



## GET READY TO WORK AT TERMINAL 8

Opportunity Friday  
Webinar Registration

John F. Kennedy International Airport is getting ready to welcome a new American Airlines Terminal 8. The project will improve the overall customer experience, with a total of 70,400 square feet of added space including 33,000 square feet of public space. Another 57,500 square feet of existing space will be refurbished.

To build the new Terminal 8, American Airlines and Holt Construction are committed to engaging, preparing and hiring certified Minority and Women Owned Business Enterprises (MWBEs), Local business Enterprise (LBEs) and Construction Workers for the project. Our programs are strategically designed for certified firms and the local community workforce who want to get to work on the JFK Terminal 8 project. Each group has its own "gate" designed to provide the educational tools and resources needed to work on this historic project

## JANUARY

**Get Pre-Qualified: Your First Step to Getting a Contract**

12:00 p.m. - 1:00 p.m. Friday, January 8, 2021

**MWBEs/LBEs**

Get Pre-Qualified: Your First Step to Getting a Contract

Get Pre-Qualified: Your First Step to Getting a Contract This session will take you through, step-by-step, the complete Holt Pre-Qualification process. You will have an opportunity to ask questions and determine which documents you have or might be missing. This is your first step to bidding on a contract.

[Add to Calendar](#)[Register](#)**What is a Project Labor Agreement, and How Do I Sign On?**

12:00 p.m. - 1:00 p.m. Friday, January 15, 2021

**MWBEs/LBEs**

What is a Project Labor Agreement, and How do I Sign On?

The JFK Terminal 8 Expansion requires that all firms either be a union contractor, union subcontractor or sign onto the Project Labor Agreement (PLA). This must-attend session will start with the basics of a PLA and review the JFK Terminal 8 Expansion PLA. It will also review your rights under a PLA, how to find union labor and how MWBEs and LBEs can participate on the project.

[Add to Calendar](#)[Register](#)**Getting Certified with PANYNJ and ESD: How to prepare your documents**

12:00 p.m. - 1:00 p.m. Friday, January 22, 2021

**MWBEs/LBEs**

Getting Certified with PANYNJ and ESD: How to prepare your documents

Not certified yet as an MWBE with either the Port Authority of New York and New Jersey or New York State? This session will include professionals from PANYNJ and ESD who will help you navigate this important step in building your business.

[Add to Calendar](#)[Register](#)**HASPs: Creating Your Health and Safety Plan**

12:00 p.m. - 1:00 p.m. Friday, January 29, 2021

**MWBEs/LBEs**

HASPs: Creating Your Health and Safety Plan

This very important session conducted by Holt's Safety Team will help you build and implement a site safety plan for your projects. Health and Safety Plans, commonly called HASPs, are an important part of your construction program and will enable you to manage projects better, control risk and inevitably increase your safety rating (EMR) and ultimately reduce insurance costs.

[Add to Calendar](#)[Register](#)**Find Opportunities in the Building Trades: The Edward J. Malloy Initiative for Construction Skills**

1:30 p.m. - 2:30 p.m. Friday, January 29, 2021

**Workforce**

Find Opportunities in the Building Trades: The Edward J. Malloy Initiative for Construction Skills

If you want to explore a position in the building trades, check out The Edward J. Malloy Initiative for Construction Skills to learn more about the technical assistance this organization can provide.

[Add to Calendar](#)[Register](#)

## FEBRUARY

### Preparing a Bid: What They Never Taught You in School

12:00 p.m. - 1:00 p.m. Friday, February 5, 2021

#### MWBEs/LBEs

Preparing a Bid: What They Never Taught You in School

Conducted by Holt's Estimating Team, this session will review what you need to do and know as you prepare a bid submission. Learn from experts who understand what to include in your bid, what you need to consider to keep a profit margin and also be sure to understand the terms and conditions of your bid response. They didn't teach this in school – so get ready to better understand the art and science of bid preparation.

[Add to Calendar](#)[Register](#)

### Do I want to work in construction?

1:30 p.m. - 2:30 p.m. Friday, February 5, 2021

#### Workforce

Do I want to work in construction?

Construction jobs from laborers to project superintendents create a sustainable path to financial independence and security. Learn more about the opportunities that a career in construction, specifically the building trades, can provide. It is a sure path to the middle class and an excellent career opportunity in a very challenging economy.

[Add to Calendar](#)[Register](#)

### Evaluating Your Business for New Business: A Coaching Session

12:00 p.m. - 1:00 p.m. Friday, February 12, 2021

#### MWBEs/LBEs

Evaluating Your Business for New Business: A Coaching Session

How do you build your business in a challenging economy? How do you stand out from your competitors? How do you best present your competitive edge and why a company should work with you? This session will take you through the elements of a practical and simple to implement marketing program. The session includes forms and suggested formats to use to present your company better.

[Add to Calendar](#)[Register](#)

### GO OR NO GO? When to Bid and When to Walk Away

12:00pm - 1:00pm Friday, February 19th, 2021

#### MWBEs/LBEs

GO OR NO GO? When to Bid and When to Walk Away

To bid on a project, or not bid on a project? This is the important question certified small businesses ask themselves almost every day. This session will give you valuable insight into identifying opportunities that align with your vision, a strategy to use to determine which opportunities are right for you and the options to pivot to achieve success.

[Add to Calendar](#)[Register](#)

### Money! How do I find it, make it and manage it?

12:00 p.m. - 1:00 p.m. Friday, February 26, 2021

#### MWBEs/LBEs

Money! How do I find it, make it and manage it?

Access to capital is the key to success for any construction contractor. This session will review some mobilization funding resources as well as share best practices for getting paid on time.

[Add to Calendar](#)[Register](#)

### Find Opportunities in the Building Trades: Meet Non-Traditional Employment for Women

1:30 p.m. - 2:30 p.m. Friday, February 26, 2021

#### Workforce

Find Opportunities in the Building Trades: Meet Non-Traditional Employment for Women

This session will introduce women to opportunities in the Building Trades. Meet the experts from Non-Traditional Employment for Women (NEW) – the country's leading program for women in the building trades. Learn in to a conversation from some NEW graduates and women already on the jobsite.

[Add to Calendar](#)[Register](#)

## MARCH

### Pricing a Job Right: Takeoffs, Estimates and Other Tips

12:00 p.m. - 1:00 p.m. Friday, March 5, 2021

#### MWBEs/LBEs

Pricing a Job Right: Takeoffs, Estimates and Other Tips

This session will take you through a deeper dive of the factors to consider as you develop your bid. If you miss an item, your pricing can be wrong. Learn from experts to build your takeoff and estimates correctly. Underpricing a project may win you the bid, but if you don't have a profit, this practice can impact your business.

[Add to Calendar](#)

[Register](#)



### Navigating Pre-Apprenticeship Programs and the NYS DOL Website

1:30 p.m. - 2:30 p.m. Friday, March 5, 2021

#### Workforce

Navigating Pre-Apprenticeship Programs and the NYS DOL Website

Pre-apprenticeship programs are one key way to enter the industry. But the NYS Department of Labor website also offers job opportunities. This session will review several pre-apprenticeship programs, as well as community construction ready programs available to you. Also learn how to navigate the NYS Department of Labor website to identify job opportunities.

[Add to Calendar](#)

[Register](#)



### Insurance: Understanding OCIPS and Other Insurance Requirements

12:00 p.m. - 1:00 p.m. Friday, March 12, 2021

#### MWBEs/LBEs

Insurance: Understanding OCIPS and Other Insurance Requirements

Insurance policies and the coverages they provide are often very confusing. This session, led by insurance industry experts, will help you understand the coverages included in the Owner Controlled Insurance Program (OCIP) provided by American Airlines. It will also review the additional insurance you will be required to have in order to bid on a project. This session will demystify your insurance policy for you.

[Add to Calendar](#)

[Register](#)



### How to Get Paid

12:00 p.m. - 1:00 p.m. Friday, March 19, 2021

#### MWBEs/LBEs

How to Get Paid

Getting paid is the key to operating your construction company. Often payments are delayed because paperwork and documentation is incomplete. This session will review the requirements but also explain how your relationship and communication with the owner or prime contractor can expedite payments to your company.

[Add to Calendar](#)

[Register](#)



### High Performance Contractors: Best Practices for Small Businesses

12:00 p.m. - 1:00 p.m. Friday, March 26, 2021

#### MWBEs/LBEs

High Performance Contractors: Best Practices for Small Businesses

How do you build your business better? Join this session and learn from successful subcontractors about how to operate your firm and perform successfully on the job. This session is a must for a construction contractor who wants to grow their company at the airports and in other construction markets.

[Add to Calendar](#)

[Register](#)



### Find Opportunities in the Building Trades: Helmets to Hardhats

1:30 p.m. - 2:30 p.m. Friday, March 26, 2021

#### Workforce

Find Opportunities in the Building Trades: Helmets to Hardhats

If you are former military, learn more about the special Helmets to Hardhats pre-apprentice program, join this session to learn more about the opportunities to get you ready to work in the construction industry.

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