

SBA Shows How to Win Federal Contracts

Launches online training course

The U.S. Small Business Administration has launched a new online training course to help strengthen access to contracting opportunities for small businesses, including those owned by women, minorities, disadvantaged individuals and veterans.

The training course, "Recovery Act Opportunities: How to Win Federal Contracts," is part of a federal government-wide initiative announced by President Obama and being led by SBA

and the Department of Commerce.

"Government contracts can play a key role in helping small businesses turn the corner in terms of expansion and job creation," SBA Administrator Karen G. Mills said. "But make no mistake, the benefits the government receives are equally as impressive - working with small businesses allows the federal government to work with some of the most innovative companies in America, often

with direct contact with the CEO."

"The SBA online training course can help businesses access the federal purchasing system and position themselves to compete for the commercial opportunities offered by government contracting," Mills continued.

In announcing the government-wide initiative, President Obama reiterated his



Karen G. Mills

Administration's commitment to providing "our Nation's small businesses with maximum practicable opportunity to participate in federal government contracting."

As part of the initiative, federal agency procurement officers are participating in more than 200 events to help connect small businesses with contracting opportunities. Additionally, SBA and Com-

merce are expanding their outreach to contracting officials across the federal government to ensure they have the tools to meet their annual contracting goals and increase opportunities to small businesses, including those owned by veterans, women and minorities, as well as those in designated HUBZones.

As part of the outreach to small businesses, the comprehensive online course uses both audio and script to provide information about the federal marketplace, contract

rules and, most importantly, how to sell to the government and where to find contract and Recovery Act opportunities. The new training portal is a free online training course designed to assist entrepreneurs during this period of economic recovery. This self-paced, instructional guide provides an overview of the federal procurement process.

The Recovery Act Opportunities course is available on SBA's Web site at www.sba.gov or is found directly at sba.gov/fedcontractingtraining.

Child Care Business also a Ministry

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director of a certified childcare center; she is a Childcare Network Coordinator; and regularly continues her education to meet and exceed the State of Oregon's Child Care Division's requirements.

Currently, Torrence can only house 12 kids, but hopes to one day have a larger operation in a commercial building with qualified teachers and more students. She currently has openings for



PHOTO BY AMANDA GREAR/THE PORTLAND OBSERVER
A toddler and preschool classroom area at King's Kids Child Care Ministry gives kids a safe learning environment.

enrollment.

Torrence believes early childhood education is the foundation, and provided they are immersed in the

proper environment, all children can thrive and succeed. "I enjoy what I do," she said.

For enrollment informa-

tion or for employment opportunities, contact Sherrera Torrence at 503-284-9064 or email styroyalty@yahoo.com.

Minority Contracts

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been instrumental in helping his trucking business grow.

TriMet Communications Director Mary Fetsch said that the DBE program emerged from concerns in the community that smaller and minority-owned firms were being locked out of lu-

crative contracts.

The DBE program also provides technical support to firms with marketing, management, safety training and other aspects of doing business.

"We're arm and arm the entire time," said Fetsch.

Trina Hart has seen her conveyor truck company, EZ

Grade, take off after doing work for TriMet through their DBE program.

Her business was very small, but has grown rapidly and helped her get work elsewhere. She also attributes TriMet's technical assistance to her success.

"One phone call changed my entire business," she said.

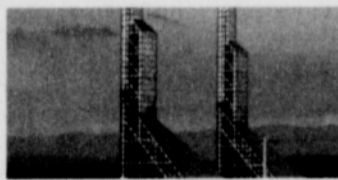
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-Mohandas Gandhi

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