

Monday, March 8, 2004:

BUSINESSES INVITED TO COUNTY WORKSHOP ON HOW TO ACCESS GOVERNMENT CONTRACTS

Supervisor Antonovich to speak on the successes of the County program at the March 17th "Contracting Connections" event in Arcadia

Workshop will include special presentations on international trade, including a demo of the County's updated online B2B International Trade Database

The Los Angeles County Office of Small Business (OSB) invites local businesses to attend one of its "Contracting Connections" workshops, which is a traveling series held throughout the County that aims to help businesses access government contracts. For example, businesses will learn about how to be certified as a small business, preference programs, and other informative tips on how to effectively do business with local, state, and federal agencies. The March 17th workshop will include special presentations on international trade opportunities. The OSB is a division within the Los Angeles County Community Development Commission (CDC), which is the County's economic and community development and affordable housing agency.

The workshop is scheduled on Wednesday, March 17th, from 8:00 a.m. to noon. It will be held at the Los Angeles County Arboretum, located at 301 North Baldwin Avenue in Arcadia. The per-person fee is \$10 with advance registration or \$15 at the door. Individuals may obtain more information and register by calling 323-260-2311 or visiting the OSB's Web site (www.laosb.org).

County Supervisor Michael D. Antonovich, who represents the Arcadia-area, is scheduled to speak at 9:00 a.m. on the successes of the OSB's small business assistance programs. Supervisor Antonovich has been a long-time supporter of local small businesses, and he created the OSB in 1998. The County now has a variety of assistance programs that entrepreneurs can benefit from.

In addition, the OSB will give a demonstration of its updated online business-to-business (B2B) International Trade Database, powered by WAND, Inc., which manages the U.S. Department of Commerce's worldwide database of companies. The database aims to facilitate increased import and export activity with businesses all around the world. It is available in three languages: English, Spanish, and Chinese. Businesses can search for vendors by keywords and categories (e.g., computers and electronics; toys, games and sports). By accessing these summaries and catalogs, businesses looking for specific products and services can comparison shop and contact potential vendors directly. Companies must be registered in order to be contacted. Businesses are encouraged to sign up for this free service and will be able to do so at the workshop.

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