TURNER SCHOOL

OF CONSTRUCTION MANAGEMENT | Memphis, Tennessee

PROGRAM BACKGROUND

The **FREE** Turner School of Construction Management (TSCM) for Small, Disadvantaged, Minority-Owned, Women-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 develop 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
- Develop a relationship with the partners of the Turner School
- Enhance your managerial, technical and administrative expertise
- Meet other M/WBE's that have similar experiences
- Learn how to make your company more visible to larger contractors in order to be more competitive for winning subcontracts

WHEN

5-SESSION PROGRAM

Beginning September 9th, meets every Wednesday in September, as well as one Friday session on September 25th

From 11:30am - 1:00pm

WHERE

This year's class will be virtual. Details on the virtual platform will be sent once accepted into the class.

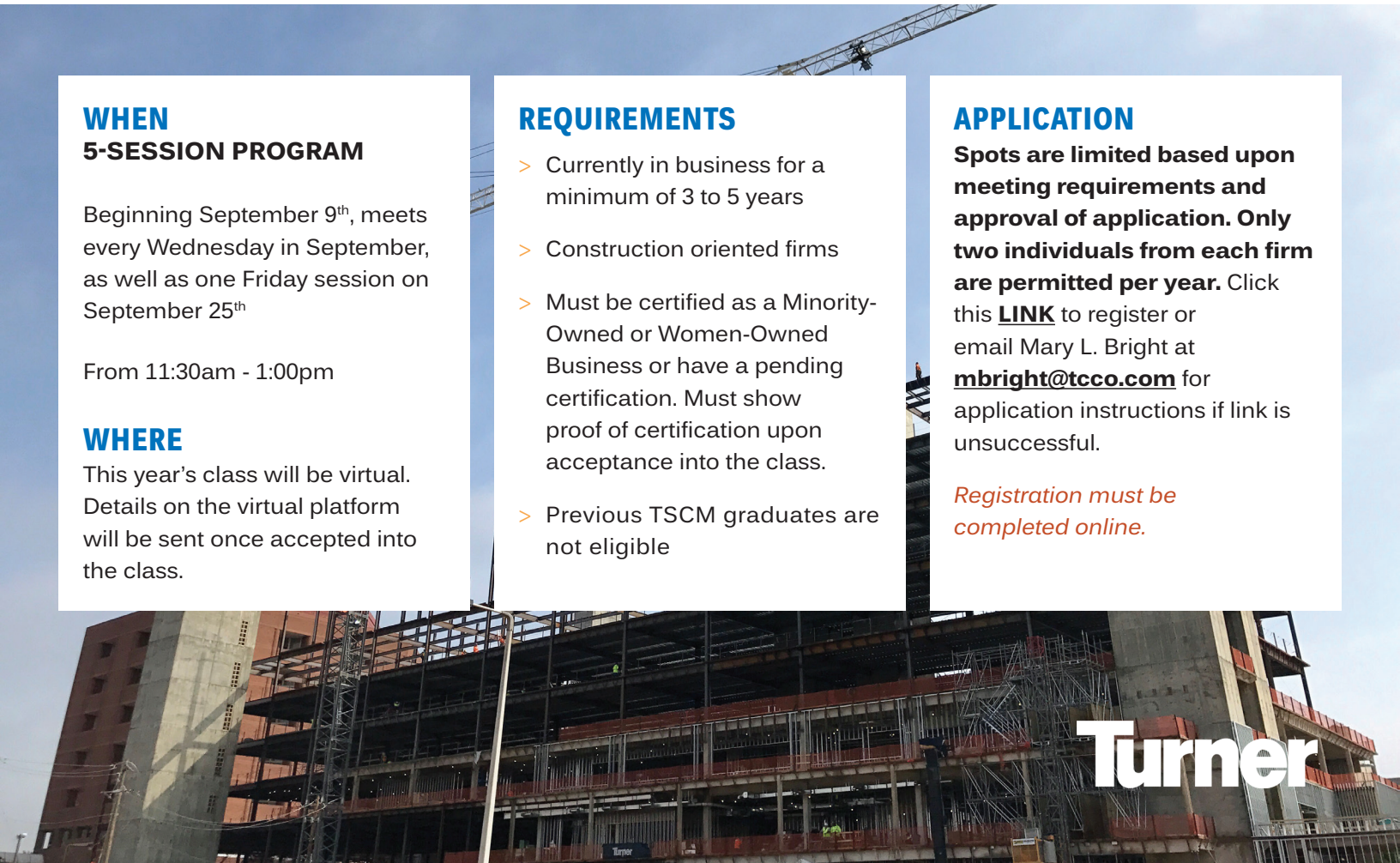
REQUIREMENTS

- Currently in business for a minimum of 3 to 5 years
- Construction oriented firms
- Must be certified as a Minority-Owned or Women-Owned Business or have a pending certification. Must show proof of certification upon acceptance into the class.
- Previous TSCM graduates are not eligible

APPLICATION

Spots are limited based upon meeting requirements and approval of application. Only two individuals from each firm are permitted per year. Click this **LINK** to register or email Mary L. Bright at **mbright@tcco.com** for application instructions if link is unsuccessful.

Registration must be completed online.



2020 CLASS SCHEDULE

In an effort to promote M/WBEs 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.

SESSION 1 | WEDNESDAY, SEPTEMBER 9TH

Program Overview, Key Business Team Players, and Marketing & Business Development: A Pivot on Your Business Strategy

TAUGHT BY TURNER

This class gives an overview of the history of the Turner Construction Management class and why this course is of importance to Turner within the communities where we build and live. The class will then highlight some of the Key Team Players that should be a part of your business team to help in the success of your business. Lastly, our team will share Marketing and Business Development strategies that should be incorporated as you move your business through a COVID-19 environment.

SESSION 2 | WEDNESDAY, SEPTEMBER 16TH

Key Business Team Players That Should Be a Part of Your Business

TAUGHT BY TURNER AND COMMUNITY PARTNERS

This class covers the Key Team Players that should be a part of your company team in order to successfully run your business. Some of the Key Team Players include a lawyer, a banker, an insurance/bonding agent, and an accountant. We will discuss the characteristics you should look for when choosing these professionals. These Key Team Players will share insights that will make your business more viable, especially in our current COVID-19 environment.

SESSION 3 | WEDNESDAY, SEPTEMBER 23RD

Estimating, Bidding, and Procurement

TAUGHT BY TURNER

This class gives a high level overview of estimating and why estimating is important to the success of your business. It will touch on the best ways to estimate using products and services and the importance of creating your historical data for your business. In addition, this class with touch on how estimating flows over into the bidding and procurement process. The Turner team will share how we approach these items while making the subject matter relatable to your company.

SESSION 4 | FRIDAY, SEPTEMBER 25TH

Scheduling, Field Operations, Safety, and Lean Processes

TAUGHT BY TURNER

This class takes a high level overview of the scheduling process, field operations, and safety and lean process. The class will be taught from the prospective of how our Turner team accomplishes these task while at the same time making the presentation relatable to your company model. The class will also focus on project-side issues such a preparing for project start, job management, job review meetings, record keeping, relationships, and project closeout.

SESSION 5 | WEDNESDAY, SEPTEMBER 30TH

TSCM Graduation and Presentation of Community Partner Opportunities

PRESENTED BY TURNER AND COMMUNITY PARTNERS

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. Lastly, there will be a presentation of upcoming community projects and networking opportunities.

Turner

Turner believes it is our responsibility to go beyond the business of "bricks and mortar".

In an effort to promote minority and women business enterprises, Turner developed and implemented a construction management training program in 1969. Now available to Minority, Women, Small, Disadvantaged, Veteran, and other Emerging Business Enterprises, the program is offered in more than 30 cities and has more than 30,000 graduates nationwide.

Individuals enrolled in the program gain insights and meaningful tools that help them target their business for quality and growth, while at the same time, developing new, strategic business relationships.

Traditionally, the curriculum not only teaches the basics of construction management, but places an emphasis on the practical aspects of these skills for small businesses. This year's class will focus on topics that ensure that your business remains viable in a COVID-19 environment.

Each course is taught by professional Turner staff and, where applicable, augmented by industry partners to dive deeper into topics such as bonding, accounting, and contract law, to name a few. The Turner School has helped attendees win progressively larger contacts, understand what it takes to work for Turner and other large GC/CM firms, and helped build networks which have lead to more than 400 joint venture or associate partnerships.



"Participating in the Turner School of Construction Management was pivotal in my team's ability to grasp the overarching concepts of the construction industry. The class allowed my team to become more effective in our daily operations...the Advanced TSCM afforded my team the opportunity to have an one on one connection with project managers...this connection enables trade partners to have a more accurate and successful chance of competing for future work opportunities"

- Briggette Green, President & CEO
TopCat Masonry Contractors, LLC, Memphis, TN

"Turner School of Construction Management offered me a broad view of systems and processes into the construction world that has been built by years of experience and expertise. Having the opportunity to participate in the class was exciting as we are continually striving to grow, to achieve goals, and to fulfil dreams to compete in the ever evolving construction industry."

- Carlo Foster, President
C. Foster Construction Company, Inc., Memphis, TN

"Many talk the talk when they are up for a bid with a client that values economic empowerment and diversity, Turner does the real work through initiatives like their construction school and mentor programs when no bid is on the line and no one is necessarily noticing. That's when you know it's real."

- Scott Syphax, President
Nehemiah Corporation, Sacramento, CA

30,000+ GRADUATES
NATIONWIDE