- 7-WEEK PROGRAM
- MEETS EVERY WEDNESDAY
- COURSES RUN APRIL 6 - MAY 18, 2016
- FROM 6:00 - 9:00 PM

In an effort to promote MWBE's and expand the opportunities available to growing businesses, we have developed the following construction management training program. Each course is taught by Turner staff and select industry partners and includes such topics as field operations, accounting & banking, construction estimating, safety and sales & marketing. The program has helped attendees build networks, establish successful joint ventures to win contracts with Turner and other industry leaders and form long-term business relationships. Please see below for a list of registration requirements and a sample coursework schedule.

Turner
Building The Future

AMERICA'S SBDC WASHINGTON

HOWARD UNIVERSITY
1867

Turner SCHOOL OF CONSTRUCTION MANAGEMENT

PROGRAM BACKGROUND

The Turner School of Construction Management for Small, Women-Owned and Minority-Owned Businesses is the oldest community outreach program in Turner's history. Initiated in 1969, the program has since become an opportunity to develop strategic business relationships with minority and women-owned firms. Today, the Turner School of Construction Management is offered in more than 30 of Turner's offices nationwide.

THE TSCM ADVANTAGE

Attending the Turner School of Construction Management provides the following advantages:

- Meet other MWBE's that have similar experiences
- Develop a relationship with Turner Construction and learn how to do business with a larger general contractor
- Develop a relationship with the partners of the Turner School
- Enhance your managerial, technical and administrative expertise
- Learn how to make your company more visible to larger contractors in order to be more competitive for winning subcontracts
- Students gain access to Turner's Online University for additional courses
- Graduates receive a Certificate of Completion which can be sent to contractors to verify that you are a qualified subcontractor
- After graduation,Turner School participants will be invited to participate in Turner's Graduate School of Construction Management which covers more advance topics such as Building Information Modeling, LEAN and Sustainable Construction as well as more detailed insight on how to succeed as a MWBE contractor

2016 TSCM AT HOWARD UNIVERSITY

This year, the Turner School of Construction Management will be hosted by the DC Small Business Development Center, a collaborative initiative of Howard University, the US Small Business Administration (SBA) and the District of Columbia small business community.

LOCATION:

HOWARD UNIVERSITY
SCHOOL OF BUSINESS
2ND FLOOR AUDITORIUM
2600 6TH STREET, NW
WASHINGTON, DC 200059

Free Parking Available After 5 PM
Limited space available so sign up early!

ATTENDEE CONFIRMATION CONSIDERATIONS:

Registration and Application is recommend for interests who:

- Have been in business for at least 3 years;
- Provide services or perform work relevant to the construction industry and;
- Are certified small, Women Owned or Minority Owned Businesses.

To register please visit the class website
https://www.eventbrite.com/e/2016-tscm-at-howard-university-tickets-21557398760

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2016 CLASS SCHEDULE

APRIL 6: SETTING UP A BUSINESS, UNDERSTANDING THE CONSTRUCTION BUSINESS & KICK OFF RECEPTION

Participants will be welcomed to the 2016 program with overviews of both being in business and being in business with Turner Construction. Covers the basic components you need to start and run a company including having a business plan, an accountant, legal counsel, financing support, insurance and bonding.

APRIL 13: BIDDING, ESTIMATING & PROCUREMENT

Introduces the basic concepts of estimating and procurement. Provides a detailed discussion of the Turner Prequalification requirements, the bidding process. Content will cover details and nuances associated with the bidding process form the GC to the client in order to get the project and the biding process from the GC to the subcontractors in order to secure contracts to perform the specific tasks of the project. Procurement staff and subcontractors who have worked with Turner will be on hand to discuss real world examples and answer questions.

APRIL 20: BUSINESS DEVELOPMENT AND PROJECT DELIVERY

Overviews the most commonly used project delivery systems – lump sum, cost plus fee, design build and CM at risk. Also provides a review of the commonly used contract forms and associated risk management and litigation avoidance. A high profile case will be reviewed.

The SBDC will also provide an overview of resources and avenues to consider when mining for business including local procurement assistance and support.

APRIL 27: BANKING & ACCOUNTING

This class will cover accounting basics for construction contractors. Specifics of job costing, cash flow, change order management and claims will also be covered.

ACCESS TO CAPITAL

Class will discuss the various ways to obtain working capital to run your business. Topics include not so typical sources of working capital along with the pros and cons of each. Additional topics to be covered include managing receiving receivables, collection alternatives.

MAY 4: PROJECT SAFETY

This class introduces participants to the fundamentals of safety management in the construction industry as well as the monitoring authorities and interests who oversee the process and monitor investigate concerns.

BONDING, INSURANCE & RISK MANAGEMENT

Basic concepts of insurance and bonding will be covered including coding requirements in the construction business. Also addressed will be compliance issues and tips for purchasing insurance and maintaining insurance and bonding relationships

LEGAL CONTRACTS AND COMPLIANCE

Course covers FAQ and frequently encountered problems including mistakes that entangle contractors in the morass of the law. Topics will include:

- Contracts – basic structure and terms, time, changes and claims
- Trying to get paid
- Different types of project delivery and implications

Session will include a panel discussion to include legal representation from both the GC and contractor sides of the equation.

PROJECT SAFETY

This class introduces participants to the fundamentals of safety management in the construction industry and provides perspective on the types of accidents that are possible on a job site. An overview of monitoring authorities and interests who oversee the process and monitor investigate concerns will be covered.

MAY 11: PROJECT MANAGEMENT & PAPERWORK

This wrap up session will take place in a recently completed building project and bring all the parts of the construction management business to life. Session will cover business side issues such as risk management plans, quality and safety programs, project oversight, relationships and project post mortem.

MAY 18: GRADUATION CELEBRATION!!!!

A host of Executives, Dignitaries and decision makers will be on hand to mingle and network with graduates.

An exhibition of vendors and SBDC Resources will also be available to assist graduates to take classroom lessons to the next level.