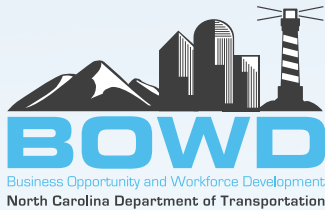


Business Opportunity & Workforce Development (BOWD)

1511 Mail Service Center
Raleigh, NC 27699-1511



2012 CONTRACTOR

Entrepreneurial Development Program

Who should attend these courses?

All DBE, SBE and HUB contractors, subcontractors, project managers, tradesmen/field staff and firms involved in highway contracting.

Why should you attend?

With the new standards and modifications in construction, compliance and environmental regulations coupled with increased competition for public contracts, this series of classes will equip students with practical and relevant tools to be more successful on highway contracts.

Students completing the entire series will receive a Construction Management Certificate from N.C. State University.

Location

Holiday Inn
930 Airport Blvd.
Morrisville, NC 27560

Registration Deadline

Each class deadline is one week prior to the class.

Instructors

Bobby Downes, P.E.,
Kevin O'Dell, P.E.
Roberto Nunez, P.E., MBA

Course Fee

\$30 per class or \$200 for entire series

Registration Website

www.ncbowd.com

Registration Opens

December 15, 2011

2012 WINTER SCHEDULE *(All class times 8:30 a.m. – 5:30 p.m.)*

Thursday, January 5 and Friday, January 6

HIGHWAY PLAN READING 1 & 2

This course offers practical, hands on training in reading and interpreting actual NCDOT Highway Plans. The student is provided with a set of plans and a workbook to help understand the “language” of highway plan reading.

Thursday, January 12

UNDERSTANDING NCDOT SPECIFICATIONS

Each student will receive a *2012 Specification Book and Standard Drawings* and will be instructed on the construction performance and expectations of NCDOT.

Friday, January 13

MARKETING TO NCDOT AND PRIME CONTRACTORS

Students will be guided in how to locate contract opportunities within NCDOT. The second half of the day will focus on doing business with prime contractors.

Thursday, January 19

ESTIMATING AND BIDDING

This course will teach students how to produce more reliable and realistic construction cost estimates.

Friday, January 20

PROJECT MANAGEMENT: PLANNING AND SCHEDULING

In this course students will learn an efficient mechanism to plan projects, manage resource utilization and communicate results to complete projects within time, cost and resource constraints.

Thursday, January 26

FINANCIAL MANAGEMENT: COST AND CASH FLOW

Students will gain an understanding of construction-specific financial principles to finance and operate a construction project.

Thursday, February 2

BONDING AND RISK MANAGEMENT

Students will learn the red flags that sureties look for on a firm’s financial statements, management team, project experience and much more.

Friday, February 3

BUSINESS ADMINISTRATION AND HUMAN RESOURCES

Students will learn techniques for selecting, screening and training new personnel. Strategies for managing safety risks will also be covered.

Please cut along the dotted line.

REGISTRATION FORM

NAME: _____

COMPANY/ORGANIZATION: _____

EMAIL: _____

STREET ADDRESS: _____ STATE: _____ ZIP: _____

PHONE: _____ FAX: _____

FOR CERTIFIED DOT FIRMS ONLY

Mail or fax completed forms to:

1511 Mail Service Center
Raleigh, NC 27699-1511
Fax: (919) 508-1814

Course fee: \$30 per class or \$200 for entire series *(Please add an additional \$25.00 per registrant if lodging is required.)*

Lodging required Double occupancy

Make Checks Payable To: NCDOT/ BOWD

Please check classes you are registering for:

- Highway Plan Reading Jan. 5
- Highway Plan Reading Jan. 6
- Understanding NCDOT Specifications Jan. 12
- Marketing to NCDOT and Prime Contractors Jan. 13
- Estimating and Bidding Jan. 19
- Project Management: Planning & Scheduling Jan. 20
- Financial Management: Cost and Cash Flow Jan. 26
- Bonding and Risk Management Feb. 2
- Business Administration and Human Resources Feb. 3