

THE SDDOT DBE

BUSINESS DEVELOPMENT PROGRAM

The SDDOT DBE Business Development Program (BDP) is funded through the Federal Highway Administration, and is intended to support DBE program participants.

The BDP's focus is on expanding DBE expertise, broadening DBE business knowledge, strengthening DBE financial literacy, and developing business owners' skills and abilities in the areas of business and construction management.

The program's ultimate goal is to improve the overall aptitude and business capacity of DBE firms. BDP services are provided by the consulting firm Project Solutions, Inc. (PSI), and are offered FREE of cost to DBEs certified in South Dakota.

WHY SHOULD I ENROLL?

This program is provided to qualifying firms at no cost. **It will provide you with financial and business management training and one-on-one consulting that will help you develop your business.** The program also provides networking opportunities and will help you increase your company's work potential. By participating, you will likely see improvements such as:

- Increased revenue
- Better bidding abilities
- More bonding and loan opportunities

HOW DO I GET STARTED?

If you are a DBE firm located in South Dakota:
Contact Denae Johnson at DBE@projectsolutionsinc.com or call (605) 737-0377 to learn more or enroll in the program.

We look forward to working with you!



**FREE Services
for SDDOT
Certified DBEs!**



BUSINESS DEVELOPMENT TRAINING FOR DBE-CERTIFIED FIRMS

sessions tailored to your business that will:

Increase your company's capacity to grow

Give you additional tools to gauge your business and your staff

Allow you to collaborate with professionals, peers and topical experts

Help you develop business skills that will provide a sustainable base for your company

Topic 1: What is Your Business Development Plan?

Not just numbers, but why do you do what you do?

Topic 2: Understanding Estimating, Reading Plans Sheets, and Preparing Bid Documentation

Topic 3: Pricing, Bidding & Accounting: Each depends on the other

Topic 4: Is My Business Adding Up?

Learn how to look at your financials from the eyes of lenders, bonding companies and government agencies.

Topic 5: Marketing and Building a Sustainable Revenue Stream

Topic 6: Selling 101

Topic 7: Building a Management Team in Your Business

You'll learn strategies to address the #1 problem in business today, developing the needed employees necessary to grow a business.

