

FOR IMMEDIATE RELEASE

TO: Local Media Contacts
FROM: Sunrise County Economic Council
DATE: August 16, 2011
RE: Economic Groups to Offer Government Contracting Workshops

The Sunrise County Economic Council (SCEC), Northern Maine Development Commission (NMDC) and Washington County Community College (WCCC) will be hosting a pair of introductory level government contracting workshops in Calais and Machias this September. The workshops, designed to help Washington County's small- and micro-businesses access government contracting opportunities, are being provided free of charge as part of the Maine Procurement & Technical Assistance Center (PTAC) network.

The Machias workshop will be held September 7 from 2 to 4 PM at SCEC's office on Stackpole Road, across from Maine Wild Blueberry Company. The Calais workshop will be held at WCCC's Assembly Hall from 9AM to 11PM September 8.

"Last year Maine PTAC clients reported sales of over **\$194.8 million** in goods and services to the government market," said NMDC PTAC Business Counselor David Spooner, who will be presenting the workshops, "If you want to make selling to the government a part of your overall business marketing plan, this workshop is a great place to start."

Maine PTAC provides a variety of government contracting technical assistance services to Maine-based business of all sizes. If your business offers a product or service that you believe local, state or federal government purchasers or government prime contractors would be interested in Maine PTAC can help you in your government marketing efforts. Among the services offered are: one-on-one counseling, training workshops, and networking opportunities; all designed to help prepare businesses to successfully compete for government market opportunities.

SCEC Communications Manager Will Tuell said that additional government contracting workshops would be available this fall and in spring 2012.

"We're looking at several different things," Tuell said, "including an advanced contracting workshop and an offering for area municipalities that could potentially list their contracting opportunities through Maine PTAC because governments and businesses can both benefit."

To register for this **FREE** workshop or for more information, please contact Judy Dinsmore (jdinsmore@nmdc.org), call 498-8736 or toll free at 1-800-427-8736. Please register by September 6.

###