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SBA Helps Local Small Business

HONEA PATH, May 8, 2017 -- The Small Business Administration (SBA) held the 2018 Salute to Small Business conference in Columbia on May 2. At the conference, small businesses were able to connect one-on-one with over 36 major corporations and government agencies to sell their products and services. Corporations and agencies at the conference included BMW, Boeing, Charleston International Airport, Department of Transportation, Greenville Health Care System, Marine Corps (Camp Lejeune and Parris Island), SC National Guard, University of South Carolina Procurement, and the Veterans Administration.

Steve Watkins, President of Watkins LLC, a Honea Path government consulting business, attended the conference and was impressed with the potential opportunities. "There are no other events like this," said Mr. Watkins, "where you can meet so many local agency buyers in one location."

While at the conference, Mr. Watkins met with Scott Bellows, a procurement consultant with the South Carolina Procurement Technical Assistance Center (PTAC), a partner of the SBA. Procurement Technical Assistance Centers (PTACs) help businesses pursue and perform under contracts with the Department of Defense, other federal agencies, state and local governments and with government prime contractors. Most of the assistance the PTACs provide is free. Mr. Bellows provided advice to Mr. Watkins on doing business with the Veterans Administration.

For more information about the services PTAC offers to small businesses, contact Scott Bellows at (803) 777-7877 or email him at shbellows@sc.edu.

Watkins LLC provides consulting services to small businesses on GSA schedules and other types of government contracts. For more information, contact Steve Watkins at (864) 368-9109 or email him at steve.watkins@watkinslmg.com.

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[Photo: Steve Watkins, a Marine Corps veteran and president of Watkins LLC, discusses veteran opportunities with Scott Bellows from PTAC.] [Photo credit: D.D. Tucker, ILS Group, LLC].