



Northeast Ohio Regional Sewer District

SMALL BUSINESS ENTERPRISE BUSINESS DEVELOPMENT PROGRAM

This program will support and strengthen NEORSO-certified small businesses, provide networking opportunities in the construction field, and fully explain District contracting procedures. Participating companies will be expected to send a representative to each session.

CONSTRUCTION TRACK :: Thursdays 6-8 p.m.

All workshops are held at the Environmental & Maintenance Services Center, 4747 East 49th Street, Cuyahoga Heights, OH 44125

SESSION ONE

Thursday, **October 1**

PRE-CONTRACT I

- Program overview
- Speed networking with prime contractors
- Relationship Building

SESSION TWO

Thursday, **October 8**

PRE-CONTRACT II

- Understanding the pre-bid process
- Positioning yourself for success
- Identifying opportunities

SESSION THREE

Thursday, **October 15**

GETTING THE CONTRACT I

- Bid preparation
- Estimating and pricing
- Estimating software and other tools

SESSION FOUR

Thursday, **October 22**

GETTING THE CONTRACT II

- Bonding & insurance
- Legal issues: contracts and warranties
- Front in documents

SESSION FIVE

Thursday, **October 29**

MANAGING THE CONTRACT

- Problem solving
- Monthly paperwork streamlined
- Invoices: how to get paid

SESSION SIX

Thursday, **November 5**

CLOSING THE CONTRACT

- Owners final acceptance
- 12-month post construction process requirement
- Getting positioned for the next contract

SESSION SEVEN

Thursday, **November 12**

GRADUATION!

- Graduation
- Mini resource fair

Register by visiting
neorsd.org/sbe



For more information, call
216.881.6600 x6640

ADVANCE REGISTRATION required