

# LEADING EDGE FOR TRANSPORTATION & CONSTRUCTION

Get Ready for the 2020 Construction Season!



*"I came into this class at a crossroads and was either going to give up on the family business or get re-energized to keep going. This class and the instructors were truly amazing and helped me find my passion again. I actually landed 3 small jobs with CDOT before it was even over!"*

**Keyway Curb Company**

## Contact

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## Connect2DOT

Connect2DOT is a CDOT program in partnership with the Colorado SBDC Network to help small businesses in highway design and construction build capacity, gain knowledge, and become more competitive and successful in contracting with CDOT and other agencies.

## Create a Plan to Build Capacity and Win More Contracts

Transform your business during this 8-week business planning program designed specifically for A&E consultants and construction contractors who want to excel and succeed. You'll work with experienced coaches and develop connections with peers, prime contractors, and government agencies who want to work with small businesses.

**Dates:** **January 16, 2020 – March 12, 2020** Every Thursday for 8 weeks - A special graduation party will be scheduled at the end of the course

**Time:** **5:30pm – 8:30pm**

**Deposit:** \$200 deposit (50% off) and FREE if you complete the class

**Location:** **Pikes Peak Small Business Development Center**  
559 East Pikes Peak Avenue, Ste. 101, Colorado Springs, CO 80903

### Program Tracks:

- **Chart Your Course:** Refocus your mission, vision, goals, and core values.
- **Show Me the Money:** Understand your financial position and forecast cash flow projections for hiring, equipment acquisition, and expansion.
- **Marketing Magnetism:** Learn successful marketing strategies for small businesses.
- **Mastering Government Contracting:** Navigate certifications, target customers, bid opportunities, and the small business sweet spot for winning more contracts.
- **Bidding to Win:** Understand how much to charge and which tools and tricks can help you create more accurate bids (split session for A&E and construction)
- **Operational Efficiency:** Improve your systems and policies for HR, bonding, insurance, cybersecurity, and more.
- **Meet the Primes:** Get the inside scoop from CDOT, prime contractors, and local agencies on upcoming projects and how you can stand out from the crowd.
- **Business Plan Reinvented:** Summarize your business plan and receive 360-degree input from your coaches and peers to help refine your growth strategy.
- **Graduation!** Celebrate your success with family, friends, and peers and get recognized by program hosts including CDOT, CO SBDC Network, and more!

### Registration Required!

To learn more and register for this popular program, visit the following website:

<https://pikespeaksbdc.org/what-we-do/programs/leading-edge-for-transportation/>

You can also **RSVP** at the link above to attend an **Information Session** on December 18, 2019 (webinar) or January 2, 2020 (in person).