



Congressman McHenry

-Announces-

**Government Contracting  
& Exporting Workshop**

**Instructors: Noah Robins & Georges Neuenschwander from the  
Small Business and Technology Development Center  
(SBTDC)**

**TUESDAY, AUGUST 9 – 2:00PM -4:00PM**

**Western Carolina University in Asheville at Biltmore Park – Suite 300  
28 Schenck Parkway, Asheville, NC 28803**

**Doing Business with the Government**

Companies interested in selling to federal, state and local government agencies must learn how the government conducts business. Join us and learn how to register your business, identify sales opportunities, understand the bid process, evaluate solicitations and find assistance resources. Presented by Noah Robins, Procurement Counselor with Appalachian State University's Procurement Technical Assistance Center (PTAC). Those attending will come away with the tools needed to increase their government sales efforts.

**Exporting**

Companies looking to increase sales, reduce dependence on the domestic market and stabilize seasonal fluctuations should consider exporting. In this economy you cannot leave any stone unturned. Come learn what kinds of tools you need in your toolbox to become a global competitor and find out what government programs are there to help. Presented by Georges Neuenschwander, SBTDC International Business Development Counselor.

**Brewing Industry**

This workshop will present an excellent opportunity for craft brewers considering expanding their customer base through hospitality related government contracting and exporting. The event will help you determine if these strategies are a good fit for your business and direct you to individual assistance and in-depth workshops to ensure successful execution of the strategies.

**These workshops are absolutely free. To ensure adequate seating and materials, registration is requested.**

**You can register online at <https://access.sbtdc.org/workshop.aspx?ekey=12360029> . You can also RSVP for the event by contacting David McCrary at 828-327-6100 or [david.mccrary@mail.house.gov](mailto:david.mccrary@mail.house.gov) .**