



SUCCESSFULLY COMPETING FOR GOVERNMENT CONTRACTS

How to find, respond, and earn local government contracts

Thursday, October 10, 2013

Port of Seattle's Century Agenda Breakfast Series

Our local, regional and state government bodies provide a variety of contract opportunities for small businesses but navigating the process can be intimidating. What is critically important? What niches are being filled? Where can you find RFPs and RFQs for both services and large projects?

Join us for an informative panel discussion with agency experts to find out what they look for when awarding government contracts, followed by a Q&A.

You'll Learn How To:

- Increase your success when competing for contracts
- Access opportunities for women and minority owned businesses
- Locate open RFPs and RFQs
- Discern which information you should be providing
- Understand the niches agencies are trying to fill
- Find opportunities for disabled populations and returning vets

Panelists include:

- **Servando Patlán**, Business Diversity & Outreach Manager, Contracts & Legal Services Division of The Department of Enterprise Services
- **Vicki Schiantarelli**, Strategic Advisor - WMBE Coordination, Environmental Justice and Service Equity Seattle Public Utilities
- **Frank Lemos**, Founder & CEO, LDC, Inc, The Civil Engineering Group
- **Regina Glenn**, Vice President, Multicultural and Small Business Development, Seattle Metropolitan Chamber of Commerce
- **Luis Navarro**, Director, Office of Social Responsibility, Port of Seattle

The Port of Seattle's Century Agenda is a 25-year strategy for supporting working families and building a sustainable regional economy through targeted business initiatives and partnerships with public and private sectors. In support of this work, the World Trade Center Seattle invites you to bring your vision of success to the breakfast table. Want to learn more? Visit portseattle.org and search "Century Agenda"

This program has been brought to you with assistance from The Capella Group and World Trade Center Seattle.

Event Details:

\$40 WTCSE Members
\$50 Non-Members
Breakfast — 7:30am
Program — 8am to 9am

Questions? Contact Michelle Kim:

Mkim@WTCSSeattle.com

To Register:

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