



SOUTH DAKOTA
DEPARTMENT OF TRANSPORTATION
DISADVANTAGED BUSINESS ENTERPRISE (DBE)

BUSINESS DEVELOPMENT
P R O G R A M

PROGRAM OBJECTIVES

- Business plan development
- Capability statement development
- Management consulting
- Business and financial reviews

BUSINESS & MANAGEMENT CONSULTING

- Accounting
- Job costing
- Marketing and advertising
- Teaming strategies
- Bidding and estimating
- Recruitment and retention
- Human resources functions
- Business development
- Strategic planning
- Ownership changes

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

The DBE Business Development Program is designed to give you and your team the necessary knowledge, skills, and resources to grow your business. We work directly with you, the business owner, to identify organizational goals and areas of focus that will help move your business forward. We work hard to develop relationships with our clients to truly understand the personality and culture of your business so that we can uniquely tailor curriculum based on the current stage of your business and help determine growth strategies.

As a South Dakota certified DBE, you are entitled to participate in the Business Development Program. By participating you will get customized business development training, assistance creating a viable business plan, one-on-one confidential business reviews, and individualized management assistance. The best part: **the program is absolutely FREE to South Dakota DBEs participating in federally funded South Dakota DOT projects.**

WHY SHOULD I APPLY?

Certified SD DBEs enrolled in the Business Development Program often experience:

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

HOW DO I PARTICIPATE?

For any questions, or to learn more about the program:

<https://sddb.com>
dbeprojectsolutionsinc.com
(605) 607-5120

