

DBE WORKSHOP: Contract Negotiations “WINNING (or Not Losing) THE CONTRACT BATTLE”

Workshop Purpose: To provide Disadvantaged Business Enterprise (DBE) firms techniques to protect subcontractor interests in contract negotiation.

Speaker: Joseph H. Kasimer, Esquire
Kasimer & Annino, P.C.

Where: Holiday Inn Select, Koger Center
1021 Koger Center Boulevard
Richmond, VA 23235

When: Friday, May 29, 2009
9 a.m. – 12 p.m.

OPEN ONLY TO CERTIFIED DBE FIRMS

Advanced registration required by
May 22, 2009.

Send your registration form to:

VDOT BOWD Center
1602 Rolling Hills Drive, Suite 110
Richmond, VA 23229
Karen.Feagin@VDOT.Virginia.gov
Phone: 804-662-9557
Fax: 804-662-9570

The financial success of construction project contracts may hinge completely on negotiations and paperwork that occur before the first minute of work is actually performed in the field. Careful review and negotiation of contracts and purchase orders is essential.

In this workshop, participants will review critical steps in the preparation of proposals and quotations, and in the review and negotiation of contracts with prime contractors. In addition to discussing procedures for the protection of subcontractor interest, typical contract clauses, associated risks, and possible compromise solutions that may be negotiated.



Joseph H. Kasimer, esquire, is a founding principal of the law firm, Kasimer & Annino, P.C. He is a fellow of the Construction Specifications Institute, and is currently a director of the Virginia Transportation Construction Alliance.

This workshop is sponsored by the Virginia Department of Transportation Civil Rights Division.