

*For Immediate Release
October 9, 2009*

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Town of North Hempstead and the Business & Tourism Development Corp. Sponsors Free Seminar

North Hempstead, NY—With consumer confidence stagnated at an all-time low as the nation worries about stubborn job losses and foreclosures, small business owners fret about staying afloat as customers tighten their purse strings.

But all is not lost, business experts say. In fact, right now, one economic sector often overlooked is brimming with opportunities: the government.

That said, Supervisor Jon Kaiman, the Town Council and North Hempstead's Business & Tourism Development Corp. (BTDC) announced an upcoming seminar aimed at helping small businesses sell their products and services to the government.

"Given the current economic climate, this seminar offers invaluable information you don't want to miss," Supervisor Jon Kaiman said.

The free seminar, "More Business for Your Business," is scheduled to convene at 8:00 am on Thursday Oct. 22 at Harbor Links Golf Course in Port Washington.

"Whether you sell photocopiers, professional services, insurance, computers office supplies, vehicles or even food," said Louise Fishman, executive Director of the BTDC, "somewhere a government agency needs your products or service."

A free breakfast will be served as attendees feed on advice from a panel of experts including Patricia A. Cook, Deputy Director of Government & Private Sector Contract Assistance Program at Long Island Development Corp.; Aida Reyes-Kuehn, Economic Development Specialist at Empire State Development Corp.; and Frank j. Ryan, Director of purchasing at Nassau County Office of Purchasing in Mineola.

The topics include:

- How to register with federal, state and local government agencies in order to do business with them
- How to read and respond to Request for Proposals (RFPs) and Request for Qualifications (RFQs)
- How to use electronic Bid Matching based on your product or service to find government contracts
- And how partnering with other companies, universities and existing prime contractors makes you a stronger suitor for government business.

To register, call 516-869-7759 OR register online at www.northhempstead.com. For further information call Louise Fishman at 516-869-7759.

The seminar is co-sponsored by Albrecht, Viggiano, Zureck & Co., P.C.; Forchelli, Curto, Deegan, Schwartz, Mineo, Cohn & Terrana LLP; Sovereign Bank and Long Island Development Corp.