



**Are you having difficulty preparing Bids & Estimating?
Do you need help in identifying bidding opportunities?
Do you feel overwhelmed when you look at the Minority
Certification applications?**

**Then the York College Small Business Development Center is the
place to come for free assistance.**

The York College Small Business Development is pleased to announce a service that offers step-by-step guidance in Bidding and Estimating for M/WBEs and other small contractors. This service will ensure that you are prepared and positioned to take advantage of governmental and private contracts.

You will learn to:

- Identify bidding opportunities
- Prepare a bid and achieve a comprehension of rules and regulations.
- Evaluate unsuccessful bids and proposals to provide tips for future submission.
- Make an assessment on your company's readiness for government contracts
- Develop a marketing strategy for the government.
- Prepare packaging according to government requirements, e-payment, FOIL requests, file grievances, etc.
- Prepare government certifications and registrations

One-on-one counseling will be available two evenings a week and on Saturdays.

For further information please call 718-262-2880 or visit our website at

www.york.cuny.edu/sbdc

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Funded in part through a Cooperative Agreement with the Small Business Administration (SBA). All SBA-funded programs are extended to the public on a nondiscriminatory basis. Reasonable accommodation for persons with disabilities will be made if requested at least two weeks in advance