

## Going...Going.....G-O-N-E

We've been telling you about our new NWBC Business Development Center that is a part of our new offices on the Ninth floor of 1001 Connecticut NW. There are 8 terrific, self-contained office cubicles with 6' tall sound-absorbing partitions, a big desk, lots of locking storage, an ergonomic executive chair, a new Dell computer with flat screen monitor, color HP printer, private telephone line with voice mail and directory listing and a T-1 internet connection. Then there are the added benefits of being in a downtown location atop the Metro red line's Farragut North station, access to our training rooms, the prestige of having your company's name listed on the building's lobby directory, 24/7 access to the building and your office, and all the coffee and tea you can drink.

Of course, you'll also be in the middle of all the energy and ideas generated at The Center, with access to our business counselors and all the inspiration you can stand.

Help us welcome our first four far-sighted, know-a-bargain-when-they-see-it entrepreneurs:

*A Moment's Notice*

*Cultural Practices, LLC*

*Center for Community Empowerment*

*God's Woman of Virtue Magazine*

There's a fifth entrepreneur waiting in the wings with her pen poised to sign the agreement. By the way, these agreements are a month-to-month rental, only \$675 a month, no personal guarantees required and only a month's security deposit required. It's quick, painless and smart.

If you're in the market for a new office, are ready to break out of your home office to a real City office, if you just need a branch office downtown, then this is the deal for you. We don't expect them to last long.

Give us a call (202.464.1400) or stop by any weekday between 9 and 5.

## Government Contracting - Your Key to Growth In the DC Metro Market

Breaking into the government market can take years - and there are relatively few truly informational, accessibly priced resources to accelerate your market entry that serve women business. NWBC is committed to producing just this kind of program for you! Our planned classes range from July's Introduction to Government Contracting class (see p. 6), suitable for companies just testing the waters, to more advanced courses suitable for companies from one to fifty million in annual revenues. Our mission is to create a "learning communities" of business owners pursuing similar growth objectives and to provide a range of opportunities to learn from your peers, from successful government contractors, and from technical experts to help you "crack the secret code" of government contracting.

This represents a new opportunity for Metropolitan DC area business owners. We are committed to serving the entrepreneurial business owner who needs something more than government agency-sponsored training programs who's staff just don't

understand why you think their forms and systems are complex, confusing, archaic, nonsensical, irrelevant, boring, exasperating.....etc!

Some of these new programs will be targeted specifically for our new Emerging Company membership category - those companies with annual revenues between \$250,000 and \$999,999. Some will be targeted for our CEO Council members - those companies with annual revenues over the magical \$1,000,000 number.

If you want to learn more about our new membership categories and how you can qualify for the extra benefits these bring to you, call Penny Pompei at 202.464.1400. If you want more specifics about the different government contracting classes, give Susan Kuhn a call at 202.464.1400. Pick up the phone, take the plunge and let us help you grow!

## NWBC Gala Is Glowing Success

The May 11th Awards Gala at the Hyatt on Capitol Hill was a terrific success. A special thanks to all that demonstrated their support for women entrepreneurs and our Award Recipients by attending or sponsoring this record breaking event. Over 350 people sent in their reservation requests and, as is apparent in the photos on pages 10 and 11, had a very enjoyable time greeting old friends, meeting new friends and congratulating our award recipients.

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