The Business Outreach Committee, in cooperation with the California Department of Transportation (Caltrans) District 4 Calmentor Program, invites all Architectural and Engineering (A&E) and Other Professional Services Firms to the Fall 2012 Business Development Workshop on Thursday, October 25, 2012, from 2:15 p.m. – 4:00 p.m. at Caltrans District 4 111 Grand Avenue, Oakland

Four workshops will be offered:

- Funding Drives Projects: Learn How to Keep Track of What Funding is Available and When Allocations Can be Made at the State and Local Levels to Projects
- The Advantages of Certification: Agency Thresholds, Bidder Preferences, and Marketing Your Certification Effectively
- Avoid Common Pitfalls to Increase Your Chances of Being the Choice Consultant
- Contracting Methods Used in Bay Area Agency Procurements

To register, visit us at: https://docs.google.com/Oct 25 Workshop Registration

All are invited. You do not need to be a Calmentor member to attend.

The workshops will be followed with an A&E mixer from 4:30 p.m. – 6:30 p.m. at Vo’s Restaurant, located across the street from Caltrans District 4 at 59 Grand Avenue, Oakland, CA. This is a great opportunity for firms to network with other companies and public agency representatives.

The goal of the Business Outreach Committee is to assist small and disadvantaged companies in doing business with Bay Area Transportation Agencies.