



# ADVANCED PORTGEN 2023

**TUESDAY AFTERNOONS 3:00PM – 5:00PM**



You're invited to attend a virtual training series for small, minority and women-owned businesses wanting to learn how to be successful with government contracting.

During this 5 week series learn how to identify requirements to be responsive, and gather resources to support your efforts in selling to the Port of Seattle and other agencies.

## **SEPTEMBER 12TH – GOVERNMENT CONTRACTING (VIRTUAL)**

How to navigate agency portals, find opportunities to bid on, pursue an opportunity, determine if it's a good fit or not and tips on how to find requirements to be responsive. We will refer to an actual Port of Seattle solicitation for Construction (Small Works) to explore Lowest Responsive Bid and Responsible Bidder selection process. **Presented by PTAC.**

**Register Here:** <https://washingtonptac.ecenterdirect.com/events/853650>

## **SEPTEMBER 19TH – BUSINESS DEVELOPMENT (VIRTUAL)**

Understand the importance of building relationships with agencies and primes. Exploring Capability Statements, Statement of Qualifications and how to present your VALUE. We will refer to an actual Port of Seattle solicitation for Consulting to explore the qualification based + interview selection process. **Presented by Port of Seattle.**

**Register Here:** <https://washingtonptac.ecenterdirect.com/events/853651>

## **SEPTEMBER 26TH – PREVAILING WAGE (VIRTUAL)**

Don't let wage compliance requirements catch you off guard or eat into your profit margins. We will explore what it takes to be compliant with wage rates, certified payroll, intents & affidavits as well as how to develop a plan and use resources to meet requirements.

**Presented by Naylor Construction Consulting.**

**Register Here:** <https://washingtonptac.ecenterdirect.com/events/853652>

## **OCTOBER 3RD – BONDING AND INSURANCE (VIRTUAL)**

Understanding bonding requirements and what it takes to be bonded. Digging into the insurance requirements for government contracts to ensure your firm is fully covered.

**Presented by Integrity Surety and DeFranco Insurance.**

**Register Here:** <https://washingtonptac.ecenterdirect.com/events/853653>

## **OCTOBER 10TH – FINANCIAL CONSIDERATIONS (VIRTUAL)**

How to craft a business plan which assists in creating a strong Statement of Qualifications. Explore the 7 "C's" of Financing (Cash Flow, Collateral, Capacity, Capital, Credit, Character, and Condition). We will conclude this session with how to create a Cash Flow Forecast.

**Presented by SBDC.**

**Register Here:** <https://washingtonptac.ecenterdirect.com/events/853654>

## **OCTOBER 17TH – RESOURCE FAIR (IN PERSON)**

This event brings firms and resources together to start building relationships and pick up some tools for your government contracting toolkit.

**Time/Location:** 3:00pm – 5:00pm at Tabor 100 - 7100 Fort Dent Way # 100, Tukwila, WA 98188

**Register Here:** <https://washingtonptac.ecenterdirect.com/events/853678>

