



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

Business & Technical Assistance Services:

TDOT DBE Supportive Services makes available Subject Matter Experts to assist certified TNUCP DBEs with the development (*webinars & one-on-one*) 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





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Email: dbe_supportive_services@tyler-engineers.com

Call: 615.469.5398 or 1.888.385.9022

TDOT Supportive Services

www.tylerengineers.com/supportive-services

For Business and Technical Assistance,
please the online Intake Request Form:

www.tylerengineers.com/intake-form



Please Complete Webinar Evaluation Form:

<https://www.surveymonkey.com/r/WR67JZQ...>

see Chat for the link



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TDOT DBE Supportive Services Consultant Team Business Development Consultant



Victor C. Tyler, P.E.

Program Manager
Construction Estimating & Bidding
Indirect Cost & Markup Pricing
Financial Management Analysis



Jay B. Mercer, E.A.

QuickBooks Accounting Trainer
Financial Management Consultant



Marshall Tabb

Financial Management Consultant
QuickBooks Accounting Trainer
Leadership Development & Coaching



Sandra T. Webb

QuickBooks Accounting Trainer
Certified Payroll Specialist



Curtis Webb

Strategic Marketing Consultant
External Board of Advisors Facilitator



Teresa Daniel, PHR, SHRM-CP

Human Resources Consultant
Leadership Development & Coaching



Community Engagement and
Outreach Consultant



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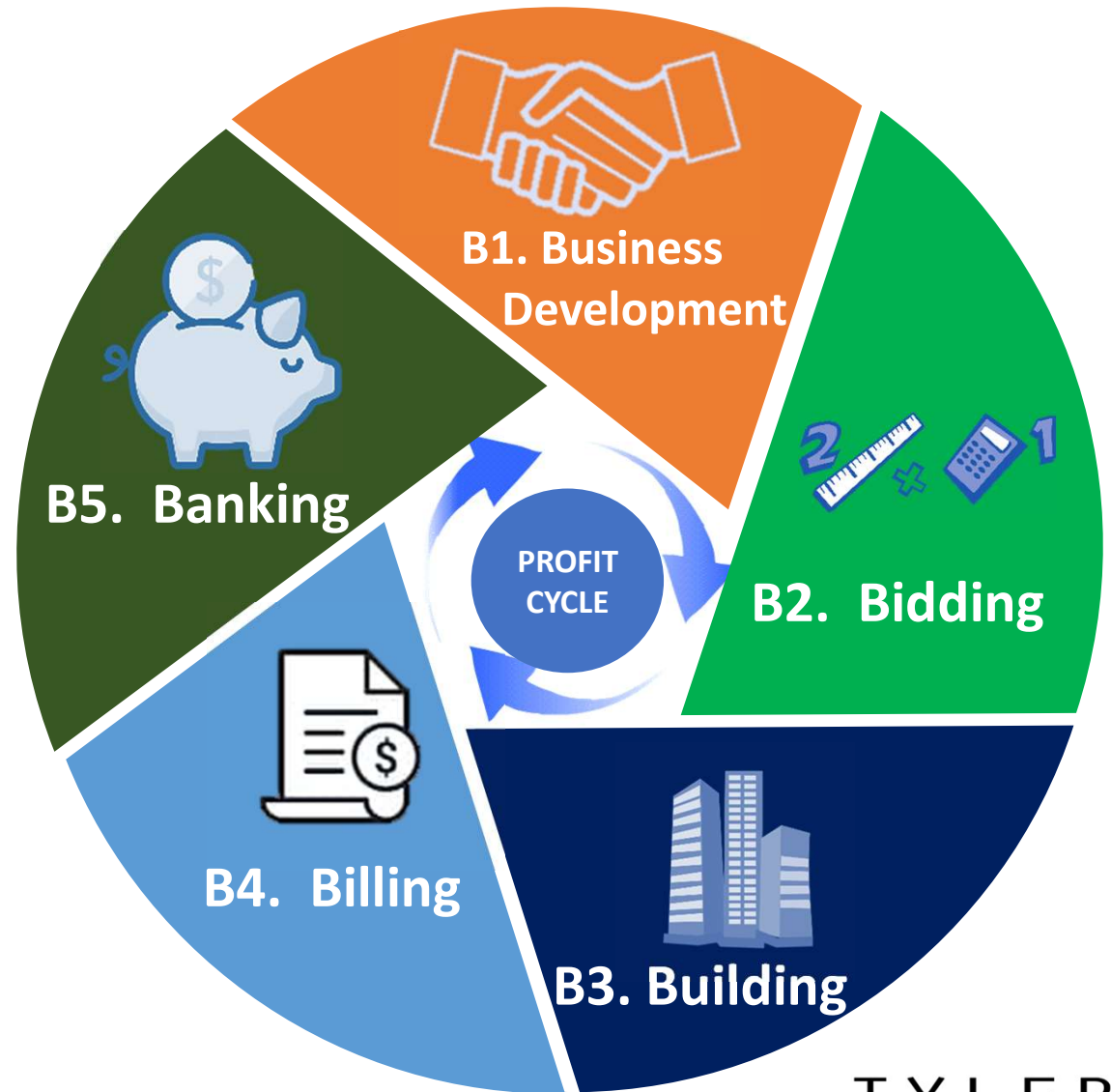
Presents

Managing The Profitable Business Webinar Series

Session 4: How To Do Business with TDOT

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5B Modules



State DOT Major Categories of Work

1. Mobilization

- a) Equipment move-in
- b) Project office setup
- c) Access road

2. Clearing & Grubbing

- a) ROW clearing
- b) Demolition items

3. Erosion & Siltation Control

- a) Silt fence
- b) Wattle
- c) Bale Hay
- d) Check dams
- e) Geotextile fabric

4. Grading & Drainage

- a) Regular excavation
- b) Borrow excavation
- c) Grading
- d) Trench excavation/backfill
- e) Drainage pipes
- f) Box culverts
- g) Drop inlets
- h) Other minor drainage structures

5. Select Material & Subbase

- a) All subbases
- b) Soil stabilization

6. Culvert & Bridges

7. Retaining Wall Structures

- a) Concrete
- b) Reinforced concrete
- c) Modular
- d) Other incidental items for installation

8. Base

- a) Base course under asphalt or portland cement concrete pavement surfaces
- b) Aggregate base course

9. Surface

- a) All pavement types that form the finish surface for travel

10. Guardrail

- a) All types of guardrail
- b) Steel median barriers

11. Signs & Sign Structures

- a) All types of sign structures and signs
- b) Delineators, etc.

12. Signal & Lighting

- a) Traffic signals systems
- b) Roadway lighting systems
- c) Intelligent Transportation Systems
- d) EV Systems

13. Seeding & Landscaping

- a) Seeding
- b) Sodding
- c) planting

14. Miscellaneous items

- a) Surveying
- b) Consultant Engineers



Identifying & Pursuing TDOT Opportunities

1. TDOT Requirements for Doing Business
2. Consultant Design & Engineering Contracting
3. Highway Construction Letting Information
4. Local Programs Contracting
5. Alternative Construction Contracting
6. Performance Based Maintenance Contracting

<https://www.tn.gov/tdot.html>



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Any Questions?



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)

Managing The Profitable Business Webinar Series

Session 12: Markup, Overhead & Profit (*Bidding*)

Wednesday, January 10, 2024, 10 am (CT)

Session 13: Introduction to Developing Your Indirect Cost Rates for Consultants

Wednesday, January 17, 2024, 10 am (CT).

Session 14: Have You Completed Your Planning for the New Year

Wednesday, Wednesday, January 24, 2024, 10 am (CT)

Session 15: Developing A Strategic Business Action Plan

Wednesday, January 31, 2024, 10 am (CT)

Session 16: Dump Truck & Equipment Pricing (*Bidding*)

Wednesday, February 7, 2024, 10 am (CT)

Session 17: Pre & Post Award and Contract Close-out Preparation

Wednesday, February 14, 2024, 10 am (CT)

Session 18: Small Business Insurance: What Do I Need for My Company?

Wednesday, February 21, 2024, 10 am (CT)

Session 19: Surety Bonds: What Do I Need for My Company?

Wednesday, February 28, 2023, 10 am (CT)

Session 20: Wrap Up: Ask the Experts Roundtable

Wednesday, March 6, 2024, 10 am (CT)



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