

# UPCOMING IN 2023 TRAINING & INFORMATION MEETINGS

**FREE TO ATTEND**

All Events held In-Person at the MMBC Continuum Office - 200 Jefferson Ave., Suite 1000, Memphis, TN 38103

**4/5**

## DBE Certification Advantages Webinar 10:00 AM - 11:30 AM

Are you DBE certified and wondering what to do with your certification? Are you using the NAICS codes that make sense for the work you can do? Obtaining your DBE certification is a great way to grow your business and increase your access to contract opportunities, but getting DBE certified is only the first step in your process to be eligible to win work. Join Denise and Tanisha as they talk about ways you can leverage your certification and your NAICS codes to better position your business for future opportunities.

Presenters: *Tanisha J. Hall, AICP, TDM-CP, Fairpointe Planning, CEO / TDOT DBE Supportive Services Outreach Leader*

*Denise Richardson, Director of Procurement and Business Diversity, WeGo Public Transit*

**4/19**

## How to Accurately Calculate Overhead, Markups & Profit 9:00 AM - 12:30 PM (In-Person and Virtual)

This workshop will discuss how to accurately:

- Calculate Markup and Margins
- Calculate Overhead Rate
- Forecast and Budget

**Free to Register!**

Presented by: *Victor C. Tyler, P.E., Tyler Construction Engineers, PC., TDOT Supportive Services Consultant*

**4/26**

## Legal Considerations for Small Businesses Webinar 10:00 AM - 11:30 AM

The average small to medium-sized business does not have General Counsel on staff, and many do not have an attorney on retainer. If this describes you and your business, this session is for you. We are going to talk about contract terms you should understand, checking in on your business structure, your employees, cyber insurance and succession planning. This session, best described as "Legal Spring Cleaning for Your Business" will give you an opportunity to take stock of your current practices and review areas of your business that may need an update.

Presented by: *Ashley Gold, Schulman, LeRoy & Bennett, PC*

**5/31**

## Introduction to Estimating & Bidding Highway & Infrastructure Work for Subcontractors 9:00 PM - 4:00 PM (In-Person and Virtual)

**Invest Time to Get a Competitive Edge!**

*Sharpen your bid estimation skills to make a profit on your proposals and quotes.*

**Free to Register!**

Presented by: *Victor C. Tyler, P.E., Tyler Construction Engineers, PC., TDOT Supportive Services Consultant*