Class helps businesses obtain government contracts

Learn to initiate or increase sales to federal, state, and local government agencies through a class offered by the Rogue Community College Business Development Center.

“Government Procurement – General Services Administration,” will meet from 10 a.m. to noon Feb. 23 and Feb. 25 at the BDC, 214 SW Fourth St., Grants Pass. The instructor is Steve Spilker. Tuition is $69.

Learn about the General Services Administration (GSA) as well as the numerous Small Business Administration programs and how they can open new avenues of direct sales to federal agencies. These include the Bureau of Land Management, Department of the Defense, and Department of Homeland Security.

The class does not walk participants through the process of completing a GSA proposal, but the instructor is willing to provide assistance — at no additional cost — in separate meetings.

Pre-registration is required by noon two working days before the class to avoid cancellation. Enrollment is limited. Register on-line, at any RCC registration site, or call the BDC at 541-956-7494.

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Feb. 8, 2010