



Your Guide TO DOING BUSINESS WITH West Virginia Department of Transportation



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ALL-FOUR-LANE US 35 EXPECTED TO BE TRAFFIC-READY IN JULY 2021

Construction this summer along the 14.6-mile final leg of U.S. 35’s four-lane upgrade is bringing the end of the 25-year project within sight, with a completion date now estimated for late July of next year, according to West Virginia Department of Transportation officials. Conversion of the former two-lane highway to expressway standards between West Virginia’s border with Ohio, where much of U.S. 35 had already been upgraded, and its intersection with Interstate 64 at Scott Depot in Putnam County was recommended in a 1990 feasibility study.

Five years later, at Henderson in Mason County, just south of the Ohio River, work began on the first West Virginia section of upgraded U.S. 35.

Since then, work on the 37-mile upgrade has proceeded in fits and starts, as funding for the project became available, then dried up. At one point, consideration was given to financing the expressway by making it a toll road.

“It’s a crying shame that this project and so many others have taken this long,” Gov. Jim Justice said in announcing the awarding of a \$51 million paving contract last April to West Virginia Paving of Dunbar for the final 14.6-mile stretch of expressway.

When the governor announced that award, he predicted the project would be traffic-ready by this October. Since then, weather issues and delays in receiving regulatory clearances have contributed to pushing back the projected opening date to the end of next summer, according to District 1 Construction Engineer Gary Mullins.

Meanwhile, work is nearing completion on a \$174 million grade-and-drain contract awarded in 2016 to Bizzack Construction of Lexington, Kentucky, that includes four new bridges, miles of drainpipe installation and moving, reshaping and grading millions of cubic yards of earth.

More recently, Bizzack was awarded a \$15.2 million contract to build a diamond-patterned interchange near the Buffalo Bridge over the Kanawha River at the south end of the 14.6-mile “missing link” freeway segment. Money to pay for the final segment is funded 80% by the federal government. West Virginia’s 20% share of the tab comes from Justice’s Roads to Prosperity Program, which generated about \$180 million in state road construction funds through bond issues and taxes on gasoline and new car sales.

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About The WVDOT

The goal of the DBE Supportive Services Program is to increase the number of DBEs participating on WVDOT 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.



About The Program

The Construction Estimating Institute (CEI) works with WVDOT 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.

HOW TO CUT COSTS & PLAN FOR A FUTURE BEYOND COVID-19

Developing a strategy for handling cutbacks in the pandemic

As leaders steer their businesses through the fog of the coronavirus pandemic, fear and uncertainty are often two unwelcome, but likely, drivers of business decisions. COVID-19 related disruption is causing widespread panic. When companies sense a financial pitfall, it's tempting to cut costs—and to do so promptly. However, aimless, short-term cost-cutting initiatives that are not connected to a strategy can cause irreparable damage in the long term. Strategy must be the driver for cutting costs—not an afterthought. Research reveals that most companies' large-scale cuts are unrelated to their strategies. By narrowly focusing on cutting costs for today, companies are neglecting the critical insights that lead to sustainable expense reduction for the future. When margins are squeezed, many companies' knee-jerk reaction is to cut expenses that are easy to pinpoint, often eliminating fixed costs such as head count and overhead. Careless cost-cutting initiatives, such as head-count reductions, can have negative implications to morale and operations. In addition to unforeseen opportunity costs, cutting fixed costs yields a lesser impact on profitability than decreasing variable costs. For example, Coltivar research revealed that by decreasing fixed costs by 1%, nonresidential builders experience a mere 1.7% positive impact on profitability. In contrast, by reducing variable costs by 1%,

nonresidential builders can capture a 25.1% positive impact on the bottom line.

Cost-cutting initiatives must be driven by accurate data and work in tandem with a larger umbrella strategy. It's a quick fix to lay off 10% of the workforce. It's an effective solution to determine how to innovate the delivery model to be leaner, more productive and more impactful. Effective cost management calls for a strategic program that regularly evaluates opportunities to redesign, restructure and reallocate in your firm. A cost management program allows you to analyze your strategy and align your budget to make informed cost-cutting decisions. Examining your strategy components, organizational advantages and activities can reveal where and how you generate value for the customer and capture value for your company. In doing so, you can use data and strategy to prioritize important investments.

Examine Organizational Advantages

The goal of this high-level analysis is to understand your advantages, defined as unique conditions or elements that position your organization ahead of its rivals. The following three sources of advantages allow companies to create and capture outsized value.

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Supportive Services Offered:

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



Within the past 3 months,
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in obtaining

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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.