

The 2016 Basics Program for Small, Minority, and Women-owned Construction Businesses in Bexar County



Session One: Elements of Running a Successful Construction Business and Developing a Business Plan

Instructor: Rene Garcia,
Zachry Construction Corporation



Management vs. Leadership

Management is task, production, controls, processes and procedural focused
Focused on the bottom-line.

Leadership is people, culture, environment and motivationally focused
Focused on the "other" bottom-line.

Elements of a Successful Business

1080610806

ene
arcia
Real Estate



Title: 10 Year Basic Program
Understand what makes a business
successful
Production Business Plan
Management
Objectives

1080610806


TEXAS
CONSTRUCTION CAREERS



Session Two: Understanding Contracts

**Instructor: Adam Ritchie,
Coats Rose, P.C.**



Session Three:
Liens: How to Get Paid

**Instructor: Jonathan Schlueter,
Zachry Construction Corporation**









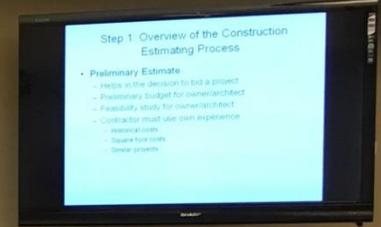




Session Four: Bidding & Estimating

**Instructor: Don Watson,
Watson Nunnelly, LLC.**











Step 1: Overview of the Construction Estimating Process

- Preliminary Estimate
 - Review of the Request for Proposal
 - Preliminary Budget for construction
 - Feasibility Study for construction
 - Construction Method for construction
 - Material take-off
 - Labor take-off
 - Waste analysis

Don Watson
Regional Director

7
CONTRACT



Session Five: Project Scheduling

Instructor: Albert Gutierrez, Jr.,
Guido Construction







Dina M...
General M...
[Logos]

Session Six: Project Management

Instructor: Doug Dorsey,
Bartlett Cocke General Contractors



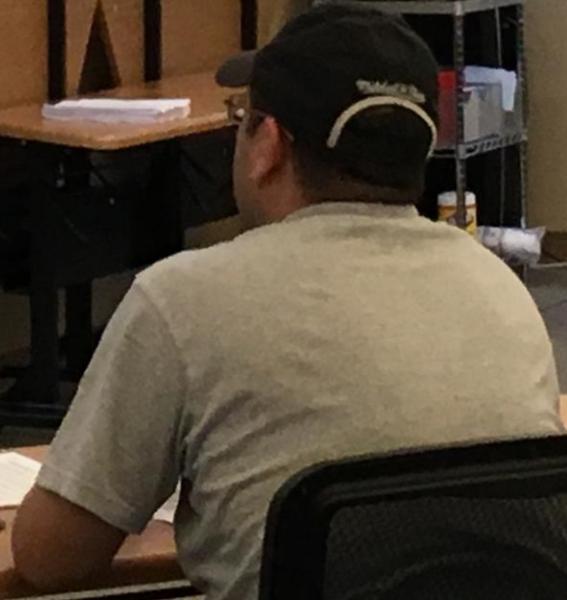
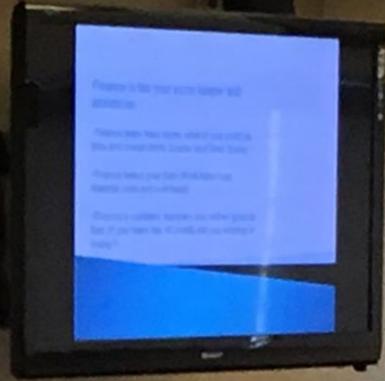
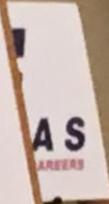
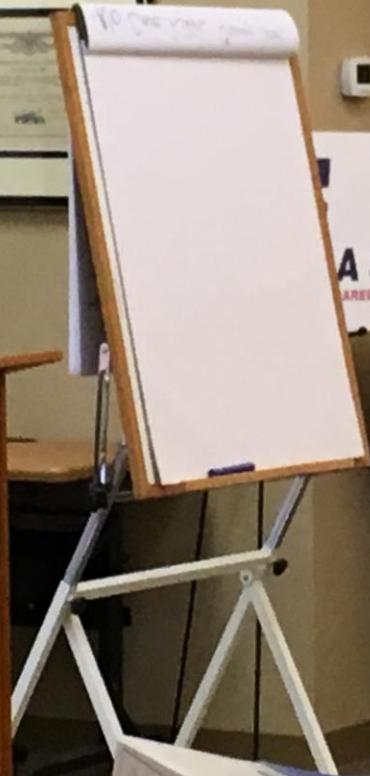
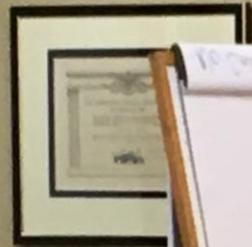
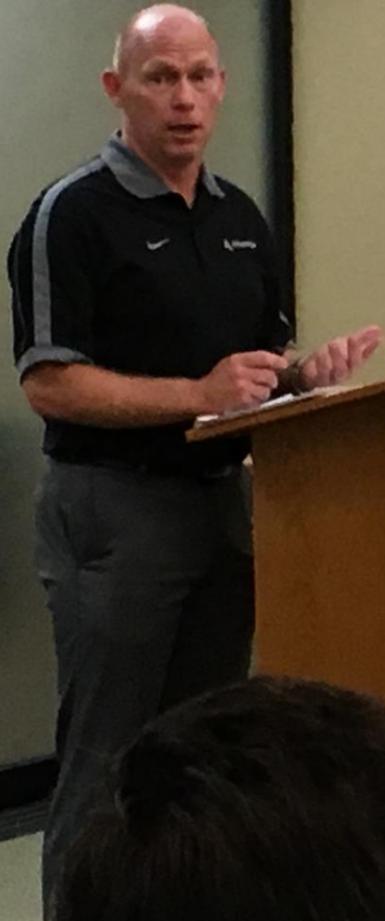




Session Seven: Financial Management and Job Costing

Instructor: Chris Thiel,
CFO, Alterman, Inc





Session Eight: Safety & Health

Instructor: TJ Farmer
Alterman, Inc.



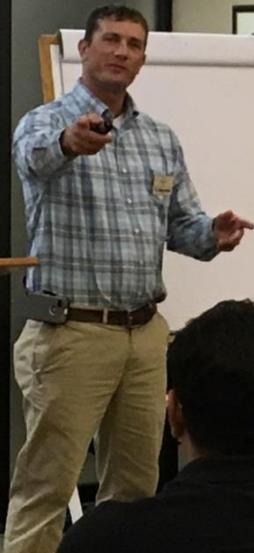


Keys To A Successful Program

Management Commitment: Are you really committed?

Workable Analysis and Hazard Prevention/Control: Is a Job Hazard Analysis, Site Specific Hazard Plan. Ask "what are the hazards? What are the controls?"

Written Program: Written so it can be understood? Treated as a "living document?" Does it have teeth?





Keys To A Successful Program

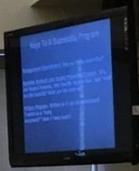
Management Commitment: Are you really committed?

Written Analysis and Incentive Programs/Contract: It's not Howard Andrew, the Special Forces paratrooper. Ask "what are the hazards?" What are the controls?

Written Program: Written so it can be understood?

Presented as a "Team Management?" Don't it have teeth?





Session Nine: Insurance and Bonds

Instructor: Maryanna Christensen,

Catto & Catto, LLP;

Paul Poettgen,

HCDDT Insurance Agency





**Paul
Poettgen**
HCDT Insurance
Agency, Inc.

**Maryanna
Christensen**
HCDT Insurance
Agency, Inc.



Session Ten: Marketing and Business Development

Instructors: Joe Irizarry

Raba Kistner











Joel Gutierrez
M.C. Cárdenas, Inc.

Barbara Alfaro
M.C. Cárdenas, Inc.