

# SELLING TO THE STATE PARKS AND THE STATE OF MICHIGAN

Learn How to Become a Belle Isle Park Contractor

The Michigan Department of Natural Resources (DNR) in partnership with the Department of Technology, Management and Budget, (DTMB) and the D2D Program of the Detroit Economic Growth Corporation (DEGC) invite businesses to attend a half day **FREE seminar** on contracting with the State of Michigan for construction goods and services on Belle Isle Park.

## Selling to the State Parks

- DATE:** February 21, 2014
- LOCATION:** Belle Isle Casino, Casino Way, Detroit (On Belle Isle)
- TIME:** Morning Session 8:30a.m.—12:00p.m.  
Afternoon Session 1:00p.m.—4:30p.m.
- COST:** Seminar FREE

### Seminar Topics Include:

#### **Contracting 101—Presented by DTMB Design and Construction**

*Learn the basic step-by-step process of how businesses bid on construction and capital outlay contracts*

#### **Contracting 201— Presented by DTMB-Procurement**

*Learn about Request for Proposal (RFP) documents, evaluation process, and how vendors can avoid common mistakes*

#### **Concessions and Commercial Operating Agreements—DNR**

*Learn about how contracts are written to authorize private business operations on State lands*

[www.BelleIslePark.org](http://www.BelleIslePark.org) for more information

### Registration

**Morning And Afternoon Session Register Here:** <http://goo.gl/rxlpK3>

**Registration the day of the event—15 minutes prior to session**



We're all business.

