



2015 Class Schedule

Pre-registration (kitsapeda.org/events-calendar) is REQUIRED for all classes. Classes are free except as noted.

Classes with low-enrollment subject to cancellation.

Apr. 22	9-11 am	Overhead Pricing	July 15	9-11 am	Reviewing a Technical Proposal
Apr. 29	4-6pm	PRIME OUTREACH: Being a Subcontractor, Part 1 of 3	July 14	10-noon	Methods of Government Contracting PSRC, Seattle
May 6	7:30-9 am	Contracting Coffee Hour	July 24	8:30-noon	How to Contract with the DoD PSRC, Seattle
May 20	9-11 am	Small Business Finance for Government Contractors: Funding & Timing	July 27-31	9-11 am	Kauffman Foundation—Focus on Veteran Women Owned Business
May 21	8:30-noon	How to Contract with the DoD PSRC, Seattle	July 29	9-11 am	Marketing: Meet the Buyers
May 27	4-6pm	PRIME OUTREACH: Being a Subcontractor, Part 2 of 3	Aug. 5	7:30-9 am	Contracting Coffee Hour
May 27	9-11 am	Contractor Rights & Responsibilities	Aug. 19	9-11 am	Change Order Pricing
June 3	7:30-9 am	Contracting Coffee Hour - Bremerton	Aug. 26	9-11 am	Government Contracting Essentials
June 10	9-11 am	Small Business Finance: Systems Design for Govt Contracting	Sept. 2	7:30-9 am	Contracting Coffee Hour
June 17	9-11 am	RFP Pitfalls	Sept. 15	9-11 am	How to Contract with the DoD PSRC, Seattle
June 18	8:30a– 4p	The Proposal Series (Day 1) PSRC, Seattle	Sept. 16	9-11 am	Marketing to the Government: Getting the Most from Social Media
June 19	9a– noon	The Proposal Series (Day 2) PSRC, Seattle	Oct. 7	7:30-9 am	Contracting Coffee Hour
June 24	9-11 am	Small Business Finance for Government Contractors: Funding & Timing	Oct. 14	9-11 am	Marketing: What to Give Government Buyers & Primes
July 1	7:30-9 am	Contracting Coffee Hour	Nov. 18	9-11 am	Getting Paid by the Government
July 8	4-6pm	PRIME OUTREACH: Being a Subcontractor, Pt 3	Dec. 16	9-11 am	Subcontracting: Bookkeeping



These free training opportunities are offered by the Kitsap Economic Development Alliance (KEDA) and funded through the Washington Procurement Technical Assistance Center (PTAC) program which helps companies find and successfully achieve contracts for work with local, state and federal governments.

4312 Kitsap Way Suite 103 | Bremerton, Washington 99213
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LEARN TO BE A SUCCESSFUL SUBCONTRACTOR!

*FREE 3-part Prime Outreach Training Opportunity
4:00 — 6:00 pm April 29th, May 27th and July 8th*

Offered only once per year, this is a “can’t miss” training opportunity! Carole Bionda, Vice President and General Counsel for [The NOVA Group](#), a prime contractor for national major milcon projects teaches participants what it takes to be successful as a subcontractor and how to work effectively with the prime.

Participants learn about expectations, procedures and requirements of working on government contracts. A past participant said: “Every session was packed with experience and insight not usually found in a classroom setting. It was like taking a Masters-level course in subcontracting. To be able to learn from a person with the amount of expertise and “real-world” knowledge as our instructor was priceless!”

Session one covers the basics of how to become a subcontractor and work effectively with the prime. Future sessions drill down into agreements and more technical details.

This training is free to the public but pre-registration is required. (Visit www.kitsapeda.org/ptac or call 360.377-9499 for more information and to register.) This event takes place at: Kitsap Economic Development Alliance, Hearthstone Building, 4312 Kitsap Way #103, Bremerton

CONTRACTING COFFEE HOUR

*Drop in help for your government contracting questions!
First Wednesday of the month, 7:30— 9:00 am at KEDA*



KEDA’s monthly **Contracting Coffee Hour** is an open forum for businesses with questions about contracting with the government. This is your opportunity to meet with contracting experts, network with other contractors, discuss common issues/problems, get your contracting questions answered, and identify support services available for contractors.

Retired Government Contracting Officers, Mona Carlson and Mary Jo Juarez host the event and bring in a variety of former government contracting subject matter experts, as well as Small Business Liaisons, and large business representatives who are looking for subcontracting opportunities, and offer support the contracting community.

Reservations are requested, but drop-ins are welcome. Please visit WashingtonPTAC.org to register. This event takes place at: Kitsap Economic Development Alliance, Hearthstone Building, 4312 Kitsap Way #103, Bremerton

Stop in and have a donut with Mona and Mary Jo and get your questions answered!



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