




CONTRACTOR ACADEMY MACON-BIBB COUNTY/UGA SBDC

A collaborative effort to improve the capacity of small and disadvantaged businesses wanting to pursue contract opportunities with Macon-Bibb County. Specifically, UGA SBDC and Macon-Bibb County authorities jointly agreed that assistance addressing access to capital and procurement issues is the single most important component to improve the capacity of these firms. The UGA SBDC proposes the Macon-Bibb County/ UGA SBDC Contractor Academy as the vehicle to deliver this assistance. **YOU MUST APPLY AND BE ACCEPTED FOR THIS PROGRAM.*

KEY ELEMENTS OF TRAINING:

- Credit Myths and Realities
- The UGA SBDC Credit School
- Getting Started
- Marketing Your Business (Part 1 & 2)
- Effective Marketing Tools
- The Nuts and Bolts
- Final Considerations

 **SEPT. 13 & 27, Oct. 11 & 25 ,
Nov. 8, 2017 (5 sessions)**

 **9 AM - 3 PM
(lunch provided)**

 **Historic Macon Terminal
200 CHERRY STREET
MACON, GA 31201**



(478) 757-3609



www.georgiasbdc.org

Macon-Bibb County/UGA SBDC Contractor Academy, FALL 2017
Contractor Application

Name of Business _____

Number of Employees: Full-time _____ Part-time _____

Gross Sales: _____

Location: _____

Description of Products and Services: _____

Length of time in business _____ 0-5 years; _____ 5-10 years; _____ More than 10 yrs.

In a short paragraph below, please state why this training will be important for you.

Contact Person _____

Contact Information:

Address _____

City/State/Zip _____

Phone _____ Fax _____

E-mail _____

List the program (dates) for this application.

Dates: (5 sessions) Wednesdays, September 13, 27, October 11, 25, & November 8, 2017. Time: 9am – 3pm.

Mail application to: UGA/SBDC, 4875 Riverside Dr., Suite 202, Macon, GA, 31210.

Email to: tlawrence@georgiasbdc.org



**Small Business
Development Center
UNIVERSITY OF GEORGIA**

