



## Planning for Government Year-End Bids

The government's fiscal year ends on September 30<sup>th</sup>, 2014. What does this mean for you? Well, it's the perfect time for you to start preparing for upcoming government business opportunities from year-end bids. Government agencies are working to spend any remaining budget. So what should you do to secure some of these bids? Plan and prepare!

Here are a couple of tips:

1. Assess government agency websites to get an understanding as to what projects are going to be available. Review all the information thoroughly so you can determine if it's something you can do and want to move forward with.
2. If you've been awarded government bids before, contact the government agency office that you've previously done work for and ask if there will be any available projects up for bid.
3. Review year-end bidding awards. Contact the general contractors and see if they are looking for subcontractors to complete the project.
4. Remember that just because you may miss some of these year-end bids, doesn't mean you can't start preparing for the upcoming fiscal year.
5. Network! Network! Network!
6. Make sure you are up to date with your surety company. Let your bonding agency know of your upcoming bids, so if there are any problems that need to be addressed, they can be addressed with time. You definitely don't want to put in the work for getting the bid and have last minute bonding problems.

You can contact Will Burke or Shawn Gustafson for advice on other ways to prepare for government year-end bids.