

Altmire educates small businesses on federal contracts

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The federal contracting market is large and growing, said U.S. Rep. Jason Altmire, a McCandless Democrat, and is not an easy one for small business owners to navigate.

His office teamed up Monday with the Professional Services Council, an Arlington, Va.-based national trade association representing the federal government's service industry, to give a crash course on doing business with the U.S. government.

The seminar on the campus of La Roche College focused on how to submit a successful contract application, compliance issues and competition. The experts also highlighted "buzz words" that would garner an application a more detailed review by the government.

According to the PSC, Pennsylvania businesses won about \$13 billion in federal contracts in fiscal year 2007. The professional services market includes transportation, construction, education and training, utilities, quality control and project management.