

GDOT Awards \$9.3 Million in Construction Contracts



Georgia DOT has awarded six construction contracts for statewide transportation projects totaling \$9,306,356. These projects were advertised on September 21, bids

were received on October 19 and contracts were awarded on November 2 to the lowest qualified bidder.

The largest single investment is a \$6.2 million contract for bridge jacking and rehabilitation at various locations on Interstate-16/State Route 404 and I-95/SR 405 in Bryan, Chatham and McIntosh counties. This contract was awarded to Massana Construction, Inc. This project represents 67 percent of the awarded funds.

Resurfacing contracts represent 18 percent of the awarded funds, or \$1.7 million. These include two projects to resurface three miles of roadway throughout the state. The remaining 15 percent of awarded funds, or \$1.4 million, include safety enhancement projects throughout the state.

The awards bring the total construction contracts for Fiscal Year 2019 to \$276 million. Fiscal Year 2019 began July 1, 2018.

Read Excerpt: <https://www.allongeorgia.com/georgia-state-news/gdot-awards-9-3-million-in-construction-contracts/>

Georgia DOT: We're ready for winter weather
Metro Atlanta has seen plenty of rain this week, but so far it has been spared the snow flurries that popped up in Birmingham and elsewhere in the Southeast Thursday. Nonetheless, the Georgia Department of Transportation says it's ready for winter weather.

In preparation for the season, the agency has doubled its fleet of pickup trucks equipped with plow blade and salt spreaders to 80 statewide, Bryan Haines, the agency's director of emergency operations, told the State Transportation Board Wednesday.

GDOT also has an additional 30,000 gallons of calcium chloride brine to spread on metro Atlanta highways. The brine prevents or delays freezing, making it easier to keep roads clear. GDOT has 209,000 gallons of brine on hand to treat Georgia roads.

The agency also has 436 snow plows, 54,000 tons of salt and 65,000 tons of gravel available to treat and clear state highways in the event of snow or ice.

If this winter is anything like last year, GDOT's preparations may get an early test. Parts of metro Atlanta received 12 inches of snow during a storm that struck last Dec. 8.

The National Weather Service's winter outlook calls for normal temperatures but above-average precipitation in north Georgia

Read Excerpt: <https://www.wsbtv.com/news/local/georgia-dot-were-ready-for-winter-weather/873525594>

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About the Program

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

Our goal is 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.

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Uncovering opportunities for growing any business, no matter the industry, requires that leadership be open to the idea of change. Technological advancements, a changing

economic climate and movement within the industry are all contributing factors that can alter the outlook of any business.

When searching for ways to increase business volume and capabilities, the ability to embrace technological parity and effectively planning for it are critical. This is particularly true for the construction industry, as new technologies routinely change the type of equipment and machinery used for any one job.

Further, as urban landscape and planning evolve and more innovative designs are proposed for developments, construction companies often find themselves faced with having to expand their capabilities to meet changing project needs.

Planning & Finance

Business planning in construction can be highly volatile. The industry is often held hostage by trends, such as unpredictability in skilled labor, especially because construction businesses often employ part-time or contract workers to satisfy project demands. Coupled with changing project timelines and budgets, financial and business planning can become challenging. The uniqueness of each project often results in shifting deadlines or additional measures that must be taken before completion. When project start dates are pushed back, planning for and accepting new business projects

increases risk. As a result, a company may be forced to reject other projects, negatively impacting the business's cash flow. Additionally, large increases in under-contract work and due cash still being processed can severely mitigate a business's ability to plan for the future, making it vital to have a process in place to account for changes and have the capacity to react quickly.

One way to navigate through the risks and challenges associated with the industry is to build a strong relationship with a financial advisor who can provide support to companies and business owners by developing an ongoing review of the strategic business plan.

An annually reviewed plan with flexible solutions can provide a guide to understanding ever-changing budgets. Establishing a process for adapting the annual business plan in accordance with changing factors provides business owners with better insight into what portion of the budget they can truly use to invest in technological advancements and other solutions.

Valuation & Your Future

Determining the company's greatest pain points and concerns, as well as its greatest strengths, is key in determining existing and potential business opportunities. A true valuation of the company provides a scale from which business opportunities can grow.

Read Excerpt: <https://www.constructionbusinessowner.com/setting-yourself-success>

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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.

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