



NEWS RELEASE

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NASHVILLE BUSINESSLINC COALITION ANNOUNCES TURNER CONSTRUCTION MANAGEMENT TRAINING INSTITUTE AT VANDERBILT UNIVERSITY

*New Program Will Educate Leaders of Small Construction Businesses;
Enhance Opportunities and Improve Economic Development Throughout Community*

Nashville, T.N. – The Nashville BusinessLINC Coalition announced today that Vanderbilt University will host the Turner Construction Management Training Institute on campus to teach technical and managerial skills to leaders of small, minority- and women-owned construction businesses. Beginning in February, the 16-week program will help participants improve profitability and build a reputation of efficiently managing construction contracts.

Organizers say that the goal of the training institute is for graduates to gain the skills necessary to strengthen their businesses in size and quality, putting them in a position to take advantage of business opportunities with large organizations in the Nashville BusinessLINC Coalition.

The program is made possible by the Nashville BusinessLINC Coalition, a partnership between the University's Vendor Diversity program, Union Planters Bank, Turner Universal Construction, Woodbine Community Organization and the Mayor's Office of Economic and Community Development. The Nashville BusinessLINC Coalition also administers a Community Development Loan Fund, which was funded by Union Planters Bank, National Bank of Commerce, the Bank of Nashville and First Tennessee Bank. Led by The Business Roundtable, the association of chief executive officers of leading corporations, BusinessLINC is a national initiative that fosters partnerships between large and small businesses in sixteen communities around the country in order to strengthen and grow vulnerable economies.

Classes will be taught primarily by representatives of Turner Universal Construction, with some classes taught by Vanderbilt faculty, representatives of the Small Business Administration (SBA) and local participating coalition members.

“The classes are targeted to general contractors and subcontractors, construction managers, construction consultants and individuals who work closely with construction firms,” according to Oliver Dent, local project director for the Nashville BusinessLINC Coalition. “We not only provide education and funding, but also promote business-to-business partnerships that improve the competitiveness of disadvantaged firms.”

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The model for this institute is the construction management training program developed and piloted 15 years ago by Turner Construction. The program to be taught in Nashville differs from the model, however, in that it includes classes on "Getting Online: The Value of the Internet for Your Business" and "Bonding and Insurance." Other classes will address such topics as "Refining Your Business Plan for Continued Growth," "Banking in Today's Economy," "Risk Management," "Estimating: the True Value" and "How to Win Bids, Perform and Get Paid."

Classes, for which enrollment began in October, will meet for several hours one night per week for four months. Participants will pay a nominal fee to take the classes, and class size will be limited. The Nashville BusinessLINC Coalition office is handling applications for the classes.

Graduates of the program will have access to capital to finance their businesses' expansion, made possible through funding by the banks participating in the Community Development Loan Fund and administered by the Nashville BusinessLINC Coalition.

"Vanderbilt is in the business of education," said Lauren Brisky, Vanderbilt's vice chancellor for administration and chief financial officer. "We take special pride in being able to provide a platform for continuing education for minority and women business owners in our community so that they may enrich their professional lives. After all, that is what education is all about."

"With the economy working to regain its footing, responsible businesses are stepping in to help small businesses grow, improve and better serve the community," said Don Graves, Jr., Executive Director of BusinessLINC. "The Nashville BusinessLINC Coalition's new construction training program is an excellent example of how small and large businesses are coming together to enhance the competitiveness of the companies involved, to strengthen small businesses, and to help the local community thrive."

The Metro mayor's office has endorsed this training program. "We are pleased to join Vanderbilt University and the Nashville BusinessLINC Coalition in supporting the efforts of the Turner Construction Management Training Course," said Tom Jurkovich, director of the Mayor's Office of Economic and Community Development. "Our hope is that this program creates enhanced opportunities for minority and women-owned businesses and provides access to training that will benefit the entire community."

Turner Universal is a subsidiary of The Turner Corporation, recognized as the leading general builder in the United States, ranking first or second in major segments of the building construction field. During 2001, through Turner Universal, Turner Construction and other construction subsidiaries, The Turner Corporation completed \$6.3 billion of construction.

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***BusinessLINC** was created in 1999 by The Business Roundtable, the U.S. Treasury Department, and the U.S. Small Business Administration. The National Coalition, led by The Business Roundtable, works closely with these organizations as well as with the Minority Business Development Agency of the U.S. Commerce Department. The network is designed to bring large corporations and small businesses together to increase the exchange of business opportunities and experience and to promote the success of local, often minority and women-owned, businesses. The work is done at the local level, where each coalition is chaired by a corporate CEO, hosted by a local business, community, or civic association, and comprised of corporate partners. BusinessLINC stands for **L**earning, **I**nvestment, **N**etworking and **C**ollaboration, the key attributes for successful partnerships.*

***The Business Roundtable** is an association of chief executive officers of leading corporations with a combined workforce of more than 10 million employees in the United States and \$3.7 trillion in revenues. The chief executives are committed to advocating public policies that foster vigorous economic growth and a dynamic global economy.*