



minority contractor development PROGRAM

**committed
to diversity.**

minority contractor development program

JE Dunn has a longstanding commitment to helping minority-owned and women-owned businesses succeed. **The Minority Contractor Development (MCD) Program** is a series of classes and activities designed to educate and equip minority and women contractors for success, help grow their businesses, and launch a partnership with JE Dunn. Classes and activities are largely facilitated by JE Dunn staff, with a focus on business and leadership skills needed to compete in the construction industry.

The program has helped M/WBE companies achieve success since its first graduating class in 2006. The program is free of charge for participants who are selected through an application and interview process. Participants must proactively complete the pre-qualification process, with support from JE Dunn personnel during the program, to achieve pre-qualification status prior to graduation.

program curriculum

session 1

sales & marketing

Finding the right opportunities

human resources

Recruiting and retaining talented people

session 2

competition

How to survive in today's competitive marketplace

mock bid

What happens on bid day, how to plan for bid day, and scope review

session 3

leadership

Preconstruction, construction, and post construction - who does what?

project documentation & closeout

Contracts, submittals, correspondence, PRs, OCRs, RFIs, ASIs, CCDs, etc.
No lingering issues, final billings, punchlist and warranties

session 4

time management

Organizing various tasks

project scheduling

Your schedule vs. the project schedule, workforce, and potential delays

session 5

quality assurance | quality control

safety

Review manuals & EMR ratings

jobsite visit

construction technology

session 6

financials

Cost reviews and pay applications

risk management evaluation

Review of pre-qualification profile

session 7

principles of business excellence

Plan for revenue growth and succession planning

session 8

deep dive day

Participants have one hour with JE Dunn SMEs

meet the
diversity
team



benefits of the program



Exposes JE Dunn to talented business partners who have the potential to work on JE Dunn projects



Advances the general business skills of participants and builds capacity



Provides networking opportunities with JE Dunn professionals and other companies participating in the program



Enables pre-qualification of program graduates to work on JE Dunn projects



Promotes mentoring relationships between participants and JE Dunn team members



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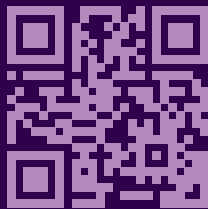
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committed
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