



# **FREE** Government Contracting Courses and Seminars

March - May 2011  
*in the North State*



To register, or for a complete list of our classes, go to [www.TheFTC.org](http://www.TheFTC.org)

In our **FREE** training seminars you will learn techniques to **tap into the profitable federal, state, and local government markets**. Our instructors have extensive experience in government contracting and are familiar with the latest contracting laws and regulations. For questions, call The Federal Technology Center (The FTC) at **866.382.7822 toll-free**.

## **Getting Started with Government Contracting**

*Learn the federal, state and local government requirements, certifications and qualifications*

**April 12 - 10:00 am to 1:00 pm**

North Coast Small Business  
Development Center (SBDC)  
520 E Street  
Eureka, CA 95501

**May 3 - 1:00 pm to 4:00 pm**

Shasta College Trinity Campus  
30 Arbuckle Court  
Weaverville, CA 96093

## **Government Subcontracting**

*Get the most out of the prime contractor/subcontractor relationship*

**April 5 - 9:00 am to 12:00 pm**

Lassen Career Network  
1616 Chestnut Street  
Susanville, CA 96130

## **Navigating the FAR (Federal Acquisition Regulation)**

*Increase your knowledge and ability to use the FAR with confidence*

**March 3 - 9:00 am to 12:00 pm**

Butte College Small Business  
Development Center (SBDC)  
19 Williamsburg Lane  
Chico, CA 95926

## **Project Management**

*Learn principles and components of Project Management*

**April 6 - 9:00 am to 12:00 pm**

Modoc Employment Center  
221 North Main Street  
Alturas, CA 96101

## **Responding to an Invitation for Bid (IFB)**

*Learn the techniques of putting together responsive bids*

**March 1 - 9:00 am to 12:00 pm**

Small Business Development  
Center (SBDC) at Shasta College  
2990 Innsbruck Drive  
Redding, CA 96003

## **Responding to RFPs (Request for Proposal)**

*Learn the techniques of putting together winning proposals*

**March 10 - 9:00 am to 12:00 pm**

Lake Tahoe South Shore Chamber of Commerce  
169 Highway 50  
Stateline, NV 89449

**April 5 - 9:00 am to 12:00 pm**

Yuba Community College District  
Small Business Development Center (SBDC)  
1227 Bridge Street, Suite C (Behind Umpqua Bank)  
Yuba City, CA 95901

## **SBA's 8(a) Business Development Program**

*Certifications that can make a difference in government contracting*

**May 10 - 9:00 am to 12:00 pm**

Small Business Development Center (SBDC) at Shasta  
College and College of the Siskiyou  
212 Butte Street  
Yreka, CA 96097