

Florida Procurement Technical Assistance Center presents “How to do Business with State and Local Agencies” Online Webinar

PENSACOLA, FL — August 22, 2022 — The Florida PTAC at UWF offers a workshop entitled **“Introduction to Federal Contracting”** on October 4 from 1:00 – 3:00 p.m. This webinar is for those who are brand new to government contracting and want to do business with State and local agencies.

We will cover:

- How to find opportunities with State, county, and city government agencies
- How to market your company and connect with decision-makers
- How to win your first contract and then win more

The workshop will conclude with an interactive Q&A and discussion about growing your business through government small business opportunities.

No fee. Zoom link will be provided prior to the webinar. Pre-registration required. To register, visit our website at www.sbdc.uwf.edu under “Training & Events”.

Speaker: Don Zavesky, Manager, Florida PTAC