

# **FREE** Government Contracting Courses and Seminars

In our **FREE** training seminars you will learn techniques to **tap into the profitable federal, state, and local government markets**. Our instructors have extensive experience in government contracting and are familiar with the latest contracting laws and regulations.

Register online at [www.TheFTC.org](http://www.TheFTC.org) or call **866.382.7822** toll-free.

## **Bay Area** November 2010 - January 2011

### **November 2 - 9:00 am to 12:00 pm**

*Project Management*  
City of Union City  
34009 Alvarado Niles Road  
Union City, CA 94587

### **November 5 - 2:00 pm to 5:00 pm**

*Introduction to Federal Contracting*  
California State University, Monterey Bay  
100 Campus Center  
Seaside, CA 93955

### **November 8 - 1:00 pm to 4:00 pm**

*Marketing to Government*  
Silicon Valley Small Business  
Development Center (SBDC)  
100 East Santa Clara Street (at Third Street), First Floor  
San Jose, CA 95113

### **November 9 - 1:00 pm to 4:00 pm**

*Navigating the FAR (Federal Acquisition Regulation)*  
Alameda County Public Works Agency  
951 Turner Court  
Hayward, CA 94545

### **December 2 - 1:00 pm to 4:00 pm**

*Doing Business with General Services Administration (GSA)*  
Contra Costa Small Business Development Center (SBDC)  
300 Ellinwood  
Pleasant Hill, CA 94523

### **December 7 - 1:00 pm to 4:00 pm**

*Getting Started with Government Contracting*  
Alameda County Conference Center  
125 12th Street, 4th Floor  
Oakland, CA 94607

### **December 9 - 9:00 am to 12:00 pm**

*Responding to an Invitation for Bid (IFB)*  
San Francisco Small Business  
Development Center (SBDC)  
455 Market Street, 6th Floor  
San Francisco, CA 94105

### **December 14 - 1:00 pm to 4:00 pm**

*Introduction to Federal Contracting*  
Solano College Small Business Development Center (SBDC)  
360 Campus Lane, Suite 102  
Fairfield, CA 94534

### **January 6 - 1:00 pm to 4:00 pm**

*Responding to RFPs (Request for Proposal)*  
Alameda County Public Works Agency  
951 Turner Court  
Hayward, CA 94545

### **January 11 - 1:00 pm to 4:00 pm**

*Doing Business with General Services Administration (GSA)*  
Silicon Valley Small Business  
Development Center (SBDC)  
100 East Santa Clara Street (at Third Street), First Floor  
San Jose, CA 95113

### **January 13 - 9:00 am to 12:00 pm**

*Marketing to Government*  
City of Union City  
34009 Alvarado Niles Road  
Union City, CA 94587