



S. A. G. E.

Success—A Group Effort

A Women Procurement Conference By The U.S. Small Business Administration Take the Initial Steps Needed to Compete for Business Opportunities

On June 25, 2009, over 100 people attended the **S.A.G.E. – Success A Group Effort**, Procurement Conference for Women organized by the U.S. Small Business Administration (SBA). The event was held at the Center for Advanced Technology and Innovation (CATI) in Sturtevant. Women-owned businesses were invited to attend the conference to take the initial steps needed to compete for government contract opportunities.

Individual and panel speakers provided conference attendees with real world examples of how to earn and maintain government contracts, they identified resources available to businesses to compete for these contracts, and business finance options were also discussed. Tina Chitwood of Business Lending Partners (BLP), a Division of RCEDC, a Wisconsin Corporation, presented information about the SBA 504 loan program and revolving loan fund programs administered by BLP which are available to finance land, buildings and equipment purchases. BLP also hosted an information booth offering information about its loan programs.



Ellen Dugosh of Business Lending Partners (right), discusses SBA 504 financing options at the SAGE event.



Attendees had the opportunity to learn about resources available to women owned businesses.

The conference highlights included cash management workshops, exploring the internet and central contracting registration (CCR), and a matchmaking session with representatives from Kenosha and Racine Counties, Federal agencies, the Racine Unified School District, Twin Disc, Inc., and Boldt, Inc.

For more information about women's procurement opportunities with the SBA please contact Cheryl Jordan at 414-297-3951 or e-mail at Cheryl.jordan@sba.gov.

For information about the low-interest, long-term business financing options for your project located anywhere in the State please contact **Carolyn Engel** of Business Lending Partners at **262-898-7420** or via e-mail at cengel@businesslendingpartners.org.