

TURNER SCHOOL

OF CONSTRUCTION MANAGEMENT | Houston, Texas

PROGRAM BACKGROUND

The **FREE** Turner School of Construction Management (TSCM) for Small, Disadvantaged, Minority-Owned, Woman-Owned, and Veteran-Owned Businesses is one of the most prestigious education and community outreach programs in the commercial construction industry. Initiated in 1969, the program has become an opportunity for firms to improve their economic viability by enhancing their managerial, technical and administrative skills, as well as developing strategic business relationships throughout the industry. Today, the Turner School is offered in more than 30 of Turner's offices nationwide.

THE TSCM ADVANTAGE

Attending the Turner School of Construction Management provides an opportunity to:

- > Develop a relationship with Turner and learn how to do business with a larger general contractor.
- > Meet other certified businesses that have similar experiences.
- > Develop a relationship with the partners of the Turner School.
- > Learn how to make your company more visible to larger contractors to be more competitive for winning subcontracts.
- > Enhance your managerial, technical and administrative expertise.

WHEN 8-SESSION PROGRAM

Beginning September 28, 2021 and meeting every Tuesday for eight weeks.

From 5:30 p.m.-7:30 p.m.

WHERE

Houston Community College
More details to be provided once accepted into the class.

REQUIREMENTS

- > Currently in business for a minimum of 3 years
- > Construction-oriented firm
- > Must be certified as one of the following: Minority, Woman, Veteran, LGBTQ, Persons with Disabilities, or Disadvantaged Business Enterprise; All Federal Certifications
- > Must commit to attend at least six of the first seven sessions

APPLICATION

Spots are limited based upon meeting requirements and approval of application. Only two individuals from each firm are permitted per year.

To apply visit

<https://bit.ly/TSCM2021>

The logo for Turner, featuring the word "Turner" in a bold, white, sans-serif font with a blue outline, set against a dark blue background.

2021 CLASS SCHEDULE

To promote 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 program has helped attendees enhance business acumen, build networks, establish successful joint ventures to win contracts with Turner and other industry leaders, as well as form long-term business relationships.

COURSE 1 | TUESDAY, SEPTEMBER 28TH

Kickoff & Safety

TAUGHT BY TURNER

Topics include the importance of safety awareness, business-side and project-side issues, and resources such as checklists and sample safety programs.

COURSE 2 | TUESDAY, OCTOBER 5TH

Business Development/Marketing

TAUGHT BY TURNER

Fundamental concepts of business development, including tools to measure projects to determine if they are worth pursuing, accurately identifying and tracking potential projects, and marketing your firm.

COURSE 3 | TUESDAY, OCTOBER 12TH

Accounting, Insurance, & Bonding

TAUGHT BY TURNER

Major components of a financial statement. Also, job costing, cash flow, change order management, and claims. Ways to obtain working capital to run your business. Working capital (typical and atypical), invoicing and the importance of collecting receivables as quickly and efficiently as possible. The bonding segment will be taught by Turner Surety and Insurance Brokerage.

COURSE 4 | TUESDAY, OCTOBER 19TH

Project Delivery Systems & Contract Risk Management

TAUGHT BY TURNER

Brief review of commonly used contract forms. Issues related to contract risk management, such as: use of attorneys, avoiding litigation, and litigation management.

COURSE 5 | TUESDAY, OCTOBER 26TH

Bidding, Estimating & Procurement (Part 1)

PRESENTED BY TURNER

This class will touch on the best ways to estimate using products and services and the importance of creating your historical data for your business. It will also cover how estimating flows over into the bidding and procurement process.

COURSE 6 | TUESDAY, NOVEMBER 2ND

Bidding, Estimating & Procurement (Part 2)

PRESENTED BY TURNER

This class covers the basic concepts of procurement. Discussions will focus on best practices, what GC's look for when selecting trade partners, and relationship building.

COURSE 7 | TUESDAY, NOVEMBER 9TH

Scheduling, Field Operations (Lean)

PRESENTED BY TURNER

This class takes a high-level overview of the field operations and safety and lean process. The class will focus on project-side issues such as preparing for project start, job management, job review meetings, record keeping, RFI & Submittals, and project closeout.

COURSE 8 | TUESDAY, NOVEMBER 16TH

Graduation

FACILITATED BY TURNER

During this class, we will present participants with Certificates of Completion. In addition to the graduation, this session will allow participants to ask questions to community leaders on how to do business with their corporations.

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