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Dennis Corporation Shares Knowledge with DBE's

COLUMBIA, S.C. - Dennis Corporation President, Mr. Dan Dennis, recently gave a presentation to the Disadvantaged Business Enterprise (DBE) Consultants hosted by the South Carolina Department of Transportation (SCDOT). The presentation titled, "How to Price a Job," focused on meeting and following requirements of the SCDOT when submitting proposals.

The presentation focused on relating Dennis Corporation's SCDOT experience with problems that participating DBE's may encounter in the future. Mr. Dennis provided several examples based on his business philosophy and how other companies could apply some of the same business practices to their firms. Topics discussed in the presentation included SCDOT Engineering Directive No. 41, Professional Engineering Insurance, Professional Services, Calculating Overhead, FAR Audits, SCDOT Engineering Organization, Sub-Consultant Agreements with Prime Engineers, How to Find SCDOT Work, How to Write SCDOT Proposals, and Professional Networking Associations.

Martha Monjo, Business Development Training Manager for the SCDOT and director of the seminar, described the event by stating, "I have been in the training and development field for a number of years and can honestly say that it was one of the most well thought out, relevant programs that I have attended. The business firms in attendance felt that they received very valuable information and said that it is one of the best programs that they have attended in a long time."

Since its inception in 2005, Dennis Corporation has contributed time and resources to educating individuals and firms about engineering practices. This presentation further illustrates Dennis Corporation's commitment to helping DBE firms obtain work in today's competitive market. Mr. Dennis expressed the success of the presentation by stating, "I was pleased to have the opportunity to share my experience with growing DBE firms. Our goal is to have the firms take what they learned in this presentation and implement it into to their everyday business practices."

Dennis Corporation is a South Carolina licensed civil engineering, surveying and construction management firm. Dennis Corporation's specific fields of expertise include civil infrastructure, construction management, construction services, expert witness services, program management, intelligent transportation systems, special projects, surveying, traffic engineering and transportation engineering.

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Attachment 1

Photo from DBE Seminar given by Dan Dennis, Dennis Corporation President



Dan Dennis of Dennis Corporation speaks to DBE members at the SCDOT building in Columbia, S.C.