

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

2015 TSCM AT

URBAN LEAGUE OF CENTRAL CAROLINAS

This year, the Turner School of Construction Management will be hosted by the Urban League of Central Carolinas. The Urban League's mission is to empower the community to attain financial stability and social justice in a global economy through education, training and placement.

**FREE 8-WEEK PROGRAM
MEETS EVERY TUESDAY
COURSES RUN TUESDAY, MARCH 10 - APRIL 28
FROM 6:00 - 8:00 PM**

**URBAN LEAGUE OF CENTRAL CAROLINAS
740 WEST 5TH STREET
CHARLOTTE, NC 28202**

Free Parking

REQUIREMENTS

- > **MUST BE ABLE TO ATTEND ALL CLASSES**

**To register please visit the class website
<http://turnerschoolcharlotte.eventbrite.com>**

Turner





2015 CLASS SCHEDULE



In an effort to promote MWBE's/HUBs 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.

2015 CLASS SCHEDULE

> **KICKOFF RECEPTION, & COURSE OVERVIEW**

VARIOUS GUEST SPEAKERS & GUESTS **MARCH 10**

Introduction of Turner Construction and the Urban League of Central Carolinas. Information and history of the Turner School of Construction Management and an overview of the course curriculum.

Opening Remarks by Dr. Patrick Graham, President and CEO Urban League Central Carolinas and Mark Dent, Vice President & General Manager of Turner Construction Company

> **CONSTRUCTION & THE LAW** **MARCH 17**

TAUGHT BY JOHN GIANNINI OF TURNER CONSTRUCTION

This class discusses frequently asked questions, frequently encountered problems, and frequently made mistakes that entangle contractors in the morass of the law. Topics discussed will include: Contracts – Basic Structure and Terms, Time, Changes, and Claims, Trying to Get Paid, Different Types of Project Delivery (and Implications,) Insurance – What Does it Cover? and Beyond the Project – Business Risks to Consider.

PROJECT DELIVERY SYSTEMS & CONTRACT RISK **MARCH 24**

MANAGEMENT TAUGHT BY KEVIN JENKINS OF TURNER

This class introduces the concept of project delivery systems and five commonly used project delivery systems: lump sum, cost plus a fee, construction management, design-build, and program management. It also provides a brief review of the commonly used contract forms. In addition, this class addresses the issues that relate to contract risk management such as the use of attorneys, avoiding litigation, and litigation management.

TAUGHT BY LEE CRUMP OF TURNER

> **BANKING & ACCOUNTING**

Addresses the accounting and banking issues for construction contractors. It first reviews the major components of a financial statement. Then it discusses job costing and the main concepts associated with job costing. Finally, it addresses the issues of cash flow, change order management, and claims.

MARKETING **APRIL 7**

TAUGHT BY JASON SPARKS OF TURNER

This class presents factors to consider when branding your business. Topics include marketing materials, key aspects to proposal responses, data management, public relations and teaming with other firms on sales pursuits.

> **BIDDING, ESTIMATING & PROCUREMENT** **APRIL 14**

TAUGHT BY MICHAEL NEWMAN OF TURNER

This class introduces the basic concepts of estimating and procurement. It provides a detailed discussion of the bidding process, including the bidding process from the GC to the client in order to get the work and the bidding process from the subcontractors to the GC in order to select the subcontractors

SCHEDULING **APRIL 21**

TAUGHT BY ALLISON CROSS OF TURNER

This class first provides an overview of scheduling and why it is important. It then introduces you to the two most commonly used construction schedules: the area schedules and the look-ahead schedule. Finally, it introduces the scheduling process and reviews in detail the seven steps of the process

> **GRADUATION** **APRIL 28**

URBAN LEAGUE OF CENTRAL CAROLINAS