



Charleston County News Release

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See photo of previous workshop: <http://www.charlestoncounty.org/NewsImages/sbe.htm>

Charleston County Hosts Small Business Workshop on July 9

Workshop topic: "How to Sell Your Goods and Certain Services to the Federal Government"

Charleston County's Small Business Enterprise (SBE) Program, in partnership with the University of South Carolina's Small Business Development Center, will host a free workshop for small businesses.

The workshop will be held from 9 a.m. – 12 p.m. on Wednesday, July 9, in Charleston County Council Chambers on the second floor of the Lonnie Hamilton, III, Public Services Building (4045 Bridge View Drive; North Charleston, SC 29405).

The topic of the workshop is "How to Sell Your Goods and Certain Services to the Federal Government," and it will aim to assist small businesses in marketing to the Government Services Administration (GSA) federal supply schedule.

"This workshop will offer an outstanding opportunity for small businesses to learn about federal contracts and how to go about getting them," said Barrett Tolbert, Charleston County's SBE Program Manager. "It is directed toward businesses that are ready, or want to be ready, to take the next step into the realm of federal contracts and procurements. Participants should certainly be prepared to learn and benefit from this detailed instructional seminar."

Janice Zeigler, Customer Service Director with the GSA Federal Acquisition Service will be the instructor for the workshop.

Those interested in attending the free workshop can register online at www.charlestoncounty.org (go to the "what's new" tab on the home page). To learn more, contact Barrett Tolbert with the Charleston County Procurement Office at (843) 958-4761 or btolbert@charlestoncounty.org.

SIDEBAR – Background Information on Charleston County's SBE Program

- The Small Business Enterprise (SBE) Program is a small business development component of the Charleston County Contracts and Procurement Department.
- The SBE Program is race and gender neutral, with an emphasis on growing and enhancing small companies in the county. The concept for it developed through a disparity study that was commissioned by County Council in 2006.
- Charleston County's SBE Program has many features to aid small businesses, and is the first of its kind in South Carolina.
- As of June 2008, 230 local businesses have become certified, and approximately 40 more are currently going through the process.
- The following are requirements for certification under the SBE program:

- Gross revenues of \$7.5 million or less (as averaged over the previous three years)
 - Provide a useful commercial function
 - Eligible owner is actively involved in the daily operations of the business
- Additional features of the program aim to:
 - Enhance contract competition
 - Establish aspiration goals for SBE firms' participation on County contracts
 - Conduct an outreach program that will aid entrepreneurs in business development and ready them for competing for County contracts.