

Dear Construction Contractor/Supplier:

Turner Construction will be offering Building Your Future: Turner's School of Construction Management Training Program.

This program is designed to prepare small, minority and women-owned contractors for contract procurement opportunities in New Jersey.

The six-week program curriculum will cover such topics as: Fundamentals of Estimating, Practices and Procedures of Purchasing, Financial Management and Accounting Principles, Bonding and Insurance, OSHA Requirements and Construction Safety, Marketing Concepts and Strategies and much, much more.

In order to attend, businesses must have at least three years of construction or construction-related experience. There is no registration fee. Graduates of the program will receive a Certificate upon Completion.

If you have any question about this event, please contact:
Dexter Hendricks, Community Affairs Director, P: 732-627-8314 /E: dhendricks@tcco.com

Please complete and fax the form below to (732) 627-8366 and save your spot in the upcoming class.

Name(s)

Company

Tax ID #

Address:

Address:

City State Zip

Telephone: _____ Fax: _____

E-Mail Address

Construction Specialty(ies): _____

SCHOOL of CONSTRUCTION MANAGEMENT



Turner
Building the Future

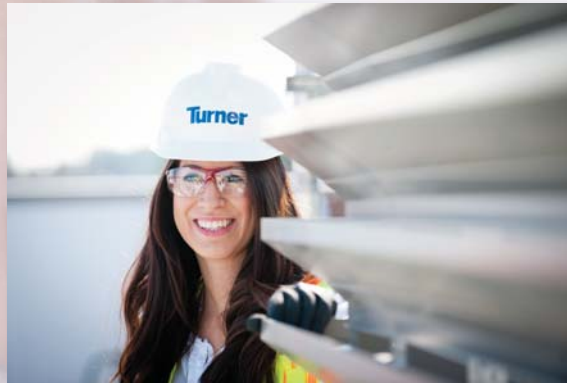


The Turner School of Construction Management is the oldest community outreach program in Turner's history. It was initiated in 1969, one year after our Affirmative Action Department was created. It soon became an opportunity to develop strategic business relationships with minority and women-owned firms.

The program started in the Cleveland office and was such a success that it has become an annual program held throughout the company. Today, the program is offered in more than 30 Turner business units.

Typically, classes are held one or two evenings per week and the program lasts from 6 to 10 weeks. Class subjects may differ from one business unit to another. Following is an example of one program:

- Refining Your Business Plan for Continued Growth
- Effective Marketing Strategies to Increase Your Business
- Managing Stress for Business Success
- Scheduling Concepts and Applications
- Safety—The Bottom Line
- Construction Law
- Measuring Your Performance
- Banking in Today's Economy
- Estimating: The True Value
- Risk Management
- Pre-Construction: The Important Perspectives
- Strategies of Financial Management
- Daily Operations
- Reading Blueprints and Specifications
- How to Win Bids, Perform and Get Paid
- Bonding & Insurance



The advantages of implementing annually The Turner School of Construction Management are numerous.

- It gives us the opportunity to meet new M/WBEs
- It provides a valuable service to the M/WBE community
- It enables us to develop new partnerships and increase our goal achievement
- It allows us to share those partnerships with our co-sponsors (public & private sectors)
- It enhances the managerial, technical and administrative skills of M/WBEs
- It creates a greater talent pool from which to recruit
- It enhances Turner's image in the community
- It provides an opportunity to choose co-sponsors (current or potential clients) with whom we can build closer relationships

Guidelines:

- Each program is offered to minority, women, disadvantaged and/or small business enterprises
- The company's preference is that the program is offered annually in each business unit
- Each program begins with a "kick off" reception and ends with a graduation ceremony



Facts:

1969 – 1st Class at CWRU
(Case Western Reserve University)

1980 – Nationwide training
began in 70 cities around
the country

30,000+ businesses have
taken the training

400+ joint ventures/
associations created

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