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## **MoDOT's Entrepreneurship Training Program** **Next Class in St. Louis to Start in September 2010**

MoDOT is now seeking applications from DBE firms to participate in its third **Entrepreneurship Training Program** in St. Louis. MoDOT will sponsor up to 12 DBE certified firms to participate in this highly regarded program that is scheduled to start on September 18, 2010. Would your firm like to be the next entrepreneurship success story? If so, please complete and return the attached application to us before **July 27, 2010**.

### **Background**

Three years ago MoDOT launched the *DBE Supportive Services* initiative. This program is designed to help DBE firms develop capability and capacity for highway related construction and contracting. An integral part of the Supportive Services initiative is the Entrepreneurship Training. Thirty-eight DBE firms have completed MoDOT's Entrepreneurship Training during the past three years and have heightened their positioning to engage in MoDOT contracting.

The next Entrepreneurship Training program in St. Louis will start on September 18, 2010 and is scheduled to be completed February 11, 2011. We meet in a convenient West County location.

### **Program Content**

The Entrepreneurship Training program is offered by MoDOT in consultation with the management consulting firm Philips & Associates. Philips & Associates is working with MoDOT to develop and implement the ongoing DBE supportive services program. The Entrepreneurship Training Program is targeted specifically to entrepreneurs who have experience running their businesses, emphasizing many of the issues you need to address in growing your business:

- Make critical decisions about your business vision and strategy
- Investigate next-stage growth and opportunity
- Plan for strategic growth
- Build and maintain a competitive advantage
- Lead with clarity
- Maximize cash flow for future profitability

### **How the Program is structured**

A total of 11 interactive class sessions are planned for this program. Classes will meet on most alternate Saturdays from 9:00 to 12:30 PM in MoDOT's Technology Management Center located in Chesterfield. Class participation is limited to the primary owner(s) of the DBE firm.

All classes will be taught by trained instructors from the St. Louis Small Business Technology and Development Center (SBTDC). Class instructions will be supplemented by guest speakers from MoDOT and the industry. In addition, all participants will be assigned to work with a business coach/counselor on a one-on-one basis to address issues specific to their company and develop a working business plan for their firm. The development and presentation of an effective business plan for your company is required for graduation from the program.

### **Commitment Required**

The program is made possible with the help of a grant from the Federal Highway Administration (FHWA). There will be no fee for the participating firms in the program. MoDOT will require participants in the Entrepreneurship Training program to commit to the program by attendance in all the scheduled class sessions and active participation in the development of the business plan, including meetings with their business coach/counselor.

The mission of MoDOT's *DBE Supportive Services Program* is to provide direct, measurable, and effective business development assistance to DBE firms participating in the highway contracting industry. The program places its focus on firms demonstrating the skills, drive, resources and structure necessary to increase their capacity to function as a viable business enterprise in the DBE Program. We hope you will plan to participate in this important initiative.

Please fill out the attached application and send it to us by mail, fax or email before **July 27, 2010**. If you have any questions or need any additional information please contact me.

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