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PTAC



Do You Want to Sell to the Government? Then attend: Learn How to Make the Government Your Next Customer

Date: Wednesday, May 15, 2019 **Time:** 8:30 AM to Noon

Location: Monterey County Govt. Building - Cayenne Conference Room, 1441 Schilling Place-North, Salinas, CA 93901

Parking: Free in the lot surrounding the building, with 900 spaces available across the street.

Register: <https://www.eventbrite.com/e/learn-how-to-make-the-government-your-next-customer-tickets-60882298594>

Agenda:

8:30	Registration, Networking & Refreshments	Refreshments provided by Marble Bridge Funding Group, Inc.
9:00	Welcome and Introductions	Cindy Merzon, Director, Cal Coastal Small Business Development Center (SBDC)
9:10	Contracting with the Federal Government	Dawn Golik, District Director, U.S. Small Business Administration
9:30	Contracting with the State of California	Outreach Liaison Representative, Department of General Services, State of California, and Jessica Biro, Caltrans District 5, Small Business / Business Management Ann M. Danko, Small Business Liaison Assistant, Caltrans, District 5 Small Business
10:15	Contracting with Local Government	Gina Encallado, Management Analyst, Monterey County
10:30	Financing Options for Government Contracting	Ralph Cella, Business Development Manager, Marble Bridge Funding Group, Inc., and Roger Gilbert, VP & Manager Government Guaranteed Lending, 1 st Capital Bank
10:45	Help with Selling to Local, State and Federal Government Agencies	Cameron Langner, Procurement Counselor, Monterey Bay Procurement and Technical Assistance Center (PTAC)
11:00	Tools and Guidance for Business Success	Cindy Merzon, Director, Cal Coastal SBDC
11:15	Q&A and Visit with Exhibitors	All
Noon	Adjourn	

SPEAKERS

