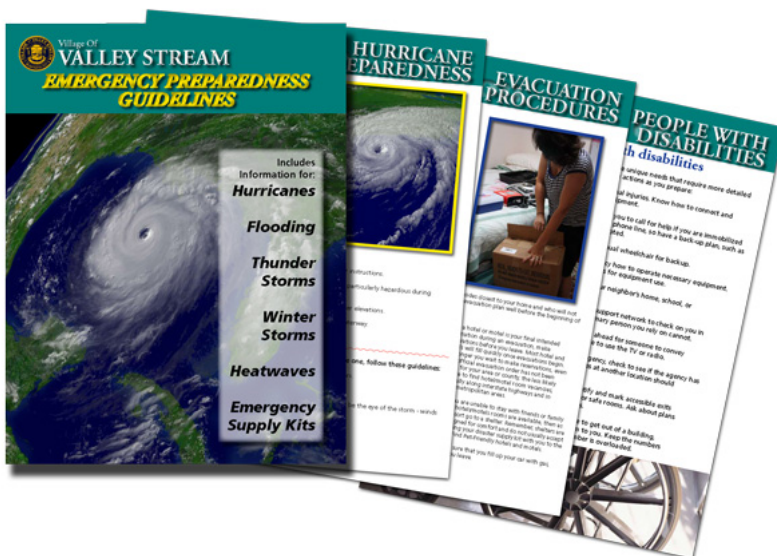


An often overlooked source of business for some firms are one off government jobs. Governmental agencies are constantly in need of all the same business services as an corporation or small business entity. Jobs can come from the local, county, state or federal government. Most of these branches have websites or procurement notification systems that can alert you as to when and what type of services are needed at any given time. Suffolk County has a rather efficient notification system that utilizes direct emails and the counties web site to solicit bids on a whole host of goods and services. We regularly monitor these to look for jobs that may be applicable to our business.

We recently completed a design and printing job for the Village of Valley Stream's Emergency Preparedness Brochure. If you live in the village, you probably received this in a recent mailing. As government jobs go, this was a very efficient and fast moving project. Often multiple agencies require a look at the project in it's various stages. Our contact at the village worked with all the agencies/people involved to get a fast approval. Use of the internet enabled us to send proofs to the Village Hall and have them forwarded through the proper channels, both there and in Albany. Changes were minor and handled as quickly as possible. Here is the resulting brochure:



So don't forget these sources of contacts and the potential for future clients for your business. They utilize every type of service imaginable and probably have a need for you.