

WV DOT Newsletter

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WEST VIRGINIA
Department of Transportation



SUPPORTIVE SERVICES

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



WVDOH Awards MacCorkle Avenue Construction Project

Today, the West Virginia Division of Highways (WVDOH) announced the award of a contract for \$10,036,333.91 to completely rebuild a section of MacCorkle Avenue, as part of longstanding plans to upgrade MacCorkle Avenue through the Kanawha City area of Charleston.

Mountaineer Contractors Inc. was the lowest of three bidders for the project, which will rebuild MacCorkle Avenue from the ground up between 33rd Street and 40th Street in Kanawha City. It is among 17 projects that were awarded from a bid letting conducted by the WVDOH on Oct. 19.

Gov. Jim Justice approved the bid award for the project, which will be funded through his \$2.8 billion Roads To Prosperity highway construction and maintenance program.

This marks the second road project since 2017 that will provide major upgrades to MacCorkle Avenue, with a third such project still to come.

Once all three projects are complete, motorists will be able to drive on smooth, new pavement all the way from 33rd Street to 58th Street.

Contractors are currently finishing the installation of 105 new ADA-compliant curb cuts along MacCorkle Avenue. That work must be completed before work can begin on MacCorkle Avenue itself.

The third piece of the puzzle – revamping MacCorkle Avenue from 40th Street to 58th Street – will go out for bid in the coming months.

Rebuilding MacCorkle Avenue from 33rd to 40th streets is expected to take about two years.

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How Meaningful Time Maximizes Profits

Maintaining customer relationships is key to sales & your success

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 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.



CEI DBE Supportive Services

(800) 423-7058

www.wvdbesupport.com