

LCDP

The Local Contractor Development Program

AGENDA

| Session | Day | Date | Time | Activity |
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| Introduction & Construction and Economic Development Opportunities in Baltimore City | Wednesday | 4/08/09 | 6-6:30pm 6:30 pm -7pm 7pm -7:30 pm 7:30 - 8pm | <ul style="list-style-type: none"> • Registration • Economic Development • Construction Work Opportunities in Baltimore City |
| How to Grow your Business | Wednesday | 4/15/09 | 6-8:00 p.m. | <ul style="list-style-type: none"> • Planning & Goal Setting • Strategic Planning • Joint Venturing |
| Construction Accounting Principles | Wednesday | 4/29/09 | 6-8:00 p.m. | <ul style="list-style-type: none"> • Bookkeeping • Identifying overhead and other cost on the job • Developing a price point |
| Profit Improvement Opportunities on the Jobsite | Wednesday | 5/06/09 | 6-8:00 p.m. | <ul style="list-style-type: none"> • Find profit leaks in your construction operations • Strategies for jobsite cost reduction |
| Construction Contracts & Litigation | Wednesday | 5/13/09 | 6-8:00 p.m. | <ul style="list-style-type: none"> • Construction Contracts • Litigation |



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| Estimating & Bidding Blue Print/Site Plans Reading | Wednesday | 5/20/09 | 6-7:00 p.m. 7-8:00 p.m. | <ul style="list-style-type: none"> • Estimating a job • How to read Site Plans |
| Project Management | Wednesday | 5/27/09 | 6-8:00 p.m. | <ul style="list-style-type: none"> • How to manage construction projects |
| Marketing & Selling to Government | Wednesday | 6/03/09 | 6-8:00 p.m. | <ul style="list-style-type: none"> • Procurement vehicles • Marketing your goods/services • How to respond to eBids |
| How to Become a Preferred Contractor | Wednesday | 6/10/09 | 6-8:00 p.m. | <ul style="list-style-type: none"> • What GC's Look for • Building Relationships • Performance |
| Certifications & Pre-qualifications | Wednesday | 6/17/09 | 6-6:30 p.m. 6:30-7 p.m. 7:15-8:00 p.m. | <ul style="list-style-type: none"> • Prequalification • Certification • State |