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## **CHRISTIE ADMINISTRATION OFFERS TRAINING PROGRAM TO ASSIST SMALL, MINORITY AND WOMEN-OWNED BUSINESSES**

TRENTON – Committed to assisting small businesses in New Jersey, the New Jersey Schools Development Authority (SDA) today began an eight-week Small, Minority and Women-Owned Business Enterprises (SMWBE) Contractor Training Program designed to provide these firms with valuable knowledge and tools to successfully compete for future SDA construction projects. Sixteen companies attended the first day of the training program today at locations in Trenton and Newark.

“This ongoing training program continues the Christie Administration’s commitment to the growth and success of small businesses in New Jersey,” said SDA CEO Marc Larkins. “The school construction program is infusing the State’s construction industry with much needed employment opportunities. Through this training we are working to provide the support and knowledge necessary for small, minority and women-owned business enterprises to successfully take part in New Jersey’s robust school construction program.”

Today’s launch of the training program began with an orientation and an opportunity to meet the SDA Staff and industry professionals who will be responsible for leading the sessions. The training will continue with eight weeks of classes on Tuesdays in Trenton and Wednesdays in Newark with topics including:

- How to Do Business with the SDA
- The Bid Process
- Contract Law
- Basics of Estimating
- Basics of Project Scheduling
- Basics of Project Budgeting
- Basics of Accounting
- Outreach and Marketing Construction Services

This is the third offering of classes given by the Schools Development Authority since 2011. Previous graduates of the program have become prequalified with the State to do business, have obtained government contracts and increased their professional network. Participating firms have consistently expressed overwhelming satisfaction with the program and in its ability to help them grow and improve their businesses.

The SDA’s current portfolio of active projects is valued at over \$2 billion – including the 2011 and 2012 Capital Project portfolios (more than \$1 billion), additional projects in construction (\$100 million), emergent projects (\$50 million) and Regular Operating District grants (\$604 million state share).

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