



TURNER SCHOOL OF CONSTRUCTION MANAGEMENT

GREATER ATLANTA, GA

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

2018 TSCM THE URBAN LEAGUE OF GREATER ATLANTA

This year, the Turner School of Construction Management will be hosted by the Urban League of Greater Atlanta, an organization focused on preparing the workforce for careers in the 21st century and the new economy; raising the graduation rate among metro Atlanta students and preparing youth for college and careers; homeownership and wealth creation; entrepreneurship and small business growth; sustainable communities; and serving as an advocate for education, civic engagement, economic development, and a voice for the underserved in our community.

6-WEEK PROGRAM **TURNER CONSTRUCTION**
MEETS EVERY THURSDAY **COMPANY**
COURSES RUN THURSDAY, **3495 PIEDMONT RD NE**
APRIL 5 - MAY 17 **BUILDING 11, SUITE 700**
FROM 6:00 - 8:30 PM **ATLANTA, GA 30305**

FOR MORE INFORMATION PLEASE VISIT THE CLASS WEBSITE

<http://www.tscmatlanta.com/>

REQUIREMENTS

- > **CURRENTLY IN BUSINESS FOR AT LEAST 3 YEARS**
- > **CONSTRUCTION ORIENTED FIRMS**
- > **MUST BE A LOCAL, MINORITY-OWNED, WOMEN-OWNED, DISABLED VETERANS, OR SMALL EMERGING BUSINESS**

TO REGISTER PLEASE SELECT THE LINK BELOW:

- > <https://www.surveymonkey.com/r/tscmatl>



2018 CLASS SCHEDULE



In an effort to promote MWDBE'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. The classes include 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 our course work schedule.

2018 CLASS SCHEDULE

> KICK OFF RECEPTION / BUSINESS COACHING MARC PARHAM, URBAN LEAGUE APRIL 5

This session provides general information regarding business plan updating including focusing on market segments, setting targets for market share, financial projections, and supporting the organization's mission statement. Participants will create a business plan updating strategy for their company.

> SCHEDULING TRIP GUILBERT, TURNER CONSTRUCTION APRIL 26

Why schedule? Where do we get all the information required to make a schedule? How do you put all this together? These questions and others you may have will be answered in our interactive scheduling session. The application, preparation, and utilization of schedules are also addressed and we will develop an actual schedule from information on a simulated building project.

> ESTIMATING / BIDDING BRIAN CHEEK, TURNER CONSTRUCTION APRIL 12

This session focuses on the estimating, bidding and buy-out of a project and the tools, strategies and procedures involved as well as potential pitfalls. The first half will focus on Estimating and Purchasing concepts, strategies and tools as well as the importance of subcontractor relations and how to maximize value on the project. In the second half we will run a bid day simulation where we will request, receive, and evaluate supplier quotes and perform a detailed scope analysis.

> COST TRACKING & CASH FLOW SARAH HARTLEY, TURNER CONSTRUCTION MAY 3

The Cost Tracking and Cash Flow course focuses on how to set up a cost report, manage your budget (value of your contract), manage your actual costs (actual labor, material, and equipment), and how to compare them to determine your profits. We will review cash flow analysis to help you understand sooner if you're billing enough each month and if you're making money.

> BUILDING INFORMATION MODELING (BIM) DAVID GOMEZ, TURNER CONSTRUCTION APRIL 19

A discussion on how Building Information Modeling (BIM) has changed the overall construction industry by introducing new technological advances.

> PROCUREMENT DAN CASSIDY, TURNER CONSTRUCTION MAY 10 MARC PARHAM, URBAN LEAGUE

Turner and the Urban League of Atlanta will discuss how to navigate through the procurement process and how to position your company to take advantage of current project opportunities.

> GRADUATION RECEPTION MAY 17



Turner Community & Citizenship



Urban League of
Greater Atlanta

Turner