



## **PRESS RELEASE**

**DATE: August 4, 2008**

# **Starke County Development Foundation Offers Training to Expand Retail & Industrial Markets**

Expand your market! Add the Federal Government to your customer base. Whether you sell at retail or manufacture, the Federal Government probably uses your product and can be your customer.

The Starke County Development Foundation will provide training on how to do business with the Government through Partners in Contracting Corporation (PICC), a procurement technical assistance center. PICC was organized to assist primarily small businesses to access the government market. PICC provides marketing and technical assistance through counselors and training workshops.

The class will be held on Wednesday, August 27, at 7:00 a.m. CDT at the Henry F. Schricker Public Library in Knox. It will last approximately two hours. There is no cost to attend the class.

The class will be taught by Mary K. Kaczka, Program Manager for PICC. Mary is a seasoned economic development professional in Northwest Indiana. Her focus has been in real estate redevelopment and small business development, specializing in finance. Mary is also an adjunct instructor at area universities teaching classes in entrepreneurship and financial management.

The Starke County Development Foundation has hosted other efforts to meet the needs of local small businesses and manufacturers, including the new Center for Small Business, the 4-day Energizing Entrepreneurship, quarterly industrial information breakfasts, workforce training, HUB Zone eligibility, Small Business Administration Loan Program, as well as others.

Please contact the Starke County Development Foundation at 574-772-5627 by Monday, August 25, if you would like to attend.

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