

Advanced PortGen Video Library Archive

2024 - [Informational videos, presentations, and Q&A sessions](#)

- [Subcontracting Tips and Tricks](#) - Tips and tricks for finding and building relationships with prime contractors.
- [Prevailing Wage Compliance for Public Works Contracts in WA](#) - Don't let wage compliance requirements catch you off guard or eat into your profit margins. We will explore what it takes to be compliant with wage rates, certified payroll, intents & affidavits as well as how to develop a plan and use resources to meet requirements.
- [Indirect Rates & Cash Flow for Government Contractors](#) - Explore cash flow considerations and the importance of indirect cost rates in your long term profitability and success in the government marketplace.
- [Insurance for Government Contractors](#) - Understanding the types of insurance and why they are needed will help your firm compete successfully on future contracts.
- [Basics of Bonding for Public Works Jobs](#) - When do you need Bonding for public works jobs and what does it take to get a bond and a favorable bond rating?
- [Project Labor Agreements](#) - An overview of Project Labor Agreements (PLAs) as they relate to public works contracts in Washington State. Participants will explore the legal framework, key features, and practical considerations of participating in contracts that require PLAs.

2023 - Workshop Recordings

- [Introduction to Government Contracting](#) - How to navigate agency portals, find opportunities to bid on, pursue an opportunity, determine if it's a good fit or not and tips on how to find requirements to be responsive.
- [Business Development](#) - Understand the importance of building relationships with agencies and primes. Exploring Capability Statements, Statement of Qualifications and how to present your VALUE.
- [Prevailing Wage Compliance](#) - Explore what it takes to be compliant with wage rates, certified payroll, intents & affidavits as well as how to develop a plan and use resources to meet requirements.
- [Insurance and Bonding](#) - Understanding bonding requirements and what it takes to be bonded. Digging into the insurance requirements for government contracts to ensure your firm is fully covered.
- [Financial Considerations](#) - Explore the 7 "C's" of Financing: Cash Flow, Collateral, Capacity, Capital, Credit, Character, and Condition.