



The Builders Exchange of Alameda County and the Contra Costa Builders Exchange

PRESENTS:

PUBLIC WORKS BOOT CAMP

Bidding, Contracts and Getting Paid

NEW DATE October 21

Know What Successful Public Works Contractors Know

If you have bid a public works project and wonder why your bid was much lower than the next bidders, the short answer is – *experience*. The cost of administration of a public works project can, depending on the specification requirements, be burdensome and extremely costly.

In order to compete and be profitable, you need to know the pitfalls, red flags, and best practices in bidding, scheduling and project administration.

**Friday, October 21, 2011,
9:00 A.M. - 3:00 P.M.**

To be held in the Engel Room, Contra Costa Builders Exchange, 2440 Stanwell Dr. Suite B Concord, CA 94520.

About the Instructor: **Ben Di Duca** is an attorney and founder of the law firm Di Duca Stearns, PC. He was first licensed as a CA General Building Contractor in 1977 and for more than 25 years performed work on private and public works projects throughout California. As the Director of Construction Services for Di Duca Stearns, PC, Mr. Di Duca oversees all business and real estate transactions and all matters related to general construction law and litigation.

TOPICS

Public Work Contracting

- Are you a contractor or builder?
- Can you? And should you?
- What are you really agreeing to do?

Project Selection

- Choosing the right projects
- Making the "go on go" decision
- Plans and specifications

Selecting Your Construction Team

- Subcontractors, suppliers, employees: Will they help or hinder?
- Is the lowest price the best price?

Selecting you Business Team

- Non-contractors in you business
- Cash Flow Requirements Bidding
- Do yourself a favor, make a profit
- What exactly am I bidding on?
- Construction Claims-Preserves Your Rights
- What is a construction claim?
- When is a claim a "False" claim?

Dispute Resolution

- Meditation
- Binding Arbitration
- Litigation
- Appeal

NEW DATE October 21

Registration Form - **MUST RSVP !**

PUBLIC WORKS BOOT CAMP - Bidding, Contracts and Getting Paid

Please make _____ reservations for Friday, October 21, 2011, 9:00 A.M. - 3:00 P.M.

Cost is **\$50.00 (Members)**, \$150.00 (Nonmembers) = \$ _____

Name: _____ Company : _____

Name: _____ Telephone: _____

Name: _____ **LUNCH INCLUDED**

Please complete & return to: BEAC, 3055 Alvarado Street, San Leandro, CA 94577. Telephone 510-483-8880. Fax # 510-352-1509. Or email RSVP to: beac@beac.com.