



Student Highlight from the Business Development Program (BDP)

Tootle Construction, LLC

Tootle Construction, LLC is a licensed building contractor and woman owned business enterprise headquartered in central Florida. We strive to be a conscientious construction business leader attuned to the needs of our clients and the community. Tootle Construction's goal is to do better, work harder and build success stories everyday!

It is the goal of Tootle Construction to provide the latest in construction knowledge and experience while maintaining your budget and schedule. Tootle Construction is committed to being a reliable, reputable and dependable construction organization. At Tootle Construction, we believe that our abilities and experience allow us to pursue excellence through careful planning and efficient implementation, thus allowing our clients to bring in projects at or under budget, while meeting your quality objectives.

Our Clients



Learn how you can be a part of the BDP

DBE's who have submitted bids on projects as a sub or prime for work associated with roadway and bridge work with (FDOT, City, County, etc.) may apply to participate in the BDP, for more detailed technical training tailored to the DBE's individual needs. To learn more about the CEI Business Development Program (BDP) please visit our website: [www.dbesupport.com/company.html](http://www.dbesupport.com/company.html) and Call today (866) 378-6653.



About The FDOT

The goal of the DBE Supportive Services Program is to increase the number of DBEs participating on FDOT contracts and facilitate the opportunity for DBEs to obtain contracts. The services are designed to:

- Assist established construction firms to move them from bidding as a subcontractor to bidding as a Prime Contractor.
- Provide access to training increases DBE expertise in handling of daily business operations.
- Help DBEs produce sound bid proposals.

About The Program

The Construction Estimating Institute (CEI) works with FDOT as the statewide provider of the federally funded Disadvantaged Business Enterprises (DBE) Supportive Services Program.

We want to increase the number of certified DBEs participating in highway and bridge construction, as well as assist DBEs in growing and eventually becoming self-sufficient.

Additionally, CEI provides supportive services by assisting prime contractors and consultants with identifying DBEs for subcontracting opportunities on priority projects.

## Ways to Generate Revenue During the Holiday Season



The construction industry is often one of the hardest-hit when inclement weather hits, but that doesn't mean there aren't ways they can generate revenue during slow months.

### Attend Tradeshows and Conferences

Tradeshows can be invaluable venues for making contacts that lead to more work and referrals. In addition, exhibitors may inspire ideas or provide solutions that can help you cut costs or make your construction company more efficient, leading to long-term cash flow improvements that make your business less susceptible to seasonal fluctuations.

### Leverage Expertise for Consulting or Speaking Revenues

Construction companies may have in-house experts that could generate revenue by providing consulting services. Expertise in architecture, design, engineering, electrical and even construction business topics like planning, scheduling and financing could be leveraged to gain consulting and public speaking revenues during slow months.

### Reach Out

Slow months are an optimal time to reach out to referral partners, former customers and others that may have new work to send your way. Ramping up marketing during slow months to reach out to your target market or even expand it can help you acquire new business which might even make seasonal slowdowns a thing of the past.

In addition to reaching out to your contacts, slow months might be an ideal time for you to look at your target markets with fresh eyes and make sure they are large enough to help you sustain your business on an on-going basis.

### Hold Classes and Events

The professionals employed by construction companies have technical knowledge and first-hand experience that can be shared in classes and events during slower months. Some of these events and classes could even bring in revenue themselves; others might lead to more work. Classes and events in construction-related courses might include:

- Teaching at a local community college
- Conducting classes for industry newcomers
- Holding events to educate consumers or teach classes for DIY (do it yourself) projects
- Host events for professionals on construction building topics
- Open houses for consumers, brokers or agents
- Community interest topics
- Networking events

### Expand Your Footprint

Expanding business capabilities with corporate or franchise offices in different regions of the country could not only help you grow your construction company but also help make it impervious to winter weather slowdowns, since work can be scheduled in multiple marketplaces and adjusted around seasonal changes.

To read more see excerpt: [www.kabbage.com/blog/construction-dead-season-8-ways-generate-off-season-revenue-slow-months/](http://www.kabbage.com/blog/construction-dead-season-8-ways-generate-off-season-revenue-slow-months/)

## Supportive Services Offered



- Estimating Training
- Building Capacity
- Mobilization Financing
- Bonding Assistance
- Marketing Plan Development
- Creating a Business Plan
- Building a Website
- Plan Reading



CEI is an educational organization providing the highest quality construction training in the industry. Over 100,000 owners, estimators, project managers, field supervisors, office support staff, foremen, laborers, and key management personnel have attended courses that are offered nationwide. The courses provide students with construction skills training and the critical information needed to be effective within their companies and organizations.

Call 866-378-6653 or visit us online at [www.cmdp-bgp.com](http://www.cmdp-bgp.com)

[www.fdotdbesupportservices.com](http://www.fdotdbesupportservices.com)

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