



SFMTA



**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.*