



## A&E VIRTUAL ADVANCED PORTGEN USDOT BONDING EDUCATION PROGRAM

OCTOBER 29 - DECEMBER 17 | THURSDAYS | 1:00-4:00 PM

# REGISTER TODAY!

In partnership with the US DOT SBTRC-NW the Port of Seattle presents the 2020 Advanced PortGen Workshop series. This multi-week workshop training program will provide education to small, minority and woman-owned Architectural and Engineering firms. The workshop series will utilize subject matter experts that are active within the industry.

The six-session workshop training program will cover key project and professional skills that are essential for effective management of the company. Participants will be introduced to procurement opportunities with the Port of Seattle, networking and collaboration with peers.

### PARTICIPANTS WILL LEARN SKILLS IN:

SESSION 1  
OCTOBER 29

#### INSURANCE & RISK MANAGEMENT

A&E INSURANCE AND BONDING  
INDUSTRY ORGANIZATION PANEL

SESSION 2  
NOVEMBER 5

#### RFQ & RFP

REQUEST FOR QUOTES  
REQUEST FOR PROPOSALS

SESSION 3  
NOVEMBER 12

#### FINANCIALS

DIRECT & INDIRECT COST PART 1 & 2

SESSION 4  
NOVEMBER 19

#### BUSINESS STRATEGIES

BUSINESS DEVELOPMENT STRATEGIES PART 1 & 2

SESSION 5  
DECEMBER 10

#### JOINT VENTURE/MARKETING

TEAMING/PRIME CONSULTANT PANEL  
DIGITAL BRAND MANAGEMENT/MARKETING

SESSION 6  
DECEMBER 17

#### BUSINESS GROWTH

BUSINESS PLAN PART 1 & 2

### Registration Questions

CONTACT: Tanya Motta • 425-248-4222

EMAIL: [SBTRC.Northwest@gmail.com](mailto:SBTRC.Northwest@gmail.com)

Two tracks are being offered for: Construction and A&E firms. Firms are allowed to register for both tracks if interested or applicable to your line of business.

### THANK YOU TO OUR SPONSORS

