

FDOT Newsletter

November 2021
Volume 67



SUPPORTIVE SERVICES

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



FDOT Announces New Public Participation Website for the Development of the Five-Year Work Program

Today, The Florida Department of Transportation (FDOT) has created a statewide website to provide information about the development of the FDOT Five-Year Work Program and how the public can participate in the process.

Each year, FDOT develops the Five-Year Work Program, an ongoing process used to allocate funds for priority transportation projects for the next five years. The Work Program is based on the best available forecasts of project costs and funding, ensuring that FDOT has the financial capacity to implement planned projects. This robust process is essential to stabilize the Work Program and help maintain Florida's transportation system for our residents, businesses, and visitors.

Public participation is a critical component of this process. Each fall, as FDOT begins developing next year's Five-Year Work Program, the public is provided with the opportunity to participate and comment. The statewide website offers the public the following:

- Overview of the work program adoption process
- A video providing an overview of the Five-Year Work Program
- Link to the district work program pages that provides access to the draft work program public hearing reports

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How Meaningful Time Maximizes Profits

Maintaining customer relationships is key to sales & your success

In Most successful construction companies are owned and managed by a dedicated and hardworking entrepreneur who excels at pricing, estimating and building strong customer relationships. These top performers dedicate their time to working with customers to deliver the right projects and performance required to maintain long-lasting affiliations and interactive partnerships. This constant focus delivers exactly what customers want and need. As a result of this dedication, these owners are able to build trust with their best customers. They make finding and developing loyal customers a priority.

Making a profit and growing your construction business can be simple. It starts by creating enough high-margin revenue to cover your job costs and overhead, and meet profit goals. Successful business owners are almost always the biggest revenue generators for their companies. And the fastest way to fix problems with growth is to generate more revenue. This is a task that can't be delegated if it is to succeed.

Are Customers Your Top Priority?

The top priority for any construction business is to make high-margin profits. This requires generating highly profitable revenue, which comes from customers who only hire the best and most trusted contractors. With a steady flow of customers and project opportunities, you will win enough contracts to hit your profit goals. The key is focus. I break down managing a successful construction business into four distinct areas of responsibility and focus:

1. Get work — Sales, marketing and customer development
2. Price work — Estimating and bidding
3. Do work — Project management, field operations and production
4. Track work — Financial management and administration

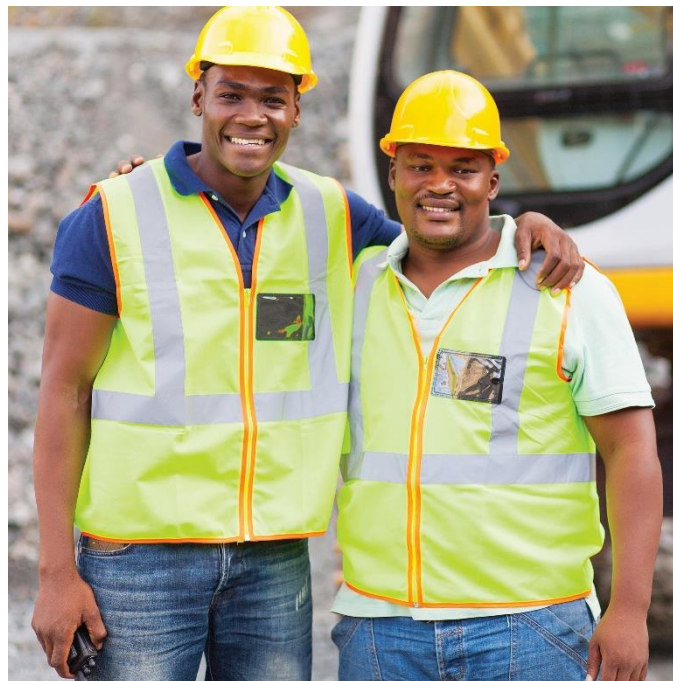
As a construction business coach and consultant, I work with many general contractors and subcontractors. In almost every case in which contractors make high profit margins with steady growth, the owner's top priority and primary focus is to "get work."

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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 to produce sound bids.
- Provide access to training increases DBE expertise in handling of daily business operations.



CEI DBE Supportive Services

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