



FOR FURTHER INFORMATION:

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**ALAMEDA COUNTY PUBLIC WORKS AGENCY
COMPLETES FIRST ANNUAL
CONSTRUCTION CONTRACTORS ACADEMY**

HAYWARD, CA – The Alameda County Public Works Agency recently completed its first annual Construction Contractors Academy designed to enhance the competitiveness of small local firms in public works contracting. Attendees from over 25 small, local construction companies participated in four separate workshops held throughout the month of September. Workshop topics included bid estimating, constructing competitive bids, the nuts and bolts of public works contracting, and marketing and networking skills. Local public works and construction experts presented the workshops. The director of the Bay Area Builders' Exchange, several Alameda County prime contractors, and a representative from the County's Bonding Assistance Program also delivered valuable information to the business owners.

The Contractors Academy concluded with a panel discussion that identified strategies smaller firms can use to foster business relationships with prime contractors bidding on Alameda County projects. Feedback from the Academy graduates was resoundingly positive. A number of these small business owners reported they were already using knowledge obtained during the workshops to bid and gain work in the public sector.

Graduates of the Academy received a certificate from the Alameda County Public Works Agency. They also received a free, 90-day trial membership to the Bay Area Builders Exchange Online Plan Room which provides online project plans and specifications. Attendees were encouraged to participate in the County's contracting process and in future Public Works Agency Building Opportunities for Business (BOB) events.

For more information about the Contractors Academy and BOB events, please visit the Public Works Agency website at www.acgov.org/pwa/business.

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