**INTRODUCTION TO CDOT (3-PART)**

1. Connecting the Dots on CDOT (Cathy Kramer and Eric Medina - CDOT)
2. Doing Business with CDOT (Cathy Kramer)
3. Navigating CDOT Systems for Contracting (Cathy Kramer)

**CERTIFICATION (4-PART)**

1. Is Certification Right for You? (Adriane Sanford)
2. Demystifying State & Local Certifications (Cathy Kramer)
3. Getting DBE Certified (Cathy Kramer)
4. CDOT ESB Orientation (Cathy Kramer) (4)

**CYBERSECURITY FOR SMALL BUSINESS (3-PART) (Pikes Peak SBDC)**

1. Cybersecurity for Small Business: What? So What? Now What? (Jennifer Kurtz)
2. Cybersecurity for Engineers (Pikes Peak SBDC)
3. Cybersecurity for Contractors (Pikes Peak SBDC)

**SUPPORTING DBE & ESB CERTIFIED FIRMS (5-PART)**

1. You’re DBE Certified – Now What? (Cathy Kramer)
2. Creating a Compelling Capability Statement (Adriane Sanford)
3. Marketing to Prime Contractors (Adriane Sanford)
4. Finding CDOT Subcontracting Opportunities (Cathy Kramer)
5. DBE Codes, Counting, GFE & CUF (Jun Arcilla & Robert Highsmith - CDOT)
6. Preparing to be a Prime Contractor (CDOT)

**ENGINEERING (5-PART) (Aurora-South Metro SBDC)**

1. Keys to Growing a Successful Transportation Consulting Firm (Apex Design)
2. Marketing to Large Engineering Firms (Atkins)
3. CDOT Prequalification & MPA (Darrell, Josh, Louis - CDOT)
4. Maximizing Indirect Cost Rates (Dan Markham & Associates)
5. Writing Winning CDOT Proposals (ERO Resources & Pehle Coletta - CDOT)

**TRUCKING (5-PART) (Denver Metro SBDC)**

1. What You Need to Know About DOT Rules and Maintenance (Front Range Compliance)
2. Tips for Finding and Working on Highway and Road Projects (Ram-Co Trucking)
3. Get Your Trucking Business DBE Certified (bilingual) (Cathy Kramer & Jesse Esparza)
4. Estimating Basics for Trucking Firms (Bob Smith)
5. Trucking Compliance on CDOT Projects (Monica Vialpando - CDOT)

**CONSTRUCTION (8-PART) (Southern & Southwest CO SBDC)**

1. CDOT Contractor Registration & Prequalification (Cathy Kramer)
2. Understanding CDOT Plans & Specs (Arthur Miller - CDOT)
3. Construction Estimating & Bidding Basics (Bob Smith)
4. Construction Scheduling & Project Management (Connect2DOT)
5. Your Safety Toolbox for Construction (Cole-Preferred Safety Consulting)
6. Certified Payrolls & LCPTracker (Monica Vialpando - CDOT)
7. Contractor Strategies for Getting Paid (Connect2DOT)
8. Preparing for a CDOT Compliance Audit (Monica, Eric, Kelly - CDOT)

**BIDDING & ESTIMATING (4-PART) (Rex Davis & Associates)**

1. Pre-estimate Planning
2. Quantity Take-Offs
3. Developing Your Estimate
4. Using Software to Automate Estimating

**OSHA TRENCH SAFETY (Agnes Talamantez - Red Rocks Community College)**

1. OSHA 4-hour course (English) (2)
2. OSHA 4-hour course (Spanish)

**Denver DEI Series (6-PART)**

1. TBD
2. TBD
3. TBD
4. TBD
5. TBD
6. TBD

**LEADING EDGE FOR TRANSPORTATION (9 Weeks)**

1. Pikes Peak SBDC (Jan-Mar) (Online) (Cory Arcarese & Cathy Kramer)
2. East CO SBDC (April-Jun) (Online) (Cory Arcarese & Cathy Kramer
3. Denver Metro SBDC & City and County of Denver (Aug-Sept) (Hybrid if possible) (Jennifer Kurtz & Cathy Kramer)