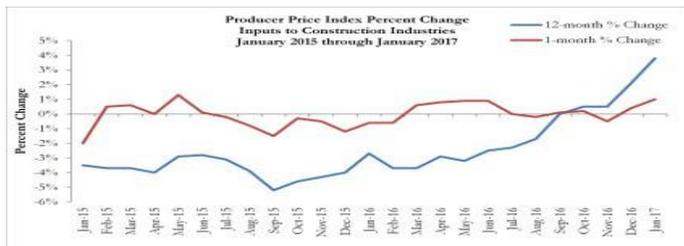




Construction Input Prices Surge to Start 2017



Source: U.S. Bureau of Labor Statistics

Construction input prices collectively rose by 1 percent on a monthly basis and 3.8 percent on a year-over-year basis, according to analysis of U.S. Bureau of Labor Statistics data released today by Associated Builders and Contractors. This represents the fastest year-over-year rate of materials price inflation since the beginning of 2012. Nonresidential input prices rose 0.9 percent for the month and are up 4 percent year over year.

The rise in input prices is largely attributable to natural gas prices, which expanded 23.6 percent for the month and are up 81.8 percent year over year. Crude petroleum prices slipped 5.5 percent for the month, but are up 77.5 percent for the year

“Despite a still-strong U.S. dollar, input prices have continued to rise in recent weeks,” said ABC Chief Economist Anirban Basu. “There are a number of factors at work, including some evidence that global demand for various materials has begun to firm, including in China. Chinese economic growth was solid last year and ended 2016 on a strong note. There are also indications that U.S. economic growth is set to accelerate due in part to an expected pickup in business investment.

“While demand has been firming, certain suppliers have been taking active steps to suppress supply,” said Basu. “OPEC reached an agreement late last year to curb output, helping to bring oil prices above \$50/barrel, where they have remained. Concerns regarding trade wars and tariffs may have also helped to push commodity prices higher.

“The question is whether these forces will continue to dominate,” said Basu. “They may not as natural gas prices have been falling for much of February, perhaps the result of seasonality. U.S. oil production appears set to rise in the context of higher prices, which could also help to lower prices. Finally, the global economic outlook remains shaky despite relatively upbeat near-term projections for the U.S. economy.”

Read Excerpt: <http://enewsletters.constructionexec.com/managingyourbusiness/2017/02/construction-input-prices-surge-to-start-2017-abc-says/>



DBE Opportunities

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About The Program

The Construction Estimating Institute (CEI) works with West Virginia Department of Transportation (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.

5 Steps to Meet Construction Business Goals for 2017



2017 is sure to be full of many wins in life and business. But, the truth is, most contractors will not reach their goals. Most will come out of the gate with fire in their eyes, ready to conquer the world, but will lose steam at some point and settle back into old habits—and the same old results.

Here are a few ways to ensure 2017 produces the planned results.

1. CLARITY IS KEY

As the leader of your business, clarity will make all the difference. Without a clear end result, talent and time is wasted. Imagine it's Dec. 31, 2020, and determine what will need to happen to feel that the year has been a win. The goals a leader pursues in 2017 should only be goals that will help reach the longer-term vision.

Take some time today to think about what is really wanted for the business. Create a definition of winning that all team members can rally behind—and make it clear to everyone.

2. GET LITTLE WINS EVERY DAY

Clarity is one half of the foundation needed to succeed. The other is consistency. Elite performers are elite because they build habits that produce results. Make a commitment to move one small step ahead each day. Measure it. In the short term, pay more attention to the right behavior than to what is accomplished each day.

3. CLEAN HOUSE

Company A grew from \$18 million to more than \$30 million in revenue in one year, after three years of a plateau. What happened to spur the growth? The owner fired almost 80 percent of the sales staff, kept the top employees and the results were astonishing. It's crucial to surround the team with other like-minded winners who are positive, committed to high performance and welcome accountability.

4. FIX THE EXPERIENCE

The latest marketing tactic will not help a business that delivers an average experience. Everything the company does or doesn't do is part of the experience. When a contractor makes a commitment to provide the best experience a client has ever had, great things happen. Pay attention to every touch the client has with the company. Is it flawless? Is it easy? If not, fix it now.

5. FOCUS ON PROFIT

Top line revenue is important, but nothing gives life like profit. The average contracting business is starved when it comes to profit. Try this for the next 30 days: Only talk about profit. Measure it, train on it, focus on it, and it will improve. It's not uncommon for a contracting company to increase profit by 7 percent to 15 percent in 90 days when the whole team is focused on it. **What kind of year will 2017 be?** Get focused, be relentlessly consistent and cut employees from the team who are not pulling their weight.

To read more go to Excerpt: <http://enewsletters.constructionexec.com/managingyourbusiness/2017/01/five-steps-to-meet-construction-business-goals-in-2017/>

Supportive Services Offered



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



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.

CEI DBE Supportive Services

Call 855-678-9DBE (9323) or visit us online at www.wvdbesupport.com