



San Diego County  
Water Authority

The San Diego County Water Authority's Small contractor Outreach and Opportunities Program (SCOOP) is designed to maximize participation of diverse, qualified contractors, consultants and vendors seeking to do business with the Water Authority.

## Get the SCOOP

Your source for small business opportunities

### Proposal Writing & Development Course

**WHEN** **Wednesday, June 24, 2009**  
9:00 a.m. - 1:30 p.m.

**WHERE** San Diego County Water Authority  
4677 Overland Avenue  
San Diego, CA 92123  
858-522-6600

**Learn valuable tools and techniques that will enhance your proposal writing skills:**

- Identify key proposal requirements and issues
- Learn how to respond to Water Authority RFQs
- Demonstrate the added value your firm brings to the project.
- Participate in hands-on exercises
- Review samples of winning proposals.

Pre-registration is required due to limited seating.

**HOW** Register online at [www.sdcwa.org/scooptraining.html](http://www.sdcwa.org/scooptraining.html)  
or call toll free at 1-888-20-SCOOP.

Course registration fee: \$20.00

**Presented by GCAP Services, Inc.**  
**Instructor: Debra Williams**