

# **Government Contracting, Business Development and Financing**

**May 21, 2013**

10am – 2pm

Cattaraugus Community Center MPR

The Seneca Nation Center for Business Growth (SNCBG) invites you to attend Government Contracting, Business Development and Financing on Tuesday, May 21, 2013. Hear presentations from the Small Business Administration (SBA) and the Cattaraugus County Procurement Technical Assistance Center (PTAC), for an orientation and education on Selling to the Federal Government, 8A Certification and Financing a Small Business.

**9:45am** Registration

**12:30pm** **Financing a Small Business**

**10:00am** Welcome  
Stephen Scott,  
Economic Development Specialist,  
Seneca Nation of Indians

Learn what it takes to finance a small business and the programs the SBA has available to help  
Paul Hoffman,  
Lender Relations Specialist, SBA

**10:05am** **Selling to the Government**  
Tips on how to sell to the Government, registering with SAM and Resources available to help.  
Joseph Williams, Program Manager, PTAC  
Lenora Leasure, Development Specialist, Procurement Technical Assistance Center

**1:30pm** **Emerging Leaders Program**  
A federal training initiative that specifically focuses on executives of businesses poised for growth in historically challenged communities. The Emerging Leaders Initiative has aided nearly 1,300 urban and Native American small business owners in sustaining and growing their businesses.  
Greg Lindberg, Economic Development Specialist, SBA

**11:00am** **8A and HUBZone Certification**  
Program created to help small disadvantaged businesses compete in the marketplace and access the Federal procurement market.  
Laura McCabe, Business Development Specialist, SBA

**1:45pm** Open Networking with SBA and PTAC

**12:00pm** Lunch (provided by Seneca Nation Center for Business growth)

**2:00pm** Closing Comments

**To register contact:**

Michael John

Phone: 716-532-4900 ext 5057

Email: michael.john@sni.org