



PUBLIC WORKS CONTRACTOR WORKSHOP

Friday, December 14, 2018 • 11:00 AM – 4:00 PM

Bay Area Builders Exchange, 3055 Alvarado St, San Leandro, CA 94577

DBE Good Faith Effort

11:00 am - Noon

Who Should Attend: Public Works prime contractors

- Innovative tips from an experienced prime contractor
- What constitutes a responsive bid
- Definition of the Good Faith Effort
- Documenting the Good Faith Effort
- Explanation of the “do’s and don’ts” during outreach
- How the State evaluates DBE compliance effort

Networking

Noon - 1:00 pm

Who Should Attend: Public Works prime & subcontractors

Opportunity for primes to meet potential DBE subcontractors and for subs to meet potential primes

Bidding & Estimating 101

1:00 pm - 4:00 pm

Who Should Attend: Public Works subcontractors

- Finding projects to bid & contacting prime bidders
- Preparing your Scope Letter
- Understanding the Unit Price bidding method used by all public agencies
- Learning the industry practice of bidding on public works
- Setting up your Excel spreadsheet
- Bid Day logistics - How and when to submit your bid

Featured Speaker:

Edward R. Duarte,
Lead Business Consultant, Norcal PTAC



Edward Duarte is the founder and retired CEO of Aztec Consultants; a San Ramon-based professional construction management company and general contracting firm. Founded in 1986, Aztec specializes in public works, commercial and institutional construction projects. Under his leadership, the company provided construction management services on over \$250 million of public works contracts and built over \$200 million as the General Contractor of Record, subcontracting with numerous DBEs and other minority-owned businesses. Duarte is also the co-founder, Program Director, and a principal instructor for the Construction Management Certificate Program at Cal State East Bay.

REGISTER

PW-Alameda.eventbrite.com

CONTACT

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Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Kristina Kunkel at (707) 826-3922 or email kristina@norcalptac.org.