



Bidding Opportunities & Technical Assistance Training at Industry Events

Keep checking our [Events Calendar](#) and [News & Education page](#) for updates

SPECIAL MUST-ATTEND EVENTS

Government Contracting Webinar for MBEs Northern California Minority Supplier Development Council June 30, 2009 – Online Webinar

Attend our webinar to learn how to...

- Find and research viable government contracts
- Approach corporate and government buyers
- Do business with Fortune 1,000 companies and Federal, State, and local government agencies
- Access additional tools and resources to increase your exposure to government contracts
- Prepare for the SBA Western Regional Business Matchmaking event

[http://www.ncmsdc.org/Event Information.aspx?id=195](http://www.ncmsdc.org/Event%20Information.aspx?id=195)

Let's Do Business 2 Financial Services Consortium July 30, 2009 – Los Angeles, CA *NCMSDC will be attending*****

www.ldb2.com

The Financial Services Consortium with their "prime" financial service suppliers, in partnership with a coalition of community-based organizations, will host a one day business development forum to review contract opportunities for qualified diverse suppliers.

Register Now:

<http://www.regonline.com/Checkin.asp?EventId=682718>



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“No Pomp, No Circumstance, *Strictly Business!*”
Minority Business Opportunity Expo
Northern California Minority Supplier Development Council
August 6, 2009 – San Jose, CA

Why Attend?

- ✓ Access to Opportunities from corporations & Top Tier MBEs
- ✓ Get matched with buyers seeking your products & services
 - ✓ Network with large corporations & other MBEs
- ✓ We won't waste your time: your success is our priority!

As a bonus, every MBE participating in our matchmaking sessions will receive one-on-one feedback from NCMSDC President Scott A. Vowels.

[http://www.ncmsdc.org/Event Information.aspx?id=166](http://www.ncmsdc.org/Event%20Information.aspx?id=166)

INDUSTRY EVENTS

Bidding & Cost Control (Course 3)
Small Business Technical Assistance Course
The Toll Bridge Small Business Program
Date TBD

Public works construction contracting is a highly competitive environment. This course discusses tools and methodology to help develop accurate bids and control project costs. The course is designed to provide direct examples recent and actual project costs including detailed bid items reviews relative to costs and quantities.

<http://baybridgeinfo.org/smallbusiness/education>

**Surviving the “GSA Schedule” Contract Systems Review Process:
A Checklist for Compliance**

Shook Doran Koehl LLP, A Government Contracts Law Firm
June 18, 2009 – Online Webinar

The webinar is designed to help MAS contractors to prepare for an uneventful and therefore successful contract systems review process. The webinar will provide an overview of GSA's contract systems review with a “checklist” of



practical steps that a company should take to detect and avoid the most common mistakes identified during these reviews.

<https://www2.gotomeeting.com/register/875870435>

Labor Compliance, Apprenticeship Seminar 2009 Meeting

Alameda County Public Works Agency

Business Outreach Bureau (BOB)

June 19, 2009 – Hayward, CA

8:30am – 10:30am, 951 Turner Court, Room 230 A, B, C

Most meetings are scheduled on Fridays, but are subject to change. Please plan to attend and prepare for your topics of discussion.

For more information, contact Sheldon Jefferson, Business Outreach Coordinator, at 510.670.6407 or cctemp1@acpwa.org

Project Management for Contractors

California Construction Contracting Program

A Caltrans – Small Business Development Center Partnership

June 23-24, 2009 – Oakland, CA

Seminar 1: Project Management for Contractors (6/23, 9:00am to 12:00pm)

Seminar 2: Navigating the Caltrans Website (6/23, 1:00pm to 4:00pm)

Seminar 3: Bid Estimating (6/24, 9:00am to 12:00pm)

Important project management tips and other vital resources designed to help contractors effectively plan and manage projects, including a discussion of the

Caltrans' website and how to maximize your ability to efficiently get the information you need when you need it!

<http://www.ncmsdc.org/newsdetail.aspx?id=122>

Doing Business with Alameda County

Free Government Contracting Courses & Seminars

June 25, 2009 – Oakland, CA

- What does Alameda County buy and what are its purchasing procedures and governing regulations?



- What certifications are recognized and offered by the County?
 - What are the benefits of certification?
- What are the best ways to market products and services to the County and find bid and proposal opportunities?

http://www.theftc.org/news&events/upcomingevents/alameda_county/alameda.html

Breakfast of Champions Port of Oakland June 25, 2009

“Breakfast of Champions” is a gathering of consultants and contractors interested in construction-related business opportunities in the East Bay. The group meets for breakfast, structured networking and presentations by public or private developers on the last Thursday of each month. More information to follow as it becomes available.

Ignite 4th Annual New Business Expo Oakland Metropolitan Chamber of Commerce June 25, 2009 – Oakland, CA

11:00am – 3:00pm, 14th and Broadway, Frank Ogawa Plaza

The premier event for new entrepreneurs and those who are fired up about launching their own businesses in the new Era of Obama Economics. Find out what new businesses are coming to your neighborhood. Find local, low-cost Entrepreneurship training programs and much more

American Indian Chamber of Commerce of California Expo ‘09 “Reaching New Heights through the Spirit of Change” July 12-14, 2009 – Rancho Mirage, CA

*****NCMSDC will have a booth, so please stop by and visit us!*****

Featuring presentations from (and one-on-one access to) California’s top-most tribal leaders, corporations, and government/municipalities.

Register Now:

<http://www.ncsdc.org/Documentation/documents/AICCCAL%20Expo%202009.pdf>



SF Regional Business Matchmaking Face-to-Face Event Business Matchmaking 2009

July 14, 2009 – San Francisco, CA

Participating firms will receive advance education and tools to prepare for face-to-face meetings with buyers from federal, state and local government agencies, and major corporations.

<http://www.businessmatchmaking.com/regionSF.shtml>

How to Do Business with Regional Transit Regional Transit & The Federal Technology Center

July 30, 2009 – Sacramento, CA

Who should attend: All businesses that provide standardized products or services such as office supplies, computers, customer relations, printing, consultants, construction and nonprofessional services, as well as businesses that sell more specialized transportation products or services.

- Meet the decision makers- network with RT's Executive Managers, Project Managers, and Procurement Staff
- Learn what products and services RT will be buying in the upcoming year
 - Receive training on doing business with RT

http://www.theftc.org/news&events/upcomingevents/rt_july_2009/business_with_rt_2009.html

Marketing to Government Free Government Contracting Courses & Seminars

August 4, 2009 – Fairfield, CA

- Decide if the government marketplace is the right customer for your company
 - Understand the government customer
 - Evaluate the government market
 - Evaluate your capabilities
- Apply four key marketing principles to government sales
 - Make contact

http://www.theftc.org/news&events/upcomingevents/courses/mkt_to_gov.html



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**Project Information Workshop & FTC Training 2009 Meeting
Alameda County Public Works Agency
Business Outreach Bureau (BOB)**

August 7, 2009 – Hayward, CA

8:30am – 12:30pm, 951 Turner Court, Room 230 A, B, C

Most meetings are scheduled on Fridays, but are subject to change. Please plan to attend and prepare for your topics of discussion.

For more information, contact Sheldon Jefferson, Business Outreach Coordinator, at 510.670.6407 or cctemp1@acpwa.org

**Third Annual Business Matchmaking & Networking Event
August 14, 2009 – Fresno, CA**

The focus of this event is to match large private companies and government buyers with minority-owned, woman-owned, disabled veteran-owned, and locally-owned business vendors who are limited in their ability to gain exposure to contracts.

<http://www.fresno.gov/Government/DepartmentDirectory/EconomicDevelopment/BusinessMatchmaking/Seller-Registration.htm>

**Bridging the Green Divide
Minority Business Enterprise Development Week (MEDWEEK)
2009 San Francisco National Enterprise Center
August 21, 2009 – San Francisco**

For 2009, in addition to honoring the outstanding performers in the usual categories, MED Week will honor some of those MBEs thriving in the new environmental technologies, services, and products. Network with similarly-motivated corporate and highly-screened MBE representatives; enhance your positioning as a leader in corporate governance & diversity; enjoy MEDWEEK's first ever GREEN AWARDS GALA: great business contacts, great food, great speakers.

<http://medweek.biz/>



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Black Economic Council Supplier Diversity Conference August 27, 2009 – Oakland, CA

“Match Making & Making Connections”

This half day conference will focus on key topics such as certifications, access to capital, quality control and business partnerships, as well as offer 1 on 1 business match making sessions between minority businesses and key corporate entities.

<http://www.ncmsdc.org/newsdetail.aspx?id=120>

GovLink Conference 2009 Linking You to Government Opportunities October 20-21, 2009 – Sacramento, CA

- Learn about federal, state, and local government and prime contractor business opportunities
- Grow your business through networking with key government and prime contractor decision makers
- Tour Defense Microelectronics Activity (DMEA), a high-tech applied engineering federal lab

http://www.theftc.org/news&events/upcomingevents/govlinkconference2009/govlinkconference_home.htm

National Minority Supplier Development Council Conference & Business Opportunity Fair “Minority Businesses & Corporate America: Recipe for Success” October 25-28, 2009 – New Orleans, LA

<http://msdc.adaptone.com/nmsdc/app/template/contentMgmt%2CContentPage.vm/contentid/1964>

6th Annual Diversity En Banc A Public Hearing by the California Public Utilities Commission November 2, 2009 – Los Angeles, CA

Celebrating Diversity in Going Green: California’s New Gold Rush

Details to come



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FOR NEWLY-CERTIFIED MBEs

Keep checking our [Events List](#) for updates!

Congratulations, You're Certified: Now What?

June 25, 2009 – NCMSDC Office

- Learn how to navigate the NCMSDC website and find corporate sponsors
- Hear about NCMSDC events from our glamorous Awards Gala to our business-boosting local and national Minority Business Opportunity Expos
 - Get inside tips & tricks about leveraging your certification from an experienced MBE
 - Learn how to recertify and avoid decertification
 - And more!

[http://www.ncmsdc.org/Event Information.aspx?Id=175](http://www.ncmsdc.org/Event%20Information.aspx?Id=175)