



Civil Rights Division
Small Business Development Program

DBE Supportive Services

Business Education & Mentoring

Supportive Services Program Manager & Consultant

TYLER
Construction Engineers, P.C.

Nashville, Tennessee

www.tylerengineers.com

1.888.385.9022



Civil Rights Division
Small Business Development Program

TDOT Supportive Services Consultant

www.tylerengineers.com/supportive-services

For Business and Technical Assistance contact:

Complete the online Intake Request Form at:

www.tylerengineers.com/intake-form

Email: dbe_supportive_services@tyler-engineers.com

Call: 615.469.5398 or 1.888.385.9022

TYLER
Construction Engineers, P.C.

Business & Technical Assistance Services:

TDOT DBE Supportive Services makes available **Subject Matter Experts** to assist certified TNUCP DBEs with the development of their businesses.

Subject Matter Experts in:

- Construction Estimating and Bidding
- General Business Counseling
- Business Development/ Strategic Marketing
- QuickBooks Accounting Assistance
- Financial Ratio Analysis
- Human Resources Compliance Assistance
- Indirect Cost Rate Schedules
- How to do business with TDOT



Consultants:

Victor C. Tyler, P.E., *Cost Estimating & Pricing /AEC Management Consultant*

Marshall Tabb, *Lead Accounting-Financial Management/Leadership Development*

Curtis Webb, *Strategic Marketing & Business Development Consultant*

Jay B. Mercer, E.A., *QuickBooks Pro-advisor / Small Business Tax Specialist*

Sandra T. Webb, *QuickBooks Pro-advisor Trainer / Certified Payroll Specialist*

Teresa C. Daniel, PHR, SHRM-CP, *Human Resource Consultant/ Leadership Coaching*

Fairpointe Planning, LLC, *Engagement and Outreach Consultant*

The 5-B's of Project Business

Small Contractors Can Maximize Their Profitability by Understanding the 5-Bs of Project-Based Companies



Managing The Profitable Business Webinar Series

~~Session 1: The 5 Bs of Project-based Business
Wednesday, October 11, 2023, 10 am (CT)~~

~~Session 2: Human Resource Compliance – PART I
Wednesday, October 18, 2023, 10 am (CT)~~

~~Session 3: Human Resource Compliance – PART II
Wednesday, October 25, 2023, 10 am (CT)~~

~~Session 4: How To Do Business With TDOT
Wednesday, November 1, 2023, 10 am (CT)~~

~~Session 5: Are You Bidding On The Right Projects?
Wednesday, November 8, 10 am (CT)~~

~~Session 6: Know Your Financial Pulse: It Could Save
Your Company's Life
Wednesday, November 15, 2023, 10 am (CT)~~

~~Session 7: How to Effectively Communicate, Coach And
Counsel Company Policies With Difficult Employees
Wednesday, November 22, 2023, 10 am (CT)~~

**Session 8 Financial Analysis & Capacity Building
Wednesday, November 29, 2023, 10 am (CT)**

**Session 9: Introduction to Job Cost Accounting Part I
Wednesday, December 6, 2023, 10 am (CT)**

**Session 10: Introduction to Job Cost Accounting Part II
Wednesday, December 13, 2023, 10 am (CT)**

**Session 11: Ask the Experts Roundtable
Wednesday, December 20, 2023, 10 am (CT)**



Civil Rights Division

Small Business Development Program

DBE Supportive Services

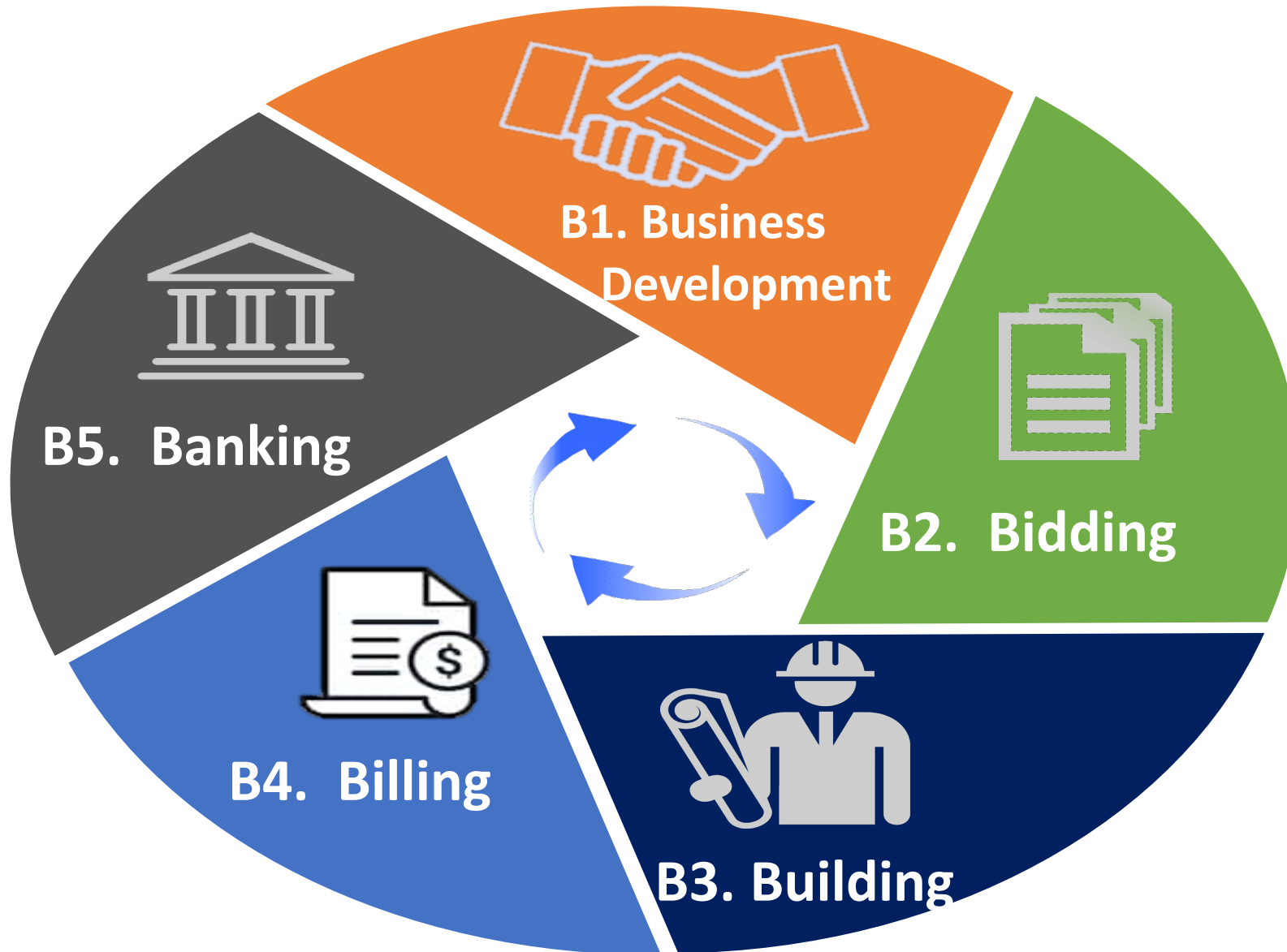
Presents

Managing The Profitable Business Webinar Series

Session 8 : Financial Analysis & Capacity Building

TYLER
Construction Engineers, P.C.

B-4 Billing/Contract Accounting



Money Talk: Growing Your Business the Smart Way

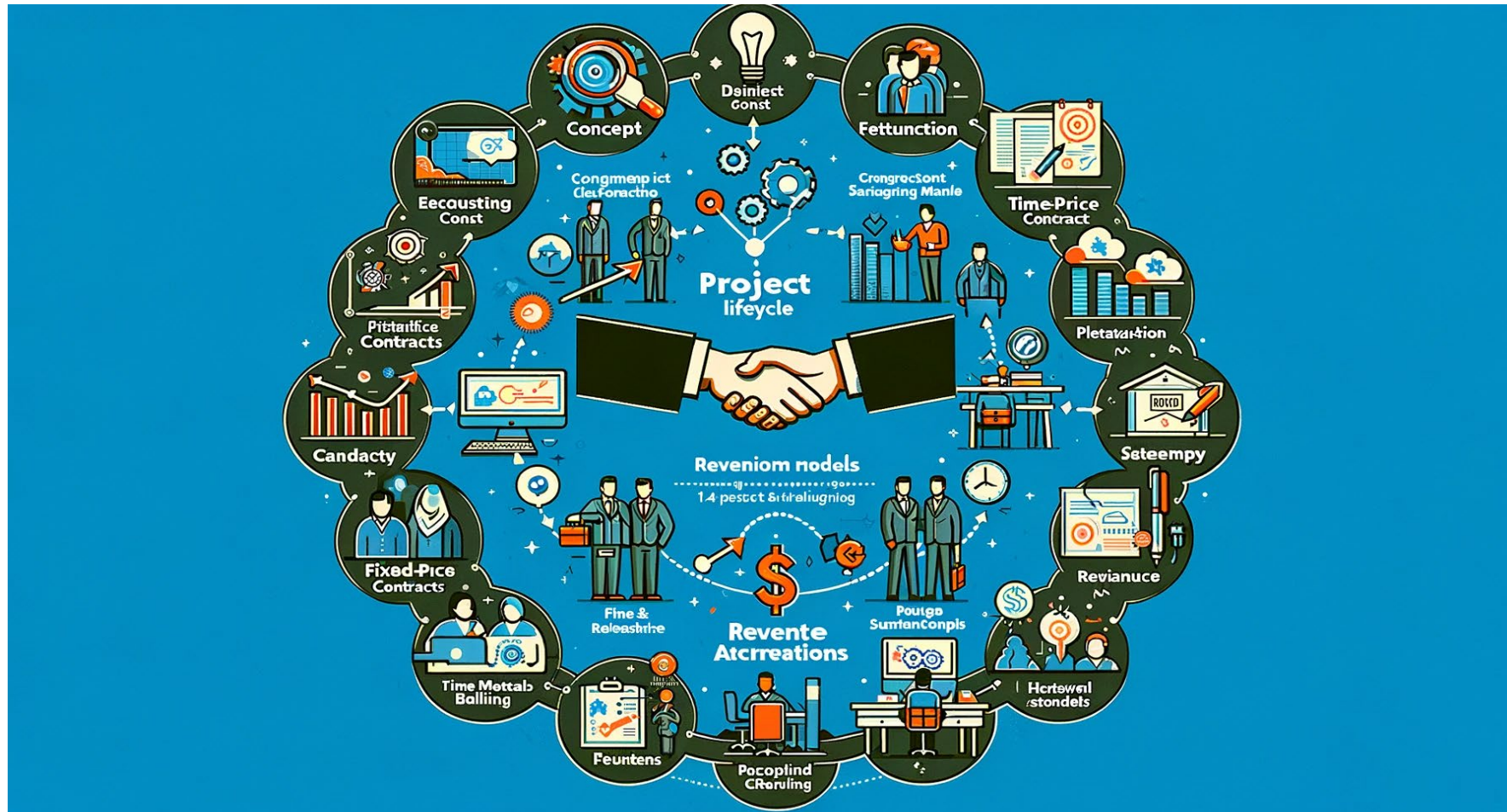


Financial Analysis & Capacity Building

- Understanding Project-Based Business
- Basics of Accounting
- Setting Up an Effective Accounting System
- Deciphering Financial Reports
- Capacity Building through Financial Analysis
- Actionable Steps



Understanding Project-Based Business Models



Understanding Project-Based Business Models

Project Profitability Assessment



Cash Flow Management



Understanding Project-Based Business Models

Resource Allocation and Efficiency



Strategic Decision Making

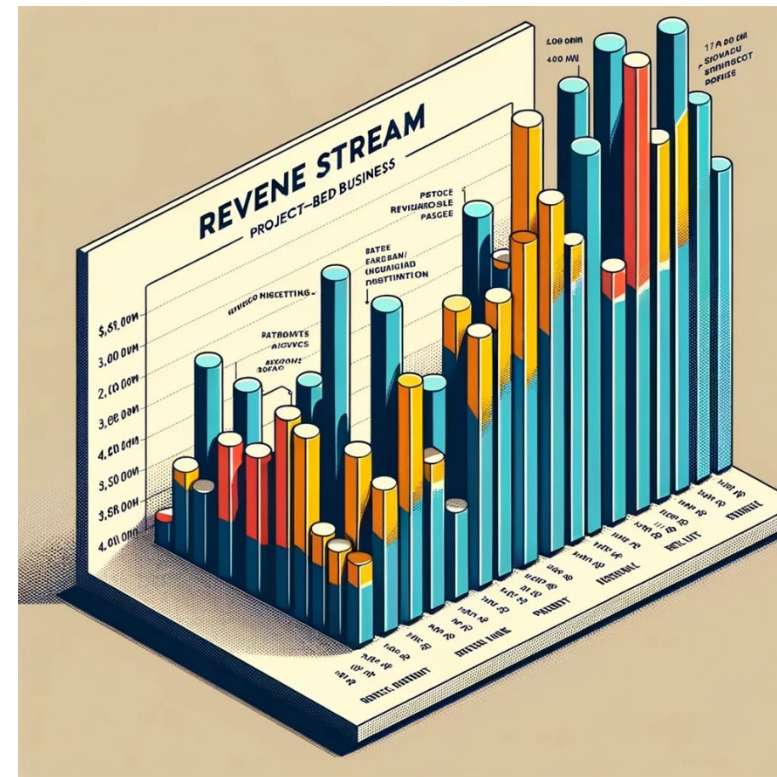


Unique Aspects of Project-Based Businesses

Project-Centered Operations

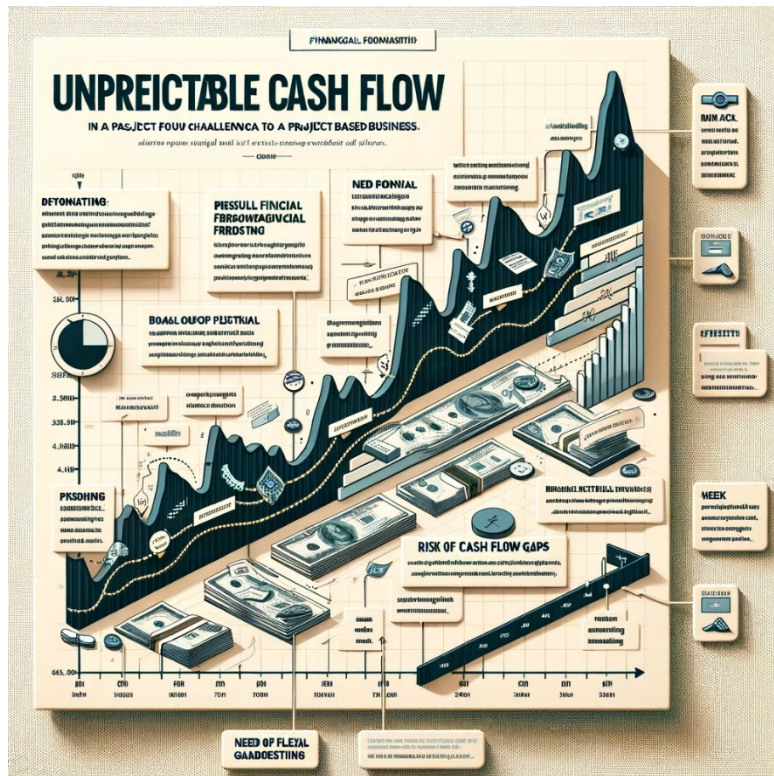


Revenue Streams



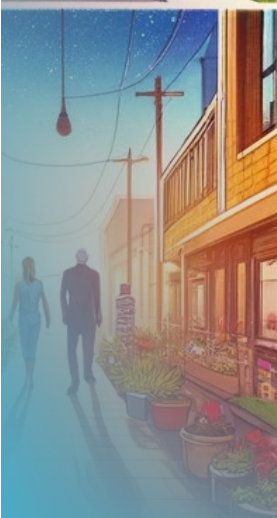
Common Financial and Operational Challenges

Fluctuating Cash Flows



Resource Management





Importance of Financial Analysis and Capacity Building in Project-based Businesses

- Project Profitability Assessment
- Cash Flow Management
- Resource Allocation and Efficiency
- Strategic Decision Making

Basic Accounting Principles



The Fundamental Accounting Equation (Assets = Liabilities + Equity)



Basic Accounting Principles

Cash Method



Accrual Method



CHART OF ACCOUNTS

Keeps your finances as straight as a plumb line



Setting Up an Effective Accounting System

Why an Accounting System?



Keeps Everything Organized



Choosing the Right Tools

Computerize



Tool Box



Regular Updates

Keep your accounting system updated



Training & Understanding

A Little Training Go A Long Way



Understanding Financial Reports



Understanding Financial Reports

INCOME STATEMENT



Understanding Financial Reports

BALANCE SHEET

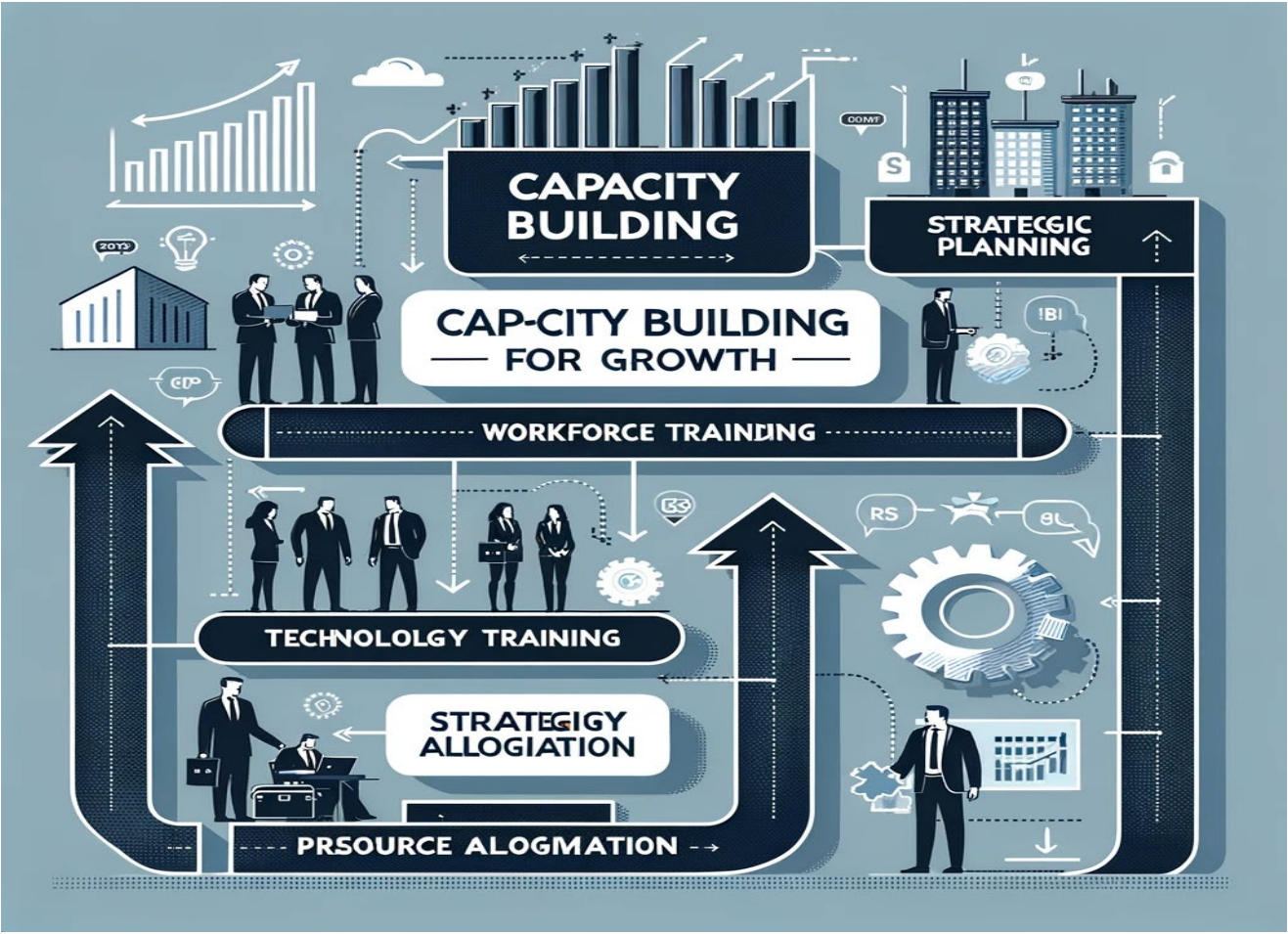


Understanding Financial Reports

MANAGING CASH FLOW



Financial Ratios and Capacity



Financial Ratios and Capacity Building

A Measure for Your Business



Financial Ratios and Capacity Building

A Blueprint to What is Behind the numbers



Financial Ratios and Capacity Building

Supports your business as it reaches
higher



Financial Analysis and Capacity Building





NEXT STEPS

- Your “Construction Schedule” Follow the 5B’s a road map to a profitable business.



QUESTIONS?

- [SURVEY](#)