

College of the Siskiyous

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PRESS RELEASE

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FOR IMMEDIATE RELEASE

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COLLEGE OF THE SISKIYOU, SHASTA COLLEGE AND THE SMALL BUSINESS DEVELOPMENT CENTER TO OFFER BUSINESS CONNECTIONS MODULE FOR CONTRACTORS

Weed/ COS – College of the Siskiyous, Shasta College and the Northern California Small Business Development Center invite all Construction Contractors and Consulting Professional Services firms interested in learning first-hand what it takes to bid on a Caltrans and other local agency contracts to attend a module that have been developed with a focus on Construction Contractors. Early registration is recommended as the module is expected to fill quickly. Classes fill up quickly so early registration is advised! Call (530) 225-2770 to register. The module will be held at the Shasta College Health Science University Center, 1400 Market Street, room 8113 in downtown Redding. Listed below is specific information.

MODULE 7: BUSINESS CONNECTIONS

The “Business Connections” Training covers many important aspects of the Caltrans and other local agencies bidding processes, as described by the panel of prime contracting firms that have successfully bid on such contracts. Covering the full breadth of the bidding process, from Bid/Pre-Award Phase and Post-Award Phase to Project Closeout and a discussion on Barriers to Entry/Deal Breakers, including a Resource Panel and Networking/Marketing Component, the “Business Connections” Series will provide you with the “real-life” information necessary to create “teaming/subcontracting opportunities!” Made up of three key courses, Module 7 courses include:

Course 1: Marketing Your Business to Primes (Prime Contractor Panel)
Monday, August 10, 2009
9 a.m. to 12 p.m.

The Facilitator(s) and Prime Contractor Panel will take you, step-by-step, through the bidding process; from Bid/Pre-Award Phase and Post-Award Phase to Project Closeout and a discussion on Barriers to Entry/Deal Breakers. This module touches on such key topics as: Bonds, Insurance,

Certifications, Submitting Quotes, Scheduling, Cost Control, Materials, Payments, and Final Certified Payroll Records amongst others, from a Prime Contractor Perspective.

Course 2: Resource Partners Panel
Monday, August 10, 2009
1 to 4 p.m.

The Facilitator(s) and Resource Partners Panel will provide important resources available to all attendees that can mean the difference between a submitted bid and a successful bid. From Chambers of Commerce, to Surety Brokers, this Panel will provide available resources to facilitate the bidding process for Caltrans Contracts and other Local Agencies.

Course 3: How to Successfully Market Your Business
Tuesday, August 11, 2009
9 a.m. to 12 p.m.

A step-by-step instruction in understanding and completing the "Firm Profile" which assists the attendees in completing future "Statement of Qualifications" (for professional services firms) and "Construction Contractor Profiles" (for construction related firms). This course is intended to provide attendees with key tools that will enable them to more seamlessly produce marketing material that highlights the firms' strengths.