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 "stickiest" bottom-line.

Elements of a Successful Business
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.
Session Five: Project Scheduling

Instructor: Albert Gutierrez, Jr.,
Guido Construction
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.
Session Nine: Insurance and Bonds

Instructor: Maryanna Christensen, Catto & Catto, LLP;
Paul Poettgen, HCDT Insurance Agency
Session Ten: Marketing and Business Development

Instructors: Joe Irizarry
Raba Kistner