



B.O.B. Construction Contractor Academy 2014

ACPWA is offering a **FREE** workshop series for small & local construction contractors interested in breaking into public works contracting or growing their business in the public contracting sector.

Four Saturday morning sessions have been designed to deliver the maximum learning experience for all in attendance. Breakfast & course materials will be provided **FREE** for all participants. Attendees can expect to gain in-depth knowledge of public works contracting from experienced industry professionals.

Ed Duarte, CEO of Aztec Consultants, will lead the bulk of this series. He has over 30 years of experience in construction management on over \$250 million of public works contracts & various other projects.

Session topics will cover the following:

- Improving Bid Estimation Skills & Constructing Competitive Bids
- Utilizing Local Business Certifications
- Insider Tips on Public Works Contracting & Tools for Tracking Upcoming Projects
- Marketing Strategies for Connecting with Prime Contractors
- Panel Discussion with Prime Contractors Regularly Bidding Alameda County Contracts
- Information about upcoming Contracting Opportunities with Alameda County Agencies

Schedule for 2014 BOB Contractors Academy

Bid Estimating & Preparation	Saturday, 9-27-14
Constructing Competitive Bids	Saturday, 10-04-14
Pursuing Contracting Opportunities	Saturday, 10-11-14
Connecting with Primes for Smart Partnerships	Saturday, 10-18-14

Workshops will be from 9 a.m. to 12 p.m. at 3055 Alvarado St., San Leandro, CA 94577.

Attendees will receive coaching from PWA prime contractors. Successful subcontractors who have connected with these primes & have worked on Public Works projects will also share their techniques.

Participants who attend all four sessions will receive a certificate of completion & a FREE 90 day trial membership for the Bay Area Builders Exchange.

Enrollment is limited. To register for the series or find out more about ACPWA's BOB program, please contact Sheldon Jefferson at 510-670-6407 or at businessoutreach@acpwa.org. **You must register by September 25th.**

Breakfast will be provided by the following sponsors:



This workshop series is organized & facilitated by:

