November 10, 2009 6pm-8pm

This presentation will be a follow up to the November 3rd session, and will focus on the financial requirements that come along with the pursuit of Federal contracts – preparation of your price/cost submission, financial resources available, operation costs and invoicing requirements.

Learn How to Do Business with the State / SWAM and DBE Certification

Tuesday, November 17, 2009 6pm-8pm

If you are interested in learning what it takes to do business with Virginia's state agencies, this seminar is for you.

Business Plan Development / Meet the Lender and Learn How to Finance Your Business

Tuesday, November 24, 2009 6pm-8pm

The foundation of any business starts with a good business plan. Learn some techniques to write a winning business plan.

Hear what the bank is looking for, and the things that impact your loan package. An SBA representative will also give an overview on the Small Business Administration Loan Guaranty Program.

All workshops are free of charge and will be held at the

**Langley Federal Credit Union,
11742 Jefferson Ave., Suite 110, Newport News, VA 23606**

**To register and for more information contact: Newport News
Department of Development at (757) 926-8428 or trwilson@nngov.com**