



Think your business is too small to contract with the government? Think again!

Annually public agencies across Oregon spend billions of dollars on goods and services to provide vital services to all Oregonians. These dollars extend far beyond simply purchasing goods and services; they also create economic opportunities for local businesses and enhance sustainability in our communities. Small businesses are also job creators. So when Oregon's government contracts with local small businesses, it's a win-win for all of us.

The Oregon Dept. of Transportation alone spent \$780 million in 2014 on highway projects and an additional \$54 million on a wide variety of contracts suited for Oregon small businesses. More than 5,500 individual contracts were issued by ODOT in 2014.

Of course ODOT contracts for all kinds of goods and services related to highway construction and maintenance such as earthwork, paving, bridge and building construction and the like. But did you know ODOT also purchases other services such as architectural design, engineering, inspections, geological surveys, biological research, highway landscape maintenance, HAZMAT and much, much more? For a full list of services ODOT contracted for in 2014 [click here](#).

And that's only a fraction of what the State of Oregon purchases from small businesses. Everything from pencils to low cost vasectomies, pasta to turkeys, attorney services to real estate services, zoo construction to highways

and bridges, bio mass to water treatment, exercise equipment to ATVs, architects/Engineers to Construction/Tradesmen.....well, you get the picture.

And, if your business qualifies as either minority- or women-owned or as an emerging small business, you may qualify for targeted government contracting opportunities. In FY 2013-14 an estimated \$16.4 million went to Oregon businesses with these certified designations. That represents an estimated 287 contracts. The Office of Minority*, Women and Emerging Small Business (OMWESB) can guide your through the certification process to qualify your business to receive a first shot at many available contracts.



**Recognized minority groups: Black American, Hispanic American, Native American, Asian Pacific American and Subcontinent Asian American*

"Contracting with the State of Oregon"

A free informational seminar to learn more about how **YOUR business can add government contracts to your revenue stream!**

Attend this free informational session with:

- **John Downing**, Oregon Dept of Transportation
- **Adam Helvey**, Procurement Services, State of Oregon
- **Carrie Hulse**, Oregon Office of Minority, Women and Emerging Small Businesses Certification and Services
- **Marta Clifford**, Government Contracting Assistance Program (G-CAP)
- **Marlene Peterson**, Small Business Management Foundations Program, LBCC



When: **February 26, 9:30 am to 12:00pm**

Where: **Linn-Benton Community College, CC203-205**

To reserve your seat call Anne at 541-917-4929.

Join the presenters for informal Q&A over lunch. Bring your own or get a complimentary lunch on us when registering for Session 1 below.

The ODOT SBM Seminar Series

If you like what you hear, consider enrolling in the entire **ODOT Small Business Management Seminar Series**

Getting certified and registered for government contracting can seem like a maze. Let the
ODOT Small Business Management Seminar Series

walk you through the process.

Join **Marta Clifford of G-CAP** for a five part series that takes you, step-by-step, all the way to writing your first bid. Sessions are:



Session 1 - Contracting with the Federal Government

Thurs., Feb. 26, 1-3pm, LBCC Albany Campus, CC203-205

Session 2 - How to Market your Business to State and Federal Agencies

Thurs, April 2, 1-3pm,
LBCC Albany Campus, LM 130

Session 3 - Finding Solicitations to Bid On

Thurs, April 30, 1-3pm,
LBCC Albany Campus, Forum Computer Lab F 202

Session 4 - Responding to a Solicitation

Thurs, May 14, 1-3pm,
LBCC Albany Campus, LM 130

Session 5

- Post-Award Debriefing and Subcontracting

Thurs, May 28, 1-3pm,
LBCC Albany Campus, LM 130

Cost: \$19 per session or \$85 for the whole series. (Free to ODOT SBM students)

To Register: Call Anne at 541-917-4929



Small Business Management Foundations Program

SBM Foundations is a 9 month (once a month) classroom plus 1:1 confidential advising opportunity for established small business owners who want to strengthen their basic business skills.

You can combine SBM Foundations and the ODOT Seminar Series for twice the learning at a deep discount (thanks to ODOT sponsorship). Just ask about the **ODOT SBM Program**.

Call **541-917-4930** to learn more.



Online Learning Courses on Sale

Produced by Oregon's Small Business Development Centers for Oregon's small business community, our lineup of **online business learning courses** can help you hone your social media marketing skills, find new efficiency in retail environments, improve customer relationships, and much more. [View our lineup here.](#)

Find us on the web at www.linnbenton.edu/sbdc



Oregon's Small Business Development Centers are partially funded by the US Small Business Administration, the Oregon Business Development Department, and the Oregon Public Utility Commission. All services provided on a non-discriminatory basis.



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