

Building Capacity
Growing Future Leaders
Ensuring Success

GET TO KNOW CLARK CONSTRUCTION'S STRATEGIC PARTNERSHIP PROGRAM

The Strategic Partnership Program (SPP) is an executive MBA-style course targeted to local small business enterprises including minority-, women-, and veteran-owned subcontracting and construction firms. Clark Construction Group (Clark) developed the program in 2006 in partnership with Dartmouth College's Tuck School of Business with the primary goal of growing the capacity of small contractors.

The SPP provides participants with comprehensive business and construction management skills training to increase their business acumen, prepare them to pursue future opportunities, and realize smart, sustainable growth. The program is free to participants and features a curriculum designed to build business and project management competencies.

The SPP underscores the importance of teamwork and forming strategic relationships to strengthen competitive advantage and likelihood of success on new pursuits. The program's final Capstone Project, which requires students to work in groups to develop and present a business proposal to a panel of industry experts, reinforces just how vital collaboration and partnering are when it comes to successfully competing for new opportunities.

A Timeline For Success

Application

The application portal is open year round. The cut-off for each class is the end of June.



Orientation Day

Classes meet in September for a day-long orientation and welcome session to the SPP.



Acceptance

Acceptance letters go out each year during the month of August.



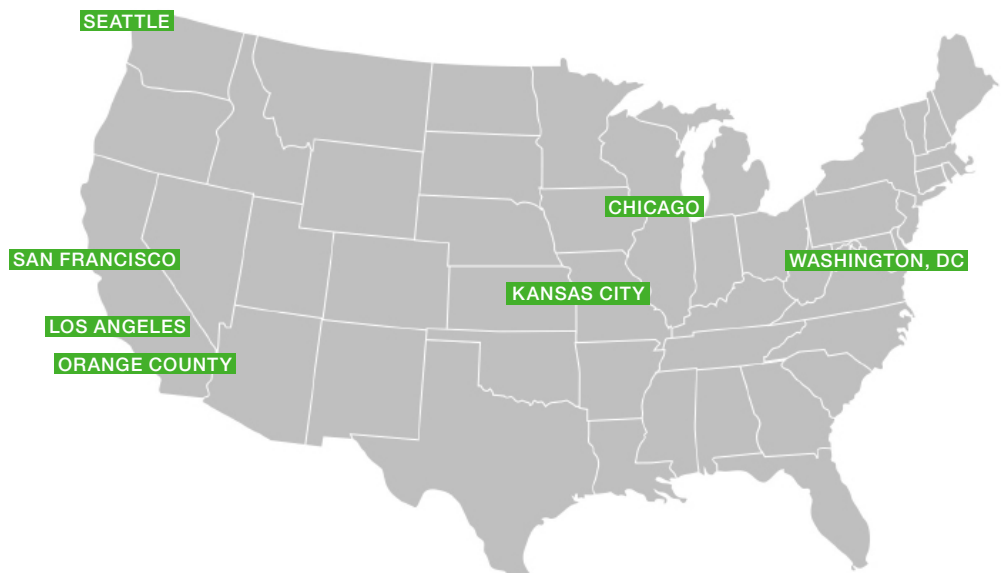
Weekly Classes

The SPP holds three-hour-long weekly classes. Some programs include Lunch & Learn sessions to augment the core curriculum.



Where To Find Us

Clark has offices across the continental United States and currently offers Strategic Partnership Programs in seven cities including Washington, DC, Chicago, Kansas City, Orange County, Los Angeles, San Francisco, and Seattle.



MAP KEY

Strategic Partnership Program



OC SPP 2019-2020 Class
Irvine, California



KC SPP 2017-2018 Inaugural Class
Kansas City, Missouri



CHI SPP 2018-2019 Graduating Class
Chicago, Illinois

Capstone

The program culminates in a competition to win a construction project. Teams submit proposals and prepare presentations that are judged by a panel comprised of Clark executives and our clients.



Alumni Mixer

Clark hosts alumni networking events every two to three years in each SPP location to celebrate the success of our graduates.



Graduation

The end of each session is marked by a business luncheon and graduation ceremony. We celebrate the success of current graduates and network with some of Clark's clients and local government leaders.

BY THE NUMBERS...

7
cities

13
years

800+
graduates

\$1B
awarded to
SPP graduates

Schedule

Each SPP is optimized to facilitate its geographic location, class participants, and instructors. Specifics about each program are included in the table below.

| Program Location | Founded | Program Duration | Weekly Classes |
|-------------------|---------|----------------------|--------------------|
| Chicago, IL | 2013 | September - February | 3 hours, Wednesday |
| Kansas City, MO | 2017 | September - March | 3 hours, Thursday |
| Los Angeles, CA | 2019 | September - May | 3 hours, Tuesday |
| Orange County, CA | 2011 | September - May | 3 hours, Thursday |
| San Francisco, CA | 2014 | September - May | 3 hours, Tuesday |
| Seattle, WA | 2017 | September - May | 3 hours, Monday |
| Washington, DC | 2006 | September - June | 3 hours, Wednesday |

SPP LEADERSHIP

| STRATEGIC PARTNERSHIP PROGRAM

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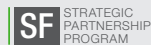
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Want to Learn More?

If you are interested in learning more about the program, please reach out to one of the SPP leaders listed to the right. You can also learn more on Clark Construction's website at www.clarkconstruction.com/spp.

How to Apply

Is the Strategic Partnership Program for you? If you are interested in applying to the program, please visit www.clarkconstruction.com/spp and click the link to the online application.

Applications are completed online and are accepted year round. Applicants are notified in August of their status. All programs begin in September and durations vary from six to ten months, depending on geography and the needs of students and instructors.

Please note, by completing the Strategic Partnership Program you are not guaranteed a contract with Clark Construction or any of our subsidiaries or affiliates.



RBT Electric was given an opportunity to strengthen our construction management skills, which will only make us more competitive in today's challenging economic climate. Programs like this demonstrate Clark's level of commitment to the success of small businesses."

*Ryan Tittsworth, CEO of RBT Electric
Strategic Partnership Program Graduate*

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