



## Attention: Informational Workshop Beckley Z-way Projects



**BECKLEY** - The West Virginia Division of Highways will hold an Informational Workshop on Monday, May 22, 2017, at Daniels Elementary in the cafeteria located at 351 4-H Lake Road, Daniels,

Raleigh County, West Virginia on the proposed Beckley Z-Way Projects. This meeting complies with the public involvement requirements of the National Environmental Policy Act (NEPA) and Section 106 of the National Historic Preservation Act.

**NO FORMAL PRESENTATION WILL BE MADE.** The scheduled open house is from 4:00 to 7:00 p.m. and the public will be afforded the opportunity to ask questions and give written comments on the project throughout the meeting. A handout with project details will be available at the meeting and on the WVDOH Website.

Those wishing to file written comments may send them to R. J. Scites, P.E., Director Engineering Division, West Virginia Division of Highways, 1334 Smith Street, Charleston, West Virginia 25301 on or before Thursday, June 22, 2017. Visit the WVDOH Website at <http://go.wv.gov/dotcomment> for project information and the opportunity to comment on the project.

**The West Virginia Department of Transportation will, upon request, provide reasonable accommodations including auxiliary aids and services necessary to afford an individual with a disability an equal opportunity to participate in our services, programs and activities. Please contact us at (304) 558-3931. Persons with hearing or speech impairments can reach all state agencies by calling (800) 982-8772 (voice to TDD) or (800) 982-8771 (TDD to voice), toll free.**

Communications Office  
(304) 558-0103

See Excerpt: [www.transportation.wv.gov/communications/PressRelease/Pages/INFORMATIONAL-WORKSHOP-1.aspx](http://www.transportation.wv.gov/communications/PressRelease/Pages/INFORMATIONAL-WORKSHOP-1.aspx)



### DBE Opportunities

**Want to learn more about the DBE Program**

**Schedule your Business Consulting Session Now**

**This will be an opportunity to discuss your goals and objectives along with some of the great opportunities CEI/WVDOT provides for DBE's.**

**Please call: 855-678-9323**

### 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.

# 10 Steps to building a successful Construction Company in The New Economy



For the last five years or so many construction business owners were operating their businesses in survival mode. With the economy improving and residential construction activity picking up many contractors will be looking to grow their businesses again. If you are looking to grow your business here is my list of 10 steps contractors should take to make the switch from surviving to thriving.

1. **You can't do it all;** no matter how much you try. **Find the right people with the right skills and personalities** to be part of your team.
2. **Hire and properly train employees before you already need them** and their required skills up and running.
3. You are not the Energizer Bunny! **Make sure you have a plan for recharging your batteries** and keeping up the motivation you will need to make your dream business happen.
4. **Work on your leadership skills** and make sure you understand the difference between leadership and management. **Good employees want to be lead, not supervised.**
5. **Be careful about and watch your overhead expenses.** Many construction businesses failed during the recession because they could not cover the cost of **the overhead they were committed to.**
6. **Know the costs of doing more business before you do more business** so you can use the right markup to price your jobs profitably.
7. Before you actually increase your overhead costs **test the marketplace you plan to work in to make sure you can sell at the increased pricing** you'll need and can sell enough work at that price. Consider if you are in the right market to do business but also if you **have the right marketing and sales skills in place.**
8. **Be sure to price your work for the actual costs you will incur at the time you produce it.** Labor and many material costs are expected to go up dramatically before the end of the year. If you like the idea of an extended backlog of work **finds a way to protect your planned profits from escalating costs.**
9. **Know your limits.** Do what you can yourself but get the professional help you need to do things right; to **avoid costly mistakes, increase the likelihood of success and maximize the results for your all your efforts.**
10. **Revisit number one above.** Share your plan and your measurables with **someone who can and you will allow to hold you accountable** to following your plan and achieving your goals. **Make them part of your team.**



See Excerpt: [www.shawnmccadden.com/the-design-builders-blog/bid/93741/10-Steps-To-Building-A-Successful-Construction-Company](http://www.shawnmccadden.com/the-design-builders-blog/bid/93741/10-Steps-To-Building-A-Successful-Construction-Company)

## 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](http://www.wvdbesupport.com)