



*A Pennsylvania Local Development District*

## PRESS RELEASE

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**For Immediate Release**

### **Government 101 Training Slated for Forest 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, so 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 Forest County at the MicroTel and Suites located at 252 Cherry Street (Rte. 62) in Marienville on Thursday, April 30, from 8:30 a.m. until 12:45 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.

Topics such as set-asides, bid leads, registrations and how to work through government opportunities will be customized for those companies attending this training. Representatives from all levels of the government will be presenting information and will be available for a question and answer session during this training.

Registration will begin at 8:30 a.m. the morning of the training session. Wayne Williamson, the Manager of the Procurement Technical Assistance Center of the Northwest Commission, will begin the presentations at 9 a.m.

Elizabeth Bowers from the PA Department of General Services will present, "Doing Business with the Commonwealth." Tim Fulkerson from the PA Department of General Services will cover, "Local Government Contracts and COSTARS." Barbara Fisher from the Small Business Administration will present, "Doing Business with the Federal Government," followed by a question and answer session. The program will conclude at 12:45 p.m. Lunch will be provided to those attending the training.

For more information or to register for this **FREE** training please contact Lori Kenyon at [lorik@nwcommission.org](mailto:lorik@nwcommission.org) or by telephone at 814.677.4800 x104.

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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,



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grants, transportation, and technology assistance to eight counties in northwest Pennsylvania including: Clarion, Crawford, Erie, Forest, Lawrence, Mercer, Venango, and Warren.

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