



# New Jersey Schools Development Authority

## 2018 SMWBE CONTRACTOR TRAINING PROGRAM

An opportunity for small, minority and women-owned businesses to gain invaluable knowledge on ways to advance their organizations with specifics on conducting business with the SDA and other state agencies.

### Sessions May Include:

- ◆ Business Plan 101
- ◆ Marketing Construction Services
- ◆ Basics of Accounting
- ◆ Finding the Work
- ◆ DPMC Classification
- ◆ Basics of Estimating
- ◆ Basics of Budgeting
- ◆ Procurement
- ◆ Construction Contract Law
- ◆ Basics of Scheduling
- ◆ Surety, Insurance & Safety
- ◆ Prevailing Wage
- ◆ Finance Forum

**APPLICATIONS DUE BY  
WEDNESDAY, FEBRUARY 21, 2018**

**For More Information, Please Contact:**

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**WWW.NJSDA.GOV**



### Locations:

- ◆ Trenton and/or Newark Office

### Sessions:

- ◆ Once a week for nine weeks

### First Class Starts:

- ◆ March 20, 2018 for Trenton Participants
- ◆ March 21, 2018 for Newark Participants

### Time:

- ◆ 9:00 AM - 12:30 PM