



*A Pennsylvania Local Development District*

## PRESS RELEASE

Contact: Samuel C. Wilson  
Public Relations Coordinator  
W: 814-297-7158, ext. 104  
Email: samw@nwcommission.org

**May 26, 2010**  
**For Immediate Release**

### **Government 101 Training Slated for Venango County**

With the current energy expenses and the other economic challenges facing businesses, many are left wondering where they can turn to increase revenue to offset costs and ultimately make a higher profit. One of the biggest customers, often overlooked by businesses, is the government. The federal, state, and local governments are three of the largest purchasers of domestic good and services. How can regional businesses capitalize on this potential opportunity?

The Procurement Technical Assistance Center (PTAC) at the Northwest Commission is offering a **FREE** Government 101 Training session in Venango County in the Conference Room at the Business Innovation Center, 679 Colbert Avenue in Oil City on Tuesday, June 8, from 10:00 a.m. until 12:00 p.m. This introductory training will provide an overview of how to do business with the federal, state, and local governments. The half-day event will focus on companies that would like to begin working with the government or would like to refresh their knowledge about the sites and certifications of the federal and state procurement process.

Lisa Wood, Manager of the Procurement Technical Assistance Center for the Northwest Commission, will be speaking about business and economic development programs available to small businesses. Particularly she will focus on the opportunities available to assist businesses with researching, bidding, and attaining government contracts.

Carl Knoblock, the District Director of the Small Business Administration will also be presenting at the half-day seminar. Carl will discuss alternatives that are available to small businesses that do not have a HUB Zone designation, but want to bid and be successful when bidding on government contracts.

For more information or to register for this **FREE** training please contact Amber Walters at amberw@nwcommission.org or by telephone at 814.677.4800 x100.

###

Established in 1967, the Northwest Commission is a regional resource for business and economic development as well as community development and planning. The non-profit agency is composed of a team of skilled professionals dedicated to sustaining economic vitality and growth in the northwest Pennsylvania region by fostering local, state, and federal partnerships across public and private sector lines. The Northwest Commission provides programs such as business financing, government contracting, international marketing, grants, transportation, and technology assistance to eight counties in northwest Pennsylvania including: Clarion, Crawford, Erie, Forest, Lawrence, Mercer, Venango, and Warren.

*Visit [www.nwcommission.org/media.html](http://www.nwcommission.org/media.html) to read the latest regional news!*