

News Release

For Immediate Release: June 15, 2021

Durham Hosts Virtual Seminar for Small Business Contracting Best Practices

What: Leveraging Your Business Value – The Good, The Bad, and The Ugly

Who: City of Durham Equity and Inclusion Department and the Durham County Minority and Women Business Enterprise Program

When: Wednesday, June 23, 2021, from 2 p.m. to 3 p.m.

Where: [Virtual seminar; pre-registration required for log-in instructions](#)

Fast Facts:

- Small businesses face challenges balancing relationships with their majority counterparts, and sometimes struggle with that relational hierarchy which can impact their bargaining power. This virtual seminar will examine best practices to better position small businesses to confront this dilemma and better balance the power structure in the contracting process.
- This virtual zoom event is for business owners and professionals who have an interest in contracting with public agencies and private industry, and want to explore methods to strengthen business partnerships through better leveraging of business resources.
- [Pre-registration](#) for this free event is required. Log-in instructions for this virtual seminar will be sent to registered email addresses.
- For additional information, contact Contracting and Compliance Manager Eric Miller with the City's Equity and Inclusion Office at (919) 560-4180, ext. 17241 or by [email](#).