

ADVANCED TURNER SCHOOL OF CONSTRUCTION MANAGEMENT | Memphis, Tennessee

PROGRAM BACKGROUND

For the first time in the Memphis market, Turner Construction is offering an Advanced Class of Turner School of Construction Management. As one of the most prestigious education and community outreach programs in the commercial construction industry, the class is intended for Small, Disadvantaged, Minority-Owned, Women-Owned, and Veteran-Owned Businesses who have previously graduated from one of our previously hosted Turner Schools of Construction Management. The focus of the Advanced class is different in that we will take a deep dive into a subject matter that will allow participants to gain a greater understanding of the subject matter being taught.

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
- > Enhance your managerial, technical and administrative expertise in a certain subject matter
- > Develop a relationship with the partners of the Turner School
- > Learn how to make your company more visible to larger contractors in order to be more competitive for winning subcontracts
- > Meet other M/WBEs that have similar experiences
- > Gain access to Turner's Online University for additional training material

WHEN

6-WEEK PROGRAM

MEETS EVERY THURSDAY—SEPTEMBER 19 - OCTOBER 31, 2019

*NO CLASS ON OCTOBER 17, 2019

FROM 3:00 PM - 5:30 PM

WHERE

This year, the Advanced School of Construction Management will be held at:

The National Civil Rights Museum | 450 Mulberry St. | Memphis, TN 38103

REQUIREMENTS

- > Previous graduate of Turner School of Construction Management
- > Construction-oriented firms preferred
- > Must be certified as a Minority-Owned or Women-Owned Business or currently in a pending status (Must bring proof of pending certification to first class to continue the six-week session)

APPLICATION

Seating is limited to the first 30 applicants meeting the course requirements. Only two individuals permitted per firm. Click this [LINK](#) to register or email Kerri JEU at kjeu@tcco.com for application instruction if link is unsuccessful. Registration must be completed online.

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



ESTIMATING:

2019 CLASS SCHEDULE

In an effort to promote M/WBEs and expand the opportunities available to growing businesses, we have developed the following advanced construction management training program. The advanced class in Estimating is taught by Turner staff and select industry partners. The program helps 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.

CLASS 1

This class covers the basic components of Estimating and why it is important. Included in this session are discussions on the Primary Areas of Estimating- Qualification and Unit Pricing, Basic Geometry for Estimating, and Estimating Areas.

CLASS 2

This session will share with the class the difference between Drawings versus Spec Reading and what you need to successfully complete a Quantity Take Off.

CLASS 3

This class will expound on the first class's discussion of Unit Pricing. This session will look at what makes up the unit price and what External Factors should be considered when calculating Unit Pricing.

CLASS 4

This class will continue the discussion on Unit Pricing and introduce the topic of Estimate Formatting. During this session, the class will also learn the importance of Risk Mitigation, Clarifications/Assumptions, and Detail/No Detail.

CLASS 5

This class will shine the light on any of the subjects taught in any of the previous classes. We will continue the discussion on Estimate Formatting and Clarification, as well as, Unit Pricing, Quantity Take-Off, Drawing versus Specs, Estimating Areas, and Quantification.

CLASS 6

This class is Graduation! Each participant will receive a Certificate of Completion for the Advanced Turner School of Construction Management.

ADVANCED TURNER SCHOOL OF CONSTRUCTION MANAGEMENT

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, the firm 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.

The curriculum not only teaches the basics of construction management, but places an emphasis on the practical aspects of these skills for small businesses.

The Advanced Class of Turner School of Construction Management is intended to give participants an in depth understanding of subject matter that will allow the participants to become more lean and more competitive in daily processes. The Turner School has helped attendees win progressively larger contracts, 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.

“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

“The Turner program felt like a bridge between theory and practice. The class size allowed for a lot of dialogue; and this happened freely between the student and instructor and sometimes among students. It meant a lot to be able to ask the Turner management personnel direct questions. It was useful to hear about real situations. And the handouts were priceless.”

- Cynthia Gardner, President
HG Metals, Indianapolis, IN

“Because of the extensive examination by your instructors during the estimating and bidding class, I won my first major contract of \$820k using the techniques that I was taught during that presentation. So guys, thank you.”

- Roland Richard Lattimore
Roland L&L Enterprises, LLC, Seattle, WA

“I’d like to commend you and your team for the quality and caliber of each seminar. I have participated in similar course offerings, and none were run with this level of care and professionalism.”

- Ann Hauer, Project Manager
DiGiorgio Contracting, Oakland, CA